

The REALTOR® REPORT

President's Message

As the saying goes, "All good things must come to an end". My year of serving as President of BCAR has definitely been a good thing. Good because of all the outstanding people that care about what it is that we as an association stand for. I want to thank everyone that served on the board of directors, the affiliates that help us in our professions and our Association Executive, Rose DeWeese. We made so many improvements this year for the betterment of our association and thanks goes out to everyone that affected the positive changes that were made. 2018 is going to be a great year with Lorraine Ross at the helm. She has appointed some fresh faces for committee work and is ready to roll out a few new ideas for the betterment of our group. I would like to also say a special thank you to three "stars" on our board that won't be returning next year, Bob Bixler, Judy Plakosh and Bridget Wysocki. Your contributions have been too numerous to list and I am positive each of you will still be helping out on the sidelines.

WE must recognize that our association is a work in progress. As REALTORS we need to collectively get more involved in every facet of our industry to **REBRAND** and **REBUILD** Beaver County. I urge you to find a way to become involved. The opportunities are there. Reach out to our incoming President Lorraine Ross to learn about how you can make a difference, improve our industry and be impactful. For now we are looking for individuals that would be willing to join our **Professional Standards Panel**. Your only commitment is to spend a half day in training on April 8th. Please call Rose DeWeese to make yourself available. You will learn so much about the grievance process!

I wish all of you a warm and wonderful holiday with your families. My hope for everyone is great health, prosperity and authentic happiness in 2018. Please join me in attending **Holiday Beginnings on Thursday December 7th** (details p. 3) and the **2017 Sales Awards/Installation Banquet on Thursday, January 25th** (details p. 4) where I can personally thank you for the unique contributions you have made!

And one last time, please remember:

I AM THE VOICE OF REAL ESTATE.

I WILL MAKE IT HAPPEN OR WONDER WHAT HAPPENED *and*

IF IT'S MEANT TO BE, IT'S UP TO ME.

Bob Williams
2017 President



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2017 Officers & Directors

| | |
|---------------------------|-------------------------|
| President: | Bob Williams |
| Pres. Elect: | Lorraine Ross |
| Secretary: | Judy Plakosh |
| Treasurer: | Ruthanne Belus |
| Directors: | Lori Mikula Bianco |
| | Bob Bixler |
| | Ernie D'Achille |
| | Sherman Hostetter |
| | Denise Molchen-Donnelly |
| | Cindy McConnell |
| | Jeanie Parrish |
| | Leslie Pazur |
| | Bev Pietrandrea |
| Immediate Past-President: | Bridget Wysocki |
| Affiliate Director: | Debbie Bianco |
| Association Executive: | Rose DeWeese |





SOUTHWEST FIELD REPORT

The Field Report is published by the PAR Field Program which provides 28 local associations across the state with government affairs representation.

Veronica Cardello—vcardello@parealtor.org

NAR Call-for-Action - Congratulations to the **Beaver County Association**, the **Butler County Association**, **Greater Allegheny-Kiski Area Board Realtors® Association of Westmoreland, Indiana and Mon Valley** and the **Washington-Greene Association** for obtaining 20 percent or higher on the national Call-for-Action concerning tax reform. Great job to everyone!

Meeting with Rep. Christiana - State Rep. Jim Christiana met with the **Beaver County Association** to discuss concerns of private property rights, the local communities and the state budget. The severance tax was also a topic of discussion, due to ethane and methane production in Beaver County. Rep. Christiana is supportive of our issues, and agrees we need a resolution to the state budget very soon. More meetings will be conducted throughout the fall. If you are interested in attending a meeting with your area legislator, please [contact me](#).

Broker Involvement - RELRA, home inspector licensing, the state budget, local economic development and property tax reform were all topics of discussion during the annual legislative lunch held with the **Realtors® Association of Westmoreland, Indiana and Mon Valley**. Majority Leader Dave Reed, state Reps. Eli Evankovich and Eric Nelson, along with brokers throughout the association, joined the board members at the board's annual lunch.



Pictured: RAWIM's President Rich Gallo, Majority Leader Dave Reed, and Abe Wagner.

