

GMNBR NEWS

INSIDE THIS ISSUE:

New Members of the GMNBR	2
Classes Offered at GMNBR	3
Public Policy Action Alert	4
GMNBR Blood Drive	4
Good Neighbor Award	4
NHAR Honor Society	5
GMNBR Scholarship Information	6
Contact Info Update	6

NAME THE NEWSLETTER

Can you think of a clever name for the newsletter?

The GMNBR staff would like your suggestions on a name for the newsletter

Please email your submission to info@gmnbr.org

THANK YOU NHAR

The Greater Manchester/Nashua Board of REALTORS® would like to extend a sincere thank you to the New Hampshire Associations of REALTORS® Communications Committee.

In December 2004 the NHAR Communications Committee purchased individual REALTOR® bannerstands for each of the thirteen local boards in the state, as well as one for the NH Commercial Investment Board of REALTORS®.

The bannerstand for the GMNBR was presented to the board at the February 9 Membership Meeting by Bonnie Guevin, 2004 GMNBR President and 2005 NHAR Director.

The bannerstand is available at the GMNBR office for use to all of our members to take to any meeting, event or function in order to promote the REALTOR® image.

Please call the board office, (603) 668-1054 or email, info@gmnbr.org to inquire on availability of the bannerstand.

CRS SUCCESS!

The GMNBR's Certified Residential Specialist course offered this February was CRS 204. The course was attended by 88 registrants and was a great success. Doug Richards led the REALTORS® through a strenuous program for two days of learning about how to "Creating Wealth through Residential Real Estate Investments." Affiliate Sponsors for the CRS Courses are instrumental in assisting GMNBR with the costs associated with hosting the two day courses. The GMNBR would like to thank Accurate Title, Members First Credit Union, Old Republic Title, Pillar to Post, Regency Mortgage, St. Mary's Bank, Stewart Title, Sweeney Closing Services, Tiger Home Inspection and Wells Fargo Home Mortgage for sponsoring the CRS 204 Course.

The GMNBR Education Committee strives to provide the membership with as much educational opportunity as possible. Currently the committee is looking at having Mr. Richards back in August for a one day course in "Creative Mortgaging and Financing." Also, the committee has already arranged to present another two day CRS titled "Listing Strategies" to be held on the first Monday and Tuesday in October at the Wayfarer Inn in Bedford. More information on CRS opportunities will be available closer to the event dates.

WELCOME NEW MEMBERS

Please take a moment to recognize and congratulate the newest members of the Greater Manchester/Nashua Board of REALTORS®. All of the people listed below have completed both the GMNBR and the NHAR Orientations and are scheduled to be inducted at the next Membership Meeting on Wednesday, March 9, 8:30 a.m. at the Merrimack Hotel (formerly the Radisson) in Merrimack, NH.

REALTOR® MEMBERS

Charles L. Arnold

Auger Realty, Inc.

Seth D. Beeten

Coldwell Banker / Brian Moses Realty

Robert J. Brodeur, Jr.

Innovative Realty / Londonderry

Daniel C. Burns

Coldwell Banker Residential Brokerage

Daniel J. Butler

Coldwell Banker / Ashton-Kilgore Real Estate

Victoria Chimento

Realty Executives Integrity

Derek Chu

Coldwell Banker Residential Brokerage

Debra Ann Day

Realty Quest, Inc.

Jason C. Francoeur

Innovative Realty / Merrimack

Silvio Graziadei

Matarazzo Real Estate

Lynne Joyce

RE/MAX Omega Group

Layla Kasem

Prudential Verani / Londonderry

Tamra Lynn Krueger

RE/MAX Synergy

Emile Lachance

Keller-Williams / Nashua

