

SEPTEMBER NEWSLETTER

VOLUME 9, ISSUE 6 SEPTEMBER, 2011

REALTOR Relief Foundation: A Legacy of Giving

What can we do to help?" That's the question that was racing through Martin Edwards' mind on Sept. 11, 2001, as he drove a rental car nearly 400 miles to his home in Memphis.

Edwards, then president-elect of the NATIONAL ASSOCIATION OF REALTORS®, had been in Fairhope, Ala., to speak at the Mississippi Association of REALTORS®' annual meeting. As he was about to take the stage, he was ushered aside and told about the terrorist attacks in New York and Washington, D.C.

The meeting was scuttled. With all flights grounded, Edwards was able to procure a car, and after ensuring the safety of his adult daughter—who was in New York on business—he phoned 2001 NAR President Richard Mendenhall. The two men mulled over the question. "This was our Pearl Harbor," Edwards says. "We agreed that REALTORS® were going to want to do something to

help this country."

The two leaders coordinated with NAR executives Dale Stinton, then chief financial officer, and Frank Sibley, senior vice president of communications and convention, who "got us focused on what we could do," Edwards says. Within 24 hours, they had reached out to REALTOR® associations in the states most affected by the attacks. They had a plan and a mission: No family would lose its home as

a result of the attacks. The association would collect

funds to help surviving family members pay their mortgage or rent for a defined period, generally three months, as they tried to get their lives in order.

Our Finest Hour

The REALTORS® Housing Relief Fund was launched on Sept. 12, 2001, with this commitment: 100 percent of the money it collected would go to surviving family members. "I'm sure you were shocked, angered, and saddened at the terrorist tragedies ...," Mendenhall said in an e-mail to members solicit-



Teresa Welchel
2011 President

ing donations. "Let us resolve that no family suffering from yesterday's tragedies will be forced to lose their home

NAR kicked off the fund with a \$1 million donation, and money began pouring in almost immediately from local and state associations and from individuals. Working with REALTOR® volunteers and association staff in New York, New Jersey, Connecticut, Maryland, Massachusetts, Pennsylvania, Virginia, and Washington, D.C., NAR collected and paid out nearly \$8.5 million—helping 1,333 families—within a period of just three months.

"I've often said, and I be-

SPECIAL POINTS OF INTEREST:

- PBOR Membership Luncheon**
 Wed., September 28, 2011
 The Perfect Pear
 922 Carroll Street—Perry
 Time: 12:00 Noon
 Lunch Provided
FREE TO PBOR MEMBERS
Program: HomeFirst—FREE Foreclosure & Home Buyer Assistance Agency.
- EPA Lead Paint Safety Training for REALTORS**
 Wednesday, October 26, 2011
 Time: 9:00 a.m.—12:15 p.m.
 Registration: 8:30 a.m.
 3 CE Hrs—Perry Country Club—Perry, GA
FREE TO PBOR MEMBERS
 Cost: \$30.00 non-REALTORS
 Instructor: John Adams



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September/October 2011

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	26	27	28— 12:00 noon PBOR Membership Luncheon—The Perfect Pear	29	30	Oct. 1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26 Lead Paint Class then—12:30 PBOR Membership Luncheon—Perry Country Club	27	28	29

September Membership Luncheon

Wednesday, September 28th—12:00 noon—

Program: Home First—FREE Foreclosure & Home Buyer Assistance Organization/Information
The Perfect Pear—922 Carroll Street—Perry, GA

2011 CONTINUING EDUCATION OPPORTUNITY

“The More You Learn the More You Earn!”

Oct. 7th— Successfully Selling HUD Homes in Georgia

FREE TO PBOR & MGAR MEMBERS

Cost \$10.00—Century Bank & Trust
3rd Floor Training Center
141 S. Wayne Street—Milledgeville, GA
3 hrs. CE - 9:00 a.m. – 12:15 p.m.
8:30 a.m. Registration

Oct. 19th— Code of Ethics Cycle 3— For Renewing members—

(Meets NAR’s Mandatory Trng. Req.)
MGAR Training Center— Cost \$25.00
FREE TO PBOR & MGAR MEMBERS
3 hrs. CE - 9:00 a.m. – 12:15 p.m.
8:30 a.m. Registration

Oct. 26, 2011— EPA Lead Paint Safety Training for the Real Estate Professionals

Instructor: John Adams
Perry Country Club
FREE TO PBOR & MGAR MEMBERS
\$35.00 to Non-Members
3 hrs. CE – 9:00 a.m.— 12:15 p.m.
8:30 a.m. Registration

