

Glendale, California
Advent, 1985

Dear Friends,

Seasons Greetings from California!
We hope that this festive time of the year finds you healthy and joyous, and we hope, as the song says, "that all your Christmas wishes come true".

This year has been an exciting and fulfilling one for us. Mary Beth came to the realization that she had grown beyond the secretarial role at IBM, and became frustrated with being a tiny cog in such a large machine. After much soul searching, we decided that a career in Real Estate might be a good alternative. It offers the potential for excellent income, flexible hours and is a people oriented job. With all these features in its favor, it was hard to see the negative side. We did a careful evaluation of many different paths and decided to purchase the Help-U-Sell Real Estate Consulting Franchise for Glendale and the Crescenta Valley. We both passed our California State Real Estate Sales Person's exam and we are currently studying for our Broker's exam which we should take shortly after the new year.

Help-U-Sell is an American franchised technique of combining traditional real estate, mass marketing, and professional consulting techniques. Instead of a percentage commission, a flat fee is charged to the seller. We do everything that traditional real estate sale people do except showing the property - we leave that up to the seller and they save 50% or more.

We opened an eleven hundred square foot office in Glendale and have been doing quite well. Mary Beth has taken five listings and sold three homes. We are both encouraged that this will be a good career.

Richard is continuing to enjoy his career at National TeleConsultants here in Glendale. He has been working on a variety of projects for Pacific Bell's corporate headquarters in San Francisco, and is currently leading the design effort for rebuilding twenty-three studios for the Voice of America in Washington, D.C. This work has involved numerous day trips to San Francisco and two trips back East. On both of these trips, Richard has been very pleased to be able to see his father, and on one trip to also visit with the entire clan at Somers.

We spent Thanksgiving Day with some friends of ours from church. It was very kind of them to invite us to their family dinner. We have found some very good friends through the St. Mark's small group program. Four couples, including us, meet twice a month for discussion (we even have homework!) and fellowship.

Margaret, Mary Beth's mother, plans to arrive in California on December 20th and is planning to stay through January 14th. We appreciate the nice long stay, as we have not seen her since April. We are looking forward to having our very first Christmas Tree as a married couple. We hope that Margaret can enjoy a "Green Christmas". Another couple from St. Mark's have invited us for New Year's Eve, and then on New Year's

Day, we hope to go to Pasadena to see the Rose Bowl floats close up. Two years ago, we discovered that if you wait at the end of the parade you can see the beauty of all the floral decorations on the floats without getting mauled by the crowds.

We chose to take a leave of absence from the church choir this year in order to launch the Real Estate business. Add to this all of our studying and exams for our licenses and our demanding jobs, we feel we are being kept too busy as it is. Richard continues to do some recording of special services and performances at St. Mark's.

Caution governs our travel plans because we do not yet know the peaks and valleys of the Real Estate business. The only trip we have committed to is to visit Expo 86 in Vancouver, British Columbia, Canada sometime between May and October.

May God's Blessing be yours at this joyous season and throughout the years to come.

Love,

Mary Beth and Richard Hess

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