

***RETIRED MEN'S ASSOCIATION OF GREENWICH, Inc. (RMA)
invites you to attend its meeting, on Wednesday, Feb. 19, 2014.
First Presbyterian Church, Lafayette Pl., Greenwich, CT.***

GIDEON FOUNTAIN

REAL ESTATE: WHAT WORKS, WHAT DOESN'T



There are bumps on the highway of life, and the best protection you can have is to hire professionals to help you. When you need medical or financial help you don't do this on your own, or hire your best buddy or your brother-in-law. For most of us, our house is not just a major financial investment, but the most critical factor in defining the quality of our life. And whether you are buying or selling, you should seek out the best Realtor you can find. You will have the benefit of his education and experience; he will provide price guidance and

negotiate a marketing strategy, supply neighborhood knowledge and identify comparable sales, and advise of market conditions generally. As often as not, he will protect you from yourself. Realtors have an incentive to make the client happy, since the lifeblood of their business is referrals.

In the highly-competitive Greenwich market, Gideon Fountain has survived and prospered, selling real estate in Greenwich since 1986, currently at Sotheby's International. He will entertain us with stories about how the apparently simple process of real estate can get screwed up. These accounts will be amusing on the telling; but they were not all that humorous to the person to whom they actually happened. They are cautionary tales; for some we can see how preventable steps could have been taken; others will fall into the category of "stuff happens." At the end, we will know enough as to how to prevent this from happening to ourselves, beginning with hiring a qualified Realtor.

Mr. Fountain, a life-long Greenwich resident, grew up in Riverside, and attended local public schools and the Boston University School of Management. He believes he has a fiduciary duty to give honest (and accurate) answers to all real estate questions, whether from clients or non-clients, and this method has served him well. You can get a useful primer on what is current locally on his web site, Greenwich Bored and Razed. During off times, Gideon occasionally consents to act in small, local, independent films which are made, and then disappear. Gideon's grandparents were Hollywood movie stars, Leatrice Joy and John Gilbert.

Our business meetings begin at 10, and our speakers are scheduled for 10:30. No Charge and No Reservations are required. For additional information, call Bernard Schneider, 203-698-2558; bgsesq@gmail.com. , or see our web site, greenwichrma.org.