

The SpringDale Messenger

Your Free
Community
Newspaper

Compiled and published by the SpringDale Community Cottage Inc

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CRAFT EXPO



A GREAT DAY



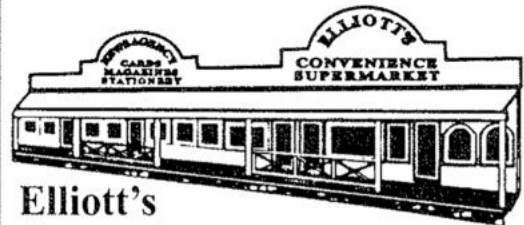
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The SpringDale Messenger

The SpringDale Messenger is compiled by the SpringDale Community Cottage, 14 Princess St. Drysdale. Postal: P.O. Box 80, Drysdale, 3222.

Advertising and Enquiries:

PH: 5253 1960. FAX: 5253 3050

Community Groups, Churches, Sporting Clubs, Service Clubs, etc., are invited to submit details of their future activities for regular inclusion in the Community Diary section, or as articles in the news section as appropriate.

Copy may be typed or printed with a good ribbon (preferred), or legibly handwritten and left at the SpringDale office at 14 Princess St., or posted to P.O. Box 80, Drysdale, 3222.

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SpringDale Community Cottage,
Phone (03) 5253 1960.

To ensure publication in a specific issue, copy must be submitted prior to deadline. Layout and Design of this issue by Pagination Design Services, Geelong. Ph: (03) 5223 2494



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Christine Adams
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100 The Terrace
Ocean Grove, 3226.
39 Fenwick St.
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64 Bellarine Highway
Newcomb 3219
Ph: 5222 4147**

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IT WAS A GREAT DAY IN TOWN ON SATURDAY 25th OCTOBER !!!!!!!

Drysdale work with a resounding bang on Saturday morning very early as the bargain hunters wept into town to quickly buy up lots of goodies at the Drysdale Fire Brigade Monster Garage Sale. Then stayed around for the Annual Craft Expo, The Craft Shop's 15th Birthday sale and a quick visit to the Historical Society Building to see just what does go on in that striking little building in the middle of town.

Well before 9 O'clock there was not a parking spot to be had for streets around and people crowded Princess and High Streets.

All this buzz of activity was the end result of weeks of planning and hard work by the members of some fourteen community organizations and groups as well as a number of individual contributors. Even The weather decided it had to lend a hand and a beautiful warm sunny day encouraged people to visit and enjoy the activities that were on offer.

The two main organizing bodies, the Drysdale Fire Brigade and SpringDale Community Cottage, would like to take this opportunity to thank everyone who helped so willingly to make the day's events such a resounding success.

The Drysdale Fire Brigade would especially like to thank those who donated so many excellent goods for the Garage sale as well as all their members and volunteers who worked tirelessly on Friday and Saturday in collect-

ing, sorting, selling and cleaning up afterwards. All the money raised of course comes back to the Community through a well-maintained efficient Fire Service.

SpringDale Community Cottage has, as usual, a very long list of thank yous. Firstly our two main support groups The Drysdale branch of C.W.A. and The Drysdale Community Crafts. We would also like to extend our thanks to The Drysdale Fire Brigade for sharing their Day, St. James Church Drysdale, Portarlinton/Drysdale Lions Club, Drysdale Rotary Club, Drysdale Scout Troop, Bellarine Historical Society, Drysdale Traders, The Leopold Lace Makers, The Geelong and Clifton Springs Spinners Group, U.3A, The National Wool Museum and some very special people who are always there to help us when we plan a Community Event our Friends and Volunteers. We usually do not name names as some people could be accidentally left out, however, we feel we must say special thanks to Robin Chase, now known as "The Road Runner", Tom Carroll, Cliff Adams and Peter Baxt for their "Back Breaking" efforts. Our thanks to all the Exhibitors and Demonstrators whose many talents continue to be a source of enjoyment for all of us.

Saturday 25th October again has shown how co-operation between a number of organizations can produce a very high level of success.

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MOST IMPORTANT

Meeting to set up of new areas of Neighbourhood Watch

Monday 24th November

7.00PM

Drysdale Community Hall High St. Drysdale

Launch of the areas K66 and K67
This covers the areas not previously involved
in Neighbourhood Watch.