9th Annual HOLIDAY BEGINNINGS

Hosted by BCAR Affiliates

Where: Highland Vets
376 Chippewa Park Rd.,
Beaver Falls, PA 15010

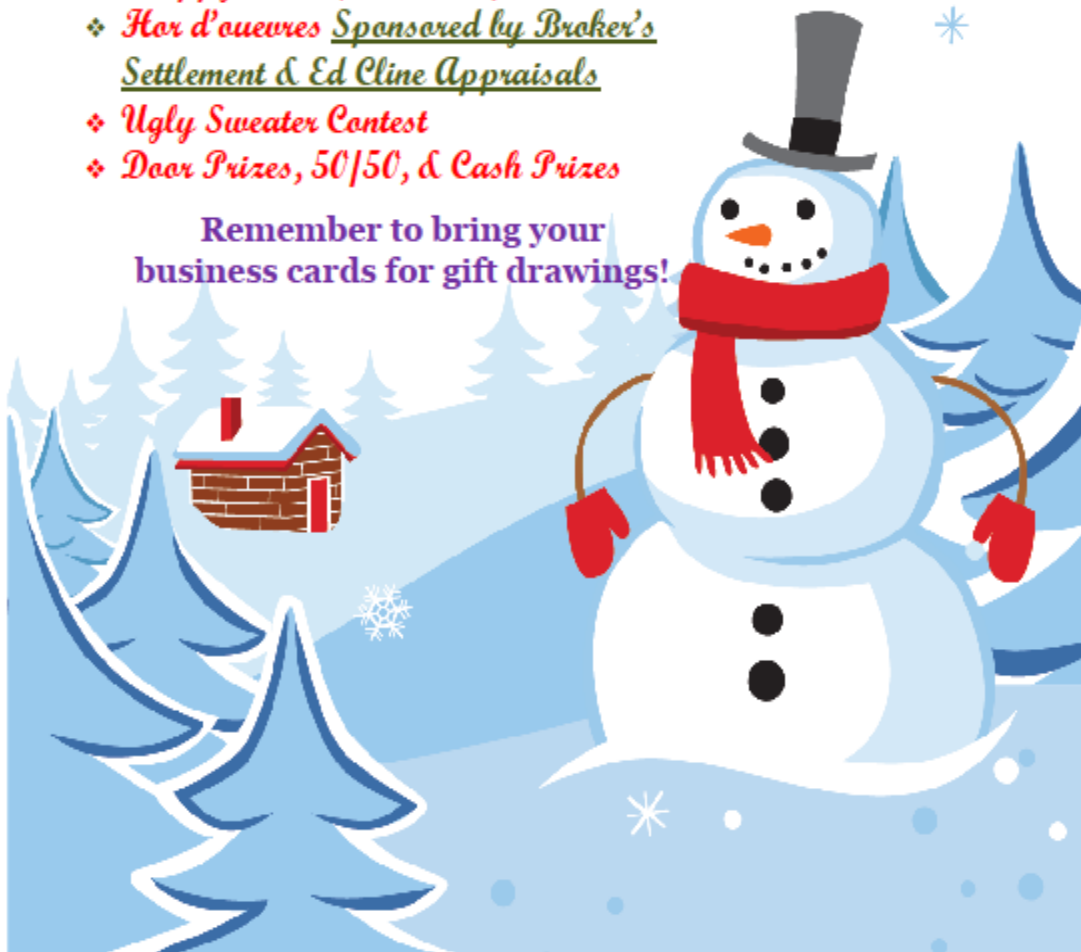
When: Thursday, December 7th

Time: 6:00 pm

RSVP to Rose DeWeese
724-774-4126 / bcarg@mybcar.net

- ❖ *Happy Hour (Cash Bar)*
- ❖ *Hor d'oeuvres Sponsored by Broker's Settlement & Ed Cline Appraisals*
- ❖ *Ugly Sweater Contest*
- ❖ *Door Prizes, 50/50, & Cash Prizes*

Remember to bring your
business cards for gift drawings!



