

North Pulaski Board of REALTORS®

Newsletter



Volume 30 Issue 11

November 2016

General Membership Meeting Annual Election/Installation Meeting

Wyndham Riverfront Hotel/NLR
Monday November 14, 2016
11:30 a.m.—Cost \$20.00

The program will include our annual installation of **Officers and Directors for 2017**. Also, there will be a vote on the proposed **Jurisdiction Change to the Bylaws** (see page two for more details). As no additional candidates were filed by petition, the following additions to the Slate of Officers and Directors for 2017 stand as approved:

President - **Kathy Fortner**, Keller Williams Realty
Vice President/President Elect - **Daniel Gray** - RE/MAX Homefinders Realty

Secretary - **Keith Montgomery**, McKimney Associates, NLR
Treasurer - **Mike Dietz** - Doug Wilkinson Realty
Immediate Past President - **Staci Medlock** -Crye-Leike of AR, NLR

Director - 1 Year Term/Remaining

Kathleen Jester, Keller Williams Realty
Debbie Smith - Coldwell Banker RPM NLR
Susan Vaught - RE/MAX Homefinders Realty

Director - 2 Year Term Remaining

Nola Ford, Crye-Leike of AR, Maumelle Branch
Sommer Salgaonkar, Crye-Leike of AR, NLR Branch
Kelly Scarborough, Century 21 Prestige Realty

Director - 3 Year Term

Stacy O'Gary, RE/MAX Real Estate Connection
Rick White, RE/MAX Homefinders Realty
Denise Wilson, RE/MAX Elite

Affiliate Director - 1 Year Term

Tracy Beavers, Benchmark Mortgage

The Carroll Mortgage Group is sponsoring our room fee for November. Door prizes are being sponsored by

David Fray - Home Warranty of America,
Tammy Tompkins - First AR Bank & Trust,
Stephanie May - State Farm

THANKS TO OUR NOVEMBER SPONSORS!

The sign up sheets emailed to your office prior to the meetings are very important so we can plan the appropriate amount of food for the meeting. Please fax to the Board office by **noon on November 9th** at 501-834-0710.

Calendar of Events

FRIDAY, SATURDAY, SUNDAY, MONDAY
NOVEMBER 4TH - 7TH

NAR Conference & Expo, Orlando, FL

SUNDAY, NOVEMBER 6TH

Daylight Savings Time Ends (fall back)



TUESDAY, NOVEMBER 8TH

Election Day



FRIDAY, NOVEMBER 11TH

Deadline for Board Life Membership Applications

FRIDAY, NOVEMBER 11TH

Veterans Day



MONDAY, NOVEMBER 14TH

General Membership Meeting - Wyndham Riverfront Hotel, 2 Riverfront Pl, NLR
11:30 a.m. Plate lunch served.

THURSDAY, NOVEMBER 17TH

Board of Directors Meeting - Exec Committee -
11:30 a.m./ Board Members - 12:00 noon

THURSDAY, FRIDAY **Happy Thanksgiving!**
NOVEMBER 24TH, 25TH

Thanksgiving Holiday, Board Office Closed

Committee Nominations

If you would like to serve on a **Board Committee** in 2017, please see the positions that are available on page six (with committee guidelines on page five) of this newsletter. To be considered for a position, please complete the Nomination Form and submit to the Board office by **December 1, 2016**.

Our committees are important to the success of our Board and give you the opportunity to be involved with events and issues of interest to our Board members.

Your willingness to serve is appreciated!

2016 Officers

Staci Medlock, President
975-2100
Kathy Fortner, Vice President
907-5959
Sandy Brandon, Secretary
834-3433
Daniel Gray, Treasurer
982-2159
Andrea Bakewell, Immediate Past
President 791-1775
Janene Inzer, Executive Officer
834-0710

2016 Directors

Mike Dietz - 16,17
982-1517
Nola Ford - 16, 17, 18
851-7653
Keith Montgomery - 16
812-3500
Stacy O'Gary - 16
843-3582
Sommer Salgaonkar - 16, 17, 18
975-2100
Kelly Scarborough - 16, 17, 18
982-4574
Debbie Smith - 16, 17
791-1775
Debbie Sontag - 16
791-1775
Susan Vaught - 16, 17
982-2159

2016 Affiliate Director

Sharon Spears - Beach Abstract & Title
834-6460



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
jinzner_24@sbcglobal.net

WEB SITE npbor.com



GRI Designation

If you are a member of the NATIONAL ASSOCIATION OF REALTORS® in good standing, you can earn the GRI designation by completing the REALTOR® Institute program, offered through Arkansas REALTOR® Associations.