**TO ENSURE SUCCESS WITH THIS PROJECT
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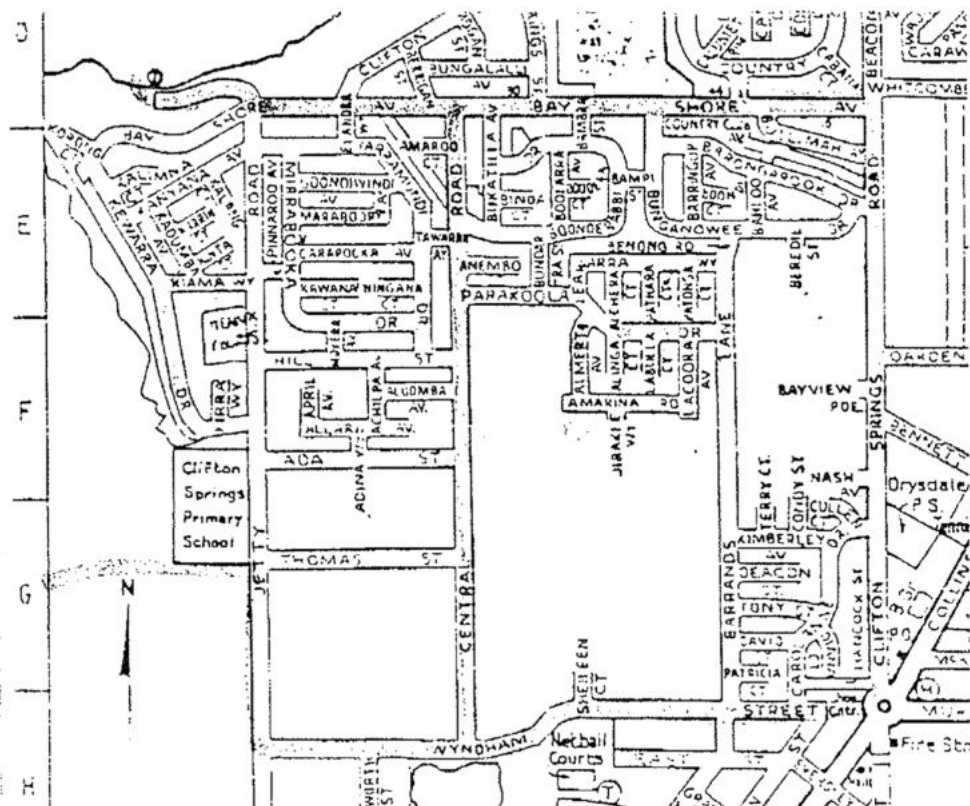
VICTORIA POLICE



Attention Clifton Springs residents south side of Bayshore Avenue through to Central Road, between the water and Clifton Springs Road.

At 7.00p.m. On Monday the 24th day of November 1997 a meeting will be held to launch Neighbourhood Watch in your area. The meeting is conducted at the Drysdale Community Hall, High Street. The meeting will be an information night with local Police

and others explaining the Neighbourhood Watch programme. Neighbourhood Watch is currently active in other areas of Clifton Springs and if enough support is shown it will be launched inside the above area at this meeting. Everyone is welcome including kids. If you require further information contact Senior Constable Rodgers at the Neighbourhood Watch office at the Geelong Police Station on 5225 3261.



Salvation Army Family Stores

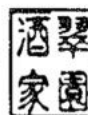
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A new business has recently opened in Drysdale that can take care of all your secretarial needs at an affordable price.

The proprietor, Helen Stride can attend to your word processing, business correspondence, resumes, photocopying, faxing and desktop publishing needs.

The business has a high quality scanner that can scan almost anything. Items such as photos, logos etc. can be scanned and then printed in colour or black and white or they can be copied to disk for later use. How about your own personalised birthday card, Christmas card or invitation with your favourite photo on the front.

A telephone answering service is available for those business people who would like their telephone answered personally when they are busy or away. You can have your calls diverted

to a separate line and they can be answered in your business name. When your secretary takes leave you can now keep your business correspondence up to date.

Pick up and delivery can be arranged or you can call at the office on the first floor of Gallop House in Hancock Street or you can fax your work through.

Helen's husband Cliff also operates a book keeping business so together they can take care of all your office administration needs and you only pay for the services you really need when you need them.

Helen can be contacted by phone on (03) 5253 3090.

