

REALTOR® RAPPER

PRESIDENT'S CORNER

Hey everyone or "MY FELLOW REALTORS®";

I don't know if I should thank you or ask for your sympathy for electing me to the Presidency for a 3rd term. Either way I'll promise this..... it's going to be a different year.

I want this to be the start of the "I WANT" to belong to the Board of REALTORS®, rather than "I HAVE" to belong to the Board of REALTORS®. There are a lot more reasons now to want to belong than there was even two years ago. I.e. we now have the opportunity to buy Health Ins., Life Ins., join a pension plan, there are a ton of different stores and organizations offering us discounts. Probably the biggest reason is (if we all stick together) strength in numbers!

But enough of that for now. This year we are launching ourselves into the electronic age, not that we weren't aware of it and that we didn't try before. But this year we spent some serious money to start a professionally designed web-site. www.mybcar.com.

This I believe is going to make doing business with each other so much better and easier. And it's going to save us money. We are going to be able to communicate faster, network, pay bills, and buy things. Do all the things that the next generation of REALTORS® are already doing.

My thanks to Jack Lyden, Leslie Bostaph, Keith DeVries, and Melissa Hill for their work in researching web designers. They made the Board's decision incredibly easy.

With this decision in place we formed an I.T. committee. I asked Jack Lyden to chair that committee (and glutton for punishment that he is, he accepted). With the help of committee members Lori Pietrandrea, Past President Lynn Gratta, Keith DeVries (another glutton) and AFFILIATE MEMBER Ellen Caputo. We formatted and supplied the data to the web designer, and man it's going to be super. Jack has been inputting the member data, and Keith graciously gave us his personal "stash" of helpful links.

We got a long way to go.....but the first step has been taken!

This brings me to another goal of mine this year. I realize and understand the impact and the importance of controlled business, and as a businessman I can appreciate what it does for your company dollar. BUT we have AFFILIATE MEMBERS who support us both FINANCIALLY AND INFORMATIONALLY. And I want to put as many of US in front of them as possible.

We are going to have sessions with the AFFILIATES called "UPDATES & PITFALLS". I know a lot of the bigger companies have updates for their agents but this would be a time we can all get on the same page and have a common knowledge.

I'm sure the major brokers in our area understand and acknowledge the importance of hometown loyalty, and I'm not suggesting you just blindly give you business to our AFFILIATES. I am asking that you at least compare them and let them compete for your business.

I'm looking for more interaction and involvement from the majority of our members. I want the 80% of the members not just the 20% to be involved. We are going to make the meetings affordable, informative, FUN, and a great way to network.

I'm looking for your input, your involvement, and your support. Let's have a great year.

Yours in solidarity,

Rudy

January 2009

2009 Officers and Board of Directors

President: Rudy Zetz, Jr.

President-Elect: Peg Gahles

Secretary: Jack Lyden

Treasurer: Mike Raich

Directors: Leslie Bostaph
Leslie Chaklos
Frank D'Amico
Keith DeVries
Lisa Dowling
Melissa Hill

Shirley Lyden
Lorraine Ross

Vic (Bill) Smith

Immediate Past-President

Lynn Gratta

Affiliate Director:

Ellen Caputo

Association Executive:

Karen Fuller

Beaver County Association of REALTORS®

Installation of 2009 President 2008 Sales Awards & REALTOR® of the Year Banquet

When: Saturday, January 31, 2009
Where: The Fez, Hopewell
(2312 Brodhead Road)
Time: 6:00 pm Cocktails & Hors d'oeuvres
7:00 pm Festivities Begin
Cost: \$30.00 / person
This is a prepaid event

Buffet Dinner:

Chicken Breast Piccata
Fresh Cavatelli in Italina Sauce
Caribbean Grilled Mahi Mahi w/Pineapple Salsa
Roast Beef in a Merlot Mushroom Sauce
Radiatore Pasta Primavera
Garlic & Herb Roasted Redskin Potatoes
Garden Vegetable Medley
White Rice w/Mushrooms
Authentic Italian Antipasto Salad
Coleslaw, Tossed Salad Greens, Salad Garnishes

Entertainment:

Rudy Zetz Fourth & Main

**Reservations and prepayment
due by January 23rd.
Call BCAR at 724-774-4126.**



January 16: Sales Awards are Due

January 23: Reservations for Banquet are Due

January 31: Installation/Awards Banquet

REALTOR® RAPPER UPDATE

The REALTOR® RAPPER monthly newsletter has gone paperless. It will be emailed and available on the website for your review. Be sure if you change your email address to let the association know so your monthly newsletter will come to you.

Website Report

The committee reports that the website is progressing very well and should be a great tool for every agent every day. Those who have viewed the work-in-progress are very pleased with what has been accomplished. When will it be ready for general use? We are estimating a public launch date of February 28th. Keep your fingers crossed!!

2008 Sales Awards

The deadline for the sales awards is January 16th.

Be sure to get your sales awards in asap. If your company has its own Sales Volume Sheet that is fine, BUT it must include a MLS number or the property address. A sales volume sheet MUST accompany each award for verification.

ALSO.....please keep in mind that BCAR is responsible for acknowledging the Sales Award winners. It is and always has been the Brokers responsibility to give out their office sales awards.

Again these awards are to come from your broker and not from the association.

Professional Standards Training

PAR's Professional Standards training will be divided into two segments this year—a basic training session for newer ProStandards and Grievance committee members via telephone and a more advanced in person seminar later in the year.

