

CONNECTIONS

WELCOME TO OUR NEW MEMBERS

Christina Aller and Amy Edwards
Perfect Landing
Brenda Matzke
DeRoso & Associates

Website:

www.ProHomeSellers.com



2008 DATES TO REMEMBER

Road to \$ucce\$\$ Meeting Dates

February 19, 2009 - Greg McClelland
Location & Time - TBD

Special Meeting Dates

TBD

"HAPPY THANKSGIVING"

UPCOMING EVENTS

December 5, 2008 *Christmas Party*
Tawas Bay Beach Resort

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



"CHRISTMAS PARTY" FRIDAY, DECEMBER 5TH

Tawas Bay Beach Resort
300 N. US 23, East Tawas

Cocktails: 6:30 p.m.

Dinner: 7:00 p.m.

Installation of Officers following Dinner by
F/Lt. Robert Lesneski
East Tawas State Police Post

Silent Auction - proceeds being donated to **RPAC**

Dinner: \$25.00 per person, includes tax & tip
Menu: Ham rolls; Veggies & Dip, Mixed green salad,
Top round of beef sliced with Au Jus; Chicken Siciliano
Mashed potatoes & gravy; Roasted red pepper corn;
Rolls, Dessert; Coffee; Tea or Soda

Please RSVP to the Board Office no later than **11/24/08**
by sending in name(s) and payment.



Northeastern Michigan Board of REALTORS®
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Hale, MI 48739

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Fax (989) 728-5873
E-mail: NEBoard@centurytel.net
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
Cyndi Blust, Real Estate One of Tawas

CONGRATULATIONS!!!

Congratulations to our 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 & Associates

Vice Presidents:

Arenac County Jennifer Yealey, Olsen Independent
Real Estate

Iosco County Kelly Dehner, East Side
Real Estate

Ogemaw County Paul 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

We look forward to a productive year in these
challenging times under your leadership.....

NOVEMBER PRESIDENT'S REPORT

Mary Rockwell

STAYING MOTIVATED IN A DOWN MARKET

Everywhere I go lately; it seems someone is talking about how they are going to survive the winter in this market. It is a fact that the market is not what it was 3 or 4 years ago. But we need to work with what we have. And what we have is a service to provide and experience to offer. There are still people out there looking to buy property and REALTORS wanting to sell them some. It is very easy when things are slow to give in to the "Woe is me" syndrome. I have a book called "The Power of Motivation" I received at a Terry Watson Seminar. I know some of you have it as well. I have had it since January, 2006. I decided now might be a good time to read it!!

MOTIVATION:

The book is a compilation of interviews with nine successful people and what they feel motivated them to become who they are. I started with the interview of Terry Watson. Most of you are aware of who he is or have heard him speak at various Real Estate events. This interview reminded me of one of his cardinal rules for success which is to surround yourself with positive people and cut out the ones who drag you down, your "anchors". We all have them. The people who say we can't do it, or won't do it or didn't do it! People are either "motors", they speed you up, or "anchors", they weigh you down. Take stock of the people around you.

ENTHUSIASM:

We can learn a lot of life's lessons from children and pets!! My 4 year old Grandson gets up every morning with a smile on his face and ready to tackle the world. He jumps out of bed and runs down the stairs, usually before daylight. Their dog, a Labrador, jumps up, starts wagging his tail and follows him wherever he goes. Have you noticed how contagious enthusiasm is? Someone once said to me (obviously a negative person) "There's something wrong with a person who is happy all the time". No, there's something wrong with people who aren't happy and it begins within. Be the leader and others will follow.

DETERMINATION:

Have you ever seen a dog digging a hole in the ground? Talk about determination! We know, and I bet they do too, there is not a pot of gold down there or some hidden treasure, but you wouldn't guess it by the way they are going at it. They are determined to dig as deep as it takes to reach the bottom. Success begins within ourselves. We need to have the determination to do what it takes to succeed and follow through with our plan.

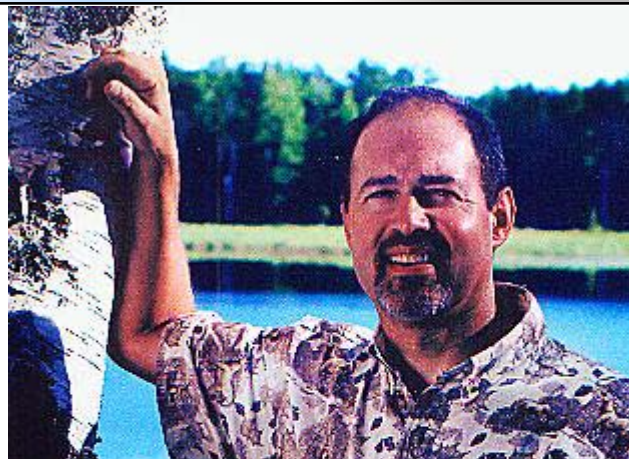
LOYALTY:

"To find success, help others find success." When you are loyal to others and help them succeed, you will succeed as well. We all have something to offer to others and loyalty is the greatest part of us we can give. And sometimes it means telling them something they don't want to hear. Sometimes they ask our opinion when they know what we are going to tell them! We all need friends who will stand by us when they are needed the most. Anyone who has gone through a tough time with someone understands the meaning of loyalty. We all grow through the difficult times in our lives and we need someone beside us who will tell it like it is because they care about us. And don't forget to be loyal to yourself. Be proud of what you accomplish and your successes. Pat yourself on the back as well as encouraging others. Remember, IT'S CONTAGIOUS!!

