

CONNECTIONS

WELCOME TO OUR NEW MEMBERS

Lynda Fletcher
All Star Real Estate

2009 DATES TO REMEMBER

Road to \$ucce\$\$ Meeting Dates

February 19, 2009 - Greg McClelland
Location - United Methodist Church, Hale
1:00 p.m. to 3:00 p.m. Cost: \$25.00

May 5, 2009 - Orientation
Hale United Methodist Church

October 13, 2009 - Orientation
Hale United Methodist Church

Special Meeting Dates

Brokers Meeting - to be scheduled

UPCOMING EVENTS

March 25, 2009
6-Hour Con-Ed with Mary Ann Bush
Cost \$45 NEMBOR members
\$50 all other agents
Location: Quality Inn, West Branch
More details to follow.

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

Website:

www.ProHomeSellers.com



February Road to \$ucce\$\$ Meeting

**Greg McClelland
Legal Update 2009**

(Fulfills the 2 hours of legal con-ed requirement for 2009)

Date: February 19, 2009

Location: United Methodist Church, Hale

Time: Registration 12:30, Update 1:00 to 3:00 p.m.

Cost: \$25.00

Registration Deadline is February 13, 2009

To Register:

Send a copy of your license along with check (payable to the Northeastern Michigan BOR) to PO Box 332, Hale, MI 48739.
Please include last 4 digits of your SSN or your DOB.

President's Report

As the cold winds of winter have blown out the year of 2008, these same winds can blow in a fresh breeze for the New Year. As I sit and ponder about what to say in my first President's report, there are many subjects and topics that come to mind but the one that keeps coming to the front is that we must all stay positive. It is proven that not only what we say, but how we say it has a major impact on those around us.

As your new 2009 Board President, you gave me the opportunity to attend the Achieve Leadership Training in Kalamazoo. I deeply appreciate the chance to serve the membership and share with you some of the information, material, and knowledge that I received in the classes I attended. Some important handouts from the Achieve sessions are available on the MAR website, www.mirealtors.com, under the Achieve Handout link. You can review these for some important information.

There were two classes on REALTOR® Safety and Security that were instructed by Andrew Wooten of Jacksonville, FL. Andrew is currently the third highest ranking Black Belt in the United States and works closely with many branches of government and other organizations to provide the most current security and safety steps needed within our ever changing world. He provided us with current REALTOR® crime statistics and emphasized the important fact of avoiding potentially dangerous situations and finally what to do if you find yourself in one. Some of the topics he covered were how to stay aware of your surroundings while showing properties, top crimes within your office, and office and home safety protocol.

The Legal Update by Greg McClelland was enlightening as always. One of the areas Greg discussed was the Independent Contractor Agreements. He stressed the importance of keeping the agreement up-to-date and the values of the contract for both the broker and the agent. With the changes in tax law, it is a very vital time to review and update those contracts that may have been neglected.

Those were just a couple of speakers which provided valuable information at Achieve. Throughout this year, I am looking forward to meeting all members within our Board. I hope that when an issue or question arises, you feel comfortable in giving me a call. You also have a great staff at the Board Office with a wealth of knowledge just waiting to be shared. In conclusion, we must stay positive and educated about the industry that we have chosen as a profession. We, as members of the North-eastern Michigan Board of REALTORS®, are in this together and working as one will be a benefit to all.

Ric Braun, 2009 Board President

Email Address Changes/Website Promotion.....

The board office emails have changed. Please be sure to update your addresses. For MLS information, the new address is MLSNEBoard@ProHomeSellers.com and for Board information it is NEBoard@ProHomeSellers.com.

As you are aware, the Board's website is www.ProHomeSellers.com. These changes were made to the email addresses to help promote the membership and what you, as REALTORS®, are all about. The website is there to help educate the public about the REALTOR® Association, give you information about professionalism and education, and help you conduct your business in a more efficient manner by providing you with a tool to give to your customers and clients that explains what you do and that you are not just a real estate agent. Use it to promote yourself!

