

# North Pulaski Board of REALTORS®

## Newsletter



Volume 31 Issue 11

November 2017

### General Membership Meeting Annual Election/Installation Meeting

Wyndham Riverfront Hotel/NLR  
Monday November 13, 2017  
11:30 a.m.—Cost \$20.00

The program will include our annual installation of **Officers and Directors for 2018**. As no additional candidates were filed by petition, the following Slate of Officers and Directors for 2018 stands as approved:

President - **Daniel Gray**, RE/MAX Homefinders Realty

Vice President/President Elect - **Mike Dietz**,  
Doug Wilkinson Realty

Secretary - **Denise Wilson**, RE/MAX Elite, LR

Treasurer - **Stacy O'Gary**, RE/MAX Real Estate Connection

Immediate Past President - **Kathy Fortner**,  
Keller Williams Realty

#### Director - 1 Year Term/Remaining

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

#### Director - 2 Year Term Remaining

**Teresa Burl**, Michele Phillips & Co, Sherwood  
**Elizabeth Phillips**, Michele Phillips & Co, Sherwood  
**Rick White**, RE/MAX Homefinders Realty

#### Director - 3 Year Term

**J. C. Goffe**, Edge Realty  
**Kathleen Jester**, Keller Williams Realty  
**Angela White**, McKimney Associates, Cabot

#### Affiliate Director - 1 Year Term

**Tammy Tompkins**, First AR Bank & Trust

**The Daily Record** is sponsoring our room fee for November.  
Door prizes are being sponsored by **Benchmark Mortgage**,  
**First AR Bank & Trust**, and **Waco Title**.

#### **THANKS TO OUR NOVEMBER SPONSORS!**

The sign up sheet emailed to your office prior to the meetings is very important so we can plan the appropriate amount of food for the meeting. Please fax to the Board office by noon on November 8th.

### Calendar of Events

FRIDAY, SATURDAY, SUNDAY, MONDAY  
NOVEMBER 3RD, 4TH, 5TH, 6TH  
NAR Conference & Expo Chicago, IL

SUNDAY, NOVEMBER 5TH  
Daylight Savings Time Ends (fall back)



FRIDAY, NOVEMBER 10TH  
Deadline for Board Life Membership Applications

SATURDAY, NOVEMBER 11TH  
Veteran's Day



MONDAY, NOVEMBER 13TH  
General Membership Meeting - Wyndham  
Riverfront Hotel, 2 Riverfront Pl, NLR  
11:30 a.m. Plate lunch served.

THURSDAY, NOVEMBER 16TH  
Board of Directors Meeting - Exec Committee -  
11:30 a.m. / Board Members - 12:00 noon

THURSDAY, FRIDAY **Happy Thanksgiving!**  
NOVEMBER 23RD, 24TH  
Thanksgiving Holiday, Board Office Closed

### Committee Nominations

If you would like to serve on a **Board Committee** in **2018**, 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, 2017**.

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.

## 2017 Officers

**Kathy Fortner**, President  
907-5959  
**Daniel Gray**, Vice President  
982-2159  
**Mike Dietz**, Secretary/Treasurer  
982-1517  
**Staci Medlock**, Immediate Past  
President  
975-2100  
**Janene Inzer**, Executive Officer  
834-0710



## 2017 Directors

**Nola Ford** –17, 18  
851-7653  
**Kathleen Jester** - 17  
907-5959  
**Stacy O'Gary** – 17, 18, 19  
843-3067  
**Sommer Salgaonkar** – 17, 18  
975-2100  
**Kelly Scarborough** – 17, 18  
982-4574  
**Debbie Sontag** –17  
791-1775  
**Susan Vaught** – 17  
982-2159  
**Rick White** – 17, 18, 19  
982-2159  
**Denise Wilson** – 17, 18, 19  
291-3841

## 2017 Affiliate Director

**Robby Cole**, Benchmark Home Loans  
501-614-4600



**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](mailto:jinzer_24@sbcglobal.net)

**WEB SITE** [npbor.com](http://npbor.com)



## How to use the REALTOR® Logo

The information listed below is from the NAR website. It is important to use NAR's membership marks - including the REALTOR® logo and the terms REALTOR®, REALTOR-ASSOCIATE®, REALTORS® - correctly and according to the rules outlined in the Membership Marks Manual (found at <https://www.nar.realtor/membership-marks-manual>)

### ► REALTOR® = Member of NAR

A REALTOR® is a member of the National Association of REALTORS®. The term REALTOR® should never be used as a substitute for "real estate agent". The REALTOR® marks let people know that you are more than just a real estate practitioner: you adhere to a strict Code of Ethics that protects clients, the public and other real estate agents. The term REALTOR® is not only a trademark owned by NAR and protected by federal law, it is a valuable membership benefit that distinguishes members from other real estate licensees.

### ► Members can use the REALTOR® trademarks, with limitations

Members may use the REALTOR® marks only in the context of identifying themselves as members of NAR. To maintain the value of the marks, it is important that they be recognized by the public as identifiers of NAR members, never used generically to denote a vocation or a business.

### ► Non-members may not use the REALTOR® marks

Non-members are never allowed to use the REALTOR® trademarks in reference to or in connection with their businesses or themselves.

### ► Design standards for REALTOR® must be followed

The preferred form of the term is REALTOR® - in all caps, and using the registered trademark symbol. If using the symbol isn't possible, then the next form is all caps: REALTOR. The REALTOR® block 'R' set on Futura Typeface on a sharply contrasting rectangular background to form a block "R" with the term REALTOR® centered under the block must be the same contrasting color.

