

Dear Realtors and Affiliates,

Welcome Fall!! Hoping for a few last days of sunny and warm weather!!! Where does the time go???

The market has been still a bit odd but steady! Hope all of you are doing great!

We have been busy working on the BCAR Annual Fundraiser and have come up with a type of "Purse Bash" that has lots of fun ideas and will appeal to everyone. Please mark your calendars for the evening of Wednesday, **November 6, 2019 at Shadow Lakes Country Club**. This event supports non-profit organizations in Beaver County and gives the Realtors® the opportunity to give back to the residents of Beaver County. See you there!!

This is one event you won't want to miss! It is Realtor® Safety month and we have much in store for you! Please remember to mark your calendars for **September 5th beginning at 9am at the First Presbyterian Church** of Beaver located on College Ave. Our guest speaker is the Director of Enforcement at the PA HR Commission, Jinada Rochelle. Looking to have a full house for this event. I know this is a repeat from August but this will be a great meeting. Please mark your calendars for **October 23rd for the "INCREDIBLE RACE"** Check out the video on our Facebook page that was made by our own talented and amazing BCAR Affiliates! Not only do they sound great...they look great!!! It is INCREDIBLE!!!

Wishing all a great last hurrah on this Labor Day Weekend! Please enjoy the weekend and be safe!

Have a great September and always if there is anything you need please call! We are always here for you!!!

ENJOY LIFE!!

Beverly



Inside this Issue

General Membership Mtg.	2
New Member Orientation	3
Continuing Education	4
2nd Annual Incredible Race	5
BCAR Election Slate	6
Keller Williams, Sewickley Visit	8
BHHS Beaver Unites!	9
BCAR Annual Fundraiser	11
Welcome New Members!	13
BCAR Affiliate Ads	14-17

2019 Officers & Directors

President:	Beverly Pietrandrea
Pres. Elect:	Sherman Hostetter
Secretary:	Denise Molchen-Donnelly
Treasurer:	Ruthanne Belus
Directors:	Jeff Ammerman
	Lori Mikula Bianco
	Barb Cardinale
	Ernie D'Achille
	Jeanie Parrish
	Leslie Pazur
	Judy Plakosh
	Jeanni Prescan
	Bridget Wysocki

Immediate Past-President
Lorraine Ross

Affiliate Director
Shelley Hysong

Association Executive
Rose DeWeese

Beaver County Association of REALTORS®

REALTOR® SAFETY

****FREE** General Membership Meeting**
Speaker: Jinada Rochelle, Pennsylvania Human Relations Commission

TOPICS: Legal rights for Protected Classes (Persons of disability, seniors, etc.) AND Support Animals!

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September 5, 2019 9-11am

First Presbyterian Church of Beaver
252 College Ave, Beaver

RSVP by August 26 - 724.774.4126 or
bear3@mybcar.net

BEAVER COUNTY ASSOCIATION OF REALTORS®



NEW MEMBER ORIENTATION & CODE OF ETHICS TRAINING

**WEDNESDAY,
SEPTEMBER 18 @ 6PM**

650 Corporation St.
Conference Room 208
(Entrance is in rear of
Huntington Bank Building in
Beaver)

RSVP by Thursday, Sept. 12
To 724.774.4126 or
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courses

Mon, Oct 7 | 9 AM - 12:30 PM
**Mandatory CE Advertising &
Property Management \$40**

Mon, Oct 14 | 9 AM - 4:30 PM
NEW AGENT RESIDENTIAL \$80

Wed, Oct 23 | 9 AM - 4:30 PM
NEW AGENT GENERAL \$80

Check CE off
your to do list!

registration

www.RAMPschool.com

sponsors



location:

**FIRST PRESBYTERIAN CHURCH
1252 COLLEGE AVE
BEAVER, PA 15009**



**BCAR's 2nd Annual
INCREDIBLE RACE**

**IT'S PAYBACK TIME! SIGN UP FOR AN EVENING OF
HILARIOUS SCAVENGER HUNT FUN!**

- * Bring a donation of non-perishable food items for Realtor® Reach Out
- * Teams of FOUR must be signed up by Wednesday, October 2
- * Wear a zany (but comfortable) outfit for "extra points"!

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Wednesday, October 23, 2019
Robert's Roadside
1020 Sharon Road, Beaver

| \$15.00 per person
Registration @ 4:30
Event starts promptly at 5:30pm

Real Estate Continuing Education Requirements 2018-2020 Renewal Period

RENEWING YOUR PA REAL ESTATE LICENSE FOR THE FIRST TIME?

