

JUNE NEWSLETTER

VOLUME 9, ISSUE 4 JUNE, 2011

REALTORS Support Legislation for Comprehensive GSE Reform

The National Association of Realtors® supports comprehensive reform of America's housing finance market that protects taxpayers and ensures the availability of affordable mortgage credit today and into the future.

"As the leading advocate for home ownership and housing issues, NAR believes that a methodical, measured and comprehensive approach for reforming the secondary mortgage market is in the best interest of home buyers and taxpayers," said NAR President Ron Phipps, broker-president of Phipps Realty in Warwick, R.I. "A comprehensive and effective mortgage reform strategy is critical to help keep a level of certainty in the marketplace and not further disrupting the still fragile housing market recovery."

NAR supports the objectives of H.R. 1859, the "Housing Finance Reform Act of 2011," introduced last month by Reps. John Campbell (R-Calif.) and

Gary Peters (D-Mich.). The bill takes a comprehensive approach for reforming the government-sponsored enterprises Fannie Mae and Freddie Mac.

"While NAR has concerns with some aspects of the legislation, we strongly support the bill's comprehensive approach to reforming the secondary mortgage market and greatly appreciate the efforts of Reps. Campbell and Peters to protect the affordable 30-year fixed rate mortgage, shield taxpayers from unnecessary additional bailouts, and ensure the availability of mortgage capital to all markets under all economic conditions," Phipps said.

NAR opposes the piecemeal approach of recent proposals that would quickly constrain or shut down existing secondary mortgage market facilities before identifying a viable replacement that would allow securitization to function under all market conditions.

"We believe that a fully private system is not a viable or sustain-



Teresa Welch
2011 President

able alternative to the existing housing finance system and will severely restrict mortgage capital, raise costs for qualified, creditworthy homebuyers, and place taxpayers at greater risk as too-big-to-fail government-backed financial institutions dominate the market," Phipps said. "NAR looks forward to working closely with Congress; the time has come to have a serious discussion about comprehensive reform of our nation's housing finance system."

Sara Wiskerchen
National Association of REALTORS®
swiskerchen@realtors.org
(202) 383-1013

SPECIAL POINTS OF INTEREST:

- **"CE Course: You Can't Fix Stupid"**
Wednesday, July 27, 2011
Time: 9:00 a.m.—4:15 p.m.
Registration: 8:30 a.m.
6 CE Hrs—MGAR Training Center—3263 Vineville Ave.—Macon, GA
Cost: \$10.00
Instructor: Tom Gillett
- **GRI Week Long School GRI I, II & III**
Athens, GA
July 18th to 23rd
- **PBOR Membership Luncheon**
Wed., August 24, 2011
The Side Board Southern Buffet
Time: 12:00 Noon
Lunch Provided
FREE TO PBOR MEMBERS

INSIDE THIS ISSUE:

PRESIDENT'S	1
CALENDAR OF EVENTS & EDUCATIONAL OPPORTUNITIES	2
GRI WEEK LONG SCHOOL GRI I, II, III	3
YOU CAN'T FIX STUPID CE COURSE INFORMATION	4
"2012 GAR COMMITTEE APPLICATION INFO.	6
OUR AFFILIATE MEMBERS & UPCOMING LUNCHEON DATES	6
2011 NAR ANNUAL CONVENTION & TRADE EXPO.	7

PBOR NOW OF FACEBOOK!

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



June/July 2011

Sun	Mon	Tue	Wed	Thu	Fri	Sat
 Have a Safe & Happy Summer!			15	16	17	18
19	20	21	22 No Luncheon In June	23	24	25
26	27	28	29	30	July 1	2
3	4 Office Closed for Holiday	5	6	7	8	9
10	11	12	13	14	15	16

August Membership Luncheon

Wednesday, August 24th — 12:00 noon

The Side Board Southern Buffet — 106 Fairway Drive—Perry, GA

Lunch Free to all PBOR members!

2011 CONTINUING EDUCATION OPPORTUNITY

“The More You Learn the More You Earn!”

July 27, 2011 – GREC’s CE Course:

You Can’t Fix Stupid—

Instructor: Tom Gillett

MGAR Training Center—

Cost \$10.00

6 hrs. CE – 9:00 a.m.– 4:30 p.m.

8:30 a.m. Registration

Aug. 25th – ***Code of Ethics—Cycle 3***

(Meets NAR’s Mandatory Trng. Req.)

