



GMNBR PUBLIC POLICY REPORT

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As we enter into the dog days of summer both the House and Senate are in recess for their summer breaks. As a result, there isn’t much to report on this month on the legislative end of things. Heading into election season and the start of a new legislative session at the start of the new year, things will surely pick back up again come September.

As for RPAC, we are still looking for contributions. As of the end of June, GMNBR is still only at 76% of our \$24,189 goal for 2006 State contributions, which results in being about \$5,742 short. My goal, as 2006 NHAR RPAC Chair, was to have OUR Board come in at 100% to goal. As you can see we still have some work ahead of us. So for those you who have not yet made any contribution or opted out on your \$20 contribution included in your dues billing, I urge you to please make the effort to contribute to RPAC/or IMF! Your contributions are an investment in your business and a commitment to preserving the future of our industry.

List of PIN CLUBS:

- “99” CLUB - \$99 to \$249
- GRANITE CLUB - \$250 to \$499
- CAPITOL CLUB - \$500 to \$999
- STERLING CLUB - \$1000+

Also, a reminder that the NHAR Annual Convention will be held from Sunday, September 24, 2006 to Wednesday, September 27, 2006 at the Balsams, at Dixville Notch. NH. Please mark your calendars and if you have not registered please consider attending. Early bird registrations are open now but only until Tuesday, August 8, 2006. The cut-off date for hotel registrations is Wednesday, August 23, 2006 so if you haven’t gotten your registration in yet, do so soon before it’s too late!

All PIN CLUB contributors will be invited to the RPAC Reception and Auction which will be held on Sunday, September 24, 2006 from 8:00 p.m.-10:00 p.m. It is a great event to kick off the start of the convention and is conducted by Joe Shanely, who is by NO means boring. Attendance to the event is by invitation only and is solely for RPAC/IMF Contributors, so again, get your contribution in today so you don’t miss this great event!

Looking forward to your contributions for 2006!!!! And for those who did contribute, thank you, again!!

Respectfully Submitted,
George Skilogianis
2006 NHAR RPAC Chair / Public Policy Committee Member

WELCOME NEW MEMBERS

Please take a moment to recognize and congratulate the newest members of the Greater Manchester/Nashua Board of REALTORS® (GMNBR). Everyone listed below has completed both the GMNBR and the NHAR Orientations and are scheduled to be inducted at the next Membership Meeting to be held on September 13, 2006 at the Manchester Country Club, Bedford, NH. The GMNBR would also like to recognize and congratulate the newest Affiliate members of the GMNBR who are also invited to the next Membership Meeting to receive their Affiliate pins.

Kyle J. Annutto

Keller Williams Metropolitan

Joshua P. Auger

Mark Allen Team Realty, LLC

Shanna Bassett

Debra Hull Realty

Tiffany Briggs

StateWide Realty & Log Homes

Julie Crema

C21 Dick Cardinal Associates

Paul L. Drahnak

Carlson CMAC / Bedford

Karen E. McCormack

Partners Realty Group

Kristine Meckel

Prudential Verani / Nashua

Jesse J. Normand

Realty Executives Integrity

Susan Pomerleau

Carlson GMAC / Amherst

Lisa A. Rogers

Berube Realty & Development Co.