COMMITTED TO EXCELLENCE

MEET THE 2009 BOARD PRESIDENT:

RIC BRAUN



Ric Braun of Hale has been with Scofield Real Estate since February 1998 and was approved for membership in the Northeastern Michigan Board in March 1998. Since that time he has been involved as a Director, President-Elect, President, and Past President of the board. In 2003, he received the REALTOR of the Year award. Currently he is serving as the President-Elect. He is a member and served as a chairman of the Professional Standards committee. He is the current Lockbox Committee and Events Planning Committee chair. He has served on the Budget committee and other committees and task forces as needed.

His business accomplishments include the ABR designation, e-Pro certification, and he has acquired the education for the CRS designation and is working on submitting the paperwork. He is an associate broker for his office. Prior to his real estate career he worked in the banking industry. With over 20 years of banking experience, he was certified in consumer lending through the American Bankers Association.

He is the Scout Master for Boy Scout Troop 990 and has had 7 boys earn their Eagle Scout rank while in his troop. He sits on the Executive Committee of the Iosco County Agricultural Society and during the week of the fair, in addition to the “normal” tasks of bringing the fair to town, you can find him with his Boy Scout troop taking care of garbage every night. He was recently selected to fill a vacancy on the Hale Schools Board of Education and sits on various committees as required. On Friday nights during football season, you can find him running the “chain gang” for the high school football team. In 2005 he received the Iosco County Friend to Children Award by the Iosco County Child Protection Council. He is involved with the area youth by supporting their sporting activities and recently completed the cross country season by helping as assistant coach. He is a member and active in the Hale United Methodist church and helps with the youth program. Over the past 3 years, he has been able to go with a group of youth to Tennessee to help with building projects for needy families. Starting in November, you can find him helping with construction on the “Walk to Bethlehem” program that takes place in December.

He resides in Hale with his wife Denise and two sons, Eric and Tyler. When he has time, he enjoys hunting with friends at their deer camp on the AuSable River.



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.

2008 * MLS STATISTICS

<u>MONTHLY- OCTOBER</u>	<u>YTD (OCTOBER 31ST)</u>
Number of Residential Units Sold 2008 - 49 2007 - 72	Number of Residential Units Sold 2008 - 441 2007 - 567
Dollar Volume of Residential Sales 2008 - \$ 3,190,490. 2007 - \$ 8,757,904.	Dollar Volume of Residential Sales 2008 - \$ 38,080,218. 2007 - \$ 57,725,778.



October 9th Road to Succes\$ Meeting

Congratulations to Elaine Schraudt,
our 50/50 winner of \$91.00
with \$92.00 donated to
Habitat for Humanity.....



NEMB ROSTER CHANGES

OFFICE TRANSFERS:

OFFICE CLOSED:

OFFICE DROPPED MLS:

DISCONTINUED MEMBERSHIP:

Ty Cole, AuSable Valley RE;
Brooke Everitt, Everitt RE
Lori Little, CB Pete Stanley;
Matt Primm, REO Tawas;
Starli View, Olsen Independent;
Stacy Wilcox and Jeremy Powers, All Star RE

MLS DATA FORMS REVISED 10/27/08

***RESIDENTIAL, COMMERCIAL, LAND, CHANGE* forms have been revised!!**

Please replace your current data forms with the new revised forms, available in PARAGON under MLS Documents (Profile Forms).

The following REQUIRED fields have been added:

Type of Ownership: Banked Owned Bankruptcy Corporation
 Estate Partnership Private Relocation

Auction Property: Yes No Short Sale: Yes No

Paragon will not accept any *new listings or changes* without the above information. Please maintain your active inventory by filling in the new required information.

Required Quadrennial Code of Ethics Training

All members are required to complete the Quadrennial Code of Ethics training every four years. The current cycle will end on December 31, 2008. Email reminders were sent out to those members that have not completed the training during this cycle. You can complete the training online at www.realtor.org. On the homepage, go to the "Do It Online" section, select the "Take Code of Ethics Training".

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).



BENEFIT FOR *BRENT BABCOCK*

SATURDAY, NOVEMBER 8, 2008

TAWAS MOOSE LODGE
U.S 23, TAWAS CITY



SPAGHETTI DINNER 2 P.M. TO 6 P.M.

ENTERTAINMENT WILL BE PROVIDED
FROM 2 P.M. UNTIL ????????

EAT & DANCE THE DAY AND NIGHT AWAY

TWO LIVE BANDS

WILD HAIR

AND

TIPSICO ROAD

\$15.00

