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## Standings Tight In "Go Anywhere" Sales Contest

Gary Williams of Pittsburgh is the first-month winner and leader in Indian Lake's "Go-Anywhere-In-The-World" referral sales contest.

Williams, although tied for total points with William G. Sutter, also of Pittsburgh, is the undisputed leader because of an earlier closing date for his sales.

The two men were credited with actual sales points plus bonus points which are available to them for their first five referral prospects.

Close behind these two top sponsors are nineteen others with bonus points and several referral sales waiting to be closed that could push them into the lead.

The nineteen sponsors include Douglas DeLawter, Russ Harmon, Dr. Francis Krugh, John Neeley, Augie Russo, Bob Morrel, Faris Jones, Wally Cathcart, Jack Wilson, John Babb, John Changle, John McKearin, Ray Mandigo, Mildred Coon, L. Shuttleworth, Paul Schrock, James McGarvey, Fred Green and R. L. Dunning.

With the contest still in its early stages, the standings among sponsors will be changing almost daily.

The best way to get started in the contest is to take advantage of the 500 bonus points which are awarded for having the first five referral prospects sign the registration book. It doesn't matter if the prospect buys anything or not.

When the prospect does buy, then points are awarded on a descending value beginning with 6,000 points in March. Other months and point values are as follows: April, 5,800; May, 5,600; June, 5,400; July, 5,200; and 5,000 August 1 to September 5.

The earlier prospects are introduced to Indian Lake, the faster sales can be closed and highest point totals awarded.

Start now and introduce your friends to Indian Lake. You could win one of six "Go-Anywhere" travel prizes. The odds are in your favor.

### Annual Ski Banquet

## YEAR'S BEST SKIERS HONORED



Some 25 skiers were honored at Indian Lake's annual ski banquet for their performances in this year's giant slalom race and other special events held during the season.

Walking off with the biggest share of the honors this year was the Guarino family. They captured four first-place titles, including the family division, in the giant slalom.

Shown above with their trophies are: (left to right) Randy, Gavin, Ralph, Nancy and Sharon Guarino.

## '70 Boat License Now Available

The 1970 Indian Lake boat license is now available and property owners who expect to have a boat on the lake this year may pick up their license anytime from Mitchell Withrow at the borough building located near the Lodge.

Mr. Withrow has suggested that everyone should try to get their license early and avoid a last minute rush. Also, no boat launching will be permitted unless the new license is on the boat.



Also shown here is ski pro Willie Klein with two speedy skiers who won their first titles this year. At Willie's right is young Jeff Daggett who won the boys 8 and under division, and at Willie's left is Jeff Griffith, winner of the boys 8 to 12 division.



## Indian Lake's 1970

### "Go Anywhere" —CONTEST RULES—

1. Indian Lakes's 1970 "Go Anywhere" Sales Contest is open to all property owners at Indian Lake.
2. The contest begins Sunday, February 1, 1970, and will continue in effect until 6 p.m., Saturday, September 5, 1970.
3. Only new sales of property within Indian Lake will be credited to the sponsoring Indian Lake contestants.
4. The property owner qualifies as a contestant when his first referral prospect signs the contest register.
5. Sponsoring contestants need not be present when prospective buyers come to Indian Lake. However, sponsors will receive points only after the prospect personally signs the contest register and indicates the Indian Lake sponsor. The contest register will be available in the Real Estate Sales Office at Indian Lake Airport.
6. Sponsoring contestants should, whenever possible, make appointments for prospective buyers, or have the prospective buyer call in advance of his visit to Indian Lake.
7. A total of six (6) "Go Anywhere" travel prizes will be awarded with grand prize being a "Go-Anywhere-In-The-World." In addition, there will be a mystery prize for each monthly winner from February through August.  
The "Go Anywhere" travel prizes\* are as follows:  
FIRST PRIZE — Go Anywhere — in the world  
SECOND PRIZE — Go Anywhere — North America, South America, Europe, Far East  
THIRD PRIZE — Go Anywhere — North America, South America and Europe  
FOURTH PRIZE — Go Anywhere — North America or South America  
FIFTH PRIZE — Go Anywhere — North America  
SIXTH PRIZE — Go Anywhere — Continental United States  
\*Prize values are as follows: 1st prize \$4,000; 2nd prize \$3,500; 3rd prize \$3,000; 4th prize \$2,500; 5th prize \$2,000; and 6th prize \$1,500.
8. In addition to the travel prizes, sponsoring contestants will receive a year's season pass to Indian Lake for each lot sale credited to them. For example, five referral sales would give the sponsor five years of a paid-up season pass.
9. As a special incentive to prospective buyers, each new lot owner will receive a year's season pass to Indian Lake.
10. The "Go Anywhere" sales contest is based on a point system with descending point values assigned to each month from February through August. Sponsoring contestants who receive credit for a lot sale in February will be awarded 6,200 points for each sale; March 6,000 points; April 5,800 points; May 5,600 points; June 5,400 points; July 5,200 points; and 5,000 points August 1 to September 5.  
In addition to sales, contestants can accrue bonus points up to 500 based on 100 points for each of their first five prospects that come to Indian Lake.
11. To qualify for 1st prize, sponsoring contestant must have a minimum of 25,000 points; 2nd prize 20,000 points; 3rd prize 15,000 points; 4th prize 10,000 points; 5th prize 5,000 points and 6th prize 5,000 points.
12. Sponsoring contestants and their wives will be invited to monthly cocktail parties where the contest standings will be brought up to date and monthly prizes awarded. The cocktail parties will be held from 6:30 to 8:30, March 7, April 4, May 2, June 6, July 4, August 1, and September 5.
13. Winners in the "Go Anywhere" sales contest may take their prizes as outlined above, or some approved variation. There will be no trading for cash or merchandise.
14. Employees and relatives of Indian Lake, its associated firms and advertising agency are not eligible to participate in this contest.
15. Contestants in the "Go Anywhere" sales contest will be guests at a dinner party Saturday, September 5, 1970, when the grand prizes will be awarded.

