

CONNECTIONS

WELCOME TO OUR NEW MEMBERS

Cheryl Burgess - Target Real Estate
Sue Maziarz - Keller Williams
Ty Cole - AuSable Valley Realty

2008 DATES TO REMEMBER

Road to \$ucce\$\$ Meeting Dates

August 7 - Marcus Wally
"I've Got The Power"

October 9 - John Awrey -
Land Division

Special Meeting Dates

May 15 - Golf Outing

Brokers Meetings

July 10 - Tentative

UPCOMING EVENTS

May 6, 2008

Orientation-Hale United Methodist Church

May 20 & 21, 2008*

CRS Course - Full details on page 8.

September 17, 18 & 19, 2008

MAR Convention. Marriott, Detroit

Renaissance Center - Details to follow

October 28, 2008

Orientation-Hale United Methodist Church

December 5, 2008 Christmas Party

Tawas Bay Beach Resort

*Registration forms and details
available on Paragon 4 under MLS
Documents, Registration forms.

Website:

www.ProHomeSellers.com



14th Annual Golf Outing

Wicker Hills Golf Course, 7287 Wickert Rd., Hale
Thursday, May 15th, 2008

Registration Starts at 3:00 PM - Tee Off at 4:00 PM
Full details on registration form on page 7.

"Personal Skills for Professional Excellence" and "Risk Management for the Residential Specialist"

Hale United Methodist Church
201 W Main Street, Hale
May 20th and 21st, 2008

Two, one-day classes that count toward six hours of continuing education each for the 2008 calendar year. Full details on registration form on page 8.

April 17th Road to \$ucce\$\$

Congratulations to Theresa Irving of New Dimensions, our 50/50 winner of \$100 with \$143 going to Habitat for Humanity!!

Northeastern Michigan Board of REALTORS® Phone (989) 728-5165
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PO Box 332 E-mail: NEBoard@centurytel.net
Hale, MI 48739 E-mail MLS: MLSneboard@centurytel.net



2008 Board Officers & Directors

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Mary Rockwell
C.A. Hanes Realty

President-Elect

Ric Braun
Scofield Real Estate

Secretary/Treasurer

Barb Hilborn
Coldwell Banker Pete Stanley & Assoc.

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Arenac County -

Jennifer Yealey
Olsen Independent Real Estate

Iosco County -

Todd Bather
Target Real Estate

Ogemaw County -

Debra Nichols
C.A. Hanes Realty

Past President

Yvonne DeRoso
DeRoso & Associates

Directors

Nina Jordan, Olsen Independent Real Estate

Greg Morris, Morris Richardson Real Estate

Anne Johnson, Lake & Country Real Estate

John Stanley, CB Pete Stanley

COMMITTED TO EXCELLENCE

Meet our Board Directors....



*Anne Johnson of
Lake & Country Real Estate*

Business Achievements:

My first business purchased was a party store in 1986. At that time my husband and I were running three businesses, two dealing with the public; a landscaping business and the party store, along with a 35 acre family vegetable farm. I started in real estate in Bay County in 2000 and became a Broker a year and a half later. Moved to Au Gres in 2004 but did not start working for Lake and Country Real Estate until the summer of 2006 and in the summer of 2007 purchased the company.

NE Board Involvement:

Became a member in 2006 and part of the Board in 2007 as a Director.

Family:

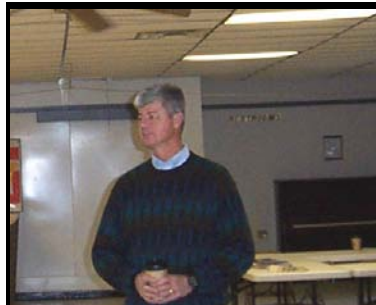
I have two sons who presently work at Lake State Railroad in East Tawas as Engineers. They run the train from Bay City to Alpena and Standish to Grayling.

Hobbies:

Travel tops the list with family in California, Virginia, Georgia and Indiana. No time for travel, I enjoy the outdoors, whether it be boating, bike riding or short trips anywhere in Michigan.

Memorable Moment:

Going to Italy with my two sisters not knowing any of the language, renting an apartment and traveling through their beautiful country by bus, boat, train or by foot.