BEAVER COUNTY ASSOCIATION OF REALTORS®



2017 SALES AWARDS LUNCHEON
and
INSTALLATION OF 2018 PRESIDENT
Lorraine Ross

“REALTOR MADE”



Presenting
REALTOR® of the Year and Affiliate of the Year

January 25, 2018 at 11:30 am
The Club at Shadow Lakes
2000 Beaver Lakes Blvd.
Aliquippa PA 15001

\$27.00

RSVP to Rose DeWeese at bcar3@mybcar.net
By January 16, 2018
Buffet Luncheon

UPCOMING EVENTS

December 7—Holiday Beginnings, Highland Vets Club, Park Rd, Chippewa
 December 15—9:30am Affiliate Meeting, Huntington Bank Conf Room
 December 19—9am BOD Reorganization Brunch The Club at Shadow Lakes

December 31—Deadline for 2018 REALTOR Dues \$50 late fee assessed through Feb. 28, 2018; \$100 late fee assessed after March 1, 2018)

January 9, 2018—2017 Sales Awards from Brokers due
 January 10, 2018—9 am BOD Meeting, Huntington Bank Conf Room
 January 19, 2018—9:30am Affiliate Meeting, Huntington Bank Conf Room
 January 25, 2018—11:30am 2017 Sales Awards Banquet and
 Installation of 2018 BCAR President Lorraine Ross

SPECIAL AFFILIATE THANK YOU

Last month RAMP hosted two days of Continuing Ed at The Fairfield Inn in Monaca. Thanks to generous sponsorships from Bill Stouffer, Huntington Bank, Shelley Hysong, Mars Bank and Dave Belanger & Kevin Duffy of RiteRug Direct, every REALTOR in attendance enjoyed a bountiful breakfast and lunch.

Please remember our affiliates when recommending services to your clients!



DECEMBER 2017 CONTINUING EDUCATION UPDATE

The CE Shop is the leader in online real estate education which is why we've partnered with them to help you meet your Continuing Education requirements. To fit your required professional development into your busy schedule, go to our customized website:

www.mybcar.theceshop.com

Don't have a minute to get your continuing education in this month? The CESHop runs monthly specials to get your CE in anytime you have a break. Please visit the site to discover the incredible prices and convenience of on-line continuing education classes.

Please use the promo code DEC20 to save an additional 20% on your next order of Continuing Ed products from The CE Shop!

2017 SALES AWARDS

After months of evaluating our Annual Sales Award process, BCAR's Board of Directors voted to change our Policy & Procedures at our last monthly meeting, with respect to the Sales Awards/ Annual Production Awards policy. **The new process will entail every broker making the determination for the categories listed below rather than a BCAR committee.**

Brokers will be invited to attend and present certificates of recognition to the individuals in your office that they deem worthy to award. The deadline to remit the sales application will be Tuesday, January 9th. The 2017 Sales Awards/Installation Banquet will be on Thursday, January 25th, 2018 at The Club at Shadow Lakes (see p. 4 for details).

I. **ANNUAL PRODUCTION AWARDS**

A. General Guidelines

- i. BCAR will recognize REALTOR[®] members who have been chosen by the Broker of Record in their respective offices for the categories that said broker deems worthy. Once category winners have been established an email from the broker will be sent to BCAR's Association Executive and Awards Chairperson for the compilation of certificates for the Installation/Sales Award Banquet. Brokers will be afforded the opportunity to present awards or designate an individual from their respective offices to be present at the banquet for the distribution and acknowledgment of these awards
- ii. Nominee must be a BCAR member to qualify for the award in the subject year
- iii. Award certificates will be produced by the Association and recognized at the annual banquet.
- iv. All Awards to be turned in by January 9th of the New Year.

B. Sales Award Categories to be designated by the Broker of Record:

Residential

Individual Residential

Team/Group Residential

Individual Residential w/one or more licensed or unlicensed assistants

New Construction

Individual New Construction

Team/Group New Construction

Commercial

Individual Commercial

Team/Group Commercial

*The Sales Awards Application and Volume list is available to all brokers and can be found on our website at **www.mybcar.com**. After you sign in using your user name and password, please hover over the tab "Association Information", then click on "Other Documents". If you do not have access to our site, please call the association office at 724.774.4126.*

BEAVER COUNTY ASSOCIATION OF REALTORS®

SALES AWARD APPLICATION

Name: _____

Firm: _____

Category: _____

Dollar Production: _____

Guidelines:

1. Must be a BCAR member with **one million or more in sales** volume to qualify for an award.
2. Production verification to be approved by broker.
3. No referrals out of the selling area will be counted unless agent holds an active license in that state.
4. Brokers are accountable for the validity of award volumes.
5. All awards to be turned in by **JANUARY 9th** of the new year. Absolutely no exceptions.

