

GMNBR NEWS



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GMNBR PRESIDENT'S MESSAGE

Coming Soon... Please check back again later

Sincerely,

Gail R. Athas
Your 2007 President

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 Wednesday, June 13, 2007 at the Manchester Country Club, Bedford, NH. The GMNBR would also like to recognize and congratulate the newest Affiliate members of the GMNBR who will also be invited to the next General Membership Meeting to receive their Affiliate pins.

Claudia Bello

Coldwell Banker Residential Brokerage – Manchester

Monique Belmer

RE/MAX Area Real Estate Network

Donald L. Bernier

ERA The Masiello Group – Amherst

Teresa L. Brown

Carlson GMAC Real Estate – Manchester

Arthur J. Carter

Innovative Realty – Londonderry

Judi S. Farr

Keller Williams Realty Metropolitan

Joanne Griffin

Coldwell Banker Residential Brokerage – Bedford

Phyllis Hall

Innovative Realty – Londonderry

Melina Leary

Carlson GMAC Real Estate – Manchester

Susanne K. Lynch

ERA The Masiello Group – Amherst

Thomas J. McAndrew

Keller Williams Realty Metropolitan

Deborah Noble

HABS Real Estate Group

Paul E. Quinney

Exit Avenue Realty

NEW AFFILIATES

Thomas J. Cuddy

Cuddy & Murphy Real Estate Appraisals, Inc.

Lori Buzderewicz

Great East Title Services

Kurt W. Strandson

Radiant Mortgage, Inc.

Judy Vitale

Great East Title Services

SAVE THE DATE – GMNBR CHARITY GOLF TOURNAMENT

This year marks both our 20th year as a tournament and the 10th anniversary of the merging of The Nashua and Manchester Boards, so it should prove to be quite an event! Don't miss this fun filled networking opportunity! Pricing for this year's event is \$130 per player or \$500 per foursome. Each registration includes a great round of golf, golf cart, commemorative shirt, a canvas logo'd beach/shopping bag stuffed with goodies, a fantastic meal and the afternoon off to spend with your friends doing what you do best. (Eating & Drinking). We will also once again be selling player cards which are good for 1 Mulligan, 5 raffle tickets, entry into the Monte-Carlo game and the putting contest. Player Card tickets are just \$20.00 each and should be added to your purchase price! Registration forms are available online at: http://gmnbr.org/downloads/Player_Registration_Form.pdf and in the GMNBR office. For more information on the GMNBR Golf Tournament, player registration and sponsorship opportunities please contact Ray Guay at 626-7366.

REALTOR® SAFETY – A YEAR-ROUND PRIORITY

How To Set Up A “Distress Code” System

A distress code is a voice distress code, a word or phrase that is not commonly used but can be worked into any phone or in-person conversation for cases where you feel that you are in danger. Use this code if the person you are with can overhear the conversation, but you don't want to alarm them.

Here are the steps to setting up and using a distress code:

1. Choose a distress code word or phrase and share it with your colleagues, friends and family—anyone you might call in an emergency situation. Your distress code should be something simple, something that makes sense to you and is easy to remember, and something that will not alert your “distressor.” Examples of distress codes: “Hi, this is Jane. I'm at [address]. Could you look up something in the RED FILE for me?” Or, “I'm with Mr. Henderson, and I just realized that I can't find my BLACKBERRY. Can you see if I left it there?” (Assuming you don't have a Blackberry.) It may make the most sense for everyone in your office to share a single distress code; this will be easiest to remember for everyone.
2. Share and practice your distress code with your office, your colleagues and your family and friends. You may have a designated person you plan to call, but circumstances may change that; it's best to have several people prepped and ready to receive a call with your distress code.
3. The colleague who receives your call with the distress code will then be alerted that you may be in danger. At your pre-arranged signal, they will know to call 911 on your behalf, or, after asking a few careful questions, can arrange to meet you so that you are not alone, or call you back and ask you to return to the office to respond to an “emergency situation.”

