

# North Pulaski Board of REALTORS®

## Newsletter



Volume 35 Issue 6

September 2018

### The 2018 All in Fun Bowling Tournament was a wonderful success!

We want to send a huge THANK YOU to all of the teams and affiliates that made this event awesome and to **Tammy Tompkins of First Arkansas Bank & Trust** for sponsoring lunch!!

**1st Place REALTOR® Winners—**  
**The Doug Wilkinson Realty Team**  
**1st Place Affiliate Winners— Eagle Bank**  
**Biggest Loser— Crye-Leike Maumelle**

**Thanks so much for everyone's participation! We raised over \$4,000 for Special Olympics Arkansas and had a blast doing it! You guys are awesome, and we cannot wait to do it again next year!**  
**(See Page 2 for Photos)**



### Calendar of Events

September 3rd—  
Labor Day— Office Closed



September 6th—  
National Read a Book Day



September 17th-19th—  
Hot Springs ARA Convention  
Drawing for Maui Vacation  
will take place at the  
convention. Need not be  
there to be eligible.



September 26th—  
New Member Orientation Class,  
Board Office— 9:00am— 2:30pm  
Applications and dues monies must  
be in the Board Office no later than  
Friday, September 21st.  
Lunch is sponsored by James Gowen  
Agency, State Farm, Jinger Stewart



September 29th—  
National Coffee Day



THANKS!

**REMEMBER** that September 30th is the deadline to renew your license with the Arkansas Real Estate Commission for the upcoming calendar year of 2019. **All agents**, even if you were licensed in the current year, must renew by September 30th, as your current license will expire on December 31st. You can renew online at [www.arec.arkansas.gov](http://www.arec.arkansas.gov)

# 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  
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  
Closed For Lunch—12:30—1:30 p.m.

**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)





NAR is introducing the Center for REALTOR® Financial Wellness, a new online resource designed to meet the specific financial planning needs of REALTORS®. This new program began as a need identified by 2017 NAR President Bill Brown and was later validated through extensive member research. Also in 2017, a Presidential Advisory Group was formed to help shape the program, identify the financial resources members need most, and determine how to best deliver them. Members will get started by taking an online assessment, which will generate a set of personalized financial planning goals based on where they are today.

[www.financialwellness.realtor](http://www.financialwellness.realtor)

## Membership Applications

The following applicants applied for membership/reinstatements in late July-August.

**Laquanda Thompson**— iRealty, Sherwood  
**Tabatha Stroud**— iRealty, Cabot  
**Heather Willcutt**— Michele Phillips, Sherwood  
**Nicholas Newton**— Mossy Oak Property and Land Management, NLR  
**Gloria Mayo**— Crye-Leike, Maumelle  
**Mitchell Mayo**— Crye-Leike, Maumelle  
**Angela Neal**— Century 21 REU, Cabot  
**Amy Reaves**— Deaton Group Realty, NLR  
**Kristi Reed**— iRealty Arkansas, Sherwood

## Thanks to Affiliates!

Thanks to the following affiliates for providing lunch and snacks to members attending the CE class at the Board Office on August 10th!

**Morning Snacks**  
provided by-  
**Debbie Smith with**  
**Rausch Coleman Homes**



**Lunch provided by-**  
**Karma Herzfeld with**  
**Motto Mortgage**



**Class taught**  
by- **Keith**  
**Montgomery**



*Mid-South*  
Real Estate Academy

# ATTENTION ALL REALTORS®!

## Code of Ethics Training

**We still have 202 members that need Ethics training or need to turn in their certificates to the Board Office.**

**Please contact the school where you had your training if you did not receive a certificate, and get this to us as soon as possible.**

To complete your ethics at home, please go to

<https://www.nar.realtor/about-nar/governing-documents/code-of-ethics/code-of-ethics-training>

# 2019 Officers & Directors

The Nominating Committee of the North Pulaski Board of REALTORS® presents to the general membership the following slate of incoming Officers and Directors to fill terms beginning 2019.