Survey Results

Due to the helpful information that was collected through the membership survey that was sent out in 2008, another survey will be coming out mid-year 2009. Thank you again to all that responded to the survey as changes have been implemented based upon the survey results. Leadership and board staff have been watching the budget closely to keep spending in check but still continue to provide quality services to the membership. In trying to get away from the negativity and look at things in a more positive light, board officers are looking at ways to increase revenue rather than continuing to cut items. If you have ideas about generating income or something that could help in a positive way, please contact the board office as the association benefits from members that are willing to be involved. Remember, when the next survey comes out, be sure to respond and be part of a positive solution during these times.

Real Estate License Renewal

Just an "FYI".... October 31, **2009**, marks the end of the three-year license cycle. For the 3-year license cycle each licensee needs to complete 18 hours of continuing education. As long as the topic number and course name is different from the other courses that you have taken and you have a total of at least 18 hours of continuing education from approved real estate courses your con-ed requirements will be met. However, you need at least 2 hours of an education course per calendar year that involves law, rules and court cases regarding real estate. Your con-ed credit hours can be verified at DLEG's website (see page 4 of newsletter for address).

New Member Orientation

Orientation classes have been scheduled for 2009 at the Hale United Methodist Church. (May 5, October 13). 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.



2009 Board Officers & Directors

President

Ric Braun

Scofield Real Estate

President-Elect

Todd Bather

Target Real Estate

Secretary/Treasurer

Barb Hilborn

Coldwell Banker Pete Stanley & Assoc.

Vice-Presidents:

Arenac County -

Jennifer Yealey

Olsen Independent Real Estate

Iosco County -

Kelly Dehner

East Side Real Estate

Ogemaw County -

Paula Nowak

Dunbar Bell & Associates

Past President

Mary Rockwell

C.A. Hanes Realty

Directors

Karen Haglund, Tawas Sunshine Realty

Anne Johnson, Lake & Country Real Estate

Nina Jordan, Olsen Independent Real Estate

Greg Morris, Morris Richardson Real Estate

MLS Users

The Tax Year field and the TOTAL Tax Dollar Amount field have been eliminated from the input screen in Paragon. The Summer Tax Dollars, Summer Tax Year, Winter Tax Dollars, and Winter Tax Year remain. The system will now automatically calculate the Summer and Winter Tax Dollar amounts and show the total when you view the listing in various reports. Tax Amount Old will also show when viewing the listing in the full detail report. The Tax Amount Old field will be eliminated at some point in the future. This change has been implemented to alleviate the confusion as to what year the TOTAL tax amount applies to and to resolve the issue of addition errors. This applies to Active listings only.

The Property History Report depends on EXACT street designations in order to reflect all activity on a certain piece of property. The system is set this way because in many areas there may be dozens of street designations applied to one street name (i.e., Main might have the designations of Street, Circle, Terrace, Road, etc.) In larger metropolitan areas, without the system requiring the exact street designation, an agent entering the street address of 1542 Main, without a designation, might get a return of dozens of listings.

In order for the Property History Report to reflect accurate information on our system, the following change has been implemented. On the address field a drop-down box has been inserted that contains street designations (i.e. AVENUE, TRAIL, STREET, etc.) When entering a listing, please use this box to automatically drop in the designation. If the property address contains a lot number, unit number, etc., please use the address 2 field for this information. We also ask that agents maintain their active inventory updating the address field to reflect the correct drop-down designation.





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

Read about issues affecting REALTORS®
www.realtoractioncenter.com

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. On 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.

2009 * MLS STATISTICS

MONTHLY- JANUARY

YTD - JANUARY 31

Number of Residential Units Sold
2009 - 17
2008 - 22

Number of Residential Units Sold
2009 - 17
2008 - 22

Dollar Volume of Residential Sales
2009 - \$ 1,016,100
2008 - \$ 1,880,650

Dollar Volume of Residential Sales
2009 - \$ 1,016,100
2008 - \$ 1,880,650



NEMB ROSTER CHANGES

OFFICE TRANSFERS: George Rieth to Tawas Sunshine Realty
OFFICE CLOSED:
OFFICE DROPPED MLS:
DISCONTINUED MEMBERSHIP: