

THE REALTOR REPORT

PRESIDENT'S LETTER

JANUARY 2016



2016 Officers and Board of Directors

President: Bridget Wysocki
President-Elect: Bob Williams
Secretary: Judy Plakosh
Treasurer: Michelle Branham
Directors: Lori Bianco
Bob Bixler
Dave Bodell
Karen Crochunis
Ernie D'Achille
Amy Logan
Cindy McConnell
Leslie Pazur
Joan Shanahan
Immediate Past-President
Bev Pietrandrea
Affiliate Director:
Rich Masucci
Association Executive:
Karen Fuller

Hello Membership,

An Irish toast to all of my friends and members of BCAR, "In the New Year may your right hand always be stretched out in friendship but never in want". Here's to wishing you all the best in 2016!! I can hardly believe that it has been a year since Beverly was sworn in as President and now it's my turn up to bat. Sad but true... we say farewell to one of the finest, most dedicated, caring and giving individuals that I ever had the pleasure of working with. Her dedication and hard work will surely pave the way for future presidents. There were many obstacles, to overcome with all the changes that came about thru NAR and PAR but she brought us together as a board and together we over came them. She is a true leader, in every sense of the word. Thanks Bev, for a great year!! We still have our charter!! And don't think for one minute you are taking a back seat.



OUT WITH THE OLD IN WITH THE NEW!

I want to thank all, of the new board members for giving of their time to the association, as well as the veterans who will be hanging in there for another year. Your time and dedication is greatly appreciated. Lets face it, behind every good President is an even better Board.

The only thing I am asking, of the association members is that you become more involved in your association as well as your community. Participation is key to a strong association that can withstand the continuous changes in our industry. When it comes down to it we are all on the same team, we may not have matching uniforms but the same team none the less.

A few dates to mark on your calendar:

February 9th Installation and Awards Banquet

March 2nd General Membership Meeting Breakfast



FEBRUARY 9, 2016

**BEAVER COUNTY ASSOCIATION OF REALTORS
ANNUAL AWARDS LUNCHEON**

**INDUCTION OF 2016 PRESIDENT
BRIDGET WYSOCKI**

AND

**REALTOR® OF THE YEAR PRESENTATION
AFFILIATE OF THE YEAR PRESENTATION**

EVENT VENUE:

**THE CLUB AT SHADOW
LAKES
2000 BEAVER LAKES,
ALIQUIPPA,
PENNSYLVANIA 15001**

TUESDAY

FEBRUARY 9, 2016

STARTING PROMPTLY

AT 11:30

**RSVP TO KAREN FULLER,
ASSOCIATION OFFICE**

BY: JANUARY 31, 2016

**COST IS \$25.00 PER PERSON
DUE AT REGISTRATION
BUFFET LUNCHEON TO BE
SERVED**

**COME CELEBRATE A NEW
BEGINNING!**

**LOOKING FORWARD TO
SEEING YOU THERE!**



General Membership Meeting

“What the new rules and regulations are for FHA, and What we can do to help them”

Speaker: Tammy Redmond of TJ Appraisals

When: Wednesday, March 2nd

Where: First Presbyterian Church (252 College Ave, Beaver)

Time: 8:30 Registration

9:00 Breakfast Buffet

Cost: \$10 a person

Registration due by February 24th at association office at 724-774-4126.



UPCOMING EVENTS:

January 9th Sales Awards Due

January 15th Next Affiliate Meeting

February 9th Installation and Awards Banquet

March 2nd General Membership Meeting

March 15 & 22 CE Classes at the Fairfield Inn

March 16 & 17 New REALTOR CE Classes

March 29th Manna Dinner

CODE OF ETHICS

Article 10: REALTORS give equal professional service to all clients and Customers irrespective of race, color, religion, sex, handicap, familial status, or national origin.

WELCOME New Members:

Adam Crishi – Northwood, Beaver

Arthur Evans – Coldwell Banker, Wexford

Timothy Fiedler – Berkshire Hathaway, Moon Twp

REALTOR Changes:

Darlene Zarnich and **Nicholas Zarnich** are now with Commonwealth Real Estate Services in Rochester

Correction:

Sandy Dey is with SWC Properties in Beaver

All items for the Rapper must be in by the FIRST DAY of each month.

Home Inspection Services for Real Estate Professionals

Proudly providing inspections to Beaver Falls and surrounding areas.

WIN's very comprehensive home inspection is for the client who would like a thorough analysis of most major details of the home. This visual home inspection includes over 300 items, from the foundation to the roof and all the major systems of the house including electrical, plumbing and heating/air conditioning.

Foundation · Structure · Basement or crawl space · Interior and exterior walls · Siding · Water heater · Heating and air conditioning systems · Electrical system · Plumbing system and fixtures · Porches and decks · Attic · Roof · Gutters · Fireplace and exterior chimney · Interior and exterior doors · Interior stairway components · Bathrooms · Kitchens

WIN™

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 New Construction Inspections
 Home Buyer Consultation

Home Seller Services

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 Pest Inspection
 Radon Testing
 Mold Testing
 Water Testing

For more information visit:

www.WinHomeInspectionBeaverFalls.com

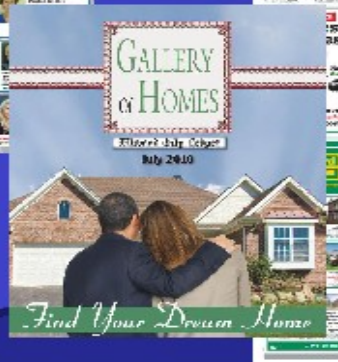
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650 Corporation Street, Suite 401
Beaver, PA 15009

email: bcar3@verizon.net
www.mybcar.com

2016 REALTOR® Dues Invoice

Please complete ALL information and return this form with dues payment.

Member: _____ Amount enclosed: _____

Member's office: _____ Office Phone: _____

Complete Office address: _____

Complete License Number (must be included) _____

e-mail address: _____

Dues Paid AFTER January 1, 2016 are subject to \$50 Late Fee.

NAR	\$155.00	
PAR	130.00	
LOCAL	130.00	
RPAC	15.00	voluntary donation to RPAC*
LATE FEE	<u>50.00</u>	
TOTAL	\$480.00	

_____ **Secondary REALTOR® Dues for 2016** **\$25.00**
(available to those agents who hold primary membership in another Association)
Primary Membership held at: _____

PAYMENT INFORMATION

_____ Paying by check. Make check payable to BCAR.

_____ Paying by credit card. Complete the following:

Cardholder's name _____

Account # _____

(Please make sure all numbers are easily read) We accept MasterCard & Visa

Signature: _____ Exp. Date: _____

Security Code _____ (3 digital number off back of card)

Credit Card Billing Address: _____

Membership to the Association of REALTORS is a 3-way agreement. Therefore, all dues are paid to the local Association who then forward dues payments to the National and State Assoc. in your behalf. The 2016 dues include a \$35.00 mandatory assessment by NAR of all REALTORS® to fund a nationwide public awareness campaign.

For the year 2015, the nondeductible portions of PAR and NAR dues for income tax purposes are as follows: PAR: Of the \$130 per member dues, 9% or \$11.70 is nondeductible by members for income tax purposes. NAR: Of the \$120 per member dues, 42% or \$50 is nondeductible by members for income tax purposes. The \$35 Public Awareness assessment is fully deductible.

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

*REALTORS® Political Action Committee



Required Pre-Licensing Courses

Real Estate Fundamentals

Mondays and Thursdays
April 25 through June 9, 2016, 6:00 p.m. - 8:00 p.m.
Fee: \$260

Real Estate Practice

Mondays and Thursdays
April 25 through June 9, 2016, 8:15 p.m. - 10:15 p.m.
Fee: \$260

Location:

Penn State Beaver
100 University Drive
Monaca, PA

724-773-3700

Relicensure Courses:

beaverce@psu.edu

Ethics in Real Estate

Tuesday, April 5, 2016, 6:00 p.m. - 9:30 p.m.
Fee: \$60

[Register with Penn State](#)

