

# 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)

September 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

- ◆ Cathy Lapanne, Home Sweet Home Realty

#### AFFILIATE APPLICATIONS

- ◆ Elizabeth K. McGee, Coastal Appraisal Service  
P.O. Box 565  
Barrington, NH 03825  
Tel: 603-834-8254
- ◆ Brendan Cope, Liberty Mutual Insurance  
860-874-6432 Cell
- ◆ Veronica "Ronni" Longwell  
MetLife Auto & Home,  
14 York Street  
York, ME 03909  
603-828-4769 Cell

#### AFFILIATE APPLICATIONS Cont'd

- ◆ Dennis Cote  
MetLife Home Loans  
29 NH Drive, Suite 1  
Portsmouth, NH 03801  
603-817-9095

#### REALTOR® CHANGES

- ◆ Bryan Dubois moved his real estate license to Shanley REALTORS.
- ◆ Lawrence E. Dubois & Associates has moved to Malego Road in Barrington. Mailing address P.O. Box 43, Barrington, NH 03825 Same telephone numbers
- ◆ Paul Elliot has moved to BH&G The Masiello Group Rochester office

#### REALTOR® CHANGES Cont'd

- ◆ Larry Hussey has moved to the Bean Group
- ◆ Brandy Janelle is Inactive
- ◆ Rominy Jurgens name has changed to Rominy Michalsky
- ◆ Mandi Libby name has changed to Mandi Libby-Rowell
- ◆ Joe Nelson has moved to the Bean Group
- ◆ Frank Pallela is Inactive
- ◆ Matt Spencer is Inactive
- ◆ Marjorie Wharmby is Inactive
- ◆ Helen Williams has moved to White Star Real Estate

#### Inside this issue:

##### REALTOR®

- Applications
- Changes
- Renewals

##### EDUCATION OFFERINGS

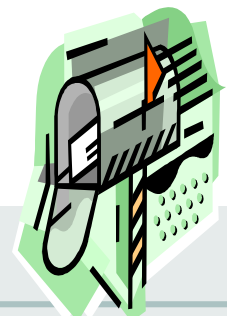
##### MONTHLY MEETING

##### 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.**





*NAR's Strength Is Your Advantage*

## SEPTEMBER IS REALTOR<sup>®</sup> SAFETY MONTH

Resources at [www.realtor.org](http://www.realtor.org)

### **Section 1: Introduction**

[Know Your Local Safety Resources](#) (PDF: 70KB)

[Learn From Others' Experiences](#) (PDF: 73KB)

### **Section 2: Safety at the Office**

[Protect Yourself with Smart Marketing Materials](#) (PDF: 66KB)

[Safety at the Office](#) (PDF: 75KB)

### **Section 3: Safety with Clients**

[Cell Phone Safety](#) (PDF: 71KB)

[Fight or Flight](#) (PDF: 69KB)

[Guidelines for Choosing a Self-Defense Course](#) (PDF: 73KB)

[Protect Yourself with a Distress Code System](#) (PDF: 68KB)

[Safety at Open Houses](#) (PDF: 71KB)

[Safety at Property Showings](#) (PDF: 74KB)

[Safety on the Road](#) (PDF: 81KB)

[Safety Tips for Clients](#) (PDF: 67KB)

[Showing and Managing Commercial Property](#) (PDF: 65KB)

[The 10-Second Rule](#) (PDF: 68KB)

### **Section 4: Safety at Home**

[Protect Your Personal and Electronic Information \(Identity Theft\)](#) (PDF: 85KB)

[Safety at Home](#) (PDF: 75KB)

### **Additional Resources**

[For Brokers: Protect Your Office and Your Agents](#) (PDF: 65KB)

[List of Safety Resources](#) (PDF: 75KB)

[Safety is a Matter of Course](#) (PDF: 126KB)

# 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.*

## MAINE DAY

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

Maine Core With Geoff MacLean of The Real Estate Learning Group

**9 AM to Noon 3 ME Core Hours**

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

Selling a Condominium—What You Should Know, Things to Look For and Questions to Ask with Sanford Roberts, Esq.