Jennifer Sandlin

Equine Homes Real Estate, LLC

Kerin L. Shaughnessey

Carlson GMAC / Bedford

Jeremiah Smith

Granite State Realty

NEW AFFILIATES

Wendy Canuel

Wells Fargo Home Mortgage

Douglas Halford

Halford Appraisals, LLC

PROMOTIONAL OFFER FOR GMNBR MEMBERS

Rifky's Quick Lube & Car Wash in Manchester, NH is running a special promotion to all REALTOR® and Affiliate members of GMNBR. For just \$25 Rifky's "Fleet Service Package" members will be treated to a FREE Rifky's Self-Service Car Wash, a complete vacuum of vehicle interior and a FREE litter bag in addition to: an oil change with up to 5 qts. Mobil; a filter change with name brand; a check and fill of transmission fluid; a check and fill of anti-freeze, brake, washer and differential fluid; a complete chassis lube; a check and fill of battery and power steering; an inflation of tires to proper pressure; and a complete exterior light check. To take advantage of this promotional rate all GMNBR members have to do is present identification verifying their employment with a real estate office or affiliate company in the Manchester/Nashua area. Rifky's is located at 66 South Beech Street in Manchester, NH. Their hours of operation are: Monday – Wednesday & Friday, 8:00 a.m. – 6:00 p.m.; Thursday, 8:00 a.m. -7:00 p.m.; Saturday, 7:30 a.m. – 5:00 p.m.; Sunday, 9:00 a.m. – 3:00 p.m. – NO APPOINTMENT NECESSARY!!! Any questions, please call Rifky's at (603) 624-2798.

REALTOR® SAFETY – A YEAR-ROUND PRIORITY

Tips to Help Safeguard Your Computer

Good Safety habits extend beyond avoiding physical harm; you should also work to keep the vital information on your PC out of the wrong hands.

Shield your computer from viruses and spies – Protect your personal information on your home computer.

- Use passwords with at least eight characters, including a combination of letters, numbers and symbols
- Use firewall and virus protection software and update it regularly
- Download free software only from sites you know and trust, and don't install software without knowing what it is
- Set Internet Explorer browser security to at least "medium"
- Don't click on links in pop-up windows or in spam e-mail

Don't respond to e-mail inquiries about your account numbers or other personal information – Even if the sender appears to be your bank or a company you have an account with, legitimate companies will not request this kind of information in this way! E-mail scam artists pose as representatives of banks, stores or government agencies. Don't respond to a request to verify your account number or password. Don't give out your personal information unless *you* made the contact.

Don't send vital or private information via e-mail – Keep in mind that unlike Web sites, e-mail is *never* secure.

Be careful when you shop online

- When shopping online, check out a Web site before entering your credit card number or other personal information
- Read the privacy policy and look for opportunities to opt out of information sharing (if there is no privacy policy posted, shop elsewhere!)
- Enter personal information only on secure Web pages with "https" in the address bar and a closed padlock symbol at the bottom of the browser window. These are signs that your information will be encrypted or scrambled, protecting it from hackers.

For more information on the important topic of REALTOR® safety please read the GMNBR REALTOR® Safety Newsletter located online at: www.gmnbr.org/downloads/realtor_safety.pdf, or visit the NAR's Safety site at www.REALTOR.org/Safety.

This article is part of the NATIONAL ASSOCIATION OF REALTORS® 2005 REALTOR® Safety Week Kit.

DON'T FORGET TO COMPLETE NHAR HONOR SOCIETY FORMS

The NHAR Honor Society is designed to encourage board participation among members in order for them to be better educated, active members who serve their customers/clients and in return bring credit to themselves and the real estate industry. To become members of the Honor Society members must earn 150 or more points for the activities they participated in during the previous calendar year (January 1 – December 31). Points are earned through various activities ranging from taking educational courses, serving on a committee and participating in community service projects. Members who earn 150 points or more will be recognized by the GMNBR at the annual REALTOR® of the Year Luncheon held in May. Please remember to keep track of your Honor Society activities. More information on the NHAR Honor Society, including the application and working forms are available in the GMNBR office, 166 South River Road, Bedford, NH 03110.

GMNBR LEGAL CORNER

Case Interpretation Related to Article 1

Case #16-13: Dealings Initiated by Another Broker's Client *

REALTOR® A, a residential broker, had recently listed a home. REALTOR® A's marketing campaign included "open houses" on several consecutive weekends.

One Sunday afternoon Buyer B came to the open house. REALTOR® A introduced herself to Buyer B and asked whether Buyer B was working with another broker. Buyer B responded that he was, in fact, exclusively represented but went on to add that he was quite familiar with the property as it had been previously owned by a close friend. REALTOR® A told Buyer B that she would be happy to show Buyer B through the home but reminded Buyer B that she represented the seller and not Buyer B.

After viewing the home, Buyer B indicated that he had pressing business travel plans, was seriously interested in the property, and requested REALTOR® A's assistance in preparing a purchase offer. REALTOR® A assisted Buyer B in filling out a standard form purchase contract and later that day presented the offer to the seller who accepted it.