Short Sales and Foreclosures

Thursday, April 7, 2016, 1:00 - 5:00 p.m.
Fee: \$60

Fair Housing

Tuesday, April 9, 2015, 6:00 - 9:30 p.m.
Fee: \$60

The Real Estate Closing As You Know It Is Changing

Thursday, April 26, 2016, 1:30 - 5:00 p.m.
Fee: \$60

Professional Standards Training

BCAR is looking for individuals willing to participate on the co-op we have with the Pennsylvania Association of REALTORS for professional standards. You must attend the professional standards training March 30th from 1:00pm till 4:30pm at the Westmoreland County Community College. If you are interested please call the association office at 724-774-4126. We carpool to the event so it is just your time that is required.

If you have any questions, let me know.

CONTINUING EDUCATION

MARCH 15 & 22

MONACA, PA



➔ MARCH 15, 2016

Real Estate Ethics
9 a.m. - 12:30 p.m.

RPR/Pricing Property Using
an Automatic Valuation Model
1 - 4:30 p.m.

➔ MARCH 22, 2016

Stigmatized Properties
9 a.m. - 12:30 p.m.

New Construction
1 - 4:30 p.m.

LOCATION:

Fairfield Inn
1438 Brodhead Road
Monaca, PA 15061

COST:
\$40 per class

REGISTRATION:
By phone - 412.561.2682
or online
www.rampschool.com

[Find the course
descriptions here](#)

Brought to you by:

Beaver County Association
of REALTORS®

&

REALTORS®
Educational
Institute



Community Service Project—Manna Dinner

BCAR's Community Service Committee will be sponsoring a Manna Dinner at the House of Prayer Church in Aliquippa on March 29th. This is where we supply the food, serve it, and then clean up after for the less fortunate in Aliquippa. If you are interested in donating funds to help pay for the meal or are willing to volunteer a few hours, please contact Beverly Pietrandrea, Service Committee Chairperson at 724-713-2337 or email bev@bovardanderson.com.



Ready for take off?

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**The Accredited Buyer's Representative Designation:
How Buyer Loyalty is Earned.**



Get your career off the ground fast with the ABR® Designation Course.

Take this course and get 1 broker credit
and continuing education credit too!

Wed., Feb 10, 2016
& Thurs, Feb 11, 2016
9 AM – 5 PM

Holiday Inn Express
875 Greentree Road
Pittsburgh, PA 15220

Early bird (by Dec 31) - \$260
Regular rate - \$275
Late registration (after Jan 31) - \$290

Taught by Melanie McLane, ABR,
CRB, CRS, E-PRO, CDEI, GREEN-
CERTIFIED, GRI, RAA, RSPS, SRES,
SRS.



*Melanie has been a national instructor since 2000
and is on the REBAC "Hall of Fame".*

See RAMPschool.com for full details.
Register online or call 412-561-2682.





Create Clients for a *Lifetime!*

Assess the distinct wants and needs of the generations and nurture real estate client relationships for a lifetime with **Generation Buy!**

TAKE THE COURSE!

Tuesday, April 12, 2016
9:00 AM - 4:30 PM

Holiday Inn Express & Suites
875 Greentree Road
Pittsburgh, PA 15220

Early bird (by Jan 15) \$120
Regular rate \$130
Late registration (after 3/30) \$140
Refreshments included!

To register: 412-561-2682
Or visit www.RAMPschool.com

Taught by national instructor,
Melanie McLane, ABR, CRB, CRS,
e-PRO, CDEI, GREEN-CERTIFIED, GRI,
RAA, RSPS, SRES, SRS



REALTORS
EDUCATIONAL INSTITUTE
REALTORS ASSOCIATION
OF METROPOLITAN PITTSBURGH

Learn how to work with different generations with **Generation Buy!**

At any given time, today's real estate professionals may be working with four generations of real estate buyers: Millennials, Generation X, the Baby Boomers, and Matures. In this one-day course, students will examine the characteristics of these home buying generations and evaluate their expectations and communication preferences.