SPRINGDALE BELLARINA TOY LIBRARY

Open Saturdays 10.30 to 11.30. Lots of quality toys and puzzles for children aged 0 - 6 years.

Come and see what's available to help stimulate your child's play.

We're located in Princess Street at the rear of SpringDale Community Cottage.

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Core Program

- Computer Operations Data Retrieval
- Computer Operations
- Word Processing Introduction
- Database Fundamentals
- Spreadsheet Fundamentals

Program continued

- Introduction to Desktop Publishing
- Manual Accounting
- Word Processing (using MS Office)
- Database (using MS Office)
- Spreadsheets (using MS Office)
- Quicken - Bookkeeping/Small Business
- Quickbooks - Bookkeeping/Small Business

place a tick in the areas you wish to study

Classes will be conducted:

during the day 9 am - 12 pm 1 pm - 4 pm
during the evening 6 pm - 9 pm

tick one or both boxes if time is suitable

Name: _____

Address: _____

Phone: _____

MESSAGE

To all community groups and organisations

SpringDale Messenger will print a special edition containing all available LOCAL COMMUNITY INFORMATION - Drysdale Clifton Springs, Portarlinton, Indented Heads, St. Leonards, Wallington - The North Belarline Peninsula.

If you wish your school; club, centre, group, service etc. to be included in this totally FREE directory please fill in the following and return to SpringDale Community Cottage, 14 Princess Street, Drysdale or P.O. Box 80, Drysdale, 3222.

Name: _____

Address: _____

Telephone No.: _____

Fax No.: _____

Contact Person(s) _____

Title _____

Activity for Classification _____

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COUNCILLOR WELCOMES ECONOMIC DEVELOPMENT STRATEGY

The former Geelong Regional Commission adopted an economic strategy for the region in 1988 - Directions, The Geelong Region Development Strategy - which had a 10-year implementation program. A community based vision for the future - Geelong 2010. A preferred Future - was also undertaken in 1994.

Over the past 18 months, the City's Economic Development Unit has been progressing a number of studies to facilitate economic growth in the Geelong region and to assist in developing an economic strategy for the City.

These studies include:

- Physical Infrastructure Study of City - addresses telecommunication, energy, water Sewerage, roads and public transport
- Health Education Infrastructure
- Wool Industry Strategy
- Wool Showfloors Rationalization
- Geelong Seafood Industry Strategy
- Manufacturing Industry Action Plan.

This work has been undertaken in consultation with, and in some cases led by, the Geelong Development Board.

Other studies undertaken for the City which affect the future economic growth of the City include:

- Arterial Roads Study
- Urban Growth Strategy
- City Corporate Plan
- Rural Land Use Strategy
- Cultural Vision and Strategy
- GO Tourism 3 Year Strategic Business Plan.

It is intended that the economic strategy provides a broad direction for those city activities that

have an economic impact. It will also enable the work of the Geelong Development board and the City's Economic Development Unit to be refined to enable greater focus on pursuing initiatives that promote maximum investment and employment growth.

The Economic strategy is intended to provide the framework for other strategies of the City to ensure that they contribute to and support economic development. A key outcome of the project will be the preparation of an economic development map of the city - this would show elements such as economic growth nodes/activity centres, industrial parks and indicate the extent to which employment growth is likely to occur in these locations.

The Economic Development Strategy is a very important initiative for Council. The process of preparation of the Strategy will enable input from a broad range of organisations and regional groups. The Strategy will set the direction for economic development and economic activity in the Geelong region.

Councillor
Dennis Blake
- Coryule Ward



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This business was purchased off Ernest Rodgers in 1960 by his daughter and son-in-law Lex and Norma Mortimer, after Ernest Rodgers established the original business in 1922.

In 1960 the business involved general carrying, firewood, briquettes, and a small Mobil Agency. We changed direction on a number of occasions, first becoming a produce merchant, selling potatoes and peas in the Victoria Market for a period of 20 years. At the same time we contracted with the State Rivers carting fibro cement water pipes. The first contract was to cart the pipes that brought mains water to St. Leonards from the basin in Portarlinton. Our biggest pipe contract was the carting of the second mains pipeline from Petterval to the Bellarine Basin. These pipes were 30 feet long; 24-inch cement lined steel and weighed one and a half tons each.

