



GMNBR NEWS

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A MESSAGE FROM 2007 GMNBR PRESIDENT GAIL ATHAS



Dear Members,

Happy Holidays!

My wish for each and every one of you is Good Health, Good Business, Good Luck-- and a fresh outlook for your career in Real Estate! I know your board is ready and willing to continue to serve our mission of “empowering you to excel” through the educational offerings in the months to come.

It has been my honor to serve as your Board President this past year. 2007 brought many educational opportunities, events and charitable contributions on behalf of our board to YOU the members and the community. Locally, our Board has benefited from some very good “press” from the newspapers and we have been successful assisting the Union Leader in producing “Avenues” each Saturday.

Without the many exceptional volunteer leaders that we are so blessed to have, our Board would not have been able to boast about all of the accomplishments. My special THANKS to the Board of Directors, the Committee Chairs and all committee members and Task Force volunteers during 2007 — Each of you have made my job as President a pleasure and a very rewarding experience!

A special Thank You to our board office staff! You have taken on many additional tasks this year to help us accomplish our goals in serving the members in the “YES” campaign — I thank you from the bottom of my heart.

Thanks to all of you for your support this past year. I look forward to remaining active in our local board and look forward to supporting the work of our 2008 leadership and continuing to serve you, the members.

Best wishes for a healthy, happy and profitable New Year!!!

Respectfully,

Gail R. Athas
2007 GMNBR 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 NBAR Orientations and are scheduled to be inducted at the next General Membership Meeting to be held on September 12, 2007 at the Crowne Plaza Hotel in Nashua, 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.

Steven M. Adams

Keller Williams Realty – Metropolitan

Gerri Allen

RE/MAX Properties South

Nicole Alward

Monogram Real Estate, LLC

Christine Benjamin

Keller Williams Realty – Metropolitan

Joceln Boesch

The Masiello Group – Nashua South

Sonia Boyer

RE/MAX Synergy

Matthew Brin

Brin Realty Group, LLC

Amy Cabana

Noble Oak Real Estate

Tara Cantelli

Keller Williams Realty – Metropolitan

Thomas F. Carroll

A.W. Sullivan Realty

Justine Chamberlain

Kas-Bar Realty

Lovemore Dhiliwayo

Carlson GMAC Real Estate

Bruce Fistel

RE/MAX Area Real Estate Network

Shelley M. Gullett

Blackwood Properties

Robert Gurskis

The Michael Bean Group

Charles W. Haering

Weichert Realtors – Peterson & Assoc.

Eva Harden

Carlson GMAC Real Estate – Bedford

Eric M. Hibbard

Century 21 – Dick Cardinal Associates

Laurie Ann Kandoll

Carlson GMAC Real Estate – Amherst

Cathy Kryzek

Weichert Realtors – Peterson & Associates

Paul LaRoche, III

ERA The Masiello Group – Amherst

Carla Lordan

Prudential Verani – Foster Realty

Brenda Lyons

Carlson GMAC Real Estate – Nashua

Dawna Maynard

Kathy Snyder Realty Group, LLC

Susan Melendy

The Masiello Group – Nashua

Matthew Moyer

RE/MAX Synergy

Kathy Murphy

Weichert Realtors – Peterson Assoc.

Luanna V. Parker

Innovative Realty

Sonja J. Plumer

Carlson GMAC Real Estate – Manchester

Sadia Raheem

ERA The Masiello Group – Hollis

Stacy Rozen

Carlson GMAC Real Estate

Donna Skelley

Carlson GMAC Real Estate – Bedford

Maureen Soares

Carlson GMAC Real Estate – Manchester

Lisa Sousa

First Team Realty, LLC

WELCOME NEW MEMBERS CONTINUED...

Robert Sullivan

Bennett Real Estate Brokerage

Marilyn Szaban

Carlson GMAC Real Estate

Bill Thomas

Keller Williams Realty – Metropolitan

Matt Thompson

Keller Williams Realty – Metropolitan

Candice Tiner

Keller Williams Realty – Nashua

Crisanne J. Wallman

ERA The Masiello Group – Manchester

David Wentworth

RE/MAX Synergy

Andrea Yoon

Prudential Verani Foster – Milford

NEW AFFILIATES

Marla D'Agosta

Alpa Title Co., LLC

David Johnson

GMAC Mortgage, LLC

Jennifer Sanborn

Wells Fargo Home Mortgage

Peter Yanco

Yanco Appraisal Service, LLC

GMNBR RECOGNIZES NEW 25 YEAR MEMBERS

The Greater Manchester/Nashua Board of REALTORS® (GMNBR) recently honored its members who have been REALTORS® for 25 years or longer at the GMNBR Membership Meeting held on November 7, 2007 at the Manchester Country Club in Bedford, NH.