Oct. 27, 2011— EPA/HUD Lead Paint Safety Training Certification Class

Instructor: John Adams
MGAR Training Center
Cost \$295.00
7 hrs. CE – 8:00 a.m.— 5:00 p.m.
7:30 a.m. Registration

Dec. 2nd— Orientation

MGAR Training Center— Cost FREE
9:00 a.m. – 12:00 noon
8:30 a.m. Registration

Dec. 2nd— 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

Jan. 11th—2012 GAR Contracts Update

MGAR Training Center— Cost \$25.00
3 hrs. CE - 9:00 a.m. – 12:15 p.m.
8:30 a.m. Registration

Jan. 11th—2012 Contracts Exhibits & Amendments Update

MGAR Training Center— Cost \$25.00
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 License & Broker’s Pre - License at
www.mgar.org or
call Arline at
(478) 477-8116.

Middle Georgia Assoc. of REALTORS®

Presents

Code of Ethics: Our Promise of Professionalism—Cycle 3 for Renewing Members

After completion of this course, students will have a better understanding of due process and code enforcement. Students will also understand how to handle complaints. This course includes several case studies in ethics.

(THIS COURSE MEETS THE NAR 3-HOUR MANDATORY ETHICS RENEWAL REQUIREMENT)

(Course Code: 59499)

Registration: 8:30 a.m

Time: 9:00 a.m. – 12:15 p.m.

**Date: Wednesday, October 19 , 2011
For 3 Hours of Continuing Education**

**Location: MGAR Training Center
3263 Vineville Avenue — Macon, GA**

Mail or fax this portion to reserve your place

FREE TO MGAR or PBOR MEMBERS

\$25.00 for non-members

Make checks payable to: MGAR – No cancellations after October 14, 2011

Name: _____

License Number: _____

Company Name: _____

Company Address: _____

Phone: _____ Fax: _____

Board: _____

Mail or fax to:

**Middle Georgia Assoc. of REALTORS®
3263 Vineville Avenue
Macon, GA 31204
(478) 471-7336 Phone
(478) 471-0344 Fax**

IF YOU HAVE TAKEN THIS COURSE IN THE LAST 366 DAYS YOU WILL NOT RECEIVE CE CREDIT

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*

GRI Governor Applications Being Sought

Have you obtained your GRI but still want to be a part of this dynamic continuing education program? Apply to become a GRI Governor! Every region has the opportunity to add at least one Governor to the Board of Governors except Region 4. Region 4 (metro Atlanta) has reached the maximum of three Governors.

If you are a GRI graduate who would like to become a member of the GRI Board of Governors, please complete the application at <http://www.georgiagri.com/GRIGovernorApplication.aspx>. Governor applications due to aasher@garealtor.com by **October 3, 2011**.



Don't Forget to Take Advantage of Your FREE Education!

One of your member benefits is FREE CE CLASSES. Your Board is offering each member the chance to take 6 hours of continuing education each year at no additional charge. Just think, you never have to pay for CE hours again! You're in luck! Your Education Committee has several more classes scheduled for 2011 – so get the hours you need at the best cost around...FREE!

Keep yourself at the forefront of the market! Stay tuned to upcoming offerings. Your Education Committee is committed to bringing you a balanced set of courses each year – so far there has been something for everyone! Residential, Commercial, Land, Property Management – let us know if there is a need we haven't covered. And don't forget, keep checking your Education Calendar!



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 Board office.

For more information on the drug card please visit georgiadrugcard.com.

Middle Georgia Assoc. of REALTORS®

In conjunction with

Institute for Real Estate Policy

Presents

EPA Lead Paint Safety Training for Real Estate Professionals

Registration: 8:30 a.m

Time: 9:00 a.m. – 12:15 p.m.

Date: Wednesday, October 26, 2011

For 3 Hours of Continuing Education

Instructor: John Adams

Location: Perry Country Club

1000 N. Davis Drive— Perry, GA

Mail or fax this portion to reserve your place

FREE TO PBOR MEMBERS

\$30.00 for REALTOR Members

\$40.00 for non-REALTOR members

Make checks payable to: MGAR – No cancellations after October 21, 2011

Name: _____

License Number: _____

Company Name: _____

Company Address: _____

Phone: _____ Fax: _____

Board: _____

Mail or fax to:

Middle Georgia Assoc. of REALTORS®

3263 Vineville Avenue

Macon, GA 31204

(478) 471-7336 Phone—(478) 471-0344 Fax

**IF YOU HAVE TAKEN THIS COURSE IN THE LAST 366 DAYS YOU WILL NOT RECEIVE CE CREDIT
REGISTER ONLINE AT WWW.MGAR.ORG UNDER THE PRODUCTS LINK ON OUR HOMEPAGE**

MACON Ga

Wednesday, Sept 28
MGAR Realtors Office

3263 Vineville Avenue, Macon Ga 31204
Take I-75 to Exit 164, then 2.1 miles on US Hwy 41 North

8:00 am to 5 pm

EPA / HUD

LEAD BASED PAINT SAFETY TRAINING Class

Let us train you in our one-day class to be an **EPA CERTIFIED RENOVATOR**. It is now **ILLEGAL** to even **OFFER** to perform work on any pre-1978 home unless you are a graduate of this EPA accredited LEAD safety training!

