

North Pulaski Board of REALTORS®

Newsletter



Volume 32 Issue 1

January 2018

General Membership Meeting

Date: January 8, 2018

▶▶▶ Location: Courtyard by Marriott ◀◀◀
4339 Warden Rd
North Little Rock, AR
(behind Outback Steakhouse)

Cost: \$20.00/Buffer lunch at 11:30 a.m.

The January program will include, **Daniel Gray**, Board President, to outline his goals for 2018. **Amanda Tester**, CARMLS, will present information on HOMESNAP, give an update on new CARMLS features, and offer help tips for listing input.

We appreciate our sponsors for the January meeting.

The room fee is provided by **J. Mark Goings**, Allstate Insurance,

Door prizes are provided by **Tammy Tompkins**,
First AR Bank & Trust.

Sign up sheets are emailed to each office and you may also contact the Board office by phone or email to sign up for the meeting. Please return your Sign up Sheets or make your reservation by noon on Wednesday, January 3rd. Thanks!

Thanks to all who served in 2017! North Pulaski Board of REALTORS®

Thanks to our out-going President, **Kathy Fortner**, for her service and dedication to the Board. Kathy will continue to serve in 2018 as Immediate Past President.

We thank our out-going Directors, **Debbie Sontag**, Coldwell Banker RPM Group, and **Susan Vaught**, RE/MAX Homefinders Realty. We also thank Immediate Past President, **Staci Medlock**, and out-going Affiliate Director, **Robby Cole**, for their loyalty and service.

Our **Officers** and **Directors** serve our Board well and give quietly of their time to ensure the well-being of our Board. We appreciate each one who serves! They are worthy of our sincere thanks for their service!

Thank you for your service!

Calendar of Events

MONDAY, JANUARY 1ST
Board Office Closed, New Year's Day

MONDAY, JANUARY 8TH
General Membership Meeting, Courtyard by Marriott, 4339 Warden Rd, North Little Rock (behind Outback Steakhouse) 11:30 a.m. Buffet lunch

MONDAY, JANUARY 15TH
Martin Luther King, Jr. Day

THURSDAY, JANUARY 18TH
Board Office, Broker Co-Op Meeting 10:00 a.m.
Board of Directors Meeting, Exec Committee - 11:30 a.m. Board Members - 12:00 Noon

FRIDAY, JANUARY 19TH
Award For Excellence Application Deadline
Applications must be received at the Board office no later than 4:30 p.m. on Friday, January 19, 2018 in order to participate

WEDNESDAY, JANUARY 24TH
New member Orientation Class, Board Office 9:00 a.m. - 2:30 p.m. Applications and dues monies must be in the Board office no later than Friday, January 19th. Lunch is sponsored by **Kellie Wall**, The Wall Agency. Thanks Kellie!

**THURSDAY, FRIDAY
JANUARY 25TH, 26TH**
AWARD FOR EXCELLENCE **Photo Sessions**—
Board Office - 9:30 a.m. until 3:50 p.m.. - Call the Board office 834-0710 for an appointment



2018 Officers

Daniel Gray, President
982-2159
Mike Dietz, Vice President
982-1517
Denise Wilson, Secretary
291-3841
Stacy O'Gary, Treasurer
843-3067
Kathy Fortner, Immediate Past
President 907-5959
Janene Inzer, Executive Officer
834-0710

2018 Directors

Teresa Burl – 18, 19
834-3433
Nola Ford – 18
851-7653
J.C. Goffe – 18, 19, 20
985-4663
Kathleen Jester – 18, 19, 20
907-5959
Elizabeth Phillips – 18, 19
834-3433
Sommer Salgaonkar – 18
975-2100
Kelly Scarborough – 18
982-4574
Angela White – 18, 19, 20
843-3502
Rick White – 18, 19
982-2159

2018 Affiliate Director

Tammy Tompkins, First AR Bank &
Trust, 501-985-4043



BOARD OFFICE HOURS

8:30-4:30 Monday thru Friday

Mailing Address

**3100 East Kiehl Avenue
Sherwood, AR 72120**

PHONE (501) 834-0710

FAX 834-1309

E-MAIL

jinzer_24@sbcglobal.net

WEB SITE npbor.com

President's Message

Happy New Year! I want to wish everyone a joyous and prosperous 2018, and I hope you were able to enjoy the holiday season with those that mean the most to you.