First time honoree Felicity Hammond Lago received her honorary pin in appreciation for her longstanding service to the real estate industry. Also recognized as new 25 Year Members but who were not in attendance were: Richard Cardinal and Claudette Winkler.

The honoring of the 25 Year REALTOR® members has been a standing tradition with the Board for many years. GMNBR congratulates each member who has served as a REALTOR® for 25 years or more. Their dedication and service to the industry is extraordinary and is highly commendable.

GMNBR RAFFLE WINNERS

Congratulations to Alexis Cox of Amherst, NH and Margaret King of Nashua, NH, the winners of the strategic plan raffle drawing. Both completed the strategic plan survey earlier this year and entered their names in a drawing to win a gift check for \$100.

In December their names were pulled from a random drawing held at the GMBNR office. Congratulations to both of you and a sincere thank you to everyone who participated in the 2007 GMNBR Strategic Plan Survey.

IN MEMORIAM

It is with great sadness that GMNBR announces the passing of a REALTOR® members sister. GMNBR sends its condolences to GMNBR member Deborah "DJ" Clement, and her family, for the recent passing of her sister Cheryl Ann Backus of Allentown, NH on Saturday, October 20, 2007. DJ is with The Masiello Group in Nashua, NH and lives in Hudson, NH with her husband David.

Memorial donations can be made to the Cheryl Backus Memorial Fund in care of the Bank of New England, 295 Main Street, Nashua, NH 03060.

2008 GMNBR LEADERSHIP

Officers

President: Nancy Philbrick
Vice President: Maxine Goodhue
Treasurer: Thom Nofsinger
Secretary: Elaine Mahoney

Directors

Karen Cormier
 Beth Curran
 Darleen Dumont
 Carl Johnson
 Roger Loos
 Peter Schwartz
 Laura Tyers

The 2008 GMNBR Board of Directors will also include the following members per GMNBR Bylaws:

Immediate Past President

Gail R. Athas

Lifetime Ex-Officio Member

Angie Kopka

GMNBR Board of Directors will also include the following appointed positions:

John Doran, Legal Committee Chair
 Bonnie Guevin, Community Service Committee Chair
 Jean Marshall, Education & Programs Committee Chair
 Marie Mailhot, Website & Technology Committee Chair
 Thom Nofsinger, Budget & Finance Committee Chair
 Kelly Reeves-Black, Membership & Orientation Committee Chair
 George Skilogianis, REALTOR® Political Action Committee Chair

GMNBR Board of Directors Non-Voting Positions will be:

Pauline Berry, Website & Technology Committee Co-Chair
 Michael Caouette, Budget & Finance Committee Liaison
 Barbara Cunningham, Non-Voting Affiliate
 Sonia Gauthier, Community Service Committee Co-Chair
 Maxine Goodhue, Community Service Committee Co-Chair
 Bonnie Guevin, Mediation Committee Chair (Legal Sub-Committee)
 Elaine Mahoney, Education & Programs Committee Co-Chair
 Sandra Oliver, REALTOR® Political Action Committee Co-Chair
 Kim Riddell, Education & Programs Committee Co-Chair
 Kelly Roosa-Cohen, Membership & Orientation Committee Co-Chair
 Zachary Saunders, Community Service Committee Co-Chair
 Laura Tyers, Professional Standards Committee Chair (Legal Sub-Committee)
 Joan Whitebook, Grievance Committee Chair (Legal Sub-Committee)

Congratulations to all, we look forward to working with you in 2008!

GMNBR PUBLIC POLICY REPORT

Funding the Land and Community Heritage Investment Program (LCHIP)

The NH Legislature is once again turning to real estate transactions to fund LCHIP, the Land and Community Heritage Investment Program). While NH REALTORS® have continued to support the efforts of LCHIP to preserve historic properties and maintain open land, the NH Association REALTORS® (NHAR) of has consistently taken a position against any additional charges that increase the cost of buying or selling real estate. NHAR Public Policy has successfully worked with the legislature over the last several years to stop attempts to increase the real estate transfer tax as the means to provide funding for LCHIP. Our NH transfer tax is already one of the highest in the nation. This year members of the legislature took a different tax proposing a document recording surcharge, (read tax), of \$25 per document at the registry.

