



PROMOTE CONFERENCE . . . Local realtors met recently with the state Real Estate Assn. officers to make plans for an educational and sales conference March 27 at Westchester. Shown with keys promoting the theme are, left to right, Bill Brugger, Forest G. Beyrer, Ken Peters, L. H. "Spike" Wilson, R. Dymock Smith and George Hanback.

## Realty Board to Help State With Conference

A realtors conference aimed at reviewing and updating the proven techniques of selling is scheduled March 27 in Westchester.

The event is being co-sponsored by the Torrance-Lomita Board of Realtors and the California Real Estate Assn. Theme will be "The Keys to Selling Single Family Homes and an Introduction to Selling Apartment Units."

PRINCIPAL SPEAKER will be Al Tomsik of Los Angeles, sales training expert. The all-day conference will be held at the Airport Marina Hotel.

Subjects to be presented include: "Your Real Estate Career in California," by David Conger, Vallejo; "Financing—The Key to Success in Real Estate," by Jerome Blank, Albany; "Advertising—And How to Convert Inquiries Into Sales," by Henry Milano, Sacramento; "Listening — Who, Where, When, What, Why, and How," by David Stone, San Jose; "Obtaining and Presenting the Offer," by Fred Kmetovic, San Jose.

THIS is the 16th year the California Real Estate Assn. has conducted these educational and sales conferences.

The conferences have done much to improve the services of realtors to the public," according to L. H. Wilson of Fresno, CREA president. "More than ever before the services of the professional realtor are necessary in negotiating the purchase or sale of a home.

"In most cases the purchase of a home is a family's largest investment in a life time. Professional counsel and guidance by qualified realtors is necessary to insure that the purchase represents a sound and wise investment for the years to come," Wilson said.

## Local Realtors Serve On CREA Committees

A number of local realtors, members of the Torrance-Lomita Board of Realtors, have been appointed to important committees of the California Real Estate Assn. by L. H. "Spike" Wilson of Fresno, president of the association, it was announced by President Ken Peters, president of the board.

Realtor Geneva Meara was appointed to the public affairs committee.

Realtor Mary Toombs, realtor public relations committee; realtor Don Shaw, ethics; realtor Roy Shaw, legislative; and realtor Harold Lippard, multiple listing committee.

THE COMMITTEES of the California Real Estate Assn. work throughout the year on a wide range of projects to improve the standards of the real estate industry and also for the protection of property owners and the public in buying and selling of real estate.

Most of the CREA committees will meet in Palm Springs at the El Mirador and Riviera Hotels, March 14-16. More than 1,200 members of the association from all parts of the state will be in Palm Springs to discuss the many current projects

of the 39,000-member state association.

Final plans for the CREA educational and sales conferences will be made at the Palm Springs meetings. The conferences will be held in 19 locations throughout the state with anticipated attendance of more than 8,000. First conference on the schedule is Riverside on Tuesday, March 19.

OF SPECIAL interest at the Palm Springs meetings will be the report of the CREA legislative committee on legislation affecting real estate and property owners now under consideration by the state legislature.

Planning to attend the meetings from the Torrance-Lomita area are President Ken Peters, past president Jack Schimide, realtors Henry Mahler, Delbert Vaughn, Alvin Grancell, George Harbour and Del Wright.

Salesmen representatives include Irene Hammack, Don Mario, and Lawrence Poaske.

### Rummage Sale

Torrance Woman's club will stage its annual Rummage Sale tomorrow from 10 a.m. until 4 p.m. at the clubhouse, 1422 Engracia Ave. Proceeds from the sale will go to the club's philanthropy fund.



WEARIN' O' THE GREEN . . . The ninth annual St. Patrick's Day corned beef and cabbage dinner will be served Sunday, March 17 at the St. Catherine Labourer Parish Hall, 3846 Redondo Beach Blvd. from 1 to 7:30 p.m. Dick Divinski, Al Egnatuk, head chef, and Frank Conaty (from left) will be on hand to help serve the more than 1,000 persons expected. Chairmen are John Porter, Gil Johnson, and Vidal Rodriguez.

GET IN STRIDE GO CLASSIFIED



TOP SPEAKERS . . . Fred Boren (left), president of the Torrance Lions Club, presents trophy to Pat Deikel (West High) as top speaker in the local club's recent oratory contest. Looking on (from left) are Sharon Kniss, Lisa Smith, John Rose, Virginia Moffitt, Karen Vanderhayden, and L. Milton Isbell, chairman of the contest. (Herald Photo)

## Delegation To Attend 'Y' Meeting

Officials from the Torrance Family YMCA depart tonight for the 29th annual meeting of the Pacific Southwest Area Council of the YMCA in Phoenix over the weekend.

Members of the local delegation are Dr. Rollin R. Smith, national councilman for the Y; Leonard Kane, member of the area committee on program standards; and Joseph Wilcox, executive secretary of the local YMCA.

They will join some 300 delegates from YMCAs in Hawaii, Nevada, Arizona, New Mexico, and California in several groups to discuss the conference theme, "Why the YMCA?"