When should you use the distress code? In situations where you are uneasy, but do not feel you are in danger. If you are in immediate danger – stop the car and leave the area, or jump out of the car at the next stop. Also, don't hesitate to call 911 in an emergency.

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.

Source: Real Estate Safety Council. This article is part of the NATIONAL ASSOCIATION OF REALTORS® 2006 REALTOR® Safety Week Kit.

SAVE THE DATE – GMNBR 10 YEAR ANNIVERSARY CRUISE ON THE MOUNT WASHINGTON

This year marks the 10 year anniversary of when the Manchester and Nashua Boards became one and formed GMNBR. In recognition of this milestone event GMNBR is planning an anniversary cruise aboard the M/S Mount Washington. The date has been set for Thursday, August 2, 2007 and it will be a 3 hour evening cruise around Lake Winnepesaukee. GMNBR will be arranging round-trip chartered transportation from the Manchester and Nashua communities and will be taking reservations for the event very soon. Don't miss this fun filled commemorative event – save the date today – and help us celebrate GMNBR's 10 Year Anniversary. It is sure to be a fun-filled event with a DJ, good food and an evening with your friends! For more information on the GMNBR Anniversary Cruise, including sponsorship opportunities please contact GMNBR at 668-1054 / info@gmnbr.org.

GMNBR LEGAL CORNER

Handle Stress...Before It Gets You in Trouble!

“No where to run to, baaaaby, no where to hide...” Can’t you just hear Martha Reeves with the Vandellas singing back-up?!?

Throughout the many seminars I do on Stress Reduction and Stress Management there is a common theme both in the experience and the handling of stress. People tell me they know they are getting to their stress limit when they feel that things are “out of control”. They feel overwhelmed and things start to close in on them. It is at this point that they feel they have “no where to hide”. This is a dangerous place to be, not only because of the physical strain, but also because when we are ‘stressed out’ we make mistakes and bad decisions. We get sloppy and cut corners – as the stress level goes up, risk management declines – we expose ourselves to more legal liability. We find ourselves more often in unnecessary disputes.

Doctors tell us that that experience carries with it all the physiological changes of the “fight or flight” response. Changes occur in our heartbeat, blood flow, breathing, nervous system, and muscles. Our bodies are designed to handle this once in a while, but, when this becomes a prolonged state or the way we live our lives, it takes a serious toll. Such stress is believed to be cause or at least a contributing cause to many of our most deadly diseases.

What people tell me in my seminars and what doctors have learned over the years is: you need a place to “hide”. Meditation is often prescribed to recovering heart patients, people who experience migraines, and people fighting devastating disease. I often bring it up as a wonderful coping tool in my seminars. Frequently the reaction is, “Gee, that’s great, but I am not interested in nor do I have time to sit for hours, in a dark room, with my legs crossed burning incense and chanting ‘om!’” Here’s a tip. Look at what meditation does and then see if there is a way to accomplish the same state in a fashion that works for you.

My source of knowledge and information – people like you – tells me there are many ways to experience a similar state without learning the lotus position. When you are awake, your body and mind are both active, and both undergo stress. When you are asleep your body gets to rest, but your mind, though not conscious, can still experience stressful thoughts. The meditative state is one in which your body is inactive, but not asleep, and your mind, though conscious, is not entertaining or holding onto stressful thoughts. The “chant” in meditation also called a “mantra” gives your mind something to “play with” that has no stressful connotation and thus creates no stressful thoughts. You find your place to hide!!!

The neat thing that I’ve learned is that this state is achieved by different people in lots of different ways. Prayer and yoga are probably the two most similar to meditation, but there are so many others. Reading, gardening, taking a long walk, being involved in a fun, challenging, or exhilarating sports activity, playing or listening to music, taking a hot bath by candle light, looking at something of beauty, watching the ocean or a fire - the list is endless.

The question you need to answer to have your place to hide is: What can I do or experience that disengages my mind at least for a moment, from all those stress inducing thoughts? What can I do or experience where I lose track of time, where I emerge feeling refreshed, where for a few seconds I’m right there in the moment?