The basic training session via telephone will be on Wednesday, January 21st from 1:30pm to 3:30pm at the Huntington Bank conf rm 208 on the second floor. If you are interested in attending this phone training, please call Karen at 724-774-4126.



Affiliate Update

The next affiliate meeting is scheduled for Thursday, February 5, 2009 at 9:30 am. The meeting will be held in the Huntington Bank Conference Room 208 on the second floor. We are planning on a "Night at the Races" and a "Lunch and Learn" seminars(s).

We have some great ideas for 2009!!
Be sure to mark your calendars and get more involved.

Affiliate Dues are due!!!

REALTOR® DUES

At this point REALTOR® dues are past due. A \$50 late fee is included with the face value of dues. Visa or Mastecard can be taken over the phone.

310.00	REALTOR® Dues
50.00	Late Fee
+ <u>16.00</u>	RPAC/PREF (voluntary)
\$376.00	Amount Due

Please make arrangements to get your payment in.

CODE OF ETHICS

Article 12: REALTORS® are truthful in their communications and paint a true picture in their advertising and in other public representations.

Welcome New Members: Shannon Chico—Century 21 Stefura
Tom Pazur—Prudential, Beaver

Office Changes: Achieve Realty closed its office in Bridgewater.
Angelique Avdellas and Ray Bollinger now with Prudential in Beaver.
Patricia Whigham now with Howard Hanna, Cranberry.

Affiliate Changes: Frank Druzisky of Dollar Bank has retired. Dollar Bank has a new representative Kathy Flaherty.

Congratulations to **Melissa Gulla** and **Amy Logan**, both of Re/Max Select, for receiving their ABR designation.
to **Debbie Stroebel** of Acme Realty for receiving her Broker certification.

Condolences to Lori Pietrandrea, Achieve Realty, and family in the passing of her brother.

Recovering: Vic Smith of Prudential, Beaver is home recovering from knee surgery.
If you would like to send Vic a card his home address is.....
278 Miller Road Rochester, PA 15074

Quadrennial Code of Ethics

This class is a requirement of your membership to NAR, PAR and BCAR and was to be completed by December 31, 2008. If you have not taken this mandatory class your membership could be in jeopardy of suspension until such class is taken.

You can take the class online at: www.realtor.org/coetraining.

If you have taken this class through continuing education it is your responsibility to make your local association aware of it. Even if you have switched associations for 2009, you are still responsible for taking this class. Any questions, call BCAR at 724-774-4126.

If you have made changes to your membership...like switched offices or changed your email address. Please be sure to make the association aware of **ALL** changes. Our information is only current with your help!!! Also when switching to another office, you may want to check to see if that office is a member of BCAR first, otherwise it could cause a problem with your membership.

T-Shirt Sale

BCAR has purchased Hanes Beefy White T-shirts with the blue REALTOR® logo on the back and Beaver County Association of REALTORS® on the left chest.

The t-shirts range in size from medium to xx-large. The cost is \$10.00.

Call BCAR 724-774-4126 purchase t-shirts.

Beaver County Association of REALTORS®

2008 Production Award Guidelines

1. Must be a BCAR Primary member to qualify for award.
2. Production verification on a sales volume sheet (example: mls number, settlement statement or address) **must** accompany award nomination.
3. Top 3 awards of all categories or awards within 10% of adjoining award winner will be audited.

Award Categories

1. Individual Residential
2. Individual New Construction / Site
3. Individual Commercial
4. Team Residential
5. Team New Construction / Site
6. Team Commercial

Team Determinations

- When advertised as a team in a subject year
- When 33% listed or sold with another licensed agent
- When agent has licensed assistant
- When ad directs calls to:
either / or - classified as team
named agent – classified as individual

New Construction Award

- When advertised as a Site Team in Subject Year
- When 40% listed or sold from New Construction Site

All site team agents must be listed in ads – as per the PA Real Estate Commission

Commercial Awards

- When advertised as a Commercial agent in subject year
- When 51% listed or sold from Commercial sales

BEAVER COUNTY ASSOCIATION OF REALTORS®

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

www.beavercountyrealtors.com



Affiliate Information Services

ESB BANK

Phone: 724-934-8988

Representatives: Marilyn Scripko and Jonathan Newell

Serve Allegheny, Beaver, Butler and Lawrence Counties

Products/Services Offered: Mortgages for Refinance or Purchase, First Time Homebuyer Mortgages, Construction Loans, Rehabilitation Loans, Home Equity Loans, and Home Equity Lines of Credit

HANCOCK COUNTY SAVINGS BANK

Phone: 800-225-1620

Representatives: Judy Swearingen and Debbie Walker

Serve Hancock, Brooke & Ohio Counties in WV, Beaver, Parts of Washington & Allegheny Counties in PA, Columbiana & Jefferson Counties in OH.

Products/Services Offered: Purchase, Refinance, Construction Loans, Bi-weekly Loans, First Time Homebuyers, Fixed and Adjustable Rate Loans, and Lot Purchase. (We do NOT sell our loans.)

HOUSEMASTER HOME INSPECTIONS

Phone: 724-772-5593

Representative: Brian Reuss

Serve Southwestern Pennsylvania

Products/Services Offered: Home Inspections, Pest Inspections, Radon Testing, Well Flow, Potability, Septic Dye Testing, Commercial Inspections, Mold Testing, EIFS Inspections (dryvit)