President-	<b>Mike Dietz</b> , Doug Wilkinson Realty
Vice President/President Elect-	<b>Denise Wilson</b> , RE/MAX Elite, LR
Secretary-	<b>Stacy O'Gary</b> , RE/MAX Real Estate Connection
Treasurer-	<b>Rick White</b> , RE/MAX Homefinders Realty
Immediate Past President-	<b>Daniel Gray</b> , RE/MAX Homefinders Realty

## Director - 1 Year Term

**Susan Vaught**— RE/MAX Homefinders Realty  
**Teresa Burl**— Michele Phillips & Company, Sherwood  
**Elizabeth Phillips**— Michele Phillips & Company, Sherwood

## Director - 2 Year Term

**Tina Newsome**— Michele Phillips & Company  
**Kathleen Jester**— Keller Williams Realty, LR  
**Angela White**— McKimmey Associates, Cabot

## Director - 3 Year Term

**John Belden, Sr.**— Century 21 Prestige Realty  
**Lisa Holloway-Sugg**— Crye-Leike of AR, Maumelle  
**Rhonda Williams**— Doug Wilkinson Realty

Additional candidates for offices may be placed in nomination by petition by at least 5% (34) of the REALTOR® members eligible to vote. The petition shall be filed by **October 19th, 2018**. Additional nominations will be published before the election. Any questions pertaining to the slate of nominees or procedures used in selection should be directed to Bob Walker, Nominating Committee Chairman at 501-791-1775.

# REAL ESTATE AGENT SAFETY

TOP 10 TIPS

CAUTION CAUTION CAUTION CAUTION CAUTION CAL

1

## Careful with Personal Info

Don't advertise your home address. Consider a Google Voice phone number to separate work calls on your personal cell.



## Verify Customer Info

Ask for ID, address, and references from people before a showing. Require a signature and phone number even at Open Houses.

2

3

## Enlist a Coworker

Whenever possible, have someone from your office join you for private showings.



4

## Announce Your Showings

If you can't have someone tag along, make sure at least a couple people know your location and expected return time before a showing.



5

## Scout Locations Early

Check out neighborhoods before you meet someone there to ensure you're familiar with the area.



6

## Keep Phone in Hand

Keep your phone in hand with an emergency contact on speed dial.



7

## Keep Customer in Sight

Walk behind clients. It lets them feel ownership over the potential buy and allows you to keep a safe distance.



8

## Pay Attention to Exits

Know where the exits to the house and neighborhood are. Keep doors unlocked during showings.



9

## Take a Self Defense Class

Go the extra mile by taking a class that will prepare you for any potential dangers.



10

## Trust Your Gut

If you're uneasy about a situation, see your way out of it. Don't worry about upsetting the customer.



www.househuntnetwork.com/blog



**SEPTEMBER**  
is REALTOR® Safety Month

Stay safe on the job. Develop a safety protocol you use with every client, every time.

Visit [www.NAR.realtor/Safety](http://www.NAR.realtor/Safety)



NATIONAL ASSOCIATION of REALTORS®



**Real Estate Safety Matters:  
Safe Business = Smart Business**



# FALL INTO SAFETY

### SEPTEMBER IS REALTOR® SAFETY MONTH

Here are three personal safety tips to remember this fall:

#### REPLACE YOUR SMOKE DETECTOR BATTERY

Keep safe this season by replacing the battery in your smoke detector. This is also a good time to invest in a carbon monoxide detector as your furnace will be used more often in cold weather, which may increase the risk of a carbon monoxide leak.

#### SECURE YOUR HOME BY KEEPING A LIGHT ON

This will deter potential criminals from attacking your house or vandalizing property. You don't have to run up the electric bill; even leaving a small light on may be enough to discourage intruders.

#### PROTECT YOURSELF WHILE IN YOUR VEHICLE

Protect yourself from dangers like carjacking by always being aware of your surroundings. Keep your doors locked and windows rolled up, and call the police if you feel threatened. Keep an emergency pack in your trunk with non-perishable food, water and a blanket. And don't forget a phone charger!

Stay safe on the job, year-round with tips and tools from NAR at [www.NAR.realtor/Safety](http://www.NAR.realtor/Safety)



NATIONAL ASSOCIATION of REALTORS®