

APRIL NEWSLETTER

VOLUME 9, ISSUE 2 APRIL, 2011

NAR Proposes \$40 Dues Increase for REALTOR Party Political Survival Initiative

On April 13, 2011 the NAR Leadership Team hosted a Town Hall session to discuss our proposed new and exciting REALTOR® Party Political Survival Initiative that the NAR Board of Directors will discuss and vote on at the upcoming Midyear meeting in Washington, DC.

This initiative represents a historic and game-changing opportunity for all three levels of our organization to enhance our advocacy effectiveness.

Because of the far-reaching nature of this initiative, as well as its financial implications, the NAR Leadership Team decided to convene a special session of our Executive Committee on April 12 in Chicago. The Executive Committee will have a presentation on the details of the initiative, review the NAR 2012 and 2013 operating budgets and discuss the funding method for the Political Survival Initiative proposed by the NAR Finance Committee.

I know many of you have yet to hear the details of our proposed Political Survival Initiative. For

those of you who have heard the presentation you'll be pleased to know that we have listened to your concern about needing to achieve 100 percent of your NAR RPAC Fair Share goal to access any of your state's allocated funds (from NAR dues) for conducting state and local independent expenditure activities. We have modified this recommendation so that a state or local association now will receive their NAR dues allocation for this program as a percentage of what they achieved of their previous year's NAR RPAC Fair Share goal up to 100 percent.

Therefore, I asked NAR Past President Cathy Whatley to participate in our Town Hall session to share the specific recommendations and the value of our Political Survival Initiative for your association. This event replaced the April 7, 2011 web cast that some of you were invited to participate in.

Cathy chaired the Presidential Advisory Group that created the recommendations resulting in this proposal. I also shared the Executive



Teresa Welchel
2011 President

Committee recommendations on the Political Survival Initiative at the Town Hall session and we had an informed and robust discussion about its proposed substance and funding.

If you did not have a chance to participate in this exciting session you may view it, as well as additional facts about the initiative and leave questions and feedback at the REALTOR Action Center at: <http://www2.realtoractioncenter.com/site/R?i=rXYMOQN7y5uRohfsVotnGg>. or you can e-mail your questions to rppsi@realtor.org.

Ron Phipps,
2011 President
National Association of REALTORS®

SPECIAL POINTS OF INTEREST:

- PBOR CE Course & Membership Luncheon**
 Wed., April 20, 2011
 Perry Country Club
 1000 N. Davis Dr., - Perry
 Time: 12:15 p.m.
 Lunch Provided
FREE TO PBOR MEMBERS
- “FREE CE Course: Successfully Selling HUD Homes”**
 Wednesday, April 20, 2011
 Time: 9:00 a.m.—12:15 p.m.
 Registration: 8:30 a.m.
 3 CE Hrs—Perry Country Club
 Cost: FREE to PBOR Members
 \$20.00 Non-members
 Instructor: Regina Bryant
- Nationwide Open House**
 June 4th & 5th, 2011
 Mark Your Calendar & Watch for updated information!

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April 2011

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20 April CE Class & Luncheon 12:00 Noon Perry Country Club—Perry, GA	21	22	23
24	25	26	27	28	29	30

April CE Course & Luncheon

Wednesday, April 20th —8:30 a.m. Class Registration—Class 9 am to 12:15 p.m.
Perry Country Club—1000 N. Davis Dr.—Perry, GA
12:15 p.m. Lunch Provided—*Class & Lunch Free to all PBOR members!*
\$20.00 for class & \$30.00, including lunch for non-members.

2011 CONTINUING EDUCATION OPPORTUNITY

“The More You Learn the More You Earn!”

