

# CONNECTIONS

## WELCOME TO OUR NEW MEMBERS

Gail Palmer, East Side Real Estate

Website:

[www.ProHomeSellers.com](http://www.ProHomeSellers.com)



## 2008 DATES TO REMEMBER

### Road to \$ucce\$\$ Meeting Dates

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

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

### Special Meeting Dates

## UPCOMING EVENTS

**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.**

2 hours of *Free* Con-Ed

**Road to \$ucce\$\$ Meeting  
August 7, 2008**

**"I've Got the Power"**

**Presenter: Marcus Wally, GRI, CIPS**

Marcus is an international speaker and is one of NAR's faculty members for the Certified International Property Specialist (CIPS) program. His desire to share his knowledge and talents pushed him to earn his GRI designation along with his state certification as a licensed real estate instructor.

The descriptive wording for the session could be: Being aware and in control of how our brain functions is the key to unlocking your "true potential". Discover and learn how to turn your dreams into reality. Development of your leadership skills and visioning your goals are two ways to insure that life's obstacles don't stop you from reaching the top!! A life changing experience!

**Location: Plainfield Township Hall, Hale, Michigan**

**Time: 6:00 p.m. *PIZZA* \$6.00**

**RSVP: Board Office by August 4th!**

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**2008 Board Officers & Directors**

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C.A. Hanes Realty

*President-Elect*

**Ric Braun**  
Scofield Real Estate

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**Greg Morris**, Morris Richardson Real Estate  
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**Our wishes for a speedy recovery to Jeff Samotis of Heritage Appraisal who recently underwent cancer surgery.**

**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](http://www.realtor.org). On the homepage, go to the "Do It Online" section, select the "Take Code of Ethics Training".

**Our condolences to Greg Morris of Morris-Richardson Real Estate whose mother passed away on June 28th.**

# PRESIDENT'S REPORT

Mary Rockwell

## WHY BELONG TO THE REALTOR ASSOCIATION?

Someone recently asked, "What is the advantage to belonging to the REALTOR Association?" It took me off guard that someone even needed to ask as it is something I personally take for granted as being a part of doing business as a REALTOR. It has caused me to think about the question and do some research as to the mission and purpose of the Association. Not surprisingly the answers to many questions are on the MAR and NAR websites. They have a wealth of information available to us which is just one reason to belong!

This is how MAR describes itself "The Michigan Association of REALTORS is a professional trade organization for real estate professionals. It serves its members by advancing the interest of REALTORS and promotes and protects private property rights of Michigan citizens. With over 28,500 members, MAR finds many ways to fulfill its mission."

NAR has a Mission and Vision statement on its website. It describes its mission as "The core purpose to the NATIONAL ASSOCIATION OF REALTORS is to help its members become more profitable and successful. Its vision statement says "The NATIONAL ASSOCIATION OF REALTORS strives to be the collective force influencing and shaping the real estate industry. It seeks to be the leading advocate of the right to own, use, and transfer real property, the acknowledged leader in developing standards for efficient, effective and ethical real estate business practices, and valued by highly skilled real estate professionals and viewed by them as crucial to their success."

So why do we belong?

- To be professional
- For the resources available to us
- The educational classes and tools provided
- Provides the standards for which we are held accountable
- The Code of Ethics is that standard
- Representation on issues that effect us directly and indirectly
- Consumer awareness
- Information and technology

What has your Local Association done for you?

- Provides educational classes free of charge or at reduced rates
- Provides a networking environment with fellow agents in the area
- Legal Update class with Greg McClelland annually
- Agency Update class
- Provides activities for fun get togethers with your fellow agents
- Orientation classes for new members including sessions on Code of Ethics, Risk Management, Professional Standards, Safety, and Anti-Trust issues
- Provides office staff to answer your questions regarding any of the above
- You are represented by 11 of your peers elected by you annually to protect and provide for your interests as members



**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](http://www.mirealtors.com)

Legislative Issues /Advocacy

[www.mirealtors.com/advocacy.html](http://www.mirealtors.com/advocacy.html)

**National Association of REALTORS®**

[www.realtor.org](http://www.realtor.org)

Read about issues affecting REALTORS®

[www.realtoractioncenter.com](http://www.realtoractioncenter.com)

**REALTOR® Magazine Online:**

Full of real estate tips

[www.realtor.org/rmohome.nsf/pages/rmohome](http://www.realtor.org/rmohome.nsf/pages/rmohome)

**Department of Labor & Economic Growth (DLEG)**

[www.michigan.gov/dleg](http://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**

**MONTHLY-JUNE**

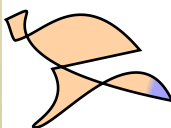
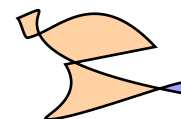
**YTD**

**Number of Residential Units Sold**  
 2008 - 46  
 2007 - 56

**Number of Residential Units Sold**  
 2008 - 217  
 2007 - 288

**Dollar Volume of Residential Sales**  
 2008 - \$ 4,302,400  
 2007 - \$ 5,862,250

**Dollar Volume of Residential Sales**  
 2008 - \$ 19,954,768  
 2007 - \$ 26,489,325



**NEMB ROSTER CHANGES**

**OFFICE TRANSFERS:** Jane Rajda to Keller Williams  
 Ruth McIvor to Keller Williams

**OFFICE CLOSED:**

**OFFICE DROPPED MLS:**

**DISCONTINUED MEMBERSHIP:**Dean Fenwick, Century 21 Horizon