

ROME REALTOR® UPDATE

A publication of the
Greater Rome Board of REALTORS®
700 E. Second Avenue, Suite K
Rome, Georgia 30161
Office - 706/295-1727
Fax - 706/232/3849
www.GreaterRomeBoardOfRealtors.com
gromebor@bellsouth.net

MARCH 2009

- What:** March Membership Meeting
- When:** Wednesday, March 18 @ Noon
- Where:** St. Mary's School Lunchroom
- Sponsor:** St. Mary's School

The March Membership Meeting will be held on **Wednesday, March 18** at Noon at **St. Mary's School** and they will also sponsor the luncheon and present the program. Park in the big lot and come in the front doors in the center of the main building – we'll meet in the lunchroom. You **must make a reservation** so we can order food for everyone. Call to make your reservation: **706-295-1727** or fax reservations to **706-232-3849** by **Friday, March 13 at noon.**

MARCH COMMUNITY SERVICE PROJECT

The March Community Service Project will be **Stuffed Animals for Kids In Crisis**. **Bring stuffed animals** to donate to local police and fire departments or you may donate cash or checks payable to GRBR so that we may purchase stuffed animals for this worthy cause.

Please be considerate of our sponsors and **only make reservations when you will attend or call in advance to cancel**. As we all know our board luncheons are sponsored by various groups and businesses. We have experienced a problem for some time with members making reservations and then not attending as well as members attending without having made a reservation. When the sponsor provides the meal for us, they ask us for a headcount which we provide from our list of reservations maintained at the Board Office. The sponsor then purchases food for that many people and usually a few extra just in case. **At our last TWO luncheons approximately 40 members who made reservations did not show up which translated into our sponsors paying several hundred dollars for wasted food.** This does not reflect well on our association. Out of respect and consideration to our sponsors **please make your reservation a commitment and attend whenever you have made a reservation**. We would love for as many members to attend as possible and hope everyone will make an effort to attend and participate in YOUR association.

2009 MEMBERSHIP DUES – PAST DUE!

The 2009 Membership Dues of \$388 were invoiced in late October and were due January 1, 2009 with a \$50.00 late fee assessed for payments received after 2/2/2009. An additional \$50.00 Reinstatement Fee assessed after 2/16/2009 making a total due now of **\$488.00**. If you have not paid your 2009 Dues, please take care of them immediately to avoid additional fees. We appreciate all of you who have made a special effort to pay your dues in a timely manner.

Welcome to New & Returning Members!

The following new and returning members have joined our Board since February 2009.

New REALTOR® Members

Glenda Tallent-Smith

Re/MAX of Rome

New/Changes Affiliate Members

Charley Perry

Southern Highlands Mortgage

Continuing Education Schedule for

Greater Rome Board of Realtors®

MOST courses will be held at GRBR Classroom

700 E. Second Avenue, Suite K

Seating is limited, so sign up early!

**Thursday, March 19, 2009 “HOW TO MAKE MORE SALES
WITH FORECLOSURES AND SHORT SALES”**

3 Hours C.E. Credit -- 9:00 a.m. – 12:15 p.m. – Registration 8:30 a.m.

Instructor, Bobby Gaines

Break sponsor: Dayna Crumley, New South Federal Savings

With the number of properties heading into foreclosure at all-time highs, short sales are becoming increasingly popular as lenders and homeowners look to avoid the costly foreclosure process. This course will equip the savvy real estate professional with the necessary tools and expertise to facilitate a successful short sale. Upon completion of this course, students will be able to identify those situations where a short sale may be possible and will learn eight important questions to ask a seller to determine whether a short sale might be feasible. Participants will also identify the requisite components of the “workout package” to be submitted for the lender’s approval.

Member Price: \$25 (Early Bird Special \$20 if signed up before 3/12/2009)

Thursday, April 23, 2009 “REAL ESTATE FINANCE TODAY”

3 Hours C.E. Credit -- 9:00 a.m. – 12:15 p.m. – Registration 8:30 a.m.

Instructor, Barbara Pepple

Break sponsor: Karren Green, Heritage First Bank

The student will have a better understanding of the basics of real estate finance, including the governmental influences on real estate finance. The student will also learn more about current trends in mortgage lending and conventional mortgage loans and will be introduced to special financing alternatives.

Member Price \$25 (Early Bird Special \$20 if signed up before 4/16/2009)

**Friday, May 29, 2009 “YOU CAN’T FIX STUPID!!!
(BUT WE CAN WORK WITH IGNORANCE!)”**

6 Hours C.E. Credit 9:00 a.m. – 4:30 p.m. – Registration 8:30 a.m.

Instructor, Tom Gillett

Morning Break sponsor: Vickie Hill, Synovus/Citizens First

Afternoon Break sponsors: Cecelia Rogers & Terri Ainsworth, Greater Rome Bank

This is a 6 hour GREC approved, GREC sponsored and GREC funded course for continuing education. Developed and instructed by Tom Gillett, this course will provide answers to the questions that EVERYBODY should have! The economy is making life as a real estate licensee challenging enough...don't compound your day with ignorance of important issues! It covers basic mistakes that get Realtors in trouble, Federal Laws & State Laws and focuses on license laws and rules.

Member Price: \$10