Here is what you MUST know:

YOU need to complete:

- **The 7-Hour General Module (“The Big Picture”)**
As well as your choice of either:
- **The 7-Hour Residential Module “Gaining Insight of the Residential Market”**
or
- **A 7-Hour Commercial Module**

Other CE and Broker Classes will not satisfy the CE commitment for new real estate licensees for May 2020.

NOT YOUR FIRST RODEO?

(You have renewed your PA Real Estate License at least once)

Brokers and Salespersons must complete a total of
14 hours of continuing education by 5/31/20 to renew their real estate license.

The required courses for this renewal period are:

- **1.5 Hours—Property Management**
- **2 Hours —Advertising**

The remaining hours can be comprised of elective CE courses or a broker course to complete the remainder of your course work.

How can you complete your Continuing Ed?
We are thrilled that you asked!

- **Attend BCAR sponsored CE that will be announced via email, newsletter & our website**

or

- **Take your classes online at The CE Shop**
<https://mybcar.theceshop.com>

2020 BCAR ELECTION

The following slate for the election of BCAR Officers and Directors has been approved by the Board of Directors. Additional candidates for the offices to be filled may be placed in nomination by petition signed by at least twenty-five (25) members eligible to vote. The petition shall be filed with Rose DeWeese NO LATER than September 30. Petitions are available upon request. The election shall be conducted by electronic vote or paper ballot.

Voting will begin on Tuesday, October 22 and end on Tuesday, November 5.

The slate is as follows:

President:	Sherman Hostetter
President-Elect:	Judy Plakosh
Treasurer:	Brooke Witterman
Secretary:	Denise Molchen-Donnelly
Directors:	Leslie Chaklos
	Ernest D'Achille
	Randy Klingensmith
	Jeanie Parrish
	Jeanni Prescan
	Lorraine Ross
	Robert Williams



LOOKING FOR A VOLUNTEER OPPORTUNITY?

BCAR has got the perfect fit for you in 2020!

Join a committee that fits your schedule!

Whether you are a bean counter, a political junkie or have OCD we got the committee that is perfectly tailored to your talents and time.

Contact Rose DeWeese @ the association office to find out more about:

- BCAR Annual Fundraiser
- Audit
- Awards/Banquet
- Budget/Finance
- Bylaws/Policy & Procedure
- Community Service
- Legislative
- Nominating/Election
- Programs
- RPAC
- Strategic Planning

THANK YOU

Keller Williams Realty, Sewickley

BCAR President, Beverly L. Pietrandrea, PAR Field Rep., Veronica Cardello and BCAR AE, Rose DeWeese were asked to present the importance of Realtor® Membership in August at the Sewickley Keller Williams. Thank you to the agents that received our presentation and especially Caren Stauffer and Vickie Beckman.



Pictured from left: Bev Pietrandrea, Veronica Cardello, Caren Stauffer & Vickie Beckman

Realtors®' Commitment to Excellence Program Selected as Learning! 100 Award Winner

CHICAGO (August 12, 2019) - The National Association of Realtors® has been selected as a 2019 Learning! 100 Award Winner for its Commitment to Excellence Program, also known as C2EX. Previous winners of this award include Amazon, the U.S. Department of Defense and the American Heart Association, with NAR joining this group in recognition of its superior learning and development programs.

Unveiled by NAR less than one year ago, C2EX has aimed to help Realtors® demonstrate their commitment to professionalism and the association's Code of Ethics, ensuring NAR's 1.3 million members continue setting the real estate industry standard in client service and ethical conduct. The 2019 Learning! 100 Award specifically honors organizations for fostering a culture of professional growth, innovation and organizational performance while "investing in a truly immersive learning culture," according to sponsoring organization Elearning! Media Group. "When we launched Commitment to Excellence in November of 2018, we envisioned a program that could help lead us into a future where consumers everywhere recognize that Realtors® are a step above the rest in their knowledge, skills and ability to serve their clients," said NAR CEO Bob Goldberg. "The program gives our members a tangible way to demonstrate their commitment to professionalism."

C2EX's self-guided assessment and training course generates customized learning paths in 10 competencies of professionalism (11 for brokers), including the areas of data security, technology, client service, and professional reputation, among others. Program completion leads to an endorsement from NAR that members use to show peers and clients that they conduct their business at the highest professional standard. Participants can get started by logging in to www.C2EX.realtor.

ONE BIG HAPPY FAMILY at Berkshire Hathaway HomeServices



Update your Rolodex NOW!
The two BHHS offices in Beaver have combined!