Answer that question and you have found your place. The best part is, just knowing that you can “go” there gives you a sense of relief even in the middle of the most stressful situations. You know then that things may seem out of control, but you are not. You have a place to go where the things can not touch you.

Respectfully Submitted By,
John Doran, 2007 GMNBR Legal Committee Chair
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NNEREN NEWS

The following is a report of important NNEREN news. The content below was discussed at the April 11, 2007 NNEREN Board of Directors meeting. The following information is extracted from the NNEREN Talking Points which were distributed to each of the local boards. Any questions, comments or concerns regarding the following information can be directed to NNEREN by calling (603) 228-9733.

ACTION ITEMS:

- It was voted to send two representatives to the Marketlinx-First American Users Group in June in Florida.
- It was voted to authorize the development of Open House Searches by County and add date parameters for website listing hits to the NNEREN website.

NNEREN NEWS:

- **Marketlinx Update** – Marketlinx has recently gone through a re-organization. Joe Cundiff & Allison Duggins will be responsible for our account.
- **Connection 2007** – NNEREN was represented by Andy Werry, Carl Johnson, Peter Schwartz, Michael Bean and Mary Magnell. There were 320 attendees. All felt that it was a valuable experience but that it was less structured than last year. The main themes were Return to Basics, Core Services, Communication and Overlapping Market Disorder (OMD-agents needing to belong to several MLSs due to overlapping market area).
- **Rules & Regulations** – A hard copy recently sent to all NNEREN Office/ Participants inadvertently included some odd symbols, which may prove confusing. The printer has agreed to do a reprint due to the errors and will also reimburse NNEREN for the postage costs to resend a corrected version to Participants.
- **iBox Exchange** – Information letters have been sent to all GE Security/Supra Participant Offices including the locations and schedules for the iBox exchange. The process for the exchange was reviewed.
- **Complaints/Violations** – The Complaints and Violations Committee has brought the hearing process up to date. They are hearing appeals one day per month and reviewing appeal requests following each NNEREN Board Meeting. It was requested that the top five issues with the applied fine be listed in NNEREN Nuggets each month.
- **Strategic Plan** – The Strategic Planning Task Force has met once and was interested to see the varied expertise of the committee. It was determined that the best way to serve the corporation was to develop a plan for the next 3-5 years and to hire a facilitator to lead the project. This will probably be a six-month process.
- **New InnoVia Field** – It was requested that the topic of “When is it acceptable to display Other Broker’s Listings” be an agenda item for May. An additional agenda item requested for May discussion was “A New InnoVia field for New Construction”.

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 May.

Date	Time	Course	Instructor	Cost
May 8, 2007	9:00 a.m. to Noon	Elective <i>What's Happening in the Courts</i>	Kathy Roosa	\$40
May 10, 2007	9:00 a.m. to Noon	CORE Course	Neal Barrett	\$40
May 16, 2007	10:00 a.m. to 1:00 p.m.	Elective <i>Code of Ethics</i>	Alan Rice	\$40

REALTOR® TO REALTOR®

Every month (excluding July and August) the GMNBR Education Committee hosts a REALTOR® to REALTOR® session as a means of continually educating our members on important industry related issues.

In May the GMNBR Education Committee will be hosting its next REALTOR® to REALTOR®. The session will be held on Tuesday, May 22, 2007 from 12:30 p.m. – 2:00 p.m. in the GMNBR classroom. The focus of the session will be on foreclosures and it will be led by Jack Bielagus and Barbara Cunningham.

The REALTOR® to REALTOR® is free to all GMNBR members and lunch will be provided. Due to fire code regulations in the GMNBR classroom the REALTOR® to REALTOR® is limited to 50 attendees. Therefore registration for the session will open one week prior to the date and is on a first come – first served basis. Please watch your email for more information on this session and how to register.

Register online at: www.gmnbr.org or fill out registration form online and return to: GMNBR, 166 South River Road, Bedford, NH 03110
FAX: (603) 627-0936.