REALTOR® A was subsequently charged with violating Article 16 for dealing and negotiating with a party who had an exclusive relationship with another REALTOR®.

At the hearing, REALTOR® A defended her actions noting that she had told Buyer B that she was the seller's exclusive agent and, as such, would not and could not represent Buyer B's interests. She pointed out that it was only after Buyer B had insisted on writing a purchase offer without the assistance of his exclusive representative that REALTOR® A had agreed to do so. She concluded her defense noting that Standard of Practice 16-13 authorizes dealings with the client of another broker in cases where those dealings are initiated by the client.

The Hearing Panel agreed with REALTOR® A that she was the seller's exclusive representative and had not represented the buyer and concluded that her conduct had not violated Article 16, as interpreted by Standard of Practice 16-13.

* Information reprinted from National Association of REALTORS® Code of Ethics and Arbitration Manual 2006 *

A note from GMNBR Committee Chair:

It is extremely important when working with buyers that we make it very clear to them that they are hiring us exclusively to perform a service for them. We need to make sure that they are fully aware that we will be available to them whenever we can and to use us for the purpose they hired us.

Respectfully Submitted,
Dawn M. Hermann, GMNBR Legal Committee Chair

SAVE THE DATE

The next GMNBR Membership Meeting will be held on Wednesday, September 13, 2006 at the Manchester Country Club, Bedford, NH and feature guest speaker John Doran. Registration for the meeting will begin at 4:30 p.m. and the meeting will commence at 5:00 p.m. More information on the meeting, including registration will be announced over email soon. Please stay tuned for more details!

RECERTIFICATION COURSES AT GMNBR

In accordance with the NHREC requirement of 9 educational hours, the GMNBR will be offering core courses and electives at the GMNBR Office. Licensees are required to take one 3 hour core course and 6 hours of electives. All classes have been approved by the Real Estate Commission and will be taught by accredited instructors. You must register for any of the classes, please contact GMNBR at (603) 668-1054 or register online at www.gmnbr.org. Fees will be paid to the instructor at the time of the class. Below is a list of the courses that will be offered during the month of July. For a complete list please use the interactive calendar on the GMNBR website.

Date	Time	Course	Instructor	Cost
August 1, 2006	9:00 a.m. to Noon	CORE Course	Kathy Roosa	\$40
August 8, 2006	9:00 a.m. to Noon	Elective	Michael Rocheleau	\$40
<i>Price Your Listings to Sell – The CMA – Please contact instructor to register – (603) 767-6973 / mike@mikerocheleau.com</i>				
August 10, 2006	9:00 a.m. to Noon	Elective	Neal Barrett	\$40
<i>REC Overviews – Summary of Decisions & Hearings</i>				
August 16, 2006	10:00 a.m. to 1:00 p.m.	Elective	Dick Berman	\$40
<i>Understanding & Using Real Estate Auctions</i>				

2006 NHAR CONVENTION – REGISTER NOW!

Did you know that you could earn all of your recertification credits by attending the New Hampshire Associations of REALTORS® (NHAR) Annual Convention? This year's session will combine a total of 17 hours of elective and 3 hours of CORE credits approved by the New Hampshire Real Estate Commission (some classes being held concurrently) allowing NH REALTORS® in attendance to earn all of their credit hours required for license renewal. Not only that but they will have an opportunity to be educated by renowned speakers such as: Gary Coffin, Peter Francese, Anita Hill, Tom Lundstedt and Karel Murray, in addition to our very own, Kathy Roosa and John Doran!

The NHAR Convention isn't only an educational workshop, it's also a lot of fun! **This year's convention will be held at the Balsams Grand Resort Hotel in Dixville Notch, NH from September 24 – 27, 2006.** This year's theme is "Let's Walk The Path Together" and will feature guest speaker Terry McDermontt, former CEO and EVP for the National Association of REALTORS® (NAR). The NHAR Convention is a great opportunity to network with fellow REALTORS® and Affiliates from all over the state. Attendees have an opportunity to participate in a golf tournament, champagne putt, hiking, moose watching, fly fishing, tennis and culinary demonstrations in addition to formal evening banquets the REALTOR® of the Year and Installation Ceremony. This year is extra special for GMNBR as one of our very own members, Bonnie Guevin, will be inducted as the 2007 NHAR President!