To help get the first contract, I sat on the kitchen table in our old house, and watched the pipes being stacked in the Station Yard. The pipes came down to Drysdale by train. By doing this I defeated our fellow competitors by 12 Pounds, 24 Dollars. We never missed a contract for the next ten years.

We had a crane, an ex Army Blitz, with a two-ton Fowler Crane on the back. With this, besides the contracts with the State Rivers, we carted and helped lay the pipes for the underground drainage in Clifton Springs for Willmore and Randall. We also carted the steel and gear, 800 tons, for the water storage tank in Andersons Road that supplies the water for Clifton Springs.

We also grew potatoes for a number of years until about 1990 when we decided that they were a lot of work for little return.

Our two boys, David and Chris came into the business in the late 1970's and with their additional prowess we have progressed to the stage where we are mainly dealing in petroleum products. After serving the public out of the yard for a number of years we built our Service Station some five years ago, and appreciate the many customers we serve.


David is the driving force with assistance from Chris, Jeff, his Mother and me to a lesser extent.

Lex Mortimer

DRYSDALE UNITING CHURCH

Drysdale Uniting Church is holding a "Food and Fun Fete" in the Church Hall on Friday the 21st November at 5.30p.m. Come and enjoy a home cooked meal, and buy cakes, plants, vegetables and Christmas decorations. Entertainment will follow from 7 - 8p.m.

Enquiries to Norma Taylor Phone: 5251 2352.



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CONCERN OP-SHOP FASHION PARADE

The Concern Op-Shop, Drysdale will conduct its Second Birthday Fashion Parade in the Uniting Church Hall, Drysdale on Friday 28th November, 1997 commencing at 8.00 p.m.

Models will display summer fashions including casual to after five wear, plus men's, young peoples and children's clothing.

All clothing modelled on the night, plus a range of goods on display, will be available

for purchase at the conclusion of the parade. All clothing will be very reasonably priced. All proceeds go to Concern Welfare in Geelong, for distribution to needy families in the greater Geelong area.

Entry fee is \$5.00 and will include a Birthday Supper. Enquiries to the Op-Shop on 5251 3640.

IN YOUR GARDEN

Spring is drawing to a close with many of the wonderful flowering things coming to an end. It's a good time to be giving these things a bit of a haircut and a feed to encourage some growth. Flowering trees can be pruned once they have finished to encourage even growth over the tree. Young trees sometimes need to be pruned a little harder to reduce that lanky appearance, older trees only need to be pruned to grow in the shape that you want them to be.

The good news however is that the roses are well and truly on the way to looking glorious. The dry spring has meant that fungal problems like Black Spot, Rust etc. haven't been as rampant, leaving the roses lovely and free from disease. If you are having problems then it may well be the way you water. Best to water in the morning before it gets hot and onto the ground rather than on the leaves. The worst thing about this weather is that the aphids breed

like mad. These slippery little suckers remove copious amount of sap from anything that they fancy, causing distortion of the leaves, deformed flower buds and reduced growth vigour in the plant. If you don't mind the green stains on the fingers you can squeeze them, a spray of Garlic, Pyrethrum, Soapy water or a product like Malathion will usually knock them around. You will however have to do follow up sprays to ensure that they don't return.

Black Aphids seem to be prevalent so far this year and need to be controlled quickly before they can cause too much damage to Flowering trees, hibiscus, Fruit trees and the like. Leaf damage, similar in look to curly leaf is a good indication of their presence. Spray with a serious spray Malathion, Rogor or similar to quickly get rid of them, follow up applications may be required.

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DRYSDALE SENIOR CITIZENS

A notice to one and all - A garage sale, to beat all garage sales, is to be held at the Drysdale Senior Citizens Club Rooms on Saturday 22nd of November, at 9.00 a.m. A wide variety of stalls, sausage sizzle, a raffle etc. So come along all you residents of Drysdale and Clifton Springs, to find the many bargains to be had. Support your local Senior Citizens, after all, you will be one yourselves some day.


December 15th is the Christmas Luncheon at the Club - as soon as the list goes up - names to be forwarded please. The luncheon will be followed by a concert, given by the very talented Senior Citizens Concert Party, ably produced and directed by the Club President, Benny Ashworth. Speaking of which, The Concert Party are seeking sponsors for Senior

Citizens Week, 1998, to enable them to put on shows that week, at various Nursing Homes, to give a little entertainment to the residents, who, we know, from past experience, greatly appreciate being entertained. The Council are giving logos to respective sponsors we are told.

