

Julie Murphy Is Honored As Saleswoman of Month

WESTFIELD — Julie Murphy, a consistent top achiever in the Burgdorff ERA Westfield office, has been honored as Saleswoman of the Month for April 2001, with sales of five units sold and dollars amounting to over \$1.6 million.

She has received many distinguished awards and has been a member in the New Jersey Association of Realtors Million Dollar Sales Club, 1993-2000. Ms. Murphy has been a New Jersey real estate professional for 11 years and resides in Cranford. She is an active member of the Cranford Junior Woman's Club, the Garden Club of Cranford and the Junior League of Elizabeth-Plainfield, and is a Trustee of the

Cranford Historical Society.

She was also a co-Chairwoman of the 1997 and 1998 "Home for the Holidays" House Tour in Cranford and recently completed the National Trust for Historic Preservation's Historic Real Estate Program.

Judy Sagan, Vice President and Manager of the Westfield Office, stated that, "Julie is an extremely knowledgeable agent in our office and has taken advantage of our cutting edge training and focus sessions to help her clients and expand her own production. Ms. Murphy has a vast knowledge of the Cranford-Westfield vicinity, along with a comprehensive understanding of the area."



VISITING AUTHOR...Sherry Ross, a local author who has recently published "The Light of Lucinda," discussed the role of scientific information and fantasy in her novel with sixth graders at Roosevelt Intermediate School in Westfield. Two students, Kate Kovalenko and Courtney Phillips, discussed the writing process and details about Ms. Ross' novel during a lunch session with the author.

Gina Suriano-Barber Named Listing Agent of the Month

WESTFIELD — Gina Suriano-Barber, a Broker/Sales Associate with Burgdorff Realtors ERA's Westfield office, recently earned kudos for having been named Listing Agent of the month for April 2001, with five units listed and dollars amounting to over \$1.6 million.

Ms. Suriano-Barber is a member of New Jersey Association of Realtors (NJAR) Million Dollar Sales Club, from 1989-2000; was awarded the Silver Achievement, 1996-2000; the Bronze Achievement, 1989 through 1995; was a member of the President's Club, 1995 through 1998; the Leaders Circle, 1997 and 1998, and the Distinguished Sales Club in 1998.

She is a lifelong Scotch Plains resident with over 12 years experience selling residential homes in Union County. Ms. Suriano-Barber has extensive knowledge of the marketing area, specializing in Westfield, Scotch Plains and Fanwood.

Judith A. Sagan, Vice President and Manager of Burgdorff ERA's Westfield Office, added, "It is obvious that hard work and dedication to her clients' needs have resulted in high production in yet another fabulous month for Gina."

"She is a great asset to our office and a role model for all agents. We are very proud of Gina and congratulate her in her many outstanding accomplishments."



David B. Corbin for The Westfield Leader and The Times A VERY SATISFIED CUSTOMER...Downtown business owner Dave Sutter (Lancaster, LTD) seems pleased with his service at The Town Bank of Westfield Elm Street branch office. Pictured, left to right, are: Branch Manager Teresa M. Gathercole, Customer Service Representative Lorraine A. Collins and Mr. Sutter.

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Burgdorff ERA Associates Earn President's Elite Status

WESTFIELD — Burgdorff ERA President Judy Reeves announced during the company's annual Awards Luncheon that three sales associates from the Westfield office had earned the Burgdorff President's Elite designation.

The honor was based on the associates' sales production for the year 2000.

Introduced in 1998, the President's Elite designation is awarded to Burgdorff sales associates producing over \$8 million in sales dollar volume

and is the company's second highest production honor. For their outstanding efforts, sales associates Faith Maricic, Joyce Taylor and Carol Toner were honored with the prestigious designation.

"The President's Elite designation symbolizes the hard work and dedication it takes to become one of the top sales associates in the real estate industry," said Ms. Reeves. "For this reason, I am proud to recognize Faith, Joyce and Carol for their truly outstanding efforts."

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JACQUELINE "JACKIE" HANBERGER
Realtor/Sales Associate
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