Residential

____ Individual Residential ____ Team/Group Residential

____ Individual Residential w/one or more licensed or unlicensed assistants

New Construction

____ Individual New Construction ____ Team/Group New Construction

Commercial

____ Individual Commercial ____ Team/Group Commercial

BROKER VERIFICATION

I, _____ a REALTOR® in good standing with
The Beaver County Association of REALTORS®, hereby affirm that this application is true and correct.

Signature of Applicant

Certification of Employing Broker during the qualifying year:

I hereby recommend for a Sales Award, REALTOR® _____
and verify that the itemized document of lists/sales is true and correct.

Broker of Record/Manager

Date

Note: If an applicant has worked for more than one office during the calendar year of the sales award, he/she must submit a separate signed application from each employing Broker/Manager.



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- Provides financing options, even if your credit is less than perfect

For more information, please contact:



William Stouffer

Loan Officer

NMLS ID: 126079

671 Third Street

Beaver, PA 15009

p - 724.561.1033

c - 412.863.1524


e - William.P.Stouffer@huntington.com

www.huntington.com/mortgage/stouffer-william

Huntington is not acting on behalf of the FHA or the Federal Government.

All loans are subject to application and credit approval, satisfactory appraisal and title insurance. Terms, conditions and loan programs are subject to change without notice. Other terms, conditions and restrictions may apply.



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998 Third St., Beaver PA 15009
724-770-0700 / Cell: 330-719-5217
dbaker@homesavings.com



Denise Baker
NMLS #288338

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2018 REALTOR DUES

THANK YOU to all the fabulous members that have already paid your 2018 dues. Please note that this year you will be required to pay your dues on line if you are using a credit card. The instructions to pay online are below:

1. Go to **www.realtor.org**
2. Click on **PAY DUES**
3. **Sign in** using your username and password, if you do not have a username and password w/NAR then be prepared with your NRDS number* to do so.
4. Click on **MY INVOICE**
5. You will see "Member Invoicing and Billing Year 2018" Click on "**PAY MY 2018 INVOICE**"

PAR will be processing RPAC contributions when you pay your 2018 dues. They have set the level of donation at \$25.00 which is what most associations collect, **HOWEVER** you are able to adjust that amount to \$15.00 which is the investment level that BCAR has suggested in the past.

If you are a secondary member paying with a credit card, please call the association office or return your invoice with credit card information.

*NRDS number can be found at www.mybcar.com. Sign in using your Real Estate License number as your Username **AND** Password (Please use all caps for letters).

If you are paying with a check, no changes to the former process have been made. Please print out the invoice on the next page if you have lost or did not receive one from your broker.

THANK YOU!

BEAVER COUNTY ASSOCIATION OF REALTORS®

2018 REALTOR® Dues Invoice

650 Corporation St., Suite 401
Beaver PA 15009

Email: bcar3@mybcar.net Website: www.mybcar.com
Phone: 724.774.4126 Fax: 724-774-1984

NAME: _____
NRDS #: _____
OFFICE: _____
OFFICE ADDRESS: _____
LICENSE#: _____ EMAIL: _____

CREDIT CARDS - NEW FOR 2018

If you are a PRIMARY member paying by credit card, you will need to pay online at www.realtor.org to have your payment processed. You will be asked to sign in with your NAR username and password to access the site. If you are not registered with NAR you will need your NRDS # (provided above) and last name. Membership dues paid with a credit card will no longer be accepted by our local office.