One of our long serving members is soon to depart from these shores - a farewell message will be in a future bulletin, so watch this space.

Now - To all our sickies, we wish you all a speedy recovery and hope you will be back to full fitness and back amongst us - your friends, very soon. God bless.

Yours sincerely,
I.M. Astill



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BCD

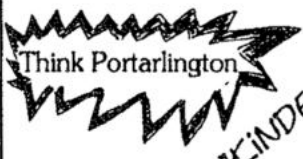
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SWAN BAY

INTEGRATED CATCHMENT MANAGEMENT COMMITTEE

ACTION PLANS UNDERWAY

Work has begun on the preparation of Action Plans for the protection and enhancement of Swan Bay and its Catchment.

Swan Bay is situated at the eastern end of the Bellarine Peninsula and has a catchment area of 170 square kilometres bounded by Ocean Grove, Point Lonsdale and Queenscliff, St. Leonards and the outskirts of Drysdale.

The bay is listed on the Register of the National Estate because of its very high environmental significance. The wetlands of the Swan Bay area have received international recognition due to their role in providing habitat for waterfowl and wading birds including many migratory bird species. The bay provides breeding and nursery area for fish, crustaceans, molluscs and other marine creatures. The area supports one of the three largest known populations of the endangered Orange-bellied parrot.

The Swan Bay Integrated Catchment Management Committee has prepared a draft schedule and priority listing of Action Plans

to tackle the many threats to the future well being of Swan Bay and its Catchment.

The Action Plans cover the areas of

- Community Awareness and Participation;
- Pest Plants and Animals;
- Remnant Vegetation and Wildlife Corridors;
- Stormwater;
- Water Quality (including Streamside Protection and Water Monitoring);
- Sustainable Agricultural Practices (including Whole Farm Planning, Catchment Plans, Salinity, Pasture Selection, Small Farm Management and a Best Farm Practice Award).

The Swan Bay Integrated Catchment Management Committee was formed to coordinate the Activities of voluntary groups working on land management and marine issues, with those of the municipalities and statutory bodies.

Enquiries regarding the Action Plans and the activities of the committee are welcome and may be directed to Mr. Richard Allen, Catchment Facilitator, at 6 Queen Street, Queenscliff - Phone (03) 5258 1513.

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SPORTS AEROBIC CHAMPION - TERESA - LEE ANDERSON

The talented young sports aerobic champion Teresa - Lee Anderson from Clifton Springs has her dreams set on representing Australia in the future Olympics and also competing in the World Titles of Sport Aerobics next year to win gold for Australia. Already, Teresa - Lee at the age of 20 has achieved outstanding results in 16 months. In September she had won her third Victorian title and this month won third placing in the Australian Championships in Queensland. Teresa - Lee is dynamic and dedicated to achieve her dreams, she trains four hours daily and teaches gymnastics at Y.W.C.A. Teresa - Lee's parents, Yvonne and Paul give every possible encouragement and support to help her on the way to World Titles.

Elaine Janes from Ocean Grove has taken on the task of fund-raising to assist Teresa - Lee with training, competitions and travel in Australia and Overseas, Teresa - Lee showed her talent to a large audience in July when Elaine held a fund-raising night for Geelong

Hospice Care Association which was highly successful. Elaine, with her organisational skills and creative imagination obtains pleasure and satisfaction in helping a worthy cause. Teresa - Lee is a person most deserving of any help and sponsorship given.

A MESSAGE FROM ELAINE JANES.

PLEASE come and support your talented local young lady. The evening of dancing, fun, prizes and various top entertainment will be held on Friday 14th November at Club Italia, Bellarine Highway. Arriving at 7.30p.m. To start at 8p.m. till midnight. Cost is \$15.00 per person and includes supper. Drinks available at Club Italia. Prize for best dressed in denim and leather and prize for the happiest couple. The Hat Band from Melbourne play wonderful music and singing. Teresa - Lee will be demonstrating two routines showing her outstanding ability. Tickets must be purchased before the evening. Any enquiries please phone Elaine Janes Ph: 5255 4520. Offers of help gratefully accepted.

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CAROLS BY CANDLELIGHT

Rehearsals are in full swing and this year will contain a real variety of entertainment and audience involvement. Any Vocalists/Instrumentalists interested in joining in please phone Lorraine Hall on 5251 2893 for details.