The GRI designation is a powerful tool to attract and build new business. You will increase your skill level across the entire landscape of real estate with 60+ hours of in-depth training in legal and regulatory issues, technology, professional standards and the sales process.

The Graduate, REALTOR® Institute (GRI) symbol is the mark of a real estate professional who has made the commitment to provide a high level of professional services by securing a strong educational foundation.

Buying property is a complex and stressful task. In fact, it's often the biggest single investment you will make in your lifetime. At the same time, real estate transactions have become increasingly complicated. New technology, laws, procedures and the increasing sophistication of buyers and sellers requires real estate practitioners to perform at an ever-increasing level of professionalism.

To earn the GRI Designation you must successfully complete the following with a grade of 75 percent or above:

GRI 101: Real Estate Contracts; from contracts to closing
GRI 102: Agency & Disclosure; business planning & rebuilding referrals
GRI 201: Marketing: assessment & strategy; real estate tools & technology
GRI 202: Unauthorized practices of law & fair housing; ethics
4 GRI elective courses*

*One elective may be substituted by any NAAR designation or certification course (ABR, CCIM, CRS, CRB, SRES, etc.)

For more information, call Arkansas REALTORS® Association at 501-225-2020 or go online at www.arkansasrealtor.com/ric

Proposal For Jurisdiction Change

The Arkansas REALTORS® Association is encouraging our board to petition the National Association of REALTORS® to expand our border by seeking "unassigned" territory adjacent to our location. This unassigned territory is Prairie County and could potentially increase our membership while providing benefits and services to members who have not had the advantage of local board services.

As this change of jurisdiction would be an amendment to our bylaws, this topic will be added to the agenda of our general membership meeting taking place at noon on November 14, 2016 at the Wyndham Riverfront Hotel, North Little Rock.

As a quorum must be present to address this amendment, REALTOR® attendance at this meeting is important and appreciated.. If approved, alteration in the territorial jurisdiction of the board will become effective upon the approval of the Board of Directors of the National Association of REALTORS®.

Table Top Night October 17, 2016

Special thanks to the Affiliates/Vendors listed below who participated in our 2016 Table Top Night. Your continued support made this event successful!

2Real 3D Tours
2-10 Home Buyers Warranty
American Abstract & Title
AR Democrat Gazette
Arkansas Office Products
Arkansas Physical Medicine and Rehabilitation
Arkansas Real Estate School
Bank of England Mortgage
Bank of Little Rock Mortgage
Bank of the Ozarks
Beach Abstract & Title
Centennial Bank
Clark Exterminating
Eagle Bank
First American Home Buyers Protection
First AR Bank & Trust
First National Title
Foundation Pro
Hollis House of Gifts
Home Warranty of America
Housemaster Home Inspections
Iberiabank Mortgage
J. Mark Goings-Allstate Insurance
Lenders Title
Liberty Title
McGhee Insurance Agency
Primary Residential Mortgage
Proland Title Co
Rausch Coleman Homes
Realty Title
Regions Mortgage
Simmons Bank
Southern Sass Boutique
Southern Trophy
State Farm - Stephanie May Agency
The Carroll Mortgage Group
TruService Community Federal Credit Union
Waco Title

Thank you for your support!