The NHAR Convention is an exceptional event that should not be missed. Space is limited so if you haven't already registered, please do so today! For more information, including registration please visit: nhar.org/m/modules.php?name=Annual_Convention&dp=Annual_Convention&dp=Annual_Convention

WRITERS NEEDED FOR *NASHUA TELEGRAPH* ARTICLES

As many of you may be aware, the GMNBR has a terrific opportunity every week in the Nashua Telegraph to submit an article relative to the real estate industry in the “Real Estate and You” section. On behalf of GMNBR President Hank Stoudt, as a member of the GMNBR, we wish to extend that opportunity to you and invite you to submit articles to be sent to the Nashua Telegraph on behalf of the Greater Manchester/Nashua Board of REALTORS®.

If you have any industry expertise or helpful factoids you think would be useful to the general public, please take this opportunity to share that information with us! Or, if you choose, you can create the article in a question answer format in which the article will begin by posing a question that is consumer oriented and then the remainder will seek to provide an answer. All articles should be 300-400 words in length (which equates to approximately one side of an 8 1/2 X 11 sheet of type, preferably a little less) and should pertain to current market information. The articles should be informational only and should not be construed as a press release for an individual or an office. In sum, the articles need to have value to consumers on some aspect of the real estate transaction process. I have attached a couple of copies of some recently submitted articles to give you an idea of what we are looking for.

All articles can be submitted to Charity Ross, GMNBR Director of Communications & Marketing for review and approval who will then forward on to the Nashua Telegraph on yours and the Board’s behalf. Articles can be emailed to: charity@gmnbr.org.

The deadline to submit articles to the newspaper is Noon on Tuesday’s of each publication week. In order to allow for time for each article to be reviewed, please submit your pieces to Charity no later than 4:30 p.m. on Friday of the week prior to the desired publication week. If you choose your name can be included in the byline and will be displayed as: “Submitted by [enter name] on behalf of the Greater Manchester/Nashua Board of REALTORS®”, otherwise it will simply state that the article has been submitted on behalf of GMNBR.

If you have any questions please feel free to contact Hank Stoudt, GMNBR President: hstoudt@nhhomes.com / (603) 886-8800 or Charity Ross, GMNBR Director of Communications & Marketing: charity@gmnbr.org / (603) 668-1054.

COMMUNITY NEWS

The “Community News” section of the website is an area to post what other industry related events are taking place. It is an opportunity for other GMNBR members to submit information on community events that will have a direct impact on the real estate industry and/or the citizens of our communities. Anyone interested in posting a community event can send their information to GMNBR, Attn: Charity Ross, 166, South River Road, Bedford, NH 03110, Phone: (603) 669-1054,. Fax: (603) 627-0936, Email: charity@gmnbr.org.

14th ANNUAL CIGNA/ELLIOTT CORPORATE ROAD RACE

WHY: New Hampshire’s largest road race organized to help raise money to support Easter Seals New Hampshire and ensure that all people with disabilities or special needs and their families have equal opportunities to live, learn, work and play in their communities.

WHEN: Thursday, August 10, 2006

WHERE: Veterans Park, Corner of Elm and Merrimack Streets, Manchester, NH

TIME: 6:20 p.m.

Continued on next page...

COMMUNITY NEWS CONTINUED...

... Road Race Continued

CONTACT: If you are interested in participating at either a corporate or individual level please contact the Road Race Hotline at 1-800-554-1664 for a corporate packet or an individual application, or register online at www.collrunning.com.

2006 SEACOAST BOARD OF REALTORS® HACKERS & WHACKERS GOLF OUTING

WHY: Presented by the Seacoast Board of REALTORS® Golf Committee in Memory of Dick Hill. All monies raised will go to the Make A Wish Foundation in Dick Hill's name.