ANNUAL GENERAL MEETING

This year will be held in the Springs Community Room on Tuesday 4th November at 7.30p.m. Bring a plate (again with something on it).

Any enquiries regarding our Theatre Group please don't hesitate to phone me on 5251 2652.

Jenny Bond
President

DRYSDALE CHRISTIAN FELLOWSHIP

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276 - 290 Jetty Road, Drysdale. 3222.

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Sunday Services: 10.00a.m. and 6.30p.m.

KIDS CHURCH every Sunday at 10.30a.m. for all primary school aged children.

Puppets, Prizes, Games. If you need transport or want to know more Information about

Kids Church contact Dianne on 5255 4572 or Debbie on 5256 1323

GAMBLING PROBLEMS?

Call Bethany BreakEven Problem Gambling Service.

This is a free and confidential counselling service, now available on the Bellarine Peninsula & Surf Coast, to assist those with a gambling problem and others who may be affected by someone's gambling.

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CLIFTON SPRINGS BOWLING CLUB

Pennant Bowls

The ladies teams fell at the first hurdle, but recovered well for 4 good wins last week. The men's teams (increased to six this year) lost in the higher grades, but the bottom three teams are all gridders. With so many new bowlers steady improvement is expected.

Social Bowls

Visiting bowlers are welcome with ladies bowls every Thursday, and "Men in Miefti" 9.30a.m. each Wednesday and Friday - Phone: 5251 3555.

New Bowlers

Learning bowls is easy. Depending on aptitude and application, start now, and you could be a competitive pennant player by Xmas. The club has bowls for your use, and qualified coaches willing to teach. Just phone 5251 3806 for someone to meet you at a time of your choice.

SPRINGDALE TRIMLINERS

SpringDale Trimliners meet every Monday (during the school term) at 2.00p.m. We are a social group who encourage our members to eat sensibly, loose weight and enjoy each others company and experiences in a most friendly environment. Namely SpringDale Community Cottage. We have a monthly winner, a monthly raffle and speakers who come along and give us some wonderful advice on keeping fit and

healthy. So if you are looking to loose weight, meet some new friends and generally have some quality time with others please come along and meet us all. We have a \$5.00 joining fee and a weekly fee of \$1.00 for your weigh in. Our Christmas luncheon is fast approaching so please come along, join Trimliners and see what we have to offer.



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PLANNING FOR SUCCESS

Planning to successfully meet business and personal financial goals is just like planning a holiday.

"Unfortunately most Australians spend more time planning their annual holiday than they do planning the future of their business or personal life," said Frank Tigani a practising accountant.

Step one of planning your holiday is deciding where you are going and organising accommodation. Its exactly the same with business and personal financial planning. You must decide where you want your business and personal life to go and formalise it in a strategic plan.

"The main benefit of preparing a strategic plan is to separate the wood from the trees. So often people get bogged down in the day to day running of their business and financial matters that they have little time to work on the big picture. Writing a strategic plan forces you to work on the big picture and focus on what is really important to you or your business".

Step two in the holiday plan is to decide how you are going to get to your holiday destination. "There are many different ways to reach your business and personal financial goals. This step involves more detailed consideration of just what will be required by the business, or you personally, in order to achieve the goals in your strategic plan". Your conclusions are formalised in your "business plan"

which explains how you are going to reach your business goals and your "financial plan" explains how you are going to reach your personal goals.

In business this may involve determining additional financing requirements and analysis of the types of financing that are most appropriate such as leasing, overdraft or loan facilities. All areas of the business operations should be considered including staffing, products, services, marketing and the general conditions in your industry.

In a personal financial plan, issues such as your level of risk if you become ill, how you can pay less tax, how to protect your wealth if your business fails, growing your wealth and how to spread your wealth across different asset classes to name a few need to be considered.

According to Tigani "you can only manage what you can measure. There is no doubt that formalised business and personal financial plans help make your business and your life goals more reachable".

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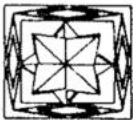
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USED CARS : NEW COOLING OFF PROVISIONS

In an attempt to reduce the large proportion of complaints made to consumer organisations about vehicle repairs - the proportion is currently over 20 percent - legislation has recently been passed which revises the statutory warranty system in relation to used cars and requires all registered cars to be sold with a road-worthy certificate.