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



Helping NAR members understand the risks they face through knowledge, awareness and empowerment. These are the core components of REALTOR® SAFETY. For more information go to:

<http://www.realtor.org/topics/realtor-safety/background>

Membership Applications

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

Kenneth Wiles, Coldwell Banker RPM, Maumelle
Orgil Ganbold, McKimney Associates, NLR
Patricia Jones, Crye-Leike of AR, NLR
Taylor Mathis, Edge Realty
Regina Baysinger, Century 21 Real Estate Unlimited
Mark Rogers, Deaton Group Realty
Ryan Cobb, Edge Realty
Michelle Chastain, Century 21 Prestige Realty
Jennifer Smith, Coldwell Banker RPM, Maumelle
Mark Baggett, Lynda Bowers & Associates
Rick Fields, McKimney Associates, NLR
Christopher Long, Century 21 Prestige Realty
Kenneth Hunter, Century 21 Prestige Realty
Stephany Owens, McKimney Associates, NLR

Meeting/Event Sponsorship

We would like to **thank our Affiliates** for their tremendous support throughout the year. The success of our meetings and events is directly related to the attendance, sponsorship, and financial support of our generous Affiliates. We appreciate everyone who has participated during 2016!



Our Current Affiliate Director, **Sharon Spears**, Beach Abstract & Title, has served well as liaison for our Affiliate Companies at our monthly Board Meetings. We appreciate Sharon for her sponsorship and efforts throughout the year. **Great job!**

Our 2017 Affiliate Director will be **Tracy Beavers**, Benchmark Mortgage. **Welcome Tracy!** We look forward to an exciting new year

National Association of REALTORS®

November is Designation Awareness Month

Build your skills. NAR Designations allow you to add prestige to enhance your professional image.

To see what designations and discounts are available, go to the NAR website at <http://learninglibrary.com/AspDotNetStorefront70/c-73-06-designation-courses.aspx> You can click on each designation or certification logo for details for each course.

The NAR website states that REALTORS® with designations earn 82% more than those without designations and encourages members to increase their professionalism, marketability, proficiency, and income through pursuance of an officially endorsed NAR designation or certification.



Table Top night was a huge success! The evening event was accomplished through the efforts of many who helped, including our outstanding Chair person, **Marilyn Anglin**, Crye-Leike of AR NLR and remarkable Co-Chair, **Haley Wilson**, McKimney Associates Cabot. We also acknowledge **Jeri Berry**, Crye-Leike of AR, NLR, **Greg Weese**, McKimney Associates NLR, and **Ryan Edwards**, McKimney Associates NLR, for their hard work to help accomplish the event and to create an attractive western setting for the evening of the event.

We appreciate everyone who helped with Table Top Night!

Special thanks to **Beach Abstract & Title** and **Regions Mortgage Company** for providing a variety of beverages, **Simmons Bank** for providing the Disc Jockey, and **IberiaBank Mortgage** for providing the photo booth. We also extend special thanks to **Sandy Brandon**, Michele Phillips & Company, who led exceptionally well in the **Silent Auction** process, and to **Elizabeth Phillips**, Michele Phillips & Company for her significant help to assist with the **Silent Auction**. We appreciate everyone who donated and brought items, and for your generous participation to raise **\$3,377.00** for **Special Olympics Arkansas**.

Thanks to all who joined in the contests, what fun! The dance performances were amazing to see! **Joshua Marshall**, RE/MAX Homefinders Realty won the “*Best Male Costume*” contest, and **Rieta Murchison**, Michele Phillips & Company, won the “*Best Female Costume*” contest. **Proland Title Company** won the “*Best Decorated Booth*” traveling trophy. **Great job to all!** Thanks to **all of our Affiliates** for their creative table decorations! We appreciate all of our Affiliates who participated, and to all of our REALTORS® who came to lend their support!

Thanks to everyone for a successful event!

Plan Ahead for 2017 Membership Dues

It's that special time of the year that we are all busy making plans for the holidays! However, a new year will soon follow so please make plans for your 2017 membership dues. Membership dues are due on **January 1, 2017**. Please remember that your payment will be considered late on **February 1, 2017** and a late fee of \$100 will be added to your invoice. Your membership needs to remain in good standing in order to continue with your CARMLS services.

We will be sending invoices to Brokers showing amounts due for each of their active licensees. We will also be e-mailing information to each member regarding instructions and methods of payments. Every month, an email is sent to each member notifying the member that the newsletter is available to read on the North Pulaski Board of REALTORS® website. If you have not been receiving this email, we do not have your current email address, the email is going to your spam box, or your mailbox may be over quota and needs to be emptied.

Please notify the Board office of any changes so you will receive your 2017 dues invoice information on time.