**1 to 4 PM 3 ME & 3 NH Elective Hours!**

All Realtors \$10 Prepaid (\$15 at the door); Other Licensees \$50

**SPONSORED BY ALPINE MORTGAGE**

## INNOVIA TRAINING DATES

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

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

Thursday, October 13<sup>th</sup>

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

Click on **NNEREN INNOVIA Training Calendar to sign up.**

**ONLINE PAYMENT WITH PAY PAL!**

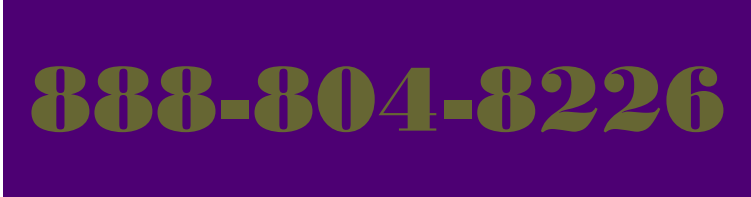
**GO TO**

<http://www.sabr.org/calendar-home/education-classes>

**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



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

The 3rd Quarter Charity will be **Meals on Wheels**.

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

Raffle tickets are on sale NOW. \$5 each or 5 for \$20

Contact the Board Office 330.3131

**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®  
MEMBERSHIP MEETING**

**Thursday, October 20<sup>th</sup>  
11:30 AM**

**36 Industrial Way, Rochester, NH**

**FEE: \$10 payable at the door**

**SPEAKER: DEAN PESCHEL  
CITY OF DOVER ENVIRONMENTAL PROJECTS  
MANAGER**

**ON REMEDIATION AT THE TOLEND LANDFILL SUPERFUND SITE**

**AND ANOTHER HOT TOPIC!**

**Menu: Clemento's Pizza, Salad, 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.**

SEPTEMBER

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**REALTOR<sup>®</sup>**  
**SAFETY**  
**MONTH**

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*knowledge awareness empowerment*

Join in the annual observance of REALTOR<sup>®</sup> 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://realtormag.realtor.org/sales-and-marketing/feature/article/2010/09/real-estates-6-most-dangerous-everyday-situations>



## BENEFITS OF STRAFFORD COUNTY BOARD REALTOR<sup>®</sup> MEMBERSHIP

- ✓ **No dues increases since 2004!**
- ✓ Legally binding dispute resolution through Arbitration & Mediation services
- ✓ Ethics administration
- ✓ Financial stability (low costs + property equity)
- ✓ Education Classes on site
- ✓ Free Agency class for new applicants
- ✓ “No cost” local and state Ombudsmen Program
- ✓ Free Innovia training on site
- ✓ Discounted NH Core Courses
- ✓ Technology Helpline
- ✓ Affiliate fundraising that promotes REALTOR<sup>®</sup> image
- ✓ Strength in numbers – Over 1 million strong nationwide!
- ✓ Publications and reports prepared with your special needs in mind.
- ✓ Regular and special meetings to bring you ideas and information.
- ✓ No meeting attendance requirements.
- ✓ The value of the REALTOR<sup>®</sup> brand.
- ✓ REALTOR<sup>®</sup> Credit Union.
- ✓ Group medical insurance available through the New Hampshire Association of REALTORS<sup>®</sup>
- ✓ Friendships with people who understand your business struggles and achievements
- ✓ Committee projects and other Association activities that allow you to contribute to your chosen field, the economy and the general good.
- ✓ When other problems command your attention, the officers, directors and staff of the Association keep working with your interests in mind.
- ✓ Strong lobbying at the state and national levels protecting the right of real estate ownership and your position in the real estate market.

# ANNUAL MEETING



## INDUCTION OF NEW MEMBERS

Heather Brigham, Real Estate Advisors

Marc Desrosiers, Key Source Real Estate

John Dunkle, ColdwellBaner Residential brokerage

Nelson Hernandez, Kasali Real Estate

Shannon Hill, Keller Williams Coastal Realty

Cathy Lapanne, Home Sweet Home Realty

Barbara Marzoli, Keller Williams Coastal Realty

Maria Shute, Re/Max Legacy



## 2012 Board of Directors

Left to right : Ansel B. Crombleholme, Communications Chair, Marty Patrizi, Education Chair, Bev Brooks, NNEREN Director, Mark Zoeller, President-Elect, Lynn Sweet, Director, Kathy King, Community Services Chair, Make Drapeau, Director, Nate Dickey, Director, Christina Moss, Secretary, Dorothy Harris, Ex-Officio, and Dave Paolini, Treasurer.

## 2012 Membership Renewal

SCBR	\$150	(REALTORS & Primary Affiliates)
NHAR	\$199	
NAR	<u>\$155</u>	
Total	\$504	