

CONNECTIONS

WELCOME TO OUR NEW MEMBERS

Patrick Ready-DeRoso & Associates

Website:

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

Brokers Meeting:
July 10- 8:30 AM
Country Carriage Restaurant, Hale

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: To be determined



Northeastern Michigan Board of REALTORS® Phone (989) 728-5165
106 E Main Street Fax (989) 728-5873

PO Box 332
Hale, MI 48739

E-mail: NEBoard@centurytel.net
E-mail MLS: MLSneboard@centurytel.net



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C.A. Hanes Realty

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Scofield Real Estate

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DeRoso & Associates

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COMMITTED TO EXCELLENCE



Meet one of our members....

Robyn Walker
Coldwell Banker
Pete Stanley & Associates

Business Achievements:

Her business accomplishments include completing all GRI courses, completing and receiving the e-PRO designation, passing the associate broker exam, and is currently working on the PMN (Performance Management Network) designation.

NEBoard Involvement: Member of the Board since June 2003.

Family: Married to Greg for almost 8 years. Two daughters, Sydney (8) and Marlee (6). Their family also includes two dogs, Deuce, a one year old black lab, and Stoli Martini, a little Boston Terrier.

Volunteer: Working as the fundraising chair for the local AYSO, involvement in the local athletic boosters, and one of five responsible for the first ever AuGres Pirate Festival (mark your calendars....8/2/08)

Hobbies: She loves the Detroit Lions and is proud to admit it. Robyn enjoys following the AuGres Sims Wolverine football team and supporting her husband who coaches at the varsity level. She relaxes by shopping, working out, and spending time with her family.

The Northeastern Board of REALTORS would like to extend its heartfelt sympathies to the family and friends of Chuck Hanes who passed away on May 23, 2008.

PRESIDENT'S REPORT FOR JUNE

Mary Rockwell

Real Estate Success

Have you ever wondered why you can put a group of real estate agents together who all have had the same training and education and some will succeed and others don't? Why do people with the same potential in any field attain such varying degrees of success? All human performance can be reduced to four basic elements: talent, education, emotion and motivation. The key to the control of high-performance characteristics is found in a person's attitudes. Positive attitudes trigger the release of human potential. Attitudes reflect the way people feel about themselves and their abilities.

There are 14 characteristics that seem to be the common denominators of peak performers. These characteristics are attitudinally controlled and are present in a markedly higher degree when a person's potential is activated for maximum accomplishment. Do you exhibit these characteristics?

1. High level of self-esteem
2. Sense of personal responsibility
3. An optimistic expectancy
4. Goal oriented
5. Imaginativeness
6. Awareness
7. Creativeness
8. Communicativeness
9. Growth oriented
10. Responds positively to pressure
11. Feels and shows trust
12. Joyfulness
13. Risk-taker
14. A sense of urgency

Although most people have a great deal of potential, not all turn it on and act as smart as they are. Trigger your potential with positive, confident attitudes to develop these 14 characteristics as a way of life.

The information above taken from an article of Bill Fields Training Systems 4/21/08



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. 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

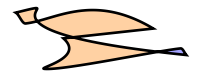
<u>MONTHLY-MAY</u>	<u>YTD</u>
Number of Residential Units Sold 2008 - 50 2007 - 53	Number of Residential Units Sold 2008 - 171 2007 - 232
Dollar Volume of Residential Sales 2008 - \$ 5,193,700 2007 - \$ 4,502,883	Dollar Volume of Residential Sales 2008 - \$ 15,652,368 2007 - \$ 20,627,075



Important Changes to Agency Forms

As you know, the Agency Responsibility Act was recently 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.

Effective July 1st, everyone will need to start using the new Agency Disclosure form. The new form contains a check box on limited services. If the box is checked, there will need to be an additional new limited service agreement form provided. Both new forms will be available for purchase within the next week, and notification will be sent out when available.



NEMB ROSTER CHANGES

- OFFICE TRANSFERS: Merrilee Comstock to Tawas Bay Realty**
- OFFICE CLOSED:**
- OFFICE DROPPED MLS:**
- DISCONTINUED MEMBERSHIP: Ryan Scott, DeRoso & Associates**

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 REALTOR® 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 18, 2008