April. 20th—Successfully Selling HUD Homes in Georgia

Instructor: Regina Bryant
Perry Country Club
1000 N. Davis Dr., - Perry
Cost FREE to PBOR Members
\$20.00 for non- members
3 hrs. CE – 9 a.m.– 12:15 p.m.
8:30 a.m. Registration

April. 20-21, 2011– Certified Negotiations Expert Certification Course

Instructor: Frank Mears
MGAR Training Center—
Cost \$199.00
Early Bird by 4/15/2011
12 hrs. CE – 9 a.m.– 4:30 p.m.
each day— 8:30 a.m. Registration

Aug. 12th– Code of Ethics—Cycle 3

(Meets NAR’s Mandatory Trng. Req.)

MGAR Training Center— Cost
\$25.00

FREE TO PBOR MEMBERS

3 hrs. CE - 1:00 p.m. – 4:15 p.m.
12:30 p.m. Registration

Nov. 4th– Code of Ethics—Cycle 3 (Meets NAR’s Mandatory Trng. Req.)

MGAR Training Center— Cost
\$25.00

FREE TO PBOR MEMBERS

3 hrs. CE - 1:00 p.m. – 4:15 p.m.
12:30 p.m. Registration

If you would like further information or to register for any of the above courses please contact Sandy or Arline at (478) 471-7336.

Independent Study Courses – On-Line

3, 6 & 9 Hour Continuing Education Courses as well as Sales Pre-License/Post License & Broker’s Pre - License at
www.mgar.org or
call Arline at
(478) 471-7336.





**Certified Negotiations Expert Certification Course
April 20-21, 2011
3263 Vineville Avenue, Macon GA 31204
Instructor: Frank Mears**

Students who take the CNE course will receive the following:

- 2-days of professional negotiation and business building training
- Certified Negotiation Expert designation awarded at end of Day 2
- Continuing Education Credit Hours – 12 hours Georgia CE
- Over 300 pages of negotiation summaries and marketing materials for your new designation
- Over 100 scripts for real estate negotiation situation using scientifically proven persuasion principles
- Quarterly newsletters with advanced negotiation tips and advice
- Access to leading edge negotiation research to use in real estate negotiation

Log on to <http://negotiationexpertise.com/courses/certified-negotiation-expert>

CNE COURSE \$199.00 Two Day Class- (\$225 day of class)

Registrations included all materials. No refunds once class begins.

Please write name exactly as it appears on your R. E. license.

YOUR NAME _____ R.E. LICENSE # _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

WORK PHONE _____ HOME PHONE _____

E-MAIL _____

CHECK # _____ CASH _____ AMOUNT OF PAYMENT _____

SIGNATURE _____ DATE _____

No registration is accepted without payment.

Contact: Sandy Davis

Middle Georgia Association of REALTORS®

3263 Vineville Avenue, Macon GA 31204

Phone: 478-471-7336

Fax: 478-471-0344

Email: info@mgar.org

Register online: www.mgar.org

Save the Date - Nationwide Open House 2011

We are excited about the Nationwide Open House (NOHW) 2011! Visit GAR page at <http://www.garealtor.com/Resources/NationwideOpenHouseWeekend2011.aspx> to read updated news and to download tactics (flyers, etc.) as they are added. Below is some basic information on NOHW. More information will be added in the coming weeks.



The Event

Nationwide Open House Weekend will be held June 4-5, 2011. To be successful, this event must be a partnership between GAR, local boards, our brokers and our individual members. Our goal is to invite the public to come out and take a look at their local housing market. They will be assured that they can visit the open houses with no pressure to purchase, and that the REALTOR® on duty will be happy to answer their questions about the home buying and selling process.

At best, we hope this event leads to several closings around the state for our members. At the very least, we hope this will enable you to meet with individuals who come to view your listing so that they may be added to your contact database and potentially become future clients. Here is the role of GAR, the agent and the broker in this event:

GAR will provide:

- Publicity via press releases, news media pitches, social media, etc.
- A Web site for consumers, www.OpenHouseGeorgia.org, that will educate consumers on buying and selling a home and why they should use a REALTOR®, as well as include helpful links and information about NOHW. Members are encouraged to:
 - Identify 1-2 listings in which to hold an open house on either or both days of the event weekend.
 - Promote NOHW through their contact database – Web site, newsletters, social networks, blogs, etc.
 - If you regularly purchase ads in print or electronic media, mention your Open House weekend in the ads you run in the week prior to the event, complete with location details.