WHEN: Thursday, September 14, 2006

WHERE: The Ledges Golf Course, York, Maine

TIME: Shotgun Scramble at Noon – Dinner to Follow

COST: \$100 per player / 1 Affiliate & 3 Agents - \$360 / 4 Real Estate Agents - \$340
\$30 for dinner only

CONTACT: Please contact Pam Blowen, (603) 658-1631 / pam@precisionne.com. Registrations and sponsorships must be received no later than September 1, 2006. For sponsorship opportunities please contact Joanna Rousseau, (603) 964-4405 x105. For a registration form click here: www.seacoastboard.com/assets/Golf%20Registration%20Flyer%202006.pdf.

HOUSEHOLD HAZARDOUS WASTE COLLECTION

FOR: Residents of Amherst, Brookline, Hollis, Hudson, Litchfield, Merrimack, Milford, Mont Vernon, Nashua, Pelham and Windham.

WHEN: Saturday, August 5 2006

TIME: 8:00 a.m. to Noon

WHERE: The collection site is located at the Nashua Public Works Garage, 6 Riverside Street (Rte 3 Exit 5W), Nashua, NH

WHAT: **Acceptable Materials:** oil based paints, oven cleaners, pool chemicals, adhesives, mixed gasoline, preservatives, fluorescent bulbs, pesticides, muriatic acid, rodent killers, herbicides, drain cleaners, photo chemicals, varnish/paint remover, ni-cad/lithium batteries.
Unacceptable Materials: Flairs (please burn them), ammunition (please bring to Nashua police Department), used oil & auto batteries (please bring to landfill/transfer station), old smoke detectors (return to manufacturer), all propane tanks (please bring to landfill/transfer station), latex paints and latex driveway sealer (please contact for disposal information)

CONTACT: For more information please contact the Nashua Regional Planning Commission, (603) 883-0366 or visit www.nashuarpc.org or contact the City of Nashua Division of Public Works, Solid Waste Department, (603) 589-3410.



**GREATER
MANCHESTER/
NASHUA
BOARD OF
REALTORS®**

**166 South River Road
Bedford, NH 03110**

Phone: (603) 668-1054

Fax: (603) 627-0936

Email: info@gmnbr.org

Web: www.gmnbr.org



**EMAIL FOR THE
GMNBR STAFF**

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susan@gmnbr.org

JOAN BALDESSARI:

joan@gmnbr.org

CAROLINE HERRON

caroline@gmnbr.org

CHARITY ROSS:

charity@gmnbr.org

CONTACT INFORMATION

Are you receiving all of the GMNBR notices?

If you think we need to update our records on you please fill out the form below and return to the GMNBR Office by fax: (603) 627-0936 or mail: 166 South River Road, Bedford, NH 03110

Name: _____

Email: _____

Company Name & Address: _____

Company Phone #: _____

Company Fax #: _____

Home Address: _____

Home Phone #: _____

Cell Phone #: _____

DO YOU RECEIVE OUR EMAILS?

The primary form of communication with our membership is through email. Due to the way our membership database is organized we are only able to email you in a mass group. Unfortunately, an ongoing problem with communicating with the GMNBR membership is that many email programs automatically filter anything sent to a large group of people and mark it as spam. One way to avoid this from happening is to create a rule allowing emails from our office. Please make sure your safe list allows emails from membership@gmnbr.org.

SOMETHING TO ADD?

If you have something you would like to appear in the newsletter please contact Charity Ross at the GMNBR Office to submit your entry charity@gmnbr.org / Phone: (603) 668-1054 / Fax: (603) 627-0936

Newsletters are published on the last day of each month. Please have your submission to Charity no later than Noon on the Wednesday prior to publication

GMNBR NEWSLETTER POLICY

The purpose of the *GMNBR News* is to educate and to communicate the activities of the board and its REALTOR® and affiliate members. We will acknowledge the accomplishments of our members and affiliates and promote activities they sponsor that benefit the community we serve. The newsletter will not print any material that promotes a company, office or individual or groups of same. The Board in its sole discretion, reserves the right to edit or withhold any news items that it deems to be counter to the guidelines as set forth in this policy.