

CONNECTIONS

WELCOME TO OUR NEW MEMBERS

No new members

2008 DATES TO REMEMBER

Road to \$ucce\$\$ Meeting Dates

August 7 - Marcus Wally
"I've Got The Power"
Real Estate Agents:
2 Hour Approved Con Ed

October 9 - John Awrey -
Land Division
Real Estate Agents & Appraisers:
2 Hour Approved Con Ed

Special Meeting Dates

Brokers Meeting:
July 10 - Tentative

UPCOMING EVENTS

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



***“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
seven hours of continuing education
each for the 2008 calendar year.
Full details on registration form on page 8.

**REGISTRATION STILL AVAILABLE
CONTACT BOARD OFFICE
IF YOU HAVE NOT PREVIOUSLY REGISTERED.**

Council of Residential Specialist
CRS

Northeastern Michigan Board of REALTORS® Phone (989) 728-5165
106 E Main Street Fax (989) 728-5873
PO Box 332 E-mail: NEBoard@centurytel.net
Hale, MI 48739 E-mail MLS: MLSneboard@centurytel.net



2008 Board Officers & Directors

President

Mary Rockwell
C.A. Hanes Realty

President-Elect

Ric Braun
Scofield Real Estate

Secretary/Treasurer

Barb Hilborn
Coldwell Banker Pete Stanley & Assoc.

Vice-Presidents:

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 Officers & Directors....



Jennifer Yealey
Olsen Independent Real Estate

Business Achievements:

Four years at Olsen Independent Real Estate, working on getting brokers license and being office manager.

NEBoard Involvement:

Three years on the Board of Directors, current Vice-President of Arenac County, previous Vice-President of Arenac County and Secretary/Treasurer.

Additional Involvement:

Event Planning committee.

Family:

Married to John for over 10 years with two children, Debbie 9 and Divida 8 years old.

Volunteer:

Helping with my girls competitive cheer and softball teams.

Hobbies:

Cheerleading and softball

A Memorable Moment::

Everyday is a memorable day when you can be with family, friends and business associates.

PRESIDENT'S REPORT FOR MAY

Mary Rockwell

The Code of Ethics

As an instructor for the REALTOR® Code of Ethics, I am always in awe each time I review it at how effective it is in how we do business. As REALTORS® we are held to a higher standard than licensees by both the public and other REALTORS®. But ethics do not stop at the office door. In class we discuss what ethics mean in all parts of our lives. Each person has a different set of values to which they set their standards. What the Code of Ethics point out is the fact that we should all abide by the Golden Rule. I was reminded at the last class that the younger generation may not know what the Golden Rule is. If you don't know, ask someone. Living by it will make your life a lot easier.

Below is a summary of some of the basic principals of the REALTOR® Code of Ethics:

- Protect and promote the client's interests, but be honest with all parties.
- Avoid exaggeration, misrepresentation and concealment of pertinent facts.
- Do not reveal facts that are confidential under the scope of your agency relationship.
- Disclose present or contemplated interest in any property to all parties.
- Avoid side deals without your client's confirmed consent.
- Accept compensation from only one party, except with full disclosure and informed consent.
- Keep the funds of clients and customers in escrow.
- Assure, whenever possible, that transactional details are in writing.
- Provide equal service to all clients and customers.
- Be knowledgeable and competent in the fields of practice in which you ordinarily engage. Obtain assistance or disclose lack of experience if necessary.
- Do not engage in the unauthorized practice of law.

Remembering these basic rules will help all of us project a more professional image and provide a working relationship with both the public and each other that we can be proud of.





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.

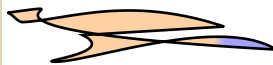
2008 * MLS STATISTICS

<u>MONTHLY-APRIL</u>	<u>YTD</u>
Number of Residential Units Sold 2008 - 40 2007 - 55	Number of Residential Units Sold 2008 - 70 2007 - 94
Dollar Volume of Residential Sales 2008 - \$ 2,910,700 2007 - \$ 4,997,664	Dollar Volume of Residential Sales 2008 - \$ 5,357,523 2007 - \$ 8,141,184

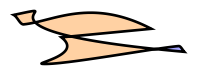


Quadrennial Code of Ethics

The second Quadrennial REALTOR® 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:
OFFICE CLOSED:
OFFICE DROPPED MLS:
DISCONTINUED MEMBERSHIP:

Larry Morse, Dunbar-Bell & Associates, West Branch

2008 REALTOR® OF THE YEAR NOMINATIONS

Now is the time to be thinking about nominations for someone you feel deserves to be recognized as the REALTOR® of the Year for the Northeastern Board. The purpose of the award is to recognize and award REALTORS® of our state for their efforts in the interest of their professions, their customers and clients, and their community. To foster and acknowledge the leadership qualities of those REALTORS® who do the real productive work of our Local, State and National Associations.

The recipient of the REALTORS® of the Year award will be recognized at the MAR Annual Convention & Expo. The convention will be September 17, 18 & 19, 2008, at the Marriott, Detroit.

2008 REALTOR®-OF-THE-YEAR Official Nomination Form

The purpose of the REALTOR®-of-the-Year award is to recognize and award REALTORS® of our state for efforts expended in the interest of their profession, their customers and clients, and their community.

To foster and acknowledge the leadership qualities of those REALTORS® who do the real productive work of our Local, State and National Associations.

Nominee's Name: _____

Primary Local Association: _____

Office Name (of Nominee): _____

Office Address: _____

City: _____ State: _____ Zip: _____

What do you believe the nominee has done in the last year to qualify for REALTOR®-of-the-Year?
List accomplishments below:

(Attach additional sheets if necessary)

PLEASE RETURN FORM TO BOARD OFFICE NO LATER THAN JULY 31, 2008



**“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