

# The Communicator

## The Strafford County Board of REALTORS®

36 Industrial Way, Suite 10, Rochester, NH 03867  
Tel: (603) 330-3131 Fax: 1-888-309-0572 Email: [scbr@metrocast.net](mailto:scbr@metrocast.net)

July/August 2011

~The mission of The Strafford County Board of REALTORS® is to provide its REALTOR® members access to resources necessary for them to ethically and effectively service consumers; maintain an environment in which members can network with other industry professionals, and provide opportunities for community service. ~

### NOTICE

Application for membership with the Strafford County Board of REALTORS® has been received from the following persons:

#### REALTOR® APPLICATIONS

- ◆ Chawna-Lee Cota, Keller Williams Coastal Realty
- ◆ B. Ashleigh Godin, Key-source Real Estate
- ◆ Candy Leclerc, Home Sweet Home Realty
- ◆ Patrick Maleus, Bayrock Real Estate  
1 Washington St., Ste. 326B, Dover, NH 03820  
Tel: 617-299-9747
- ◆ Barbara Marzoli, Keller Williams Coastal Realty
- ◆ Peter Morgan, Keysource Real Estate
- ◆ Cherie Redmond, Coldwell Banker The Peggy Carter Team
- ◆ Maria Shute, Re/Max Legacy

#### RETURNING REALTORS®

- ◆ Christopher Vachon, Keller Williams Coastal Realty
- ◆ Diane Peters, Better Homes & Gardens R.E. The Masiello Group – Dover

#### AFFILIATE APPLICATIONS

- ◆ Jay Groleau, The Groleau Company (Appraising) P.O. Box 1651 Portsmouth, NH 03802 Tel: 603-957-6100

#### REALTOR® CHANGES

- ◆ Patrick Beaver has moved to Hourihane Cormier & Associates
- ◆ Stephanie Burridge has married and is now Stephanie Drolet!

#### REALTOR® CHANGES Cont'd

- ◆ Janet Taylor Lambert is at 80 Woodlawn Green Rochester, NH 03868 Tel: 603-767-8036
- ◆ Karen Lemire has moved to Keller Williams Coastal Realty
- ◆ David Mincin has moved to Keller Williams Coastal Realty
- ◆ Dan Philbrick moved his license to CB/The Peggy Carter Team
- ◆ Michael Rocheleau opened The Rocheleau Home Team, 141 Rochester Hill Rd. Rochester, NH 03867 Tel: 603-767-6973
- ◆ Thomas Sevigny has moved to Keller Williams Coastal Realty
- ◆ Anthony Sillitta has moved to Keller Williams Coastal Realty

#### Inside this issue:

#### REALTOR®

- Applications
- Changes
- Renewals

#### EDUCATION OFFERINGS

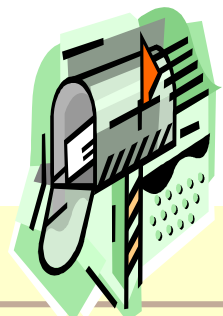
#### MONTHLY MEETING

#### EDUCATION

#### TECH HELPLINE

#### F.Y.I

**If you have recently moved or relocated, please notify the Board office so that we can make the necessary changes.**





# IN THE KNOW

## This, That & Whatnot.....

### NAR Webinars

#### [Short Sales Webinars](#)

Webinars required to complete the Short Sales and Foreclosure Certification. The Webinars are prerecorded and approximately one hour in length; several are free of charge.

#### [REALTOR® magazine Webinars](#)

Sign up for upcoming Webinars or download past recordings. REALTOR® magazine hosts sessions throughout the year to help you succeed in real estate.

#### [REALTOR® University Webinar Center](#)

The all new REALTOR® University Webinar Center features both live and on-demand Webinars on more than 30 timely topics, including social networking, staging, international, and marketing.

#### [Webinars from NAR's Government Affairs](#)

These Webinars feature interactive and informative sessions among NAR staff and members on the latest legislative and regulatory issues affecting the housing market, as well as information about NAR's community outreach and political programs.

#### [RPAC Webinars](#)

Covers getting started with RPAC fundraising, tips, success stories, and legal issues, all hosted by NAR's Community and Political Affairs team.

#### [Commercial real estate Webinars](#)

Provides business tips and success stories to commercial REALTORS®.