Brokers are encouraged to:

- Provide helium tanks so that their agents can inflate the blue REALTOR® balloons* throughout Open House weekend.
- Review tips for holding a successful open house as well as safety tips during open houses with their agents during sales meetings.
- If your firm regularly purchases print or electronic media, mention your agents' participation in the Statewide Open House event in the ads you run in the week prior to the event – provide addresses for each listing if space allows.

Visit this page again soon to learn what NAR will provide. This event is going to be huge, and we hope to have as many members participating as possible.

**To be provided by NAR*

Technology problems can seem
really, really **big.**



Call the Tech Helpline for FREE—
no matter what size the challenge.

It's like having your personal IT department.

A member benefit from the Georgia Association of REALTORS®

You would rather spend your time working than fixing your computer problems, right?

The Tech Helpline is a member benefit for Georgia REALTORS® offering support for hardware, software, networking and digital devices. Our analysts are friendly technology experts and can assist you via phone, fax, email or online chat. They troubleshoot problems and offer solutions, often by remoting in to your computer while you relax. They can advise you on hardware and software purchasing. Most importantly, they understand your needs as a REALTOR®.



Have a Technology challenge?
Call the Tech Helpline now!

877.573.5611

Mon. - Fri. 9 a.m. to 8 p.m.

Saturdays 9 a.m. to 5 p.m.

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OUR AFFILIATE MEMBERS

Remember: When you see any of our affiliate members please thank them for their support. Remember when you need any of the services our Affiliates offer, think of them first. Let them know how much we appreciate them!!



America Home Key Mortgage

*Debbie Jernigan
208 Smithville Church Road
Warner Robins, GA 31088
(478) 328-6660*

Bank of Perry

*Kelly Hollis
P.O. Box 830
Perry, GA 31069-830
(478) 987-2554*

Georgia MLS

*John Ryan
1414 Montreal Road
Tucker, GA 30084
(770) 493-9000*

The Real Estate Book

*Leslie Huggins
P.O. Box 328
Perry, GA 31069
(478) 954-3774*

The Telegraph

*Lora Lee Nichols
P.O. Box 4167
Macon, GA 31208
(478) 744-4355*

2011 GAR Forms Update

The 2011 GAR Forms Revisions package is now available for use. To view the forms and summary of changes, you may log onto the password protected Forms section of the GAR website www.garealtor.com (i.e. Law and Ethics-->Contract Forms-->Downloadable Contract Forms). Form vendors have until April 15, 2011 to have the forms available to users.

2011 REVISED GAR Forms on Slicks or CD Order Form

(Forms on CD are in .pdf format—Adobe Acrobat Reader)

NAME: _____ COMPANY: _____
 ADDRESS: _____ DAYTIME PHONE #: _____
 BROKER'S NAME & GREC LICENSE #: _____

Quantity	Description	Unit Price	Total
	2011 GAR Forms on CD ROM (pdf)	\$25.00	
	2011 GAR Forms—Paper Slicks	\$35.00	

PAYMENT METHOD: (Please make check payable to MGAR—3263 Vineville Avenue—Macon, GA 31204)

Check (enclosed): _____ Money Order (enclosed) _____ Cash _____

PLEASE NOTE: GAR Forms are available for our REALTOR® members for FREE in pdf format on GAR's website at www.garealtor.com.

[PBOR NOW OF FACEBOOK!](#)

JOIN US TODAY! SEARCH FOR THE PERRY BOARD OF REALTORS®



Being a REALTOR® Matters!