Although the amount seems nominal, on average \$75 to \$100 assessed to the grantor, it still takes us in the wrong direction by increasing the cost to transact real estate. When you look at the bigger picture and consider that an average home priced at \$300,000 already costs the parties \$4,500 in transfer tax you start to see why any increase no matter how ‘apparently’ small is still unacceptable. The buyers and sellers of homes in this state already carry too heavy a tax burden.

LCHIP is a great program, and NHAR has always spoken in favor and supported the efforts of LCHIP, but we have continuously asked the legislature to find another source of revenue – a source other than real estate sales - to provide the funding. NHAR Public Policy has recommended many alternatives including voluntary funding or inclusion as a line item in the State budget. At the end of this last legislative session, the legislature formed a study committee to investigate alternative funding with the catch being that, if that committee could not find an alternative, the document surcharge would become effective Jan. 1, '08. Several members of Public policy, including myself, participated in many hours of hearings testifying in opposition to the additional tax, but our words seemed to fall on deaf ears. The movement to have a dedicated fund – one that is separate from the general fund and not subject to budget review – is strong in the current legislature. The belief that LCHIP directly benefits the real estate industry is strongly held by the decision makers. Please support our efforts to fight any increase in the cost of transacting real estate. Let your elected representatives know how you feel, and/or send your comments to NHAR Public Policy. There will be more efforts to tax our business in the coming year – now more than ever it is important that you contribute to RPAC!!!

Respectfully Submitted By, John Doran, GRI, CRP, ABR
2007 GMNBR Legal Committee Chair
Member of NHAR Public Policy Committee
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GMNBR MEMBER IN MANCHESTER CHAMBER REPORT

Congratulations to Quentin Keefe of Regency Mortgage Corp., who was recently recognized in the *Manchester Chamber Report*, November 2007 edition for facilitating in the transition of a steering committee into one that is a fully sanctioned committee of the Chamber. Quentin proposed a mission and structure for the Manchester Chamber's Green Committee which was presented to the Executive Committee and then sent to the full Board where it was approved. Quentin's role was instrumental in the formation of the committee and he was furthermore requested to chair the committee, to which he accepted. The Manchester Chamber's Green Mission is: The Green Committee will act as a catalyst to facilitate, educate, promote, and encourage sustainable green business practices that will lead to positive, measurable, business and community results. Congratulations Quentin and thank you for your attention to the community's environmental efforts!

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 December. For a complete list please use the interactive calendar on the GMNBR website.

Date	Time	Course	Instructor	Cost
December 7, 2007	9:00 a.m. to Noon	Elective <i>Understanding the P & S</i>	Neal Barrett	\$40
December 14, 2007	9:00 a.m. to Noon	Elective <i>The Value of Ethics</i>	John Doran	\$40
December 17, 2007	9:00 a.m. to Noon	CORE Course	Kathy Roosa	\$40

AFFILIATE TO REALTOR®

The GMNBR Affiliate members are hosting an Affiliate to REALTOR® Workshop on Thursday, December 13, 2007 from 2:00-3:30 p.m. The session is sponsored by GMAC Mortgage. The session will be led by Jake Pelletier, Construction Loan Specialist. The topic of the session will be Purchase to Renovation Financing.

The Affiliate to REALTOR® Workshops are designed to help keep REALTORS® up to speed on the rapid changes in our industry. The workshops are also an opportunity for REALTORS® to meet GMNBR’s Affiliates members and to acquire knowledge from seasoned industry professionals. The purpose of the Affiliate to REALTOR® Workshops is to offer some free training and provide REALTORS® with resources and answers to questions they may have. The workshops are led by individuals who have real world experience and can offer some valuable advice to help new agents avoid making costly mistakes.

To attend this session please contact Caroline Herron at: caroline@gmnbr.org / 668-1054.

COMEDY FUNDRAISER

- WHY:** To benefit Jessenia Laureano, a sixteen year old who is need of a new kidney and heart. Jessenia is currently on dialysis four days a week. She is 4 feet tall and weights only 62 pounds.
- WHEN:** Thursday, December 20, 2007
- WHERE:** Kings Court, 222 Central Street, Hudson, NH 03051
- TIME:** 6:30-10:00 p.m.
- COST:** \$25 per person or 2 for \$40. Price includes dinner.
- CONTACT:** For tickets please contact Alana Susko, (603) 320-5393.