Generation Buy counts as one REBAC elective course to be applied towards the ABR® designation.



REBAC is a registered trademark of the REALTORS ASSOCIATION OF METROPOLITAN PITTSBURGH. The Real Estate Buyer's Agent Council (REBAC) is a wholly owned subsidiary of THE NATIONAL ASSOCIATION OF REALTORS.

GOVERNMENT AFFAIRS CORNER

Matthew Ian Wilson, JD
Government Affairs Director
Realtors Association of Metropolitan Pittsburgh

I would like to update you on major issues happening in government affairs. I know you have all read the Post-Gazette and have seen that several ordinances have been passed by the Pittsburgh City Council. These ordinances will affect any Beaver County Association of Realtors members who do business within the city limits. Rental registration and inspection fees have been passed. This will require landlords to pay fees annually. The fees are graduated depending on how many units one owns. The fees being charged are arbitrary and unwarranted. City Council has also made "source of income" a protected class when it comes to real estate. This means that individuals cannot be discriminated against if they use government assistance or vouchers. The main concern we have with the legislation is the interpretation of the statute. Several associations in the area have filed lawsuits regarding both ordinances and we are monitoring the situation very closely.



**NEW AGENT
MANDATORY
CONTINUING
EDUCATION**

MAR 16 & 17

CLASSES:

**General Module
Wed, Mar 16th**

**Residential Module:
Thurs, Mar 17th**

TIMES:

9:00 a.m. - 4:30 p.m.

LOCATION:

**Hyatt Place Cranberry
136 Emeryville Dr.
Cranberry Twp., PA 16066**



COST:

\$80 per class

REGISTRATION:

**By phone
412-561-2682
or online
www.rampschool.com**

**REALTORS®
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Agents who received their license after December 1, 2013 or are taking continuing education to renew their license for the first time are required to take 14 hours in these mandatory Commission-developed "New Agent" courses.



**BROKER'S SETTLEMENT
SERVICES, INC.**



Richard Masucci
Vice President of Sales and Marketing

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Set Up Your Free realtor.com® Agent Profile

Ever since [realtor.com® was acquired by Rupert Murdoch's News Corp](#), the consumer face of the National Association of Realtors® has undergone a transformation. The site features a new logo, [a celebrity face](#) and more functionality for home buyers and sellers. The latest transformation, however, is focused on Realtors®.

[Realtor.com®](#) launched the [all-new agent profile pages](#) a few months ago with the intent to provide more ways for Realtors® to engage with consumers. Driven by the connections between MLSs and NRDS (NAR's membership database), profiles include as much-or as little-information you wish to provide.

Every agent that has a listing on the MLS has a basic profile automatically generated for him or her. It's now up to you-the Realtor®-to make it the best it can be.

The [all-new agent profile page on realtor.com®](#) lets you manage and shape your online presence. Once you [claim your FREE agent profile](#), it will automatically be included in the realtor.com® Find a Realtor® directory, boosting your visibility and referral potential. Plus, your all-new profile will be easier to find on Google when consumers are actively searching for an agent.

Your [realtor.com® agent profile](#) lets your connections share their experiences working with you directly on your profile – building a showcase of your accomplishments, expertise, and professionalism together in the same space that your listings are shown. Positive recommendations from your personal network are a powerful means of generating business.

Some of the features of your all-new realtor.com® agent profile include:

- Your profile and background photo
- Your specializations
- Areas you serve
- Years you've been in business
- Languages spoken (pulled from NRDS)
- Listing metrics (pulled from MLS)
- Interactive map of your listing activity
- Currently listings (pulled from MLS)
- Imported recommendations from LinkedIn®
- Add videos and photos to recommendations
- Designations and certifications (pulled from NRDS)
- Social networking links (Facebook, LinkedIn®, Twitter)
- Email lead generation (Ask a Question button)
- Blog posts from your own website
- Link to your personal website

Claiming your realtor.com® agent profile is easy. [Visit the Find a Realtor® page on realtor.com®](#) and search for yourself. Once you find your profile, click on "View full profile." Click on "Claim My Profile" and sign in to the control panel.

