

ROME REALTOR® UPDATE

A publication of the
Greater Rome Board of REALTORS®
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MAY 2009

- What:** May Membership Meeting
- When:** Wednesday, May 20 @ Noon
- Where:** Coosa Country Club
- Sponsor:** Teresa Cordle, Georgia Power Company

Teresa Cordle, Georgia Power Company will be our sponsor for the May luncheon. Featured speaker will be **Chuck Scragg**, Regional Project Manager, Community and Economic Development, Georgia Power Company. Chuck assists new and existing companies that are considering an expansion or relocation to the area. He also supports local communities through leadership development and strategic planning, helping them prepare for economic development.

You ***must*** make a reservation so we can have enough food for everyone. Call to make your reservation: **706-295-1727** or fax reservation sign up sheet to **706-232-3849** by **Friday, May 16 at noon.**

MAY COMMUNITY SERVICE PROJECT

Please bring an item(s) from the following list for the **Exchange Club Family Resource Center**, our May Community Service project. To read more information about Exchange Club Family Resource Center go to: www.exchangeclubfrc.org. We know we can count on your generous REALTOR® spirit to help with this organization. They are also opening a **youth library** this year.

- **Non-perishable snack items**
- **Diapers in all sizes & Wipes**
- **Cleaning supplies**
- **Styrofoam cups and various other paper products**
- **Toys for the visitation rooms.**
- **New and gently used children's books.**
- **Vacuum Cleaner for the visitation room**

SPRING FLING – REALTOR-AFFILIATE TRADE SHOW

If you missed the Trade Show on April 16, you missed one of the best events the Board sponsors each year. We had about 95 members and guests in attendance at this after-hours session at the Civic Center. They enjoyed hot dogs, hamburgers, visited fabulous Affiliate table displays, picked up neat giveaways and registered for door prizes. Thanks to the members of the **Hospitality Committee** who helped in so many ways from organizing, decorating, attending several meetings, to putting up tables, cleaning up. A big **THANKS** to **Georgia Power Company** for providing not only the grill, but also the cooks to help with the cooking. Another big **THANKS** to **Bob Ramsey** and **First MLS** for sponsoring the beer and wine for this function.

TRAINING from GEORGIA MLS Pro and CRS (Courthouse Retrieval System)

Tony Stephens, Membership and Marketing for GAMLS, will be in Rome for training on **Thursday, June 4**. He will hold two sessions in the Board Classroom. The morning will begin at **9:30 a.m.** and the afternoon session will begin at **1:00 p.m.** Each session should last about an hour to an hour and a half. This is for information only; no CE credit will be given. There is a seating limit of 40 in our classroom and this will be a first-come, first served arrangement.

Georgia MLS Pro is a new alternative way for members to search, view and print that is capable on all internet browsers. If someone likes to use the Firefox browser from Mozilla or the Google Chrome browser they are free to do so. There are also great statistical reports such as Area Market Survey, Market Absorption Rates, and year over year stats. The CRS (Courthouse Retrieval Systems) is the new provider of public records and tax/flood information. GAMLS now has 37 soon to be 39 counties of public records. CRS links back to listings in their system as well as incorporating the public records data so you can now get a true CMA by seeing what is happening inside and outside of the MLS.

MEMBER NEWS TO NOTE

- Congratulations to **Linda Moore** on the arrival of her 8th grandchild, Hudson Mitchell Moore.
- Congratulations and a belated Happy Birthday to **Jack Busbin!** How many balloons were in the TTW lobby? We heard it was 80??? That can't be right! Jack is also the new great-grandfather to twin girls, Margaret and Catherine.
- Congratulations to Debra & **Tony Miller** whose second son, Collin, arrived on April 21 weighing in at 9lb 8oz.
- Congratulations to **Dale McKinney**, upon receiving the Volunteer Lifetime Achievement Award from Floyd Medical Center.
- Sympathy is extended to the family of **Karen Hart Johnson** on the recent passing of her mother, **Barbara Tyson Hart**.
- Sympathy to **Greg Dunn**, well-known GAR instructor, on the recent passing of his mother.

Welcome to New & Returning Members!

The following new and returning members have joined our Board since March 2008.

New REALTOR® Members

| | |
|----------------|--------------------------------------|
| Randy Gilstrap | RE/MAX of Rome |
| Robert Maples | Lookout Mountain Land Co. |
| Nick Rogers | Hardy Realty |
| Laura Weber | Martin's Real Estate |
| Darlene Wurth | Keller Williams Select Professionals |

New REALTOR® Company

| | |
|----------------------|----------------|
| Maggie Crowe, Broker | Perfect Choice |
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NEW MEMBER ORIENTATION

Our next Orientation for New Members is scheduled for **Thursday, June 18** at the Board Office. All new members who have joined the Board since November 2008, or who may have missed a previous orientation are required to attend. Notice will be sent to each new member with details about this session. For the June Orientation we will begin in the morning and have a continuing education course in the afternoon that will be helpful to not only new agents, but also to all current members. **Bob Ramsey, FMLS**, will be teaching “*Dynamics of Digital Photography: Maximizing the Potential and Marketing Power of Real Estate Photographs*” for 3 hours of continuing education credit. You must pre-register for this class.