*Pictured from left: **EVERYBODY**, except Gretchen Kelley who is hiding behind Tina Reed on right side of picture. Sorry Gretchen!!!*

New location:

1071 Third Street
Beaver PA 15009
Telephone: 724.775.1000



Zero to 60 Home Sales a Year (and Beyond)

* This class is approved for 7 hr of PA Continuing Education for Individuals licensed prior to Dec 1, 2017

September 23, 2019

8:30AM to 5:30PM

Cost

RRC Member \$125.00*

Non-RRC Member \$175.00*

*Note this is the Early Bird Pricing. Regular pricing begins September 3rd and will increase to **\$150 Member/\$199 Non-Member**

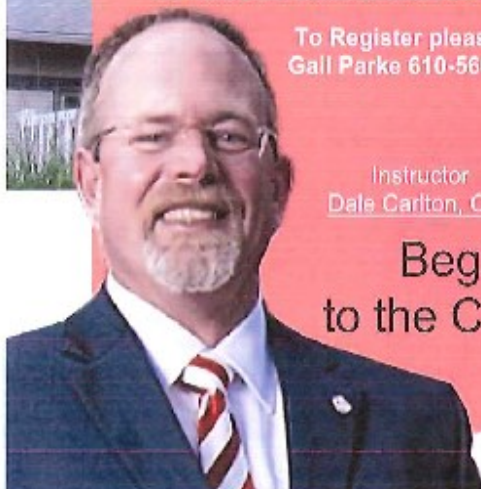
Location

Ramada Hotel & Conference Center by Wyndham Greensburg
100 Ramada Inn Drive, Greensburg, PA 15601

To Register please call
Gall Parke 610-560-4800

Instructor

Dale Carlton, CRS



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Do you dream of selling 60 homes or more per year, but aren't sure where to begin? Whether you are looking to jumpstart your business or just starting out, this one-day course led by certified CRS instructors will focus on what's involved in taking your sales from "zero to 60" and how you can create a plan to turn your sales goal into reality. Learn new methods for marketing and bringing in a continuous flow of business and discover techniques for positioning yourself as the REALTOR® of choice in your area. After attending this informative and engaging class, you'll walk away with the knowledge and tools you need to immediately form and execute an action plan to maximize your profits.

After attending this course, you will be able to:

- Develop an effective plan to sell 60 homes (or more) a year
- Create a continuous stream of referrals
- Build an effective team to support your plan

Learn More

crs.com/learn/education-catalog/ViewClass.aspx?ClassID=13963



CRS Class!

Don't Miss it!

QUESTIONS?