If you have any issues with claiming your profile, realtor.com® has a [great profile support page](#) and a telephone number: 866.665.1738.

Be ready for to be found by your next client online!



MEMBER BENEFITS

So many times we hear, what do we get for our membership to the Beaver County Association of REALTORS®

Well, take a minute and read the benefits. This ad has been running once a month in the Beaver County Times all year.

Thank you to the Times for running it.



Our Partners have Privileges

BCAR REALTOR Benefits

BENEFITS OFFERED TO BOTH PRIMARY AND SECONDARY MEMBERSHIPS

MONTHLY MEMBERSHIP MEETINGS

- Educational
- Networking opportunities

EDUCATION

- New Member Orientation
- Continuing Education Classes
- Code of Ethics Training

ANNUAL AWARDS

- Sales Awards
- REALTOR® of the Year
- Emeritus Award

WEBSITE

MONTHLY NEWSLETTER

ADVERTISING DISCOUNT IN THE BEAVER COUNTY TIMES

- Home Buyer's Guide
- Here's my card
- Sunday Open Houses
- Progress Edition

AFFILIATE CONTRIBUTION

- Education
- Holiday Beginnings



We are a professional organization dedicated not only to our members but to the community needs. We are very active in fund raising and supporting local charities.

Also members of the National Association of REALTORS® and the Pennsylvania Association of REALTORS® and receive all the benefits they offer.

BCAR Affiliate Benefits

Affiliates are companies who have services in the real estate industry or benefits for REALTORS members.

INVITED TO ATTEND ALL FUNCTIONS OF BCAR

AFFILIATE MEETINGS

WEBSITE

SOCIAL

NETWORKING

ADVERTISING

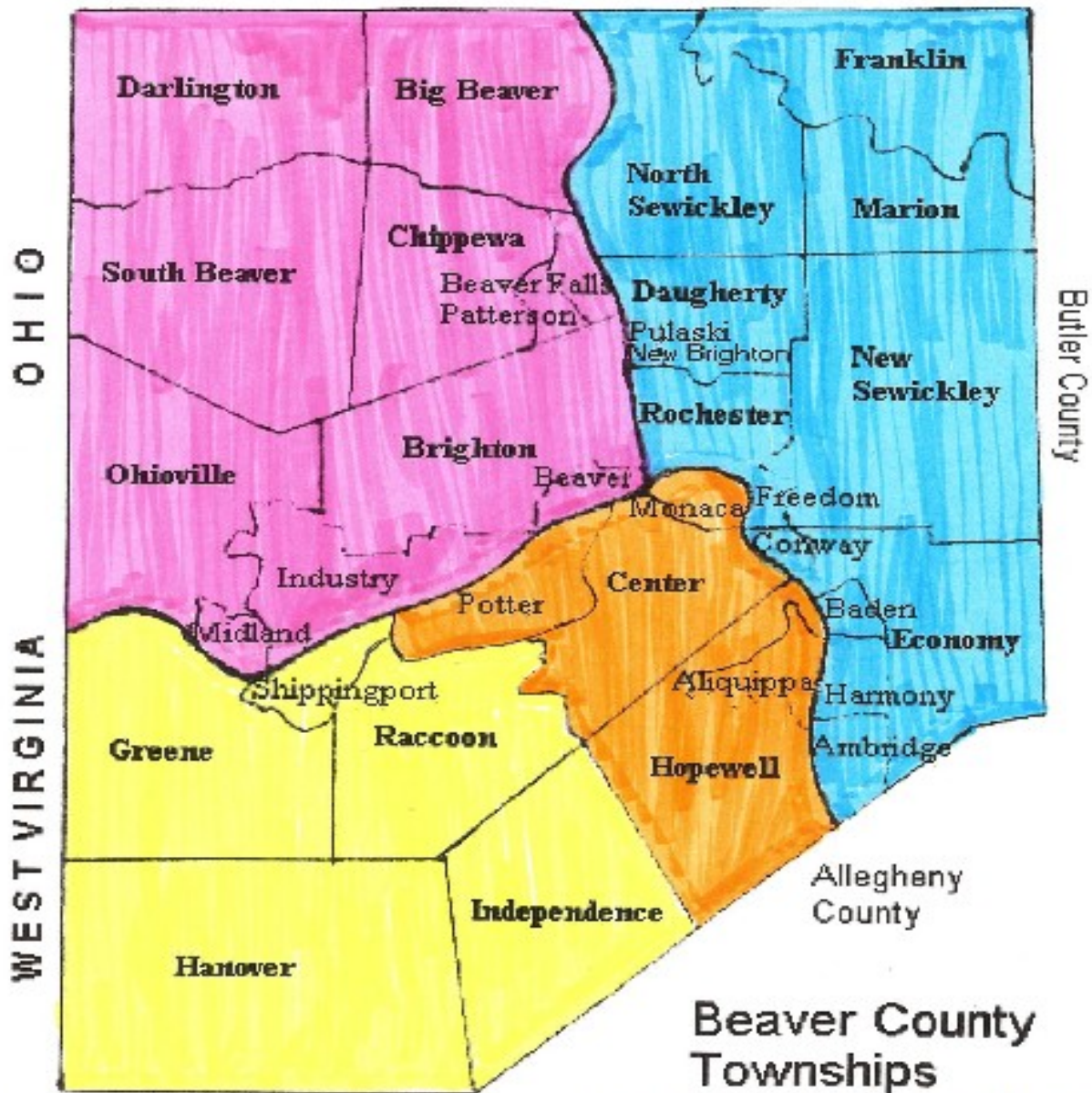
- Discount in Beaver County Times
- Highlight affiliate companies in monthly newsletter
- ½ or full Page in monthly newsletter