#### [REALTOR Safety Webinars](#)

NAR recognizes REALTORS® face more on-the-job risks than many other business professionals and to help you make smart decisions, we've created these Webinars

# EDUCATION CLASSES 2011

## Education/Programs:

This committee meets monthly and is made up of at least 8 REALTOR® and Affiliate Members. They provide ongoing educational opportunities to our members. Their goal is to motivate the membership toward increased and continuing education, to plan programs for the year, focusing primarily on the monthly membership meetings, keeping in mind that the purpose of the meetings is to broaden REALTORS®' participation and knowledge. The President appoints the chairperson with acceptance by the Board of Directors. The Education Chair is a voting member of the Board of Directors.

Members of the  
Education  
Committee are:

Marty Patrizi, Chair  
Bobbie Goodrich  
Dorothy Harris  
Amy Morrill  
Darlene Penta  
Sandy Roper  
Pamela Ziadeh  
Carol Zink-Mailloux  
Mark Zoeller

**\*\*All classes are at the Board Office 9 AM to Noon unless otherwise noted.\*\*  
Registration and Continental Breakfast starts at 8:30 AM**

*The New Hampshire Real Estate Commission requires twelve (12) hours of approved continuing education for license renewals.*

*REALTORS® require a 2-½ hour class on the Code of Ethics every four (4) years.  
The current quadrennial cycle ends December 31, 2012.*

## **Code of Ethics \***

with Charline Mason

**Wednesday, September 21<sup>st</sup>**

**3 NH Elective Hours**

Realtors \$25 Prepaid (\$30 at the door); Other Realtors: \$40 at the door; Other Licensees \$50

\*Required every four years for ALL Realtor members.

The current quadrennial cycle ends 12/31/2012.

If you have taken a Code of Ethics course since January 1, 2009 please let the Strafford County Board office know.

## **Maine Core**

With Geoff MacLean of The Real Estate Learning Group

**Wednesday, November 25<sup>th</sup>**

**3 ME Core Hours**

Realtors \$25 Prepaid (\$30 at the door) : Other Realtors: \$40 at the door; Other Licensees \$50

**ONLINE PAYMENT WITH PAY PAL! GO TO  
<http://www.scbro.org/calendar-home/education-classes>**

## **INNOVIA TRAINING DATES 2011**

**9:30 AM to 12:30 PM**

**3 NH elective hours! NO FEE!!**

Thursday, August 18<sup>th</sup>

Thursday, September 22<sup>nd</sup>

GO TO: [www.nnerenmls.com](http://www.nnerenmls.com) and login

Click on **NNEREN INNOVIA Training Calendar** to sign up for a class.

**Go to [www.nhar.org](http://www.nhar.org) for Statewide educational offerings**

The Tech Helpline offers support for software and hardware, networking, and digital devices. They can assist with installations and upgrades, and give advice for new technology purchases. Most importantly, they understand your needs as a REALTOR.

This is a FREE service for SCBR REALTOR & Affiliate Members

**888-804-8226**

The Tech Helpline can be reached via the toll free number or via live chat by visiting [www.technologyhelpline.com](http://www.technologyhelpline.com), and you will be connected to a friendly expert technology analyst who will solve your problem. Support is available Monday - Friday from 9 am - 5 pm in English, Spanish and French. There are no limits on the number of contacts you can make, or the length of time per call.

The Tech Helpline analysts can often fix your issues with a remote-access feature. This allows the analyst to repair work on your computer directly while you watch and relax!

You can rest assured you will receive professional service from analysts who understand the real estate business and how technology is applied to the Realtor's business in the real world.



## COMMUNITY SERVICE PROJECTS



Finishing up the 2nd Quarter of 2011 for the Somersworth Youth Connection

Requested items are gently used Board Games and Sports Equipment.



The 3rd Quarter Charity will be Meals on Wheels.

D. F. Richard has generously donated 100 gallons of oil to be raffled off.

**D.F. RICHARD**  
WWW.DFRICHARD.COM



**INSTALLATIONS • SERVICE**

124 BROADWAY, DOVER, NH 603-742-2020  
39 CEDAR RD., UNIT 2, NO. HAMPTON, NH 603-964-2900  
676 POST RD., UNIT 4, WELLS, ME 207-646-0570