MGAR Training Ctr.— Cost \$25.00

FREE TO PBOR MEMBERS

3 hrs. CE - 1:00 p.m. – 4:15 p.m.

12:30 p.m. Registration

Dec. 2nd – ***Code of Ethics—Cycle 3***

(Meets NAR’s Mandatory Trng. Req.)

MGAR Training Ctr. — 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) 477-8116.

Independent Study Courses – On-Line

3, 6 & 9 Hour Continuing
Education Courses as well as

Sales Pre-License/Post Li-

cence & Broker’s Pre -

License at

www.mgar.org or

call Arline at

(478) 477-8116.



Did You Know the Georgia Real Estate Commission Offers FREE Online Continuing Education Courses

The Broker of the firm carries the responsibility for the licensed firm. The Commission introduced a new online course in October written to assist the Broker in managing those responsibilities. The online course titled, “Being a Broker and Staying Out of Trouble” is for Brokers and all other licensees. Every licensee can benefit from the ideas, including those for contract review an advertising review checklist and ideas for preparing for a trust account office examination. These tools are not only part of the course, but those are also available from the Georgia Real Estate Commission School web page Resource Section at www.jmre.com/grec. The 2 GREC online courses are PC and MAC compatible and require an internet connection with either Foxfire or Internet Explorer as the browser. To enroll go to www.jmre.com/grec.

School's In! Enroll Now!

**Learn more and earn more
with your
Graduate, REALTORS® Institute
Designation.**



NATIONAL
ASSOCIATION of
REALTORS®

Official Designation



GRADUATE,
REALTOR®
INSTITUTE

Take the first step to becoming a top-performer in the real estate industry and attend GAR's week-long schools.

Come join us in Athens on July 18-23!

GRI Courses One, Two & Three will be offered.

TOP 5 Reasons to Attend GRI

- 1. Value:** Earn the designation that makes a difference and increases your income. *On average, REALTORS® with their GRI earn 30 percent more than non-designees.*
- 2. Education:** Learn new techniques in marketing, technology and more. Earning your GRI is beneficial to you and your clients.
- 3. Networking:** During the week-long school, network with other attendees and make connections with your instructors who can serve as your mentors in the future. Your next referral could be from a fellow GRI student.
- 4. The Professional Edge:** In today's competitive business environment you need more than just motivation and initiative to succeed. You need the educational advantage of GRI.
- 5. Scholarships:** Did you know GAR Scholarships can be applied to your GRI designation?

Go to www.garealtor.com/garscholarships after attending GRI to submit a scholarship application.

**For GRI information, go to
www.georgiagri.com**

**For registration, go to
www.garealtor.net.**

Questions, aasher@garealtor.com.

**Find the Georgia Association of
REALTORS® on Facebook, Twitter
and LinkedIn.**



Come network with your fellow attendees at the Wednesday Night Party.

2011 You Can't Fix Stupid!!!

(But We Can Work With Ignorance!)



1. An agent does not have to present offers after one has been accepted if they are following written instructions from a client. T or F
2. Lead based paint disclosure must be made only when the residence was built prior to 1978. T or F
3. When an active licensee and a spouse own a property together, rents collected can be placed into their personal account so long as the broker approves. T or F
4. Real estate signage (except directional's) must contain the name and phone number of the broker. T or F
5. It is illegal and unethical for a listing agent to share the price and terms of an offer from a cooperating broker with another prospective buyer or cooperating broker. T or F

CAN YOU ANSWER THESE QUESTIONS?

ARE YOU SURE???

WOULD YOU BET YOUR LICENSE???

When: Wednesday, July 27, 2011

Where: Middle Georgia Association of REALTORS®

Training Center
3263 Vineville Ave. - Macon, GA

Time: 9:00 am – 4:30 pm
(Registration 8:30 am)

Fee: 6 Hrs CE Credit - \$10 (No Way!!!)

Sponsor: Middle Georgia Association of REALTORS®

Registration: Fax name, license number and brokerage name to 478-471-0344 or go to www.mgar.org & click on the shopping cart/CE courses link.

**SEATING IS LIMITED!!!
REGISTER EARLY!!!**

This is a 6 hour GREC approved (Course Code 61121), GREC sponsored (School Code 999) and GREC funded course for continuing education. This course will provide answers to the questions that EVERYBODY should have! This is a new version of the course and even if you have taken a previous version in the last year, you will still be eligible for 6 hours of CE!! The economy is making life as a real estate licensee challenging enough... don't compound your day with ignorance of important issues!

By the way....the answer to ALL the questions is false..

