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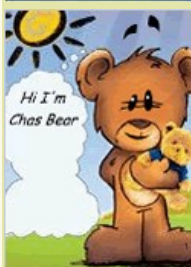
www.ChasEveritt.com  
Issue: October 2010  
Editor: Berry Everitt

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**FROM BERRY EVERITT**

For many matriculants and students, this is a worrying time of year - not only because of exams but also because their employment prospects are uncertain even after they have qualified, and they are desperately wondering how they will make a living in future.

Meanwhile for those people already employed, low inflation means that current salary growth prospects are not great either. Which is precisely why we are so excited at the growing success of the micro-franchising concept, which is being hailed by many in the international development community as the best tool for creating real prosperity.

Micro-franchising is a business model where a significantly scaled-down price tag makes it accessible to individuals and small businesses, without losing any of the benefits of a powerful brand name or a proven operating system. And we think real estate is one of the economic sectors in which micro-franchising can be most successfully applied - as per our new Notebook licence model which has already attracted more than 20 operators around the country.

We specifically designed Notebook to be used in smaller towns and specific areas where the size of the market would not justify the costs of establishing a full franchise, and it is absolutely true to the definition of micro-franchising in that it gives an operator full access to our strong brand and a rich array of support services without major start-up expenses or ongoing royalties.

And it has been so well-received - and so successful - that we are now going full steam ahead with plans to extend the concept next year into other areas that are critically underserved in real estate terms; notably the old townships but also country towns and villages where there are currently no estate agencies.

Matriculants and graduates with ambition take note: There is huge potential in these areas for real estate entrepreneurs, as well as for qualified, experienced business people who would like to write their own cheques for a change. Good luck for the exams!



**In the news this month**

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**Canals - Plettenberg Bay - R 5,200,000**



**Constantia - R10 950 000**

**Simons Town - R 35,000,000**



Weltevredenpark - R 1,100,000



Rietfontein - R 1,100,000



Constantia - R 27,000,000



Sedgefield - R 1,250,000



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