

CONNECTIONS

WELCOME TO OUR NEW MEMBERS

Shirley Dreffs, Coldwell Banker Pete Stanley

Big Moose Home Inspections, Harrisville

2009 DATES TO REMEMBER

Road to \$ucce\$\$ Meeting Dates

July 16, 2009 - REALTOR 911 *

Speaker: Marcus Wally

Location: Plainfield Twp Hall, Hale
(will count as 2 hours of con-ed)

Special Meeting Dates

August 6, 2009 - Golf Outing *

Wicker Hills Golf Club - \$25 per person

UPCOMING EVENTS

October 7-9, 2009 - MAR Annual Convention, Traverse City

October 13, 2009 - Orientation
Hale United Methodist Church

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

Website:

www.ProHomeSellers.com



July Road to \$ucce\$\$ Meeting

Marcus Wally, MBA

New World Realty and Property Management, Inc.

presents

“REALTOR® 911”

Exceptional Customer Service and “Scripts”

Counts as 2 hours Con-Ed

Marcus is an enthusiastic speaker and brings high energy to his presentation. His program offers techniques for communicating with customers/clients; reasons for acquiring product knowledge; developing three safety procedures to protect customers/clients and yourself; benefits of power of positive relationships; developing and practicing certain scripts to deliver to customers/clients; and how to be well versed in your professional duties.

LOCATION: Plainfield Township Hall, Hale, MI

DATE: July 16, 2009

TIME: Dinner at 6:00 p.m., Program at 7:00 p.m.

COST: \$20 includes meal

RSVP to the Board Office no later than July 10, 2009

Send check (payable to NEMBOR) to PO Box 332, Hale, MI 48739

Please include copy of license and include the last 4 digits of your SSN

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@ProHomeSellers.com
E-mail MLS: MLSneboard@ProHomeSellers.com

President's Report

Ric Braun

“When the going gets tough, the tough get going.” This needs to be the motto for REALTORS® not only across the country, but more importantly, within our local markets. The news has been anything but positive for the last few years regarding the Michigan economy and the real estate industry. So maybe it's time we start to make the difference ourselves.

As I mentioned in my first report of 2009, attitude is key. There are some simple things we can do to make a difference in our business starting with wearing your REALTOR® pin. If you don't have one, you can contact the Board Office and get one. You will be surprised at how many people will notice such a small thing that may lead to a big listing or sale. Let people know you are a REALTOR®, not only in what we say but also in the way we conduct our business. Go the extra mile by lending a helping hand to a charity organization in the community. You will get excited about how doors will open and lead to more business. Become educated and up-to-date on our business of being a REALTOR®. Get the most current information available from your local lenders, appraisers, accountants, government officials, and others. Remember, we don't always need to be the source of the information, but we can be the source to lead people in the right direction.

In conclusion, we cannot sit and wait for something to happen. We, as REALTORS®, need to promote our industry by being visible, educated, willing to be helpful, and most of all, positive in our words and actions.

Ric Braun, 2009 Board President

MAR Real Estate Forms

For those members that purchased MAR real estate forms through Nash Systems Company of Jackson, Michigan, effective June 1, 2009, real estate forms and publication orders will be handled directly through the MAR office in Lansing. Sample forms are available to view or download from the MAR website at www.mirealtors.com.

You can order forms/publications in four convenient and easy ways:

Online at <http://www.mirealtors.com/content/forms.htm>

By email: forms@mirealtors.com

By fax: fax order to 517-334-5568

By phone: (800) 454-7842

MAR's forms are also available in electronic form through ZipLogix. To order electronic versions, please visit

<http://www.zipform.com>; or call 866-MY FORMS (866-693-6767)

ReaderKey Participation

Now's the time to give it a try..... Beginning in April 2009, if you would like to try out the ReaderKey, you can do so free of charge for ninety (90) days. You would be required to give the \$100 deposit/set-up fee and you can use the key for 90 days. At the end of the 90 days, you have the option of returning the key or continuing to participate. If you chose not to utilize the key, the \$100 deposit/set-up fee will be returned. If you chose to continue to participate, you will be charged the quarterly/yearly fee. Either the broker or an individual can use the key during the trial period but at the end of the 90 days, it becomes an individual key and cannot be shared. Contact the board office to sign-up.

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. For October 13, 2009. 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

Legal Lines

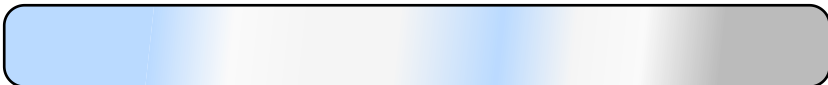
Question sent in to McClelland & Anderson on the legal hotline.....

QUESTION: Some agents in my area are giving potential buyers the combination or code to the lock boxes on vacant properties. Is this permissible?

ANSWER: NO. Although this situation is not specifically addressed by the occupational code, it is extremely ill-advised to provide the code or lock box combinations to non-agents. Doing so could subject the agent (and the agent's firm) to any number of possible claims, including breach of fiduciary duty and negligence claims.

2010 Board Dues Information

The invoices for the 2010 board dues will be going out in the next couple of weeks and will be due October 31, 2009. The total due will be \$486 and the breakdown will be included on the invoice. They will be sent to the broker for distribution. If you don't get your invoice, please contact the board office or talk with your broker. Dues can be paid anytime prior to 10/31/09 and you may pay in installments if that helps you out.





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- MAY

YTD -MAY 31st

Number of Residential Units Sold	Number of Residential Units Sold
2009 - 31	2009 - 141
2008 - 51	2008 - 171
Dollar Volume of Residential Sales	Dollar Volume of Residential Sales
2009 - \$ 1,789,500	2009 - \$ 9,012,953
2008 - \$ 5,276,200	2008 - \$ 15,652,368



NEMB ROSTER CHANGES

OFFICE TRANSFERS: None
OFFICE CLOSED: None
OFFICE DROPPED MLS: None
DISCONTINUED MEMBERSHIP: Rebecca Thompson, Target Real Estate