2008 MEMBERSHIP DUES!!!

The invoices for the 2008 Membership Dues have been sent to every member of GMNBR. Payment is due by December 1, 2007 and can be mailed to the GMNBR Office, 166 South River Road, Bedford, NH 03110 or paid online at www.realtor.org/nrdslogi.nsf/LoginUserInfo. Per the GMNBR Bylaws a late fee of \$5 per day will be assessed if payment is not received by January 1, 2008. This fine will continue to accrue but is not to exceed \$100. If you have not received your bill please contact GMNBR immediately to verify that the Board has your correct billing address. Any questions relating to dues can be directed to Susan Afflerbach, GMNBR Director of Member Services, (603) 668-1054. The breakdown for the 2008 Membership Dues is as follows:

REALTORS®

Greater Manchester/Nashua Board of REALTORS® Dues:	\$130
New Hampshire Association of REALTORS® (NHAR) Dues:	\$160
National Association of REALTORS® (NAR) Annual Dues:	\$80
NAR Public Awareness Campaign Assessment:	\$30
NHAR REALTOR® Image and Pride Campaign:	\$20
REALTOR® Political Action Committee (Optional):	\$20

Total Due:	\$440
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AFFILIATES

Greater Manchester/Nashua Board of REALTORS®:	\$170
New Hampshire Association of REALTORS®:	\$80

Total Due:	\$250
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2008 GMNBR COMMITTEE SIGN-UPS

Committee sign-ups for 2008 are underway. Please check out what committees are available to serve on below. For more information on the responsibilities of each of these committees, and a copy of a committee sign-up sheet, please visit http://www.gmnbr.org/downloads/committee_signup08.pdf. If you are interested in being a committee member, please check the committee(s) you would like to be considered for. Please return the sign-up sheet to GMNBR by fax: (603) 627-0936 or mail to GMNBR, 166 South River Road, Bedford, NH 03110. Please note, in the event you do not wish to serve on a full committee, Task Forces and Working Groups generally are single task or single issue oriented and generally meet for a far shorter term than the full committees which meet throughout the year. If you have any questions please contact GMNBR, (603) 668-1054 / info@gmnbr.org.

GMNBR Standing Committees:

- Budget/Finance Committee
- Community Service Committee
- Education/Programs Committee
- Legal Committee
- Membership/Orientation Committee
- REALTORS® Political Action Committee (RPAC)
- Website/Technology Committee

Task Forces & Working Groups

- Bylaws
- Good Neighbor Award
- Nominating
- Non-Dues Revenue
- Public Relations/Newspaper Submissions
- Realtor® of the Year/Affiliate of the Year
- Special issues or tasks requested by the Board of Directors
- Strategic Plan



HO! HO! DOUGH CALENDARS NOW ON SALE!!!



The 2007 HO! HO! Dough calendars are now available for purchase.

Please help support the fundraising efforts of the GMNBR Community Service Committee by purchasing one today! The calendars are being sold for \$5 each with a daily chance to win anywhere from \$25 to \$250. The first 10 tickets will be drawn on December 10, 2007 at the GMNBR Holiday Gala and Installation Dinner at the Bedford, Village Inn.

A minimum of 500 calendars must be sold to hold the drawings. Otherwise, all proceeds will be donated to the GMNBR Scholarship Fund.

Tickets can be purchased in the GMNBR office located at 166 South River Road, Bedford, NH 03110 or by contacting Charity Ross, GMNBR Director of Communications, (603) 668-1054 / charity@gmnbr.org.

REALTOR® SAFETY – A YEAR-ROUND PRIORITY

Safe Marketing is Smart Marketing

Keep your safety in mind when you're preparing or updating the marketing materials and information you make public:

1. All of your marketing materials should be polished and professional. Don't use alluring or provocative photography in advertising, on the Web or on your business cards. There are many documented cases of criminals actually circling photographs of their would-be victims in newspaper advertisements. These victims were targeted because of their appearance in their photographs.
2. Concentrate on your professional proficiency rather than personal information in newspapers, resumes and business cards.
3. Limit the amount of personal information you share. Don't use your full name with middle name or initial. Use your office address rather than your home address—or list no address at all.
4. Make phone numbers hard to trace. Rather than use your personal cell phone or home phone number—which can be typed into some Web sites to find your home address—consider using a toll-free number. This can't be traced and prospects may appreciate the free call. You can have calls to this number automatically forwarded to any phone. Alternatively, you can block your own phone number from showing up on caller ID. Ask your telephone company if they can permanently add caller ID block to your line. (Note that they may charge a fee for this service.) Or you can dial “*67” before you dial the number. If you have caller ID blocked permanently, dial *82 to unblock for a given call.
5. Be careful how much personal information you give verbally as well. Getting to know your client does not need to include personal information about your children, where you live and who you live with.