We are given the opportunity as professionals to work alongside the REALTORS® with their support. With a group effort, we give back to the community and help support local charities.

Contact the Beaver County Association of REALTORS
at 724-774-4126 for your membership today.

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 and pull up the listing. There you will find an agent tour. Click the date that corresponds with the below schedule for the area your listing is in.

Beaver County Realtor Tour



BCAR is proud to announce starting in Sept 2010 a Beaver County Realtor® Tour every Tuesday 10 am to 12 pm. The tour is broken up into zones as follows:

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

Realtor's should place the listing they would like on tour in the MLS system no later than noon on Mondays so that the tour can be pulled and printed for distribution.

Beaver County Association of REALTORS®

650 Corporation Street
Suite 401
Beaver, PA 15009

Phone: 724-774-4126
Fax: 724-774-1984

E-mail: bcar3@verizon.net
Website: www.mybcar.com



AFFILIATE INFORMATION

AMERICAN GENERAL SERVICES

Phone: 724-728-9507

Representatives: John Fencil and Rebecca Larson

Serve Most of Pennsylvania

Products/Services Offered: Residential and Commercial, Cash Transactions, 1031 Tax Deferred Exchange, Relocations

BEAVER COUNTY TIMES

Phone: 724-775-3200

Representatives: Debbie Bianco and Peggy Glassford

Serve Allegheny, Beaver, and Lawrence Counties

Products/Services Offered: County's Primary Information Source, Daily Newspaper, Weekly Home Preview, Monthly Home Buyers Guide, Monthly Here's My Card, 2015 Released Real Estate Vertical

BROKER'S SETTLEMENT SERVICES

Phone: 412-322-4001

Representatives: Rich Masucci and Ted Anderson

Serve Delaware, Maryland, New Jersey, Ohio, Pennsylvania, Virginia, West Virginia

Products/Services Offered: Title, Closing

CLEARVIEW FEDERAL CREDIT UNION

Phone: 800-926-0003

Representatives: Timothy Murtagh and Susan Moore

Serve All States, excluding Alaska, Texas, and Hawaii

Products/Services Offered: Innovative Mortgage Products for Purchase, Refinance, Land and Equity Needs

Note: Information displayed in alphabetical order and supplied by the affiliates from the 2015 Affiliate Information. Sheet.