SPEAKERS will include B. P. Faubian, associate general secretary of the National Council of YMCAs; Howard Pyle, former governor of Arizona

and president of the National Safety Council, and Dix Price, executive secretary, Arizona Education Assn.

The Council meeting is the annual business session of the Young Men's Christian Assns. of the Pacific Southwest Area.

IN ADDITION to the business of the council, small group sessions this year will provide information and discussion directed toward YMCA program for young adults, strengthening of family life, achieving the YMCA Christian purpose, adapting program to meet changing needs, and the development of physical fitness programs.

Chairing the conference and directing the work of the planning committee is Sam Maridan Jr., mayor of Phoenix and presi-

dent of the Pacific Southwest Area Council of YMCAs.

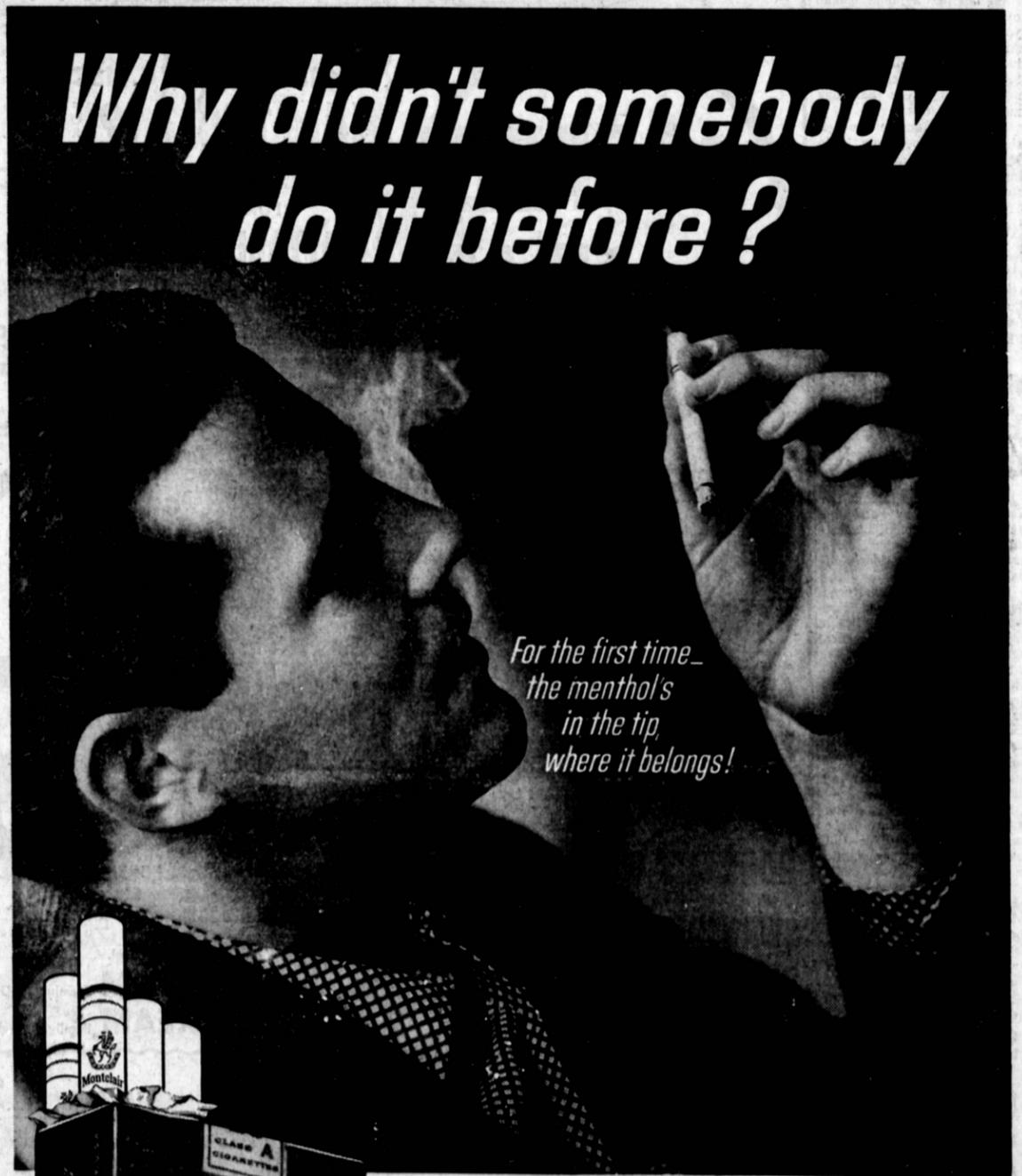
Devotional portions of the meeting will be led by the Rev. Stanley Brown of Phoenix.

## Stop Signal Means — Stop

A lighted or moving warning signal at a railway grade crossing means one thing—stop. California Highway Patrol Commissioner Bradford M. Crittenden said.

"Many motorists apparently assume they may proceed directly across the tracks, with only a momentary slowing of their vehicle.

The commissioner said that drivers also must stop and remain standing if a flagman signals the approach of a train.



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