**Several of our members
were able to attend the
Townhall Meetings and
support Congressman
Stupak.....**

PRESIDENT'S REMARKS - MARY ROCKWELL

You make a living by what you get. You make a life by what you give. –Winston Churchill

I have been reading a lot of the material coming from various sources regarding the real estate business this winter. Seems the magazines and websites are full of information but maybe it is just that I have had more time to read with the “long” winter and slower business than usual. We have a wealth of information available to us. I hope each of you are reading your REALTOR magazines, both the Michigan and National Association publications. If you are an RPAC contributor you also receive the Advocate magazine which gives you the latest info on what is happening at the State level regarding legislation and legal issues. If you haven't checked out the Michigan website “MIRealtor.com” and the national website “Realtor.org” lately, you should go there and see all it has to offer. Both are full of articles and information regarding our industry.

One of the best articles I have read lately was written by former National Association President Richard Mendenhall from Missouri. He blows holes in the recession theory we keep hearing so much about. As I have said before, it is all about ATTITUDE! He profiles several famous people and their characteristics for success. After that he has half a page dedicated to the title “Do you think you are having a bad day”? Do you know someone who is always whining and lives in a “woe is me” world? We all know them; in fact, we probably have one or two in every office. He shares a personal experience of a bad day that lasted for decades. Then he finishes the article with examples of people who are having a bad time. Sellers who are facing foreclosure, Buyers who are trying to scrape up the money for a down payment or Homeowners who need to sell and feel they have missed the market. They're having a bad day. They all have problems and they need you. So quit moaning and groaning and let others quit. Just get out there and solve the problem by finding buyers and sellers because, believe me, YOU are NOT having a bad day.

The best way to keep a good attitude is to educate yourself and socialize with your fellow REALTORS. Don't forget to sign up and attend the upcoming events sponsored by your Association. The legal update with Greg McClelland on April 17th, the classes on Personal Development and Risk Management on May 20 & 21 and the Golf Outing on May 15th. Further details are available in this newsletter.

New Member Orientation

Orientation classes have been scheduled for 2008 at the Hale United Methodist Church. (May 6, October 28). Registration begins at 8:30 am with class starting at 9:00 am and concluding at 5:00 pm. All new members are required to attend the orientation class. A lot of useful information including the mandatory Code of Ethics is provided. Contact the Board Office to register.

MLS Docs

On Paragon 4, under MLS Docs, we will be uploading information pertaining to registration forms, meeting summaries and other important information.
Be sure to look at the information!!

Quadrennial Code of Ethics

The second Quadrennial REALTORS® Ethics course for the January 1, 2005 thru December 31, 2008 Cycle is available on-line at the NAR website (www.realtor.org)
For those interested in fulfilling this mandatory requirement. Please fax a copy of your certificate of completion to the Board Office so we may update your record.

NEMB ROSTER CHANGES

OFFICE TRANSFERS:

Dean Fenwick to C-21 Horizon, West Branch
William Gulvas to C-21 Horizon, West Branch
Robin Brown to Target Real Estate, Tawas City

OFFICE CLOSED:

C-21 Horizon, Au Gres

OFFICE DROPPED MLS:

Heritage House Realty - Oscoda
Catherine Bruce, Marjorie Cook, Patrick Grant,
Jessica Landry, Diana Mullane, Mary Jo Samotis,
Ida Swirles, Carol Landry.

DISCONTINUED MEMBERSHIP:

Cindy Belanger - C-21 Horizon, Au Gres
Dale Sheltroun - C-21 Horizon, West Branch
Roxanne Costea - Scofield, Hale
Jim Koenig - Heritage Appraisal, Oscoda
Corina Morris - New Dimensions, West Branch
Gary Jurkovich - New Dimensions, Standish
Merrilee Comstock - Best Choice



WEBSITES TO VISIT...

Visit the following websites for important information and services provided by the National Association of REALTORS® and the Michigan Association of REALTORS®:

Michigan Association of REALTORS®
www.mirealtors.com

Legislative Issues /Advocacy
www.mirealtors.com/advocacy.html

National Association of REALTORS®
www.realtor.org
www.realtoractioncenter.com
(read about issues affecting REALTORS®)

REALTOR® Magazine Online:
Full of real estate tips

www.realtor.org/rmohome.nsf/pages/rmohome

Department of Labor & Economic Growth (DLEG)

www.michigan.gov/dleg

Use this website to verify licenses, check for con-ed credits, approved real estate courses, etc. One at the home page, click “on-line services” and then choose an option. To verify the number of con-ed credits a licensee has for the year, go to “Verify a License/Registration”, search by name or license number.