(Go to [www.nar.realtor](http://www.nar.realtor) for further information on using Membership Marks)

## NPBOR LIFE MEMBERSHIP

It is time again for REALTOR® members meeting the criteria for Life Membership in our Board to make application: If you are:

- 1) 65 + years of age
- 2) Have been a member of the North Pulaski Board for 25 consecutive years or 30 non-consecutive years
- 3) Have made notable contributions to the Board

Some of our members already hold Life Membership through the Arkansas REALTORS® Association which entitles them to have their local and state dues waived each year. National dues are still payable.

NPBOR Board Life Membership is for those who have made notable contributions to our Board, not ARA.

If you qualify and would like an application, please call the Board office 501-834-0710 or email Janene at [jinzer\\_24@sbcglobal.net](mailto:jinzer_24@sbcglobal.net)

**Applications must be submitted no later than November 10, 2017 to be considered for waiver of 2018 dues.**

# Table Top Night October 23, 2017

Special thanks to the Affiliates/Vendors listed below who participated in our 2017 Table Top Night. Your continued support made this event successful!

2-10 Home Buyers Warranty  
American Abstract & Title  
American Home Shield  
AR Democrat Gazette  
AR Federal Credit Union  
Arkansas Real Estate School  
Bank of England Mortgage  
Bank of Little Rock Mortgage  
Bank of the Ozarks  
Beach Abstract & Title  
Centennial Bank  
Clark Exterminating Company  
Damsel in Defense  
Eagle Bank Mortgage  
Fairway Independent Mortgage Corporation  
First American Home Buyers Protection  
First AR Bank & Trust  
First National Title  
First Service Bank  
Foundation Pro  
Housemaster Home Inspections  
J. Mark Goings-Allstate Insurance  
James Gowen Agency, State Farm  
Lenders Title  
Oltmans Roofing  
Primary Residential Mortgage  
Proland Title Co  
Rausch Coleman Homes  
Realty Title  
Regions Mortgage  
Sara Daugherty, Rodan & Fields  
Simmons Bank  
Standard Abstract  
The Carroll Mortgage Group  
The Popcorn Spot  
The Wall Agency - Allstate  
TruService Community Federal Credit Union  
Vivid Real Estate Learning Center  
Waco Title

**Thanks to our Affiliates who signed up to help make Table Top a successful event this year!**

## **REALTOR® SAFETY**

**Keep It Light** Show properties before dark. If you are going to be working after hours, advise your associate or first-line supervisor of your schedule. If you must show a property after dark, turn on all lights as you go through, and don't lower any shades or draw curtains or blinds. (Information provided by NAR)



## Membership Applications

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

**Michael Rye**, Century 21 Prestige. Sherwood  
**Stevan Ratkovic**, Coldwell Banker RPM Group, Maumelle  
**Carl Carter, Jr.**, RE/MAX Elite, NLR  
**Mary Sallinger**, Century 21 Prestige Realty Jacksonville  
**Orry Ballinger**, McKimney Associates NLR  
**Christa Gitschlag**, Century 21 Prestige, Jacksonville  
**Ryan Cotroneo**, Edge Realty, Jacksonville  
**Amy Tilghman**, Century 21 Unlimited

## 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 2017!

A handwritten note in blue ink that says "Thank you" in a cursive script.

**Tracy Beavers** served well as Affiliate Director for her portion of 2017, and with Tracy's departure from Benchmark Mortgage, we were honored to have **Robby Cole** join us as Affiliate Director for the last part of the year. Tracy and Robby each served worthily as liaison for our Affiliate Companies at our monthly Board Meetings, and we appreciate their time of service. **Great job!**

Our 2018 Affiliate Director will be **Tammy Tompkins**, First AR Bank & Trust. **Welcome Tammy!** 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 <https://www.nar.realtor/education/designations-and-certifications> 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

**Table Top night was a huge success!** The evening event was accomplished through the efforts of many who helped, including our remarkable Chair person, **Haley Wilson**, McKimney Associates Cabot. We also acknowledge the Table Top Committee for their hard work to help accomplish the event and to create an attractive setting for the evening. 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, **American Abstract & Title Company** for helping with buffet expenses, and **First AR Bank & Trust** 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 **\$2,491.00** for **Special Olympics Arkansas**.

Thanks to all who joined in the contests, what fun! The *Lip Sync Contest* performances were amazing, and the contest winner was the talented C21 Prestige Realty group, **Naomi Bratton**, **Michelle Chastain** and **Del Hunter**. **Rick White**, RE/MAX Homefinders Realty, won the “*Best Male Costume*” contest, and **Michelle Chastain**, Century 21 Prestige, won the “*Best Female Costume*” contest. **Proland Title Company** won the “*Best Decorated Booth*” contest. Great job to all!



Thanks to **all of our Affiliates** for their creative table decorations! We appreciate every Affiliate who participated, and all of our REALTORS® who came to lend their support for the evening!



**Thanks to everyone for a successful event!**

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## Plan Ahead for 2018 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 2018 membership dues. Membership dues are due on **January 1, 2018**. Please remember that your payment will be considered late on **February 1, 2018** 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 2018 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/DIVERSITY** – The Education Committee serves as support of ARA courses and development of other educational courses that might be offered by the Board.

**\*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**

\_\_\_\_ **EDUCATION/DIVERSITY**

\_\_\_\_ **LEGISLATIVE/ARPAC**

\_\_\_\_ **MAKE AMERICA BETTER/PUBLIC RELATIONS**

\_\_\_\_ **MEMBERSHIP**

\_\_\_\_ **PLANNING**

\_\_\_\_ **SAFETY AWARENESS**

\_\_\_\_ **TABLE TOP**