GAR PUBLIC AWARENESS CAMPAIGN

GAR has sent a limited supply of their new Public Awareness Campaign “Get Off The Fence” and they are available on a first-come, first-served basis. However, there is a downloadable color flyer on the campaign's Web page that can be printed from www.garealtor.com and handed out at open houses, meetings, etc.



Register Now For Broker Conference June 4, 2009

Are you moving in the right direction? Need help navigating these changing times? Do you know where the consumer is coming from and where they want to go? If you are looking for the answers, the 2009 Broker/Manager Conference can help you find your way. Visit www.garealtor.com/brokermanager for more details, course descriptions and speaker information. The Broker/Manager Conference is approved for 3 hours of CE credit. Save time and register online. \$125.00 for members registered by May 26; \$150.00 for members after May 26; \$150.00 for non-members. Continental breakfast and lunch will be provided for attendees.

Do You Have the Basic Tools or Did You Skip A Step?

The Graduate, REALTOR® Institute (GRI) designation is the foundation for your real estate career. The program provides national specialists to bring you up to speed in areas you didn't even know you needed!

The 90 hour designation is offered in 30 hour segments, Course One, Two and Three. The next opportunity is **July 26-August 1** in **Savannah**. GRI is accredited for 25 hours Sales Post License for new licensees or 30 hours CE, credit for the Broker Pre License and NAR quadrennial membership ethics requirement.



You can use a payment plan for tuition, and submit for a scholarship after taking a course. Call Linda Eubanks at 678-597-4137 for more information.

To register for these courses, go to www.garealtor.net or for information on a payment plan, call Susan Lawson at 678-597-4126.

Continuing Education Schedule for the Remainder of 2009
Greater Rome Board of Realtors®

All courses will be held at GRBR Classroom - 700 E. Second Avenue, Suite K

6 Hours C.E.Credit 9:00 a.m. – 14:30 p.m. (CLASS IS FULL)

Friday, May 29 “YOU CAN’T FIX STUPID!!! (But We Can Work With Ignorance!)”

Instructor Tom Gillett

Break sponsors: Vickie Hill, Citizens First (morning)

Cecelia Rogers & Terri Ainsworth, Greater Rome Bank (afternoon)

Special Price: \$10.00 (Class is full)

<http://www.grbor.com/images/May%2029th.pdf>

3 Hours C.E.Credit 1:15 p.m. – 4:30 p.m. (Following New Member Orientation)

Thursday, June 18 “DYNAMICS OF DIGITAL PHOTOGRAPHY: Maximizing the Potential and Marketing Power of Real Estate”

Instructor Bob Ramsey, FMLS

Break sponsor: Bruce Epperson & Tony Miller, Vanguard Mortgage

<http://www.greaterromeboardofrealtors.com/PDFs/CE%20Flier%206.18.09%20Ramsey.pdf>

Special Price: \$10.00 (But you must be registered by June 15 to receive this price)

3 Hours C.E.Credit 9:00 a.m. – 12:15 p.m.

Thursday, September 17 “MORTGAGE FRAUD: THE SILENT SIN”

Instructor Tom Gillett *Break sponsor: Charley Perry, Southern Highlands Mortgage*

Early-bird price for members \$20.00 before September 14

<http://www.greaterromeboardofrealtors.com/PDFs/CEGillett%20MortgageFraud%209.17.09.pdf>

3 Hours C.E.Credit 9:00 a.m. – 12:15 p.m. (Before New Member Orientation)

Thursday, October 15 “UNDERSTANDING THE GOLDEN RULE”

Instructor Vickie Rogers *Break sponsor: Teresa Lumsden State Farm Insurance*

<http://www.greaterromeboardofrealtors.com/PDFs/CE%20Flier%2010.15.09%20Rogers.pdf>

Early-bird price for members \$20.00 before October 8

3 Hours C.E.Credit 9:00 a.m. – 12:15 p.m.

Thursday, November 19 “ENERGY STAR HOMES – CE FOR REALTORS®”

Instructor Tony Donald *Break sponsor: Teresa Cordle, Georgia Power Company*

Special Price \$10.00 (But you must be registered by November 16 to receive this price)

<http://www.greaterromeboardofrealtors.com/PDFs/CE%20Donald%2011.19.2009%20flyer.pdf>