2008 * MLS STATISTICS

<u>MONTHLY-March</u>	<u>YTD</u>
Number of Residential Units Sold 2008 - 30 2007 - 39	Number of Residential Units Sold 2008 - 80 2007 - 124
Dollar Volume of Residential Sales 2008 - \$2,446,823 2007 - \$3,143,520	Dollar Volume of Residential Sales 2008 - \$7,489,468 2007 - \$11,126,528



PARAGON - SUMMER/WINTER TAX FIELDS

The Summer and Winter Tax Field information on Residential, Vacant Land, and Commercial listings, under “Financial” are required fields for new listings being entered into the MLS, any change being made to an active listing, or an expired listing which is put back on the market. If you are requesting the Board Office to make a change, please provide the dollar amounts and corresponding year when faxing in your request.

REPORTING SOLD INFORMATION

It was brought to the attention of the board that MLS participants are either reporting sold information incorrectly or not reporting the sold information at all. Please keep in mind that the correct information is extremely important in all aspects of the MLS data. Please be accurate and timely in the reporting of your sales information. Contact the board office if the information is not being reported or is inaccurate and the board office will look into it.

LEGISLATIVE UPDATES

RPAC: Working For You!

Governor Signs Important REALTOR® legislation: *Public Act 96 Provides Significant Tax Relief for Sellers;* *Agency Responsibility Act now Public Act 90 and 91*

On 4/8/08, Governor Granholm signed 3 significant pieces of REALTOR® supported legislation. First, legislation enabling home sellers to retain 2 principal resident exemptions for property still on the market after the seller has moved elsewhere in the state. The signing of this legislation is a huge step in aiding struggling sellers who have had homes on the market for over a year and have lost their principal residence status on that property.

House Bill 4215, now Public Act 96 of 2008 sponsored by **Representative Ed Gaffney (R-Grosse Pointe Farms)** enacts that the seller can retain an additional exemption for up to three years on property previously exempt as the owner's principal residence if the following circumstances are met:

- the property is not occupied,
- the property is for sale
- the property is not leased or available for lease
- the property is not used for any business or commercial purpose

The Michigan Association of REALTORS® (MAR) was active in pointing out to lawmakers that the struggling economy in Michigan has forced several home sellers to relocate to other areas of the state, in some instances continuing to market a home that they have not lived in for over a year. As a result, the home was no longer treated as a principal residence and the homeowner lost the principal residence exemption. Retention of an existing homestead credit for an unoccupied home that is currently for sale would offer relief to sellers who have had to relocate for whatever reason. The MAR is grateful to Representative Gaffney for being receptive and following through on this very important piece of property tax relief.

Secondly, the **Agency Responsibility Act** was signed into law. The passage of the legislation, now Public Act 90 and 91 of 2008, is a huge accomplishment for the MAR, and its success has been years in the making.

The ARA legislation is a product of a MAR Public Policy Task Force assigned with the task to provide a framework for consumer protection to all individuals entering into an exclusive agency relationship. As a regulated industry, there is an expectation from consumers that laws have been established to protect them from brokers that would take advantage of them. The ARA model clearly defines those basic duties and services owed under an exclusive agency agreement and provides for a uniform state wide disclosure form when the consumer and broker choose to waive any of those services. The implementation date for a revised agency disclosure form as well as the check-off waiver is July of this year. The MAR has already started the process to update the forms.

Representative Tonya Schuitmaker (R-Lawton) and **Representative Barb Farrah (D-Southgate)** introduced the two-bill bipartisan package on behalf of the real estate community. The MAR Public Policy team met with legislative leaders on both sides of the aisle to stress the importance of passing the bills in order to promote homeownership while keeping industry standards high.

These top industry priorities could not have been passed without your investment in RPAC. RPAC is the only grassroots and issues mobilizing force that exists to protect and promote the tradition of home ownership and real estate investment.