Registration deadline Monday, May 28, 2007

MARKETING WITH MICROSOFT OFFICE

GMNBR is proud to announce that they will be offering **Marketing with Microsoft Office** by **Pat Zaby** to its Realtor and Affiliate membership. This course can be taken by anyone who would like to learn how Microsoft Office can help them to run their business. In addition, this course is approved for one-unit toward the CRS designation.

The best part about this class is that anyone can take this class... You don't have to be a CRS designation candidate to attend!

This newly designed class will help you unlock the power of Microsoft Office to run your business. Create postcards, printed presentations, and flyers in Word, convincing presentations in PowerPoint, financial information in Excel, and manage your email and contacts through Outlook. This course will help you and your team members shorten your marketing time so you can spend more time with buyers and sellers.

Date: Monday, June 4, 2007

Time: Registration — 7:30 am, Breakfast — 8:00 am
Class — 8:30 am to 4:30 pm

Location: Executive Court Conference Center, Manchester, NH (Next to the Yard Restaurant)

Tuition: \$165 — Includes all course materials, breakfast & lunch

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.

HOUSEHOLD HAZARDOUS WASTE COLLECTION

- FOR:** Residents of Amherst, Brookline, Hollis, Hudson, Litchfield, Merrimack, Milford, Mont Vernon, Nashua, Pelham and Windham.
- WHEN:** Saturday, May 5, 2007
- TIME:** 8:00 a.m. to Noon
- WHERE:** Milford, NH
- COST:** \$10 per vehicle for up to 10 gallons or 20 pounds of household hazardous waste. Due to increasing costs of hazardous material disposal and decreases in funding through state grant monies, household hazardous waste collections will no longer be free-of-charge in the 2007 season. **Please bring cash or checks, only**, payable to the NRSWMD (Nashua Regional Solid Waste Management District).
- WHAT:** **Acceptable Materials:** Pesticides, insecticides, herbicides, rodent killers, pool chemicals, muriatic acid, antifreeze, mixed gasoline, paint thinners, drain cleaners, oven cleaners, photo chemicals, ni-cad batteries, lithium batteries, lead/oil based paints, varnish/paint stripper, coal tar driveway sealer.
- Unacceptable Materials:** Latex paint or latex driveway sealer (please contact one of the agencies below for disposal instructions); ammunition, explosives fireworks (please contact your local police or fire department); asbestos and creosote (please contact a private contractor) ; propane tanks from grills (please bring to a landfill/transfer station); smoke detectors (please return to manufacturer); used oil and auto batteries (please bring to landfill/transfer station or participating auto part stores).
- 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.
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GMNBR PLACES 5TH IN FUNDRAISING EFFORTS

Congratulations to everyone that participated in this year's Van Otis chocolate bunny sales – As a result of your efforts GMNBR placed 5th in the top ten fundraisers for this year's fundraising drive. GMNBR sold a total of 431 bunnies, an effort that superseded last year's sales by 70 bunnies. The bunny sales raised a total of \$2,586, plus another \$50 in donation bringing in a grand total of \$2,636, all of which will be donated directly to the Salvation Army's Kids Café. The top sellers were: Associated Grocers with 950; Prudential Verani with 529; Merchants Auto with 468; PSNH with 462; GMNBR with 431; Jewell Instruments with 379; Velcro with 231; Dartmouth Hitchcock with 220; Manchester School of Technology with 198; and McLane, Graff, Raulerson & Middleton with 161. Thank you all for your support and assistance with this year's fundraiser in support of the Salvation Army Kids Café.

The Greater Manchester/Nashua Board of Realtors® cordially invites you to attend our

Realtor® of the Year Luncheon

Monday, May 7, 2007

The Event Center at CR Sparks, Bedford, NH

Recognizing
Realtor® of the Year
Affiliate of the Year
GMNBR Good Neighbor
NHAR Honor Society Recipients

~

Registration will begin at 11:30 a.m.
The meeting will commence at 12:00 p.m.
Announcement of Silent Auction winners will conclude the meeting

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Entrée

Caesar Salad - Grilled Chicken & Pasta - Chocolate Mousse Cake
(special dietary substitutions can be made upon request)