At one of our family gatherings the conversation turned to our kids and technology. Are your kids as consumed as mine? This "iGeneration" will definitely face many challenges that we did not encounter. We've all had this conversation at some point, but we all also quickly agreed that we were just as guilty.

I don't mean to sound like the grumpy old guy, and this isn't a parenting blog. Technology isn't bad, it just needs boundaries. It is crazy how much technology has changed our industry.

One of the priorities of NAR this year is to focus on increasing the level of professionalism in our industry. We have to engage more. Our relationships have to go deeper. And as a Board of REALTORS® it starts with us.

I want to challenge us this year to be more present, to be more engaged, to take the time to speak, and build relationships with our peers.

I'm looking forward to serving as president this year, and want to thank Kathy Fortner for the tremendous job she did serving in 2017.

**Daniel Gray,
President**



Broker's Co-Op Meeting



North Pulaski Board of REALTORS® quarterly Broker's Co-Op meeting will be January 18th beginning at 10:00 a.m. at the Board Office, 3100 E Kiehl, Sherwood.

The program will provide timely information provided by AREC Executive Director, **Gary Isom**, and Deputy Executive Director, **Andrea Alford**. All brokers - principal, executive, and associate are welcome and encouraged to attend. Come join our Broker Co-Op Chair, **John Belden**, for this beneficial meeting!

Thanks to our Affiliates!



We receive tremendous support from our **Affiliate Members** throughout the year and we appreciate their generous support. The success of our meetings and events is directly related to the attendance, sponsorship, and financial support of our Affiliates. Thanks to all of our Affiliate companies who contributed last year, and we look forward to your continued support for 2018!

Members, please remember our Affiliates in your day-to-day transactions and let's give back to those who support us all year!

2018 Dues Invoices

Dues invoices for 2018 local, state and national dues have been released. **The dues information has been emailed to our members. If you did not receive your dues information, please contact the Board office to verify the email address we have on file for you.**

Brokers have the option of collecting individual checks from their licensees and submitting one company check to the Board office along with the printed invoice or allowing their licensees to pay their dues individually. Please verify with your Broker if he/she prefers payment made to your office or if it is acceptable for you to pay directly online or by check/money order to the Board office.

The total dues amount for 2018 is \$485.00

The breakdown is: Local (NPBOR) - \$170,
State (ARA) - \$160, National (NAR) - \$155

REALTORS® are strongly encouraged to contribute an additional amount to **ARPAC** along with their dues. The suggested amount is \$50. By participating in **ARPAC**, our voices are heard collectively with hundreds of thousands of your colleagues across the country. You also have the option this year to contribute to the worthy charitable organization, **Hearts & Homes**, to help assist Arkansas folks who have lost their home, office, or ability to pay for their home through natural disasters or catastrophic events. **ARPAC and Hearts & Homes contributions are optional, however, they are worthy of your consideration.**



Dues are due each year on January 1st. On February 1, 2018, a late fee of \$100 will be added to your invoice. If you are not a member “in good standing”, your membership is subject to suspension and you may also have an interruption in your CARMLS services until payment is made.

2018 Affiliate dues invoices have been mailed.

Thanks to everyone for your ongoing membership and support!

REALTOR® SAFETY



Touch Base - Always let someone know where you are going and when you will be back; leave the name and phone number of the client you are meeting and schedule a time for your office to call you to check in.