Contact PA CRS President,

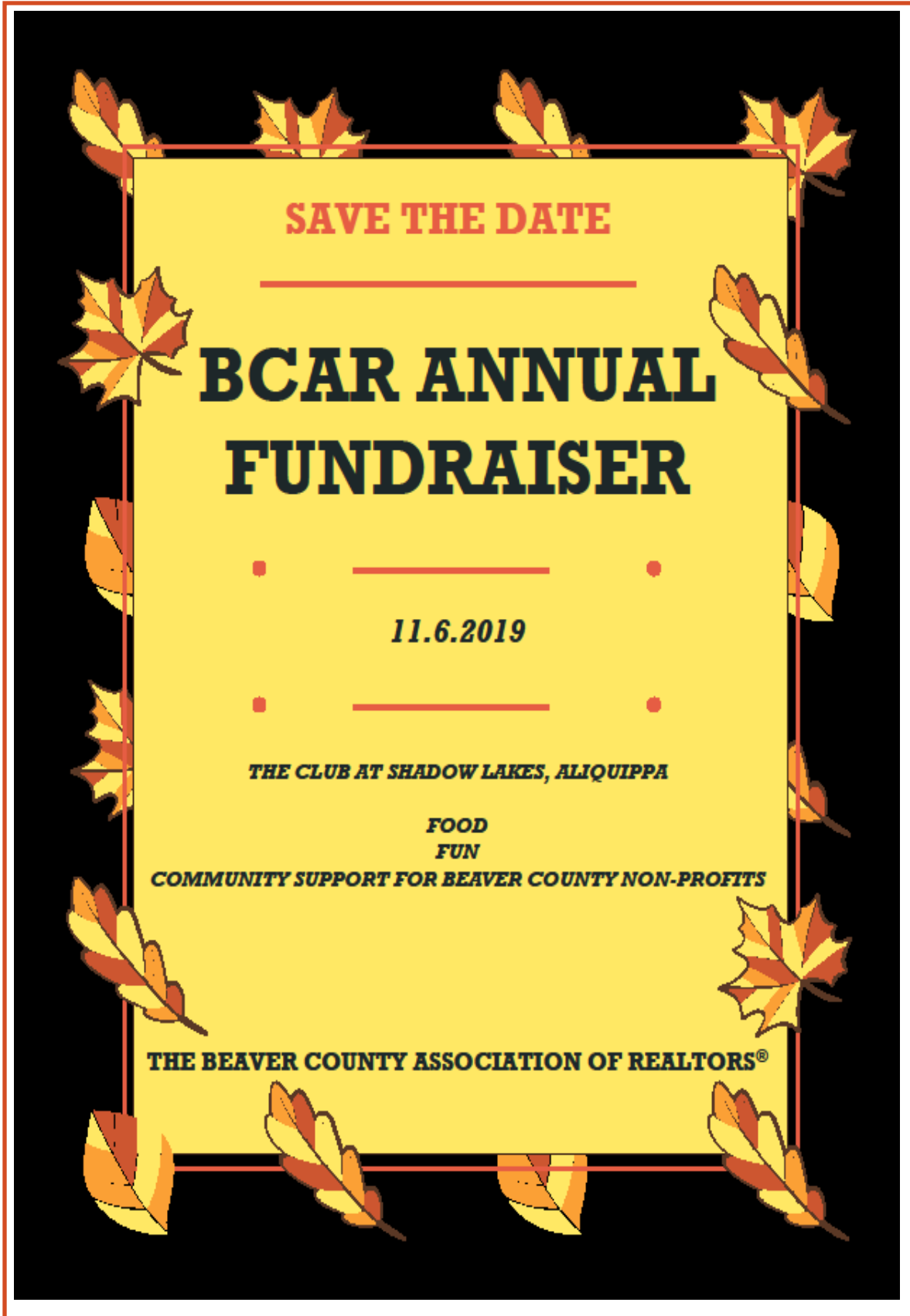
do@doone at 610-560-4800

or email do@doone.com

Dale Carlton, Jr., CRS has worked in the education field for over twenty years. He is a Professor with REALTOR® University teaching 5 different courses and was the 2015 National President of the Residential Real Estate Council. You will enjoy his high-energy, humorous and knowledgeable presentation.

Go to [CRS.com](https://crs.com) to join the Residential Real Estate Council for member benefits and class discounts.





The poster features a central yellow square on a black background, framed by a red border and decorated with autumn leaves. The text is centered and includes the event title, date, location, and the organizing body.

SAVE THE DATE

**BCAR ANNUAL
FUNDRAISER**

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HOMEBUYERS DOWNSIZING FALLS, THOSE UPSIZING INCREASES IN PENNSYLVANIA

By: Home Ownership Matters Editor

The number of homebuyers looking to downsize from their current home is trending downwards, while those looking to upsize has increased, according to a recent Welcome Home survey conducted for the Pennsylvania Association of Realtors®. Homebuyers looking to downsize decreased to 8%, from a high of 18% in 2017, while those who wanted to upsize increased to 15% from a low of 7% in 2016.

“As fewer homeowners are downsizing, it’s making it harder for families to purchase larger homes,” said PAR President Bill McFalls Jr. “When one area of the market stalls or declines, it creates a ripple effect. The lack of larger homes in a market where there is an increased demand for them makes it harder for buyers to purchase the home they need for their families.”

For buyers, this may mean a faster-paced and more stressful homebuying experience. “Those surveyed said that the two greatest stressors when buying a new home were paperwork or selling a prior home,” McFalls noted. “That’s more than doubled in the last two years of the survey. It shows that buyers have to identify the house they want more quickly and if they already own a home, they have a shorter time to sell their previous home to avoid paying two mortgage payments.”

The survey also showed that use of the Federal Housing Administration loans is increasing among first-time homebuyers since the fourth quarter of 2016. The study again confirmed that the most popular financing tool continues to be the 30-year mortgage, with nearly 50% of homebuyers choosing it.

“The use of FHA loans has continued to increase for first-time homebuyers,” McFalls said. “These loans are designed for low-to-moderate income borrowers, require lower minimum down payments and lower credit scores than many conventional loans.”

For more information on the Welcome Home survey, visit PARealtor.org.



Welcome New **BCAR REALTOR®** Members

BERKSHIRE HATHAWAY HOME SERVICES

Jef Garfinkel-Beaver
Sonia Lee Reed-Beaver
Ashleigh Mitchell-Airport

eXp REALTY

Michelene Barkley

HOWARD HANNA

Rachel Marchionda-Beaver
Stephen Duke-Cranberry Twp

INVESTORS COMMERCIAL REALTY GROUP

Juan Pablo Herrera-Gato



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