This article is part of the NATIONAL ASSOCIATION OF REALTORS®' 2007 REALTOR® Safety Week Kit. (Sources: Real Estate Safety Council's "Safety Guide", City of Mesa, Arizona, Realtytimes.com, Nevada County Board of REALTORS®)

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.

IMPORTANT INFORMATION ON SHORELAND PROTECTION

Effective April 1, 2008, A **STATE SHORELAND PERMIT** is required for any construction, excavation or filling activities. Forest management not associated with shoreland development or land conversion and conducted in compliance with RSA 227-J:9 or under the direction of a water supplier for the purpose of managing a water supply watershed, and agriculture conducted in accordance with best management practices as required by RSA 483-B, III are exempted from the provisions of the Chapter. Projects that receive a permit under RSA 482-A, e.g., beaches, do not require a shoreland permit.

250 Ft. from Reference Line—THE PROTECTED SHORELAND:

- **Impervious Surface Area Limitations.** Impervious surface area is limited to 20%. This may be increased to:
 - 25% with 50 points of tree coverage in each 50 foot x 50 foot grid segment in the waterfront buffer (WB), and a no cut deed restriction in the waterfront buffer.
 - 30% with 50 points of tree coverage in each 50 foot x 50 foot grid segment in the waterfront buffer, a no cut deed restriction in the waterfront buffer, and a DES approved stormwater management plan.

Other Restrictions:

- No establishment/expansion of salt storage yards, auto junk yards, solid waste and hazardous waste facilities.
- All new lots, including those in excess of 5 acres are subject to subdivision approval by DES.
- Setback requirements for all new septic systems are determined by soil characteristics.
 - 75 feet for rivers and areas where there is no restrictive layer within 18 inches and where the soil down gradient is not porous sand and gravel (perc>2 min.).
 - 100 feet for soils with a restrictive layer within 18 inches of the natural soil surface.
 - 125 feet where the soil down gradient of the leachfield is porous sand and gravel (perc>2min.).
- Minimum lot size in areas dependent on septic systems determined by soil type.
- Alteration of Terrain Permit standards reduced from 100,000 square feet to 50,000 square feet.
- The number of dwelling units per lot shall not exceed 1 unit per 150 feet of shoreland frontage.

150 ft. from Reference Line—NATURAL WOODLAND BUFFER RESTRICTIONS:

- Within the area of 50 feet and 150 feet from the reference line; 50% of the area not covered by impervious surfaces shall be maintained in an undisturbed state.

50 ft. from Reference Line—WATERFRONT BUFFER and PRIMARY BUILDING SETBACK:

- All primary and accessory structures must be set back at least 50 feet from the reference line. Towns may maintain or enact their own setback only if it is greater than 50 feet.
- Within 50 feet, a waterfront buffer must be maintained. Within the waterfront buffer, tree coverage is managed with a 50-foot x 50-foot grid and points system. Tree coverage must total 50 points in each grid. Trees and saplings may be cut as long as the sum of the scores for the remaining trees and saplings in the grid segment is at least 50 points.
- No natural ground cover shall be removed except for a footpath to the water that does not exceed 6 feet in width and does not concentrate stormwater or contribute to erosion.
- Natural ground cover, including the duff layer, shall remain intact. No cutting or removal of vegetation below 3 feet in height (excluding lawns) except for the allowable footpath.
- Within 50 feet, stumps, roots, and rocks must remain intact in and on the ground.
- Chemical applications (including but not limited to pesticides and herbicides) are prohibited. Low phosphorus, slow release nitrogen fertilizer may be used for the area that is beyond 25' from the reference line. No fertilizer, except limestone, shall be used between the reference line and 25 feet.

REFERENCE LINE: For *coastal waters* it is the highest observable tide line; for *rivers* it is the ordinary high water mark; for *natural fresh waterbodies* it is the natural mean high water level; and for *artificially impounded fresh waterbodies* it is the elevation at the spillway crest or the elevation of the state's flowage.

NON-CONFORMING STRUCTURES Are structures that, either individually or when viewed in combination with other structures on the property, do not conform to the provisions of the CSPA, including but not limited to the impervious surface limits of RSA 483-B:9V(g). They may be repaired, renovated, or replaced in kind using modern technologies, provided the result is a functionally equivalent use. Such repair or replacement may alter the interior design or existing foundation, but shall result in no expansion of the existing footprint except as authorized by the department pursuant to paragraph II of RSA 483-B.