~

Cost

\$25 for GMNBR Members / \$40 for nonmembers
(Price increase \$5 after registration deadline)

Please reserve your space by Monday, April 30, 2007 *

Name: _____

Company: _____

Phone #: _____ Email: _____

Payment Method: _____ MasterCard _____ Visa _____ Check Number

Name on Credit Card: _____

Credit Card #: _____

Expiration Date: _____ Security Code: _____ Billing Zip Code: _____

(3 digit # on back of credit card)

Total Amount: \$ _____

Signature: _____

Fax registrations to (603) 627-0936 or mail with payment to 166 South River Road, Bedford, NH 03110

* Payment must accompany reservation in order to guarantee seating. Registrations will be accepted prior to 4:30 p.m. on Monday, April 30, 2007. Any registrations after the deadline will increase by \$5 and subject to seating availability. Registrations can be processed online with a credit card through the GMNBR website, www.gmnbr.org. Any person who registers for this meeting and does not cancel 48 hours prior to the meeting will be billed in full for their reservation.

WRITERS NEEDED FOR NEWSPAPER ARTICLES

The GMNBR has a terrific opportunity every week to submit articles relative to the real estate industry in the Union Leader and the Nashua Telegraph Real Estate sections. We wish to extend that opportunity to you and we invite all members and affiliate members to submit articles on behalf of the Greater Manchester/Nashua Board of REALTORS®.

If you have 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 300-1,000 words in length 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. The articles need to have value to consumers on some aspect of the real estate transaction process, whether it be an affiliate provided type of service or part of the agent's duties for their clients and customers.

All articles can be submitted to Charity Ross, GMNBR Director of Communications & Marketing for review and approval by an Ad Hoc committee. Articles shall be emailed to: charity@gmnbr.org. If you are a REALTOR® member of the GMNBR, 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®". Affiliates will have their company name credited, rather than their personal name. All persons submitting articles must have a statement on file with the GMNBR stating that their articles are written solely by them.

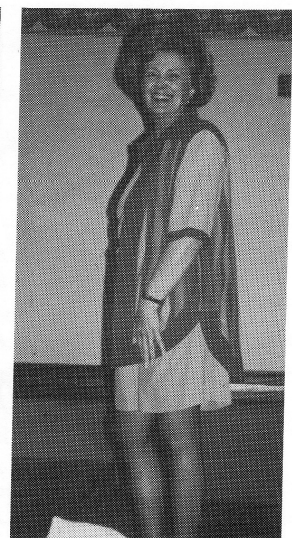
If you have any questions please feel free to contact Nancy Philbrick, GMNBR Vice-President: nphilbrick@comcast.net or Charity Ross, GMNBR Director of Communications & Marketing: charity@gmnbr.org / (603) 668-1054

GMNBR CELEBRATES 10 YEARS – CAN YOU GUESS WHO THESE PEOPLE ARE???

SPRING FASHION SHOW

The Greater Manchester/Nashua Board of REALTORS® is about to embark on a special year in celebration of its 10 years together since the merger of the two local boards. Throughout the year we will be recognizing this anniversary in various ways... Starting now with the newsletter. Each month the *GMNBR News* will be including a picture of current GMNBR member(s) who have been with either of the boards over the years. A special prize will be awarded to the person that can correctly identify the individual(s) pictured (Recipient to be determined by a drawing of all respondents). Please check out the pictures below of individuals that have appeared in the *GNBR Board Talk* (1992). Please send your answers to charity@gmnbr.org by 4:30 p.m. on Friday, May 31, 2007. Good luck! Congratulations to Mike Scanlon who correctly guessed "who was who" in last month's newsletter: Rick Stoudt, Brian Moses and Rick Ruo (pictured left to right in March 2007 *GMNBR News*).

The Greater Nashua Board of REALTORS held a Spring Fashion Show at the Holiday Inn in Nashua on April 15th. Several local REALTORS and staff members were stars including REALTOR Affiliate Jim Kaklamanos, who narrated the show. A good time was had by all.





**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**

SUSAN AFFLERBACH:

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.