## Lodge Remodeling Moving Ahead

Remodeling of the Lodge is continuing as work is now under way on the new entrance.

When completed, the new main entrance will be located along the golf course side of the Lodge. One of the main features of this phase of the remodeling is a huge deck that will start at the front part of the building and lead directly to the entrance.

The first phase of the remodeling program — separating the bar from the dining room, was completed last month. Comments on the change have been highly favorable. The new entrance should also be a big improvement.

After the new entrance is completed work will begin on turning the banquet room into the main dining room.

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## "GO ANYWHERE" Sales Contest Gains Momentum

The "Go-Anywhere-In-The-World" referral sales contest has picked up momentum the last few weeks thanks to a break in the weather and announcement of new properties available for sale.

Contest sponsors and their referral prospects find the mild weather makes it a little easier to get around and check the hundreds of beautiful properties still available for sale at Indian Lake. The momentum generated has produced a marked increase in the number of entries recorded in the "Go-Anywhere" contest registration book.

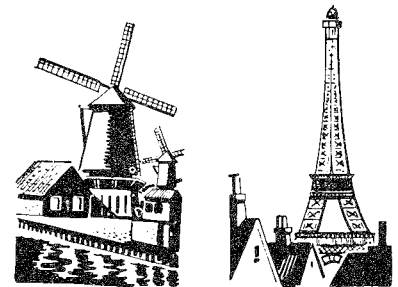
Much of the recent sales activity has centered around the three new properties which were opened up for sale last month.

Included in the new properties is a series of townhouse vacation units which will be built at the north end of the Lodge parking lot. These units offer the utmost in modern, carefree vacation living, plus all the advantages of year 'round recreation. In addition, optional provisions are available to the owners for maintenance and rental income. Price for a basic unit is \$18,750. Financing is available.

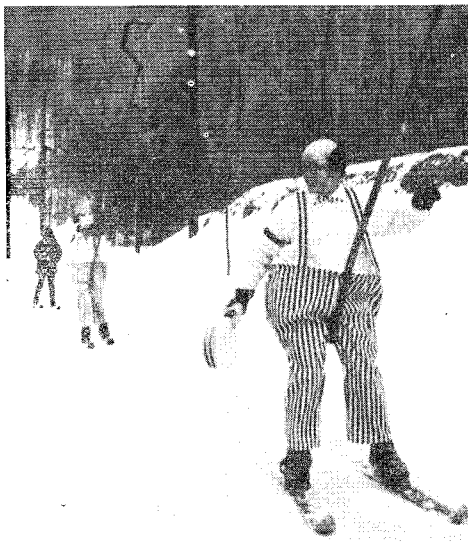
The other new properties opened for sale that have stirred considerable interest are the vacation homesites located above Pawnee Park at the north end of the lake.

One section of these new properties includes 20 feet of boat dock lake frontage with each homesite. The other section offers pilots the convenience of taxing to their property.

This combination of good weather, plenty of choice property for sale and the "Go-Anywhere" referral sales contest promises more action in the months ahead at Indian Lake.