Please remember that your Board operates on income from these dues and the Board must also meet State and National Association deadlines as well. These guidelines are part of the bylaws that members agree to follow upon joining.

We certainly appreciate your membership and support. We look forward to another successful year ahead!



Happy
Thanksgiving



NORTH PULASKI BOARD OF REALTORS®

GUIDELINES FOR BOARD COMMITTEES

AWARD FOR EXCELLENCE – The Award for Excellence Chairman is an elected position of the Award For Excellence Program. The duties consist of appointing and overseeing committee chairs in the planning and coordinating of the annual banquet that takes place in February or March of each year.

BROKER CO-OP – The Broker Co-op committee organizes and promotes programs of interest to member company brokers enhancing their ability to conduct business successfully, professionally, and ethically.

BUILDING – The Building Committee works in conjunction with the Executive Officer of the Board to monitor the repair and maintenance of the Board office building and grounds.

CARMLS – The purpose of this Committee is to keep the Board of Directors and membership informed on the current issues of our regional MLS service.

***EDUCATION** – The Education Committee serves as support of ARA courses and development of other educational courses that might be offered by the Board.

***EQUAL OPPORTUNITY** – This Committee promotes the aspects of equal opportunity in housing within the Board membership and coordinates at the local level the ARA and NAR programs for Fair Housing.

***FINANCE** – The Finance Committee participates in the final preparation of the annual budget, maintaining financial conservatism while providing a level of service to members sufficient to meet the goals and objectives of the Board. This committee is made up of members of the Executive Committee.

***LEGISLATIVE/ARPAC** – The Legislative Committee maintains an awareness of legislative issues relevant to real estate and assists the Executive Officer and Board of Directors in educating the membership on these issues. In addition, this committee assists the AR REALTORS® Association with ARPAC Fundraising by promoting ARPAC to members.

MAKE AMERICA BETTER/PUBLIC RELATIONS – The main objective of the make America Better program is to involve members in the participation of ARA's annual Make America Better/Community Services projects such as **Special Olympics** and the **Hearts and Homes** program. The Public Relations Committee may also coordinate with the Board of Directors to develop realistic publicity to promote public awareness and respect for REALTORS®.

***MEMBERSHIP** – The Membership Committee encourages and solicits new members; promotes recognition of outstanding member contributions; encourages membership participation in Board programs; and supports all members effectively.

NOMINATING – The Nominating Committee recommends persons to fill offices in the local Board and makes recommendations for positions in the Arkansas REALTORS® Association.

PLANNING – The Planning Committee is responsible for the development and promotion of the Board Strategic plan. This committee should review the progress of the current plan annually and recommend any changes to the Executive Committee and the Board of Directors.

***PROGRAM** – The Vice-President/President Elect serves as Program Chair. Duties consist of finding guest speakers and programs of particular interest to the membership for the regular general membership meetings.

REALTOR® OF THE YEAR – The REALTOR® of the Year Committee determines the local REALTOR® of the year from nominations received from the local membership. The committee submits the name to the ARA as a contender for the state level REALTOR® of the Year.

***SAFETY COMMITTEE** – The purpose of this Committee is to keep safety in the forefront at all times and to help members understand the risks they face through knowledge, awareness, and empowerment.

TABLE TOP – The Table Top Committee plans and develops this annual trade show; coordinates the solicitation of silent auction items/door prizes and their collection within the local membership.

*Standing Committees



COMMITTEE NOMINATION FORM

Name of Nominee _____

Company Name _____

Business Address _____

City _____ State _____ Zip _____

Telephone (Office) _____ Cell _____ E-Mail _____

Signature of Nominee _____ Today's Date _____

I wish to place my name in nomination for service on the following committee (s):
(Please indicate desired service position)

Committee

- _____ **BROKER CO-OP**
- _____ **CARMLS BOARD OF DIRECTORS – Director Position**
- _____ **EDUCATION/EQUAL OPPORTUNITY**
- _____ **LEGISLATIVE/ARPAC**
- _____ **MAKE AMERICA BETTER/PUBLIC RELATIONS**
- _____ **MEMBERSHIP**
- _____ **PLANNING**
- _____ **SAFETY AWARENESS**
- _____ **TABLE TOP**