A **SITE ASSESSMENT** is required prior to executing a purchase and sale agreement for any "developed waterfront property" using a septic disposal system and which is contiguous to or within 200 feet of a great pond (a public water of more than 10 acres) as defined in RSA 4:40-a and upon which stands a structure suitable for either seasonal or year-round human occupancy.

For more information, please visit the DES Shoreland Website at www.des.nh.gov/cspa

WIRELESS INNOVIA NOW AVAILABLE

Did you know that you can now access MLS listings wirelessly from your smartphone? To look up listings simply point your smartphone browser to: <http://wireless.nnerenmls.com/> and begin your search. This service is free to access however you will be charged by your phone carrier for normal internet connection fees. For complete instructions how to access InnoVia wirelessly go to <http://innoviapower.com/> and click on “Wireless InnoVia Instructions”.



GMNBR LEGAL CORNER

The Art of Negotiating

Nobody has to lose for you to win ! Wise words to remember.

I heard that bit of wisdom from a former colleague, and she credited her father. Regardless of who coined the phrase, it should be your mantra whenever you negotiate.

Maybe it's our winner take all sports culture or the influence of litigating attorneys, but there is one mistake I see people make more than any other when negotiating in the real estate business -> going in with the wrong attitude.

Unlike the two sides in a sports match, the parties entering into a real estate deal actually want different things. The art of creating a good deal comes from developing skills to discern what each party really wants and then coming as close as possible to giving them just that.

The beauty of the deal, as opposed to the lawsuit, is that the two parties, if realistic, can both get what they want. A deal offers the opportunity of a win-win outcome, something rarely seen on the playing field or in the courtroom.

Watch an experienced, successful negotiator at work sometime. First you will see a person who treats others cordially and with respect. Next you will witness a technique called, “dumb as a fox”. The negotiator asks all the “stupid” questions just to make sure the other party's desired outcome is clearly stated. You will hear the same issues repeated in a variety of ways as this skilled listener works to establish the other party's top priorities.

Finally, you will see the master build an offer that comes as close as possible to giving the other party their desired outcome while still achieving what the negotiator set out to accomplish in the first place. In the process, the negotiator discovers what is truly important to the other party. If it is realistic and achievable within the negotiator's own framework, a deal is born. If not, the negotiator smiles, shakes hands, and walks away.

A negotiator knows that if he is not willing to walk away, he is not in a position to negotiate in the first place. This deal maker burns no bridges and may very well come back another day to finish what was started. Even more important, behaving as a pro, a true negotiator creates more deal-partners for tomorrow with every win-win accomplished today.

Respectfully Submitted By, John Doran, GRI, CRP, ABR
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 November 7, 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 remove the anonymity from the police button with proper notice as quickly as programming would allow.
- ® It was voted to accept the Pre-construction rule section to the Rules and Regulations as recommended by the Governance Committee as soon as programming will allow. Notice will be provided prior to enactment.
- ® It was voted to investigate putting a credit card payment system in place as a convenience for members.

NNEREN NEWS:

- ® President Alan Croteau thanked the Directors and Alternates who were able to attend the retreat for strategic planning this past weekend.
- ® Andy Werry updated the Directors/Alternates on the CMLS conference, which included FTC and DOJ presentations which featured consumer perspectives on recent government actions.. They have published a 78 page report that may be accessed via the internet.
- ® The NVBR accepted the term sheet approved last month by both the Board and Shareholders and has sent it to their legal council for review.
- ® Under the search section, there will be a “not” button added so users can eliminate a village in searching. A closed listing will have a ten day timeframe for amendments or corrections.
- ® It was noted that NNEREN is at a 1.5% member reduction from last year.

NNEREN applied for Continuing Education credits from the Real Estate Commission for InnoVia training classes but they were refused. It was requested that Andy pursue this by appealing the decision.

Do you have a question, comment, or complaint about NNEREN but don't want to contact them directly? GMNBR has NNEREN representatives available for your assistance and to express your concerns with. These members represent the GMNBR members at NNEREN and it is important that they hear from you. Please contact them with an NNEREN related issues.

NNEREN Directors:

Carl Johnson: carl.johnson@NEMoves.com
Peter Schwartz: peter.schwartz@nemoves.com

NNEREN Alternates:

Kelsey Knippe: knippe@nhhometeam.com
Vacant Position



**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.