Total cost is \$295 per person, including exam, 5 year EPA & HUD certification plus 315 page manual. Classes are held every Friday in Atlanta, and classes are held monthly in every major city in Georgia. If your company or group needs this training, just call us and we will come to you in Macon or anywhere in the South.

Call 888-373-0029

for information or to register now!
Class fills Quickly, so CALL NOW!

Training services provided by National Center for Healthy Housing, assisted by American Renovator Training, LLC. Courses are approved for purposes of certification under Section 402 of TSCA for the Certified Renovator.

www.Renovate99.com

Register ONLINE or by phone with Visa / MC / Amex / Discover / E-Check

If you're working on homes, schools or day care centers built pre-1978, you now must be EPA Lead-Safe Certified.

WHAT

The Lead-Based Paint Renovation, Repair and Painting (RRP) rule is a federal regulatory program affecting anyone who disturbs painted surfaces where lead may be present - houses built before 1978 & other areas. **LEAD SAFETY SAVES KIDS LIVES!**

- Our one-day class will certify your renovators for 5 years.
- Learn the required steps to contain the work area, minimize dust and thoroughly clean up every day. **PROTECT YOURSELF!**

WHO

• Anyone, including any owner, property manager or Realtor, or any contractor, including renovators, electricians, HVAC specialists, plumbers, painters and maintenance staff, who disrupts more than six square feet of lead paint in pre -1978 homes, schools, day care centers and other places where children spend time. Owner-occupants are not exempt. Also, code enforcement officers, attorneys and home inspectors.

WHY

1. Without certification and by not following approved practices, you and your company can face tens of thousands of dollars in fines and put yourself and your company at risk of potential lawsuits and possible jail time.
2. Protect your workers, yourself and your children:
 - Dust from renovation, repairs and painting can contaminate an entire home and, if inhaled or ingested, can cause irreversible damage to children, pregnant women and adults.
3. Certification makes you stand out from others and positions you as a professional contractor consumers can trust. Using your company's certification in your marketing materials may help attract business. Learn to outpace the competition by offering specialized pre-1978 services.

**We Teach Every Friday
in ATLANTA near Emory
& all over Georgia once a
month. Call for more info!**

**Georgia EPD has now taken over
enforcement and is issuing large
fines and penalties right now!**
Don't risk a fine of up to \$37,500 or 5 yrs in prison.

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.™

REALTOR Relief Foundation: A Legacy of Giving (Continued)

lieve, it was our finest hour," Edwards says. "The enormous generosity of REALTORS®, the public, and even small children giving to our fund will forever be etched in my mind," says Mendenhall. "But the value of the fund can't be measured in just money. NAR donated the letters we received from the victims' families to the Smithsonian Museum of American History. Each letter tells an individual story of tragedy, survival, and appreciation."

An Extension of who REALTORS Are:

That remarkable effort marked the start of the REALTORS® Relief Foundation, which, over a 10-year span, has provided more than \$22 million in funding to help citizens recover from hurricanes, tsunamis, floods, wildfires, and other major disasters. The sum includes more than \$9 million for

victims of the 2005 hurricanes Katrina, Rita, and Wilma.

Throughout its history, the foundation has maintained its commitment to spend no money on administrative costs, a pledge that has encouraged REALTORS® to think of the foundation when they see a major disaster unfolding and ask themselves, "What can I do to help?" Most recently, REALTORS® have donated money that has gone to help victims of the earthquake and tsunami in Japan; tornadoes in Alabama, Massachusetts, and Missouri; and flooding in North Dakota.

"We have been challenged by Hurricanes Ivan and Katrina, the Gulf oil gusher, and now this year's tornadoes," says J. Danny Cooper, CEO of the Alabama Association of REALTORS®. "All of these events had a major impact on the state's economy,

on individual REALTORS®, and on our local associations. Yet, without missing a beat, we've continued to help families with what we could. If we had not had disaster assistance from NAR and from around the country, we could not have helped."

Stacey Moncrieff
National Association of REALTORS®