The Motor Car Traders Act 1996 is now fully operational. The previous three-step warranty arrangements based on the price paid for the used car have been replaced by a system which takes into account the age and kilometres travelled. As a result:

- the warranty period for all used cars, except cars over ten years old or which have driven 160,000 kilometres, is 5000 kilometres or three months whichever comes first;
- there is no warranty if a car is more than ten years old or has driven more than 160,000 kilometres;

- a motor car trader must repair any defect appearing in the car before the end of the warranty period;
- the warranty does not apply to accidental damage which occurred after the car was delivered or to tyres, battery or any prescribed accessory of the car or to any defects specified in writing by the dealer.

Other provisions of the Act increase:

- the jurisdiction for complaints against traders in the Small Claims Tribunal from \$5000 to \$10,000; and
- the jurisdiction of the Credit Tribunal to hear disputes over credit contracts from \$20,000 to \$40,000.

The Act also clarifies that a clear day for the purposes of a purchaser's three day cooling-off period does not include a Saturday, Sunday or public holiday.



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ST. LEONARDS FORESHORE MARKET

Future dates: Saturday the 3rd and 17th January, 1998.
Sunday the 25th January, 1998.
Saturday the 11th April, 1998.
From 9.00a.m. to 1.00p.m.

SESSIONS/ACTIVITIES:

If a group of friends or a Club out there has a need for a particular course - and you would like to attend the sessions at this area - ring SpringDale Community Cottage and see if we can help you. Most tutors are more than willing to take a course with approximately four or five people - so give us a ring on 5253 1960 - tell us the times and dates you would like and we will see what we can do.

WALKING GROUP.

Anyone interested in a walking group running on Tuesday or Thursday morning around 10 am.

This group would cater for those who wish to start off on easier-type walks before progressing to bigger and better things. This is a good opportunity to make new friendships and a good way to help improve your cardiovascular fitness. Start soon before the weather becomes too hot.

Ring SpringDale Community Cottage, 5253 1960 for more information or any ideas you may have on the above.

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This accredited course will give you or your staff the correct knowledge and skills of food handling, food storage and food hygiene. This course is also of benefit for anyone wishing to seek full-time, part-time or casual work in this area.

Date: 2nd, 3rd and 9th December

Time: 7.00pm - 10.00pm

Sessions: 3 sessions x 3 hrs.

Cost: \$50.00

Trainer: Margaret Jean

As number for this class are limited, please book and pay promptly to ensure a place.

*This course is funded by
Geelong Adult Training and Education*

**FOR FURTHER INFORMATION PLEASE
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GOOD VIBES SELL HOUSES

Most home sellers realise that good presentation will improve the appeal of their homes. Some are even prepared to spend up big in quest of the prestigious top dollar.

However, while attention to detail may make your house sell faster and add dollars to its price, spending a lot of money getting your home ready to sell may be a waste. Buyers don't always want to pay for improvements that are not to their taste and potential sales may be lost.

On the other hand there are still a lot of simple things you can do to make your house welcoming and attractive. Bear in mind that appeal is not just visual - other senses like hearing and smell all contribute to a purchaser's evaluation of a property.

Sensory stimuli such as noise and smell can be powerful emotional triggers and buyers could react negatively to features that are not even "fixtures" of the home.

Smokers and dog owners could burn essential oils or use room deodorisers. Unpleasant or alien odours probably have a more negative effect than any other single attribute. Conversely, inviting smells like freshly brewing coffee or hot baked cakes have a positive impact.

Loud or extraneous noises are a distraction at best and could even turn a buyer against the property.

While you won't want to change the carpet just because it may not appeal to everyone, exuberant dogs or loud music are inexpensive to keep to a minimum. Even if your buyers are dog lovers, getting involved in canine rough and tumble may distract them from the real purpose of their visit.

Most purchasers have a checklist of criteria they use to evaluate properties on a rational and critical level.

Yet they often end up making a decision based on emotion and not according to how the features match up to those on their list. Most agents will tell you they have seen purchasers fall in love with properties that don't meet all of their stated needs. Sometimes the positive effect is almost subliminal - days later people don't know why they feel more positive about your home than a similar one down the road.

Home sellers wanting further ideas on what to do when presenting their homes for sale should come into our office and pick up a copy of our brochure "Preparing Your Home for Showing".

Guyett Real Estate P/L

11 Clifton Springs Road, Drysdale

5251 2847