Membership Applications

The following applicants applied for membership/reinstatements in December. **Welcome!**

Amanda Mitchell, Century 21 Prestige Realty, Sherwood
Porshau Alexander, Rausch Coleman Realty
Matthew Pinson, Mossy Oak Properties, Leslie
Anna Stevens, Keller Williams Realty



January



2017 Award For Excellence Banquet Affiliate Sponsorships

Our Award For Excellence banquets are the highlight of each new year and would not be possible without the participation and support of our many recipients and Affiliate member companies. In addition to their attendance, many of our Affiliates contribute with donations and/or services to ensure the success of our banquets. Thank you so much! Pledge forms for sponsorship of our 2018 banquet were mailed in December to Affiliate members.

Following is a list of Affiliates who have responded with a pledge:

Triple Diamond
Arkansas Democrat Gazette

Diamond
First AR Bank & Trust

Gold
Simmons Bank

Silver

Bronze
The Daily Record

The Awards Banquet will take place on Saturday, February 17, 2018 at the Marriott Hotel, 3 Statehouse Plaza, Little Rock. The theme this year is “Starry Night”

If your company did not receive a pledge form, we will be happy to email one, or you may pick one up at the Board office at your convenience.

2017 Award for Excellence Program “Starry Night”

Believe it or not, it's time again to compile 2017 listings and sales data if you wish to participate in the **Arkansas REALTORS® Association's "Award For Excellence"** program! Step by step instructions for brokers or administrative staff to run the **Sales Detail Report** in Paragon as well as the **Application Cover Sheet**, current **Guidelines and Requirements**, **Award For Excellence FAQ** and **NPBOR's Supplemental Document for Guidelines** will be posted in the Member's Area of our website - www.npbor.com.

If you wish to take part in the program, each applicant pays ARA's \$30 participation fee which will be submitted to ARA by the North Pulaski Board of REALTORS®. Each applicant will receive a certificate in the corresponding category of their application.

For those participating in ARA's program, applicants may also choose to participate in NPBOR's optional activities which includes two tickets to NPBOR's awards banquet, trophy presentations, recipient photo, and newspaper advertising. The cost for the optional activities is \$150 in addition to ARA's \$30 fee for a total of \$180. You will find this information on the Award For Excellence Application Cover Sheet. The deadline for application is **January 19, 2018**.

Our awards banquet will take place on **Saturday, February 17, 2018** at the **Marriott Hotel** – 3 Statehouse Plaza, Little Rock. Cocktails will be available at 5:30 p.m. and dinner will be served at 6:30 p.m. Photos will be taken of each recipient immediately after receiving their award. Following the banquet, please plan to stay and enjoy music and dancing with our DJ and have some fun taking pictures in the complimentary photo booth.

Again, each recipient participating in NPBOR's optional program will receive two tickets to the banquet. Additional tickets will be \$60. Ticket sales/table selections will be at **9:00 a.m. on Friday, February 2, 2018**.



LAND Lunch & Learn

4 Land-Specific seminars brought to you by:



Series 1: Title Issues & Concerns with Land Transactions:

Wednesday, January 17, 2018

11am – 1pm

Jonesboro Country Club

1408 East Nettleton, Jonesboro, AR

Sponsored & Presented by:

Professional Title Services of Arkansas



&

Fidelity National Title Group



Instructor: Steve May, President

Professional Title Services of Arkansas

Event is FREE of Charge & Lunch is provided

To reserve your spot please email: **Joel King** [jking@jpkking.com]

Space is limited to the first 50 who register

Series 2 - 4 coming soon to Northwest AR, Central AR, & Southwest AR



As a leading force in our nation's public policy debates the **REALTORS® Political Action Committee** is the only investment dedicated to furthering the interests of real estate professionals in our nation's capital, state legislatures and city halls. Since its inception almost forty years ago, **RPAC** has worked to ensure that the real estate industry speaks with a unified voice, and continues to provide you with an influential political presence. **RPAC** aggressively pursues the election and re-election of Candidates for local, state and federal office who stand up and support real estate professionals on key issues like these, as well as a long list of other issues critical to our future!