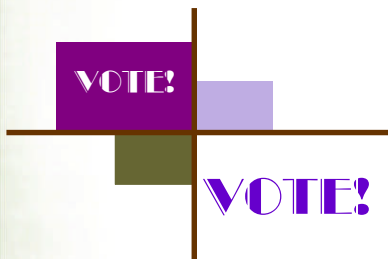
# Strafford County Board of REALTORS®

## ANNUAL MEETING

Thursday, September 15, 2011  
11:30 AM

36 Industrial Way, Rochester, NH

FEE: \$10 payable at the door



# *Vote!*

✓ *2012 Slate of Officers*

✓ *2012 Budget*

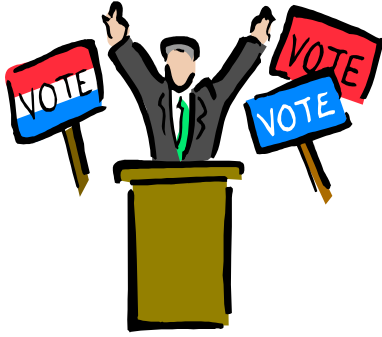
## PLUS INDUCTION OF NEW MEMBERS

Menu: Portable Pantry Sandwiches, Salad, Chips, Dessert , Coffee/Tea/Water

\*The price includes 9% NH Sales tax, Cleanup, & laundry

Email [scbr@metrocast.net](mailto:scbr@metrocast.net) or call 330-3131 by September 8<sup>th</sup> at noon to reserve a seat.





## 2012 Proposed Budget and Slate of Officers

A quorum of REALTOR® Members, 10% of the REALTOR® members eligible to vote, is necessary for all votes. If you are unable to attend the September 15, 2011 luncheon meeting, 11:30 AM at the board office, 36 Industrial Way in Rochester, NH, please give a representative from your firm a proxy granting voting rights on your behalf or complete and return the following:

### BUDGET VOTE

I \_\_\_\_\_ of \_\_\_\_\_  
Name (print) Agency

hereby cast my ballot for the **Year 2012 budget** for the Strafford County Board of REALTORS® as follows:

\_\_\_\_\_ Approve \_\_\_\_\_ Disapprove

Signature: \_\_\_\_\_ Date \_\_\_\_\_

An original signature on a proxy needs to be received at the Board office no later than 9 AM September 15, 2011.

### SLATE OF OFFICERS VOTE

I \_\_\_\_\_ of \_\_\_\_\_  
Name (print) Agency

hereby cast my ballot for the **Year 2012 Slate of Officers** for the Strafford County Board of REALTORS® as follows:

\_\_\_\_\_ Approve \_\_\_\_\_ Disapprove

Signature: \_\_\_\_\_ Date \_\_\_\_\_

An original signature on a proxy needs to be received at the Board office no later than 9 AM September 15, 2011.

## Strafford County Board of REALTORS ~ 2012 Proposed Budget

	2010	2011	2012
5010 Accounting Fees	\$1,200	\$1,200	\$1,400
5020 Bank Fees	\$2,000	\$2,000	\$2,500
5030 Legal Fees	\$500	\$500	\$500
5110 Liability Insurance	\$2,300	\$2,700	\$2,200
5120 Condo Fees	\$12,000	\$15,000	\$14,100
5130 Office Maintenance	\$500	\$500	\$500
5140 Property Taxes	\$3,000	\$3,300	\$3,500
5150 Mortgage Payment	\$6,400	\$6,400	\$6,400
5160 Business Tax	\$550	\$550	\$400
5220 Flowers/Gifts	\$500	\$500	\$500
5230 New Member Orientation	\$100	\$100	\$100
5240 ROTY/AOTY Expenses	\$1,200	\$1,200	\$1,200
5250 Plaques/Certificates	\$250	\$250	\$225
5260 Professional Conferences	\$6,000	\$6,000	\$7,500
5280 Staff/Membership Training	\$2,000	\$2,000	\$3,500
5300 Education Expenses	\$15,000	\$10,000	\$7,000
5350-A Misc. Equip	\$200	\$200	\$200
5350-B Travel	\$250	\$250	\$200
5350-C Misc. Other	\$500	\$500	\$500
5350-D Software		\$3,000	\$300
5350-E Tech Helpline	NA	NA	\$2,200
5500 Membership Meetings	\$15,000	\$12,000	\$9,000
5610 Equip. Maintenance	\$700	\$700	\$500
5620 Postage	\$500	\$500	\$500
5630 Telephone	\$600	\$600	\$600
5640 Utilities/Gas & Electric	\$600	\$600	\$650
5750 -Capital Reserves		\$1,000	\$0
5755 ISP	\$1,500	\$1,300	\$1,400
5756 Outside Services	\$500	\$500	\$500
5800 Office Supplies	\$1,000	\$1,000	\$1,000
5910 Employee Benefits	\$10,000	\$7,000	\$9,000
5920 Salaries	\$52,000	\$53,530	\$54,530
5930 Workmen's Comp. Ins.	\$500	\$500	\$500
5940 Payroll Taxes	\$4,200	\$4,300	\$4,400
<b>TOTALS</b>	<b>\$141,550</b>	<b>\$139,680</b>	<b>\$137,505</b>