10 KEY MEMBER BENEFITS

Strength in numbers: All REALTORS® benefit from a three-way membership in your local association, the Georgia Association of REALTORS® and the National Association of REALTORS®.

1 REALTOR® Branding

As a REALTOR® you represent trust and professionalism. Over a 10-year membership, the value of the REALTOR® brand is \$32,000 per REALTOR®. Use of the REALTOR® "R" and earned designations like CRS, GRI, and ABR set you apart from a mere licensee. (*Only a REALTOR® can use NAR Designations in their marketing materials.*)

2 FREE Tech Helpline

Help is at your fingertips! Let GAR's free Technology Helpline resolve your technical difficulties so that you can get back to your real estate practice sooner. Call the Helpline today at **877.573.5611**.

3 Legislative Advocacy

At the Georgia Capitol, GAR lobbyists and REALTOR® members band together to form an army of defenders who work hard year-round to protect your business interests. Visit the GAR Web site to learn more about RPAC, our positions on a variety of issues affecting private property rights, the yearly legislative session, and other initiatives. You'll be amazed at all we do for you and your clients!

4 Georgia REALTOR® magazine

Looking for the latest news, products and services to support your business? Turn to the award-winning Georgia REALTOR® magazine. As a GAR member, it's included in your dues! The magazine is published **online six times a year** and **mailed twice** a year, in May and November.

5 Member Discounts

GAR has negotiated deals with various businesses and organizations on your behalf. Check out our Web site for discounted products and services from companies such as MongoFax®, Nationwide Insurance, Pearl Insurance, T-Mobile, UPS, and more.

6 Continuing Education Opportunities

Prefer classroom learning, online, or home study? No problem. GAR's flexible and affordable line-up of state-approved continuing education programs help you stay on track with your license requirements. Plus, the Georgia REALTOR® Institute, GAR Inaugural Meeting, and the Annual Convention and Trade Expo are high quality education opportunities. Visit www.garealtor.net to explore a variety of education classes.

7 Communications

Daily, weekly, and monthly ... GAR is keeping our members informed on the latest happenings in the fast-paced world of real estate. Visit www.garealtor.com or find us on Facebook, Twitter, and LinkedIn — get connected with GAR today!

8 Outstanding Networking Opportunities

Because business connections grow business ... from large conventions with 500+ attendees to niche groups for commercial, international, brokers and more, hundreds of referral deals have materialized through GAR networking.

9 Scholarships

GAR's scholarship program assists REALTORS® seeking to obtain a designation or certification, such as the GRI, ABR, CCIM, and more. In 2010, more than 400 scholarships were awarded by GAR!

10 Statewide Statistics

Visit www.garealtor.com to review GAR's monthly housing data. Click the Resources tab, then the **Newsstand** tab (on your left) for statistics and commentary regarding the state of the housing market.

REMEMBER: You get your license from the Georgia Real Estate Commission and your professionalism from your REALTOR® membership! For REALTORS®, commission disputes can be handled by a REALTOR® Association professional standards panel, rather than litigation.



www.garealtor.com



REALTOR®

PERRY BOARD OF
REALTORS®

Make checks payable to:
Perry Board of Realtors®

3263 Vineville Avenue
Macon, Georgia 31204
Phone: (478) 477-8116

SANDRA L. DAVIS (SANDY)
ASSOCIATION EXECUTIVE

ARLINE LAYSON
AE ASSISTANT

WE'RE REALTORS®.
REAL ESTATE IS OUR LIFE.™

Mark Your Calendars!

**FREE 3 Hr. CE Course: Successfully
Selling HUD Homes in Georgia
with PBOR Membership Luncheon to Follow**

Wednesday, April 20, 2011

9:00 a.m. to 1:00 p.m.

8:30 a.m. Registration

Perry Country Club

1000 North Davis Drive — Perry, GA 31069

Lunch Provided

FREE to PBOR Members!

\$20.00 for Non-Members Class Only

\$30.00 for Non-Member Class & Lunch

