



SEWING CLASS . . . Residents of New Horizons, Ray Watt's adult community in Torrance, enjoy many activities in the recreation facilities now open at the development. Here, two of the residents work in a sewing class, a weekly activity.

Residents Enjoy Life in New Horizons Community

From swimming to sewing, from golf to gymnastics, from painting to photography, from billiards to barbecues, from ceramics to canasta—residents of New Horizons enjoy life.

This observation was made by Lee Schiefelbein, sales director of New Horizons, in describing the difference in living in Master Builder Ray Watt's complete adult recreation and garden home community.

"At New Horizons," Schiefelbein said, "at least 23 different recreation facilities are offered residents, and almost everyone takes part in one or more of these pursuits every day.

"New Horizons garden home owners have time to enjoy these facilities, because most of the tedious chores usually associated with home ownership are done for them—exterior house painting, lawn mowing and gardening. A small monthly maintenance fee provides for these services."

New Horizons homeowners also become part owners of all the country club-like facilities including the nine-hole golf course, \$150,000 Town Hall, separate Recreation-Craft Center, two heated swimming pools, tennis court and many more.

Two and three-bedroom, two-to-four garden homes are

priced from \$19,995, including wall-to-wall carpeting, radiant ceiling heat with individual thermostats in each room. The built-in gold-medallion kitchens include Hotpoint "top-of-the-line" electric range and oven, 140 degree warming oven, dishwasher and food waste disposer.

Residence in New Horizons is limited to one spouse or single persons at least 35, and no children under 18 may become permanent residents.

Speed Limit For Trailers To Be Posted

Signs will be posted on Los Angeles freeways within the next 90 days setting a 50-mile-per hour speed limit for cars pulling trailers.

The action was prompted by Supervisor Kenneth Hahn's suggestion that motorists should be warned that the speed limit for trailers is less than the 65-mile per hour limit for other vehicles.

The signs will be located near county lines, at all major freeway-to-freeway interchanges and at intervals of about 20 miles on the freeways.

VA Checks May Be Deposited

Beneficiaries of the Veterans Administration may arrange to have benefit checks sent directly to their banks for account deposit, according to Mort Webster, manager of the Southern California Regional VA office.

Details of the arrangement to have checks forwarded to an assigned bank and assistance in completing the arrangement may be obtained at any VA office.

REAL ESTATE AND Home Improvement NEWS

Sales Expert to Speak At Realtor Conference

Bob Bale of Phoenix, Ariz., will be the featured speaker at an all-day sales conference sponsored by the California Real Estate Association Friday. Bale is a nationally recognized authority on sales training.

The conference will be held at the Santa Monica Civic Auditorium. Reservations may be secured from the Torrance-Lomita Board of Realtors, 22833 S. Arlington Ave., according to Albert Z. England, president of the local board.

The Torrance-Lomita board is co-sponsor of the sales conference.

"BALE SERVES as sales consultant to many large corporations and is a popular speaker at national conventions and sales conferences," said England. He said that Bale has conducted extensive research and prepared special material for this conference on the subject, "How to Increase Your Real Estate Sales by 300 per cent in the Next Six Months."

"Five of California's most successful realtors will appear on the program talking on the fundamentals of listing, advertising and selling real estate with emphasis on single family homes and small apartment houses," said England.

The subjects and the speakers on the conference program are: "Listing—the Professional Approach" by Bob Thompson, Santa Clara; "Advertising and Public Relations" by Tom Kiernan, Sacramento; "Financing the Key to Closing the Sale," Richard Farrar, Palm Desert, and "Selling Real Estate Investment Properties" by Dave Stone, San Jose.

THE MODERATOR of the all-day conference will be Dave Conger of Vallejo, chairman of the CREA sales conference committee.

The conference is one of 18 all-day sessions being held this spring in every section of the state under the sponsorship of local real estate boards and the California Real Estate Association. A total attendance of over 10,000 is expected.

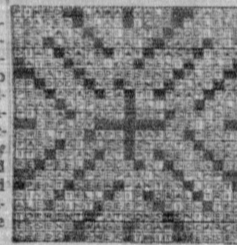
Bollinger Wins Citation As Sales Manager of Year

John Bollinger, who directed sales operations for 600 Scottsdale Townhouses, has been named Sales Manager of the Year for 1964 by R. A. Watt, inc., according to Ray Watt, president.

Bollinger, a veteran member of the 70-man Watt sales staff, was responsible for the sales of more than \$10 million in condominium units as Scottsdale Townhouses, Los Angeles County's largest family condominium development, set new all-time sales records.

The Long Beach resident was presented an engraved

SOLUTION



plaque emblematic of the corporation's highest administrative sales honor as one of the highlights of the annual sales dinner meeting held recently.

In presenting the award, Watt said that the competition for the top citation was keener than ever before, as the company enjoyed its best ever sales year in 1964.

Bollinger's leadership ability was shown many times during the 12-month period when over 500 condominium homes were sold, and the new condominium concept was being introduced for the first time in the Harbor area. His concern for the buyers was most evident, as over 35 per cent of the sales

came from referrals of satisfied residents," Watt said.

Bollinger presently is serving as director of sales for the new 303-family Norwalk Manor condominium, where more than 100 homes have been sold since the formal opening in September. Previously he was sales director for single family developments in La Mirada, Westminster and Covina. He lives with his wife at 1132 Gladys St., Long Beach.



SALES CITATION . . . John Bollinger, one of the sales directors for R.A. Watt, Inc., accepts a trophy honoring him as Sales Director of the Year for 1964 from R. A. Watt, president of the firm. Bollinger directed sales operations at Scottsdale Townhouses, heading a staff which sold more than \$10 million worth of condominium homes.

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Snow-whipped potatoes, mixed green salad, hot buttermilk biscuits with honey.

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SALES WINNER . . . Mrs. Sue Groce has been named "Salesman of the Month" for January at Lippard Realtors. Mrs. Groce, a saleswoman for the past 2 1/2 years, is the mother of four children and two times a grandmother. She is active in PTA and Little League organizations and won her trophy as the best salesperson in the Lippard firm in competition with 30 salesmen.



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SEWING

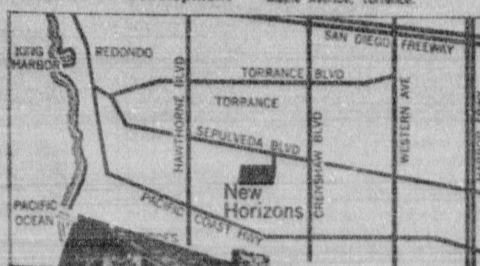
A completely-equipped sewing room is just one of the 23 recreational, health and hobby facilities enjoyed by residents of New Horizons-South Bay. Wayne "Doc" Anderson, famed trainer of the Los Angeles Dodgers, is on duty daily as physical and activities director. All the many recreational facilities are yours to enjoy* when you live in New Horizons.

NEW HORIZONS SOUTH BAY

New Horizons-South Bay is a complete adult recreation and garden home community. To maintain its adult atmosphere, one spouse or single persons must be at least 35, and no children under 18 may become permanent residents.

Garden Homes **\$19,995** from A RAY WATT Development

*A monthly maintenance fee, assessed by the elected Board of Governors, provides for maintenance of all of the recreation facilities, for gardening and exterior painting. New Horizons is a development of Torrance Knolls, 22127 Maple Avenue, Torrance.



Hotspot

DRIVING INSTRUCTIONS: The Complete Adult Recreation and Garden Home community is located on Sepulveda Boulevard between Crenshaw and Hawthorne in Torrance. Phone 325-6161.