<b>Projected Membership</b>	2010	2011	2012
REALTOR Members	475	500	450
Affiliate Members	70	75	65
<b>Total</b>	<b>545</b>	<b>575</b>	<b>515</b>

<b>Income</b>	2010	2011	2012
Dues Income: (R & A)	\$87,200	\$86,250	\$77,250
Application Fees:	\$3,500	\$3,500	\$5,000
Affiliate Application fees	\$750	\$1,750	\$1,400
2nd Affiliate Fees	\$2,000	\$2,000	\$2,000
Investment Income	\$6,000	\$3,000	\$10,000
Broadcast E-mails	\$6,000	\$10,000	\$6,000
Room Rental	\$1,500	\$1,800	\$1,800
Late Fees	\$1,500	\$2,000	\$1,500
Fines & Assessments	\$500	\$500	\$250
Monthly Meetings	\$15,000	\$12,000	\$9,000
Education Income	\$17,500	\$12,500	\$9,500
<b>Total</b>	<b>\$141,450</b>	<b>\$135,300</b>	<b>\$123,700</b>

<b>DUES</b>	2010	2011	2012
NAR Dues	\$80.00	\$80.00	\$120.00
NAR Ad Assessment	\$35.00	\$35.00	\$35.00
NHAR Dues	\$183.00	\$189.00	\$196.00
<b>SCBR Dues</b>	<b>\$150.00</b>	<b>\$150.00</b>	<b>\$150.00</b>
RPAC/IMF Voluntary Amt.	\$20.00	\$20.00	\$20.00
<b>Total Dues</b>	<b>\$468.00</b>	<b>\$474.00</b>	<b>\$521.00</b>

## 2012 Proposed Slate of Officers & Directors

President: Pamela Vatistas

President Elect: Mark Zoeller

Treasurer: David Paolini

Secretary: Christina Moss

Ex-Officio: Dorothy Harris

Director 1 year: Scott Patterson

Director 2 years: Nate Dickey

Director 2 years: Lynn Sweet

Director 2 years: Marc Drapeau

## The following are appointed by the Board of Directors

NNEREN Director: Bev Brooks

NEREN Alternate: Marty Patrizi

Community Services Chair: Kathy King

Communications Chair:

Ansel B. Crombleholme II

Education Chair: Marty Patrizi



SEPTEMBER

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REALTOR®  
SAFETY  
MONTH

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knowledge awareness empowerment

Join in the annual observance of REALTOR® Safety Month — September 2011

Make a year-round commitment to safety — go online to [www.REALTOR.org/Safety](http://www.REALTOR.org/Safety)  
for tips you can use **24/HRS:7/WK:365/YR.**

Make safety a daily priority!

Real Estate's 6 Most Dangerous Everyday Situations

<http://realtomag.realtor.org/sales-and-marketing/feature/article/2010/09/real-estates-6-most-dangerous-everyday-situations>



## BENEFITS OF REALTOR® AFFILIATE MEMBERSHIP

- N**etworking opportunities
- P**rofessional development opportunities
- B**usiness development
- A**ccess to members-only information
- V**isibility
- E**xisting Home Sales Quarterly Reports
- O**pportunity to participate in Board activities
- S**ense of giving back to the industry you serve
- D**iscounts on:
  - \* Broadcast e-mail messages
  - \* Mailing labels
  - \* Advertising on the Stafford County Board of REALTORS' website

*As a professional in your community and state, you understand the value of visibility for yourself, your company and the products and services you provide. More importantly, you understand the value of strong business relationships, especially when they are within similar industries.*

*As an Affiliate Member you become part of the extended REALTOR® family. While not a real estate broker or salesman, your profession and ours are bound by the similarities in the people we serve and the market for which our products and services depend. The similarities give us much to share. By being an affiliate member, you are responding to the importance of the link between your profession and ours. Affiliate membership is a good business decision..*