- Promoting home ownership across the economic spectrum
- Expanding the availability of health insurance for small businesses
- Keeping the federal government out of real estate regulation
- Improved congressional oversight of federal regulatory decisions
- Fostering a vibrant commercial real estate sector
- Dedicated to maintaining the Mortgage Interest Deduction
- Maintaining a level playing field by keeping banks out of the real estate brokerage and property management business

How ARPAC has benefited you:

- Saved each REALTOR® an average of \$420 annually on additional telephone charges. No sales tax on commissions saved REALTORS® an average of \$900 apiece.
- Saved each REALTOR® an average of \$3,000 by helping defeat a sales tax on advertising.
- No state occupation tax in Arkansas saves each REALTOR® \$100 annually.
- Your **ARPAC** contribution is a tax credit. Individual filers receive \$50 back and joint filers get \$100 on their Arkansas income taxes. So, why not send in a contribution today?
- Preventing an increase in the real estate transfer tax regardless of the purpose of an increase thus fostering affordable work force housing.

What we need is your support.

As important as it is to be involved in your local community, it is equally important that we, as REALTORS®, are involved at the state and federal levels of government as well. By participating in **RPAC**, your voice is heard collectively with hundreds of thousands of your colleagues across the country. **RPAC** provides you a seat at the table. If you don't get involved, you may face the prospect of bad legislation or a new set of crippling regulations. Getting involved is simple. Whether you are a brand new member or a seasoned Veteran, **RPAC** offers a variety of giving levels so every REALTOR can become involved in the political process.

RPAC Investor \$25

\$99 Club \$99

Capitol Club \$250

Dollar a Day \$365

Major Donor Program

Sterling "R" \$1,000

Crystal "R" \$2,500

Golden "R" \$5,000

Get involved by joining more than *five hundred thousand of your colleagues* nationwide who agree that **RPAC** is the best investment you can make to influence your profession's long term growth and the stability of the real estate industry.

MASTER YOUR TIME

CRS ONE DAY COURSE:



Mastering Your Time To Achieve Your Goals

February 1, 2018

8:30am-4:30pm

Arkansas REALTORS®



Council of Residential Specialists
The Proven Path To Success

CRS103 Mastering Your Time to Achieve Your Goals

Presented by:
Arkansas REALTORS® Association

Course location:
11224 Executive Center Drive Little
Rock, AR 72211

<https://bit.ly/ARAedu> or
Arkansasrealtors.com

Registration Fees

CRS Members \$159
Non-Members \$199

Being successful isn't just about selling more homes or serving more clients. It's also about effectively managing your business so that you also can devote time to your personal life. This CRS One Day Course will provide strategies for creating positive change in your professional and personal lives. Course activities will help you assess your current business, set actionable goals, and develop a plan for how to achieve them. You will create a system that keeps you organized and focused as you take on the various challenges competing for your attention each day.

Upon the successful completion of this course, the student will be able to:

- ✓ Clarify your current status in the five critical areas of your life
- ✓ Design a business that will financially support the life you desire
- ✓ Understand various time management principles and techniques as well as the art of time blocking
- ✓ Prioritize your life goals and create a plan of action to accomplish those goals

ArkansasRealtors.com or <https://bit.ly/ARAedu> to register for
MASTERING YOUR TIME TO ACHIEVE YOUR GOALS today.
#ARAedu

Instructor:



Mark Given

ABOUT CRS

The Council of Residential Specialists is the largest not-for-profit affiliate of the National Association of REALTORS®. We are a professional network of over 30,000 residential real estate professionals, and we provide the industry's best education, resources and networking opportunities. CRS also awards the Certified Residential Specialist® (CRS) Designation to top-producing REALTORS® who have met specific requirements related to experience, transactions and education.



Council of Residential Specialists
The Proven Path To Success



For more information on other CRS courses or obtaining the CRS Designation, the premier Designation for residential real estate professionals, visit www.crs.com.