Ignorance is simply not being knowledgeable of important information; stupid is to ignore the knowledge and willfully violate the law. **“2011 You Can’t Fix Stupid!!!...(But We Can Work With Ignorance)”** is a course designed for these trying times. After reviewing numerous articles, law suits, laws and over 2,000 investigations and citations by the Georgia Real Estate Commission, it became obvious that many licensees find themselves in the unfortunate position of violating laws and/or rules, not by design but by failure to understand or be knowledgeable of the applicable law. This information packed course, approved and sponsored by the GREC and developed and updated for 2010 by Tom Gillett, is the information licensees need, when they need it! Sign up early. **Seating is limited!!**

I like having my real estate license and I am too cute to go to jail... SIGN ME UP!!!

“2011 You Can’t Fix Stupid!!! (But We Can Work With Ignorance!)”

Wednesday, July 27, 2011 at the Middle Georgia Assoc. of REALTORS Training Center

Course fee \$10.00 (Yup, just \$10!)

Name _____

Company _____

License # _____

Phone # _____

Fax registration to 478-471-0344 or go to www.mgar.org

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 Hillis
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

GAR VOLUNTEERS NEEDED!

Volunteer to serve on a committee and become an active part of your state association! Review the committees at <http://www.garealtor.com/MemberCenter/Committees/CommitteeApplication.aspx> and make your three selections in order of preference. Should you need further information regarding a committee, visit the Committee Criteria page on the GAR website at www.garealtor.com.

Committee appointments will be made in October by your President-Elect Bill Boatman with assistance from the nominee for the 2012 President-Elect. You will be notified of your placement on a committee by the email address in your NRDS record. Please submit the committee application no later than August 31, 2011

If appointed to a committee, you commit to (1) serve a 2-year term unless otherwise noted and (2) attend the GAR Inaugural Meeting and the Annual Convention and Trade Expo. For more information on these future meetings, visit www.garealtor.com*

***Notes:**

To serve on the GRI Board of Governors, you must complete the additional application found on www.garealtor.com

- To serve on the Grievance Committee, 2 years of local Grievance committee experience are required
- The Partnership Committee is a 1-year term
- To serve on the Professional Standards Committee, 4 years of local Professional Standards committee experience are required

ZILLOW LAUNCHES NEW FACEBOOK TOOL

Real Estate search site, Zillow.com is now offering "Facebook Tabs" which bring back professionalism to your Facebook Business Page by offering several real estate features in one app. The Zillow tabs available are the listings tab, the local information tab, the contact information tab and will even feature your Zillow ratings and reviews, keeping consumers on your page and eyes on your sandbox instead of elsewhere. It give consumers something to do and reiterates your value proposition as an information authority.

Have you looked to see what your ratings are on Zillow?

SEIZE THE DAY

Take your business to a new level

REALTORS[®] Conference & Expo

ANAHEIM, CA NOVEMBER 11 - 14, 2011

If energizing your real estate business is your goal...

- Take charge at the 2011 REALTORS[®] Conference & Expo in sunny southern California, just minutes from Los Angeles
- Train with the best at the premiere real estate event in the U.S.—get sales tips for success from industry experts
- Join 18,000 professionals for four intensive days of networking, education, motivation, and fun this November
- Explore the largest trade show floor in real estate, where 400 exhibitors will excite and inspire you
- Refocus your mind with 100 education sessions during the day—and let loose at night with events like the Celebrity Concert starring Diana Ross

Stay in Anaheim and Stay on Budget

With hotels starting at \$89 per night, a convenient location near four major airports, and special travel discounts for REALTORS[®], Anaheim is an affordable destination for the 2011 REALTORS[®] Conference & Expo.

Sign up today at www.REALTOR.org/Conference

Register before August 15 to take advantage of early bird savings



Connect with us and thousands of REALTORS[®] who will be in Anaheim at:

twitter.com/naranual



facebook.com/naranual



NATIONAL ASSOCIATION of REALTORS[®]



November 11-14, 2011 • ANAHEIM



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™

GEORGIA DRUG CARD

As a resident of Georgia, you and your family have access to a statewide Prescription Assistance Program (PAP). The new prescription assistance program called the Georgia Drug Card is free to all Georgia residents. The Georgia Drug Card can be used

for a savings of up to 75 percent on prescription drugs at most retail pharmacies. Benefits include no applications to complete, no membership restrictions, no income requirements, and no age limitations. Cards are available at the Association office. For more information on the drug card please visit georgiadrugcard.com.