CHECKS

AMOUNT ENCLOSED: _____ CHECK NUMBER: _____

*Note: Please make checks payable to BCAR.
Checks returned for insufficient funds will be levied with a \$25.00 NSF fee.*

SECONDARY MEMBERSHIP - \$25.00

Primary Membership held at: _____

AMOUNT ENCLOSED: _____ CHECK NUMBER: _____

*Note: Secondary memberships are available to REALTORS® that hold a primary membership in another association. **Secondary members, please call 724.774.4126 to pay with credit card.***

Dues Paid AFTER January 1, 2018 are subject to \$50 Late Fee

| | | |
|--------------|------------------|-----------------------------|
| NAR | \$ 155.00 | |
| PAR | 150.00 | |
| LOCAL | 130.00 | |
| RPAC | <u>15.00</u> | Voluntary donation to RPAC* |
| TOTAL | \$ 450.00 | |

* * *

Membership to the Association of REALTORS is a three-way agreement. Therefore, all dues are paid to the local Association who then forward dues payments to the National and State Association on your behalf. The 2018 dues include a \$35.00 mandatory assessment by NAR of all REALTORS® to fund a nationwide public awareness campaign.

For the year 2018, the nondeductible portions of PAR and NAR dues for income tax purposes are as follows:

PAR: Of the \$150 per member dues, 10% (\$15) is nondeductible by members for income tax purposes.

NAR: Of the \$120 per member dues, 42% (\$50) is nondeductible by members for income tax purposes.

The \$35 Public Awareness assessment is fully deductible.

**ANY DUES NOT PAID BY DECEMBER 31, 2017 WILL INCUR A \$50 LATE FEE
ACCORDING TO ARTICLE 10 SECTION 4 OF THE BYLAWS WHICH
PROVIDES THAT ALL DUES ARE OWED AND PAYABLE ON JANUARY 1st.**

*REALTORS® Political Action Committee

BEAVER COUNTY ASSOCIATION of REALTORS

*

650 Corporation St.
Suite 401
Beaver PA 15009
Phone:
724-774-4126
Fax:
724-774-1984
E-mail:
bcar3@mybcar.net

Association Exec.
Rose DeWeese
*

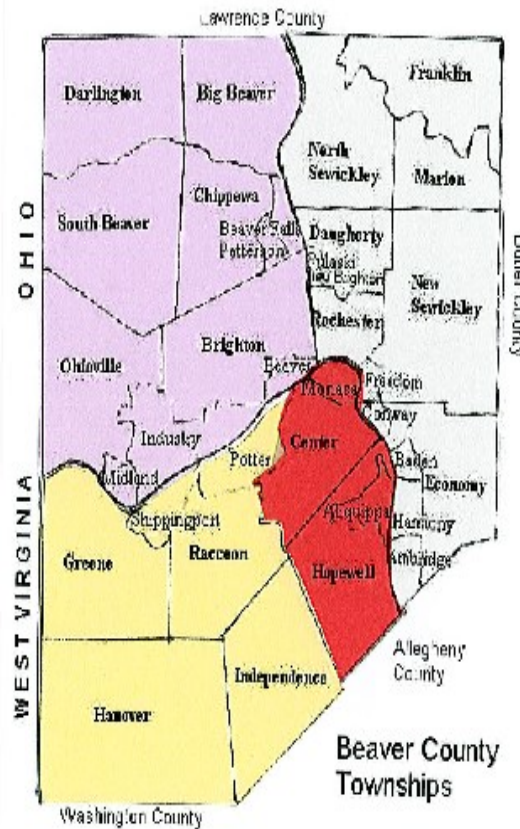
THE REALTOR REPORT DEADLINE

Please remit all submissions for The Report by the last business day of the month.
Thank you.

*

Place an ad in our monthly publication.
Full Page-\$100
Half Page-\$50

BEAVER COUNTY REALTOR® TOUR



The Beaver County REALTOR® Tour is every Tuesday 10:00 am – 12:00 pm.
The tour is broken up into zones as follows:

- 1st Tuesday of the month
- 2nd Tuesday of the month
- 3rd Tuesday of the month
- 4th Tuesday of the month

NEW LISTINGS: If you have a new listing and would like it to be on the Beaver County Tour you must go to the multi list NO LATER THAN NOON ON MONDAYS and pull up the listing. There you will find an agent tour. Click the date that corresponds with the schedule listed above for the area your listing is located.