By investing in RPAC, you are able to support REALTOR®-friendly legislators who believe in our industry and believe in protecting private property rights, preserving the American dream of home ownership, fighting for tax reforms and reducing burdensome regulations on our business.

With RPAC, REALTORS® from across the state have the chance to come together and become active in the nation's most powerful and effective lobbying machine. By becoming part of RPAC, you'll not only have the power to make a change in the way you do business, but you'll also become part of a statewide network—more than 27,000 members strong—that will link you with like-minded REALTORS® who share your concerns and issues. Thank you for your continued investment in RPAC!

Grab your co-workers, friends, or just bring yourself and come out to the

14TH ANNUAL "IT'S BEEN A LONG WINTER"

Northeastern Michigan Board of REALTORS
GOLF outing



Wicker Hills Golf Course
7287 Wickert Road
Hale, Michigan 48739

Thursday, May 15th, 2008

Scramble-Type Event
** Registration Starts @ 3:00 PM **
** Tee Off @ 4:00 PM **

\$21.00 per person includes golf, cart, & dinner
*** \$9.00 Dinner (Non-Golfer) ***
Dinner immediately following (Approximately 6:30 PM)

*If you have any questions, please contact Ric Braun @ 728-2603
or Kristi at the Board Office @ 728-5165*

*Return this form with payment by May 12th, 2008, with your check payable to:
Northeastern Michigan Board of REALTORS (NEMBOR)
PO Box 332
Hale, MI 48739*

I have formed a foursome with the following people:

- 1.
- 2.
- 3.
- 4.

I would like to be assigned to a group:

I will be attending dinner only:





**“Personal Skills for Professional Excellence”
and
“Risk Management for the Residential Specialist”**

May 20 and 21, 2008

Hale United Methodist Church, 201 W Main Street
Hale, Michigan 48739

Council of Residential Specialists



WHAT IT'S ABOUT: Two, one-day classes that count toward six hours of continuing education each for the 2008 calendar year

COURSE DESCRIPTIONS:

Personal Skills for Professional Excellence (This course has been approved for one elective credit toward the CRS designation)

Through surveys of real estate commissions, professional standards committees, and national media the conclusion is the same: the real estate industry has become “rude.” Over 50% of complaints filed with the commissions nationally can’t be heard by the Commission, because there is no violation of license law.... just a violation of manners. The instructor will address the most pressing issues through this “real estate business etiquette” course. By focusing on the problems, we can try to correct the most pressing issues: dress, communication, honest and sincere service, civility in the workplace (taking criticism, apologies, and compliments) and treating others with respect.

Risk Management for the Residential Specialist (This course has been submitted for approval for one elective credit toward the CRS designation)

Errors and Omissions companies are all endorsing the concept of improved risk management in the transaction. If there were clear cut systems in place for each part of the transaction, and followed by the agents and brokerage companies, there would be far less cases pursued by the consumer against the agent. The Legal Scan which is provided by NAR identifies the most common causes of lawsuits and also anticipates the areas of needed education for the future. This course will be a “living and changing” course to meet the needs of the real estate transaction. Risk Management for the Residential Specialist is written with the assistance of court cases and cases from the E and O companies.

COURSE INSTRUCTOR:

Marcie Roggow, ABR/M, AECs, CCIM, CRB, CRS, DREI, GRI, SRES

COST:

\$200 (both classes) – Northeastern Michigan Board Members
\$150 (one day only) – Northeastern Michigan Board Members

\$335 (both classes) – Other Association REALTOR® Members
\$200 (one day only) – Other Association REALTOR® Members

TIME: (1 hour lunch each day – on your own – refreshments provided)
May 20: Registration – 8:30 a.m. to 9:00 a.m. Class – 9:00 a.m. to 5:00 p.m.
May 21: Registration – 8:30 a.m. to 9:00 a.m. Class – 9:00 a.m. to 5:00 p.m.

REGISTER TODAY! (Checks payable to NEMBOR)

Name: _____
Company: _____
Address: _____
City: _____ State: _____ Zip: _____
Phone: _____ Last 4 digits of SSN: _____
Email: _____
License ID#: _____
Return registration and check to NEMBOR, PO Box 332, Hale, MI 48739

REGISTRATION DEADLINE: MAY 12TH, 2008