# Costumes, Competition Highlight Carnival Weekend



Colorful costumes and stiff competition in the special races highlighted activities in Indian Lake's ski carnival weekend held February 28 and March 1.

Grand prize for best costume for a family went to the Daggetts of Johnstown. They were dressed as clowns. Only a few of the many outstanding costumes (including the Daggetts at the left) are shown above. Best costume among boys went to Tom Thomp-

son of Greensburg. Christine Jack had the best costume among girls. Top prize for men went to Dick Miller, and Kiki Hamilton had the best costume among the women.

In the Challenger's Cup race, Randy Guarino won first place by racing through a 26-gate, 700-yard slalom course in 34.1. Tom Thompson finished second at 35.9 and Kevin Cotchen took third place with a time of 38.2, one-tenth of a second ahead of Smokey

McLaughlin.

Nike Cotchen won the girls' division with a time of 42.3. Sharon Guarino, girls' giant slalom champion, finished second at 46.4. Third place went to Mary Lou Miller who finished at 47.9.

Randy Guarino also won the straight downhill race with a time of 20.7.

Pete Neilan and Randy Guarino tied for first in the ski jumping competition with jumps of 32-feet.

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## No Dates Set for Opening Golf Courses

Due to the heavy snowfall this year it will be difficult to set an opening date for Indian Lake's two golf courses.

It's still too early to even evaluate the condition of either course.

Sometimes a heavy snow such as we have had this year is an advantage, and other times it causes real problems.

Regardless of conditions, the start of golfing at Indian Lake has always been anywhere from three to six weeks later than most city courses.

When golfing does begin at Indian Lake, it will probably be on the nine-hole course next to the Lodge.

If past year is any indication of golfing at Indian Lake, don't plan on starting much before May 1.

It's your once-in-a-lifetime vacation. Go anywhere in the world. Start now and get going in Indian Lake's 1970 "Go Anywhere" referral sales contest. Just refer your friends, acquaintances, business associates, people, as wonderful as you — who you think would enjoy the benefits of Indian Lake. We'll do all the selling. When your prospects indicate you are their sponsor, then you're on your way somewhere in the "Go-Anywhere-In-The-World" referral sales contest. It's easy to win. The odds are in your favor.

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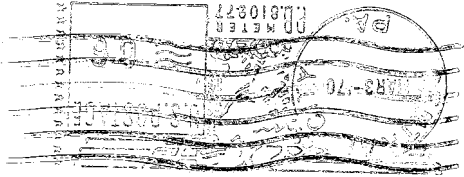
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● SKIERS GET TROPHIES



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## Social Schedule

- Fri., April 3 — Family Buffet in the main dining room. Hans Stumpf entertains.
- Sat., April 4 — Music for dining and dancing begins at 8 P.M. Contest cocktail party in the Pub beginning at 6 P.M.
- Fri., April 10 — Family Buffet from 6 to 9 p.m. Hans Stumpf plays the new piano.
- Sat., April 11 — Music for dining and dancing begins at 8 P.M.
- Fri., April 17 — Family Buffet. Hans again.
- Sat., April 18 — Hans, Jimmy and Chuck are joined by another fine artist.
- Fri., April 24 — Family Night Buffet. Hans plays.
- Sat., April 25 — Music for dining and dancing begins at 8 P.M.
- Fri., May 1—Hey, Hey, It's the First of May. How many lots will you sell today?

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## Organization Meeting For Woman Golfers

The Women's Golf Association of Indian Lake will hold its annual organization meeting at the Lodge on Saturday, April 4, beginning at 1:30 p.m. All last year's members and newcomers are urged to attend.

Women unable to attend the meeting but interested in participating in this year's golf program should call the Lodge and give their name and telephone number.

The women's golf program has been expanding each year and it is hoped this year that more golfers will take an active part in the scheduled events.

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## Spring Session For Flight Training School Begins April 18

Indian Lake's annual spring session for private and instrument pilot flight training will begin Saturday, April 18 at 11 a.m.

The private pilot session, which is open to persons 16 and over, will begin with ground school classes. In addition to classes in meteorology, navigation and FAA regulations, students will receive up to three hours of instruction in the Link flight trainer. Except for time spent in the Link trainer, which is designed to teach flying skills without leaving the ground, ground school classes are separate from actual flight instruction.

The instrument pilot session also will begin April 18, but if a sufficient number show up the classes probably will be moved to another day so as not to conflict with the private pilot students.

Persons interested in the spring sessions for flight training may register in advance by calling the Air-Park. Registration also will be held the first day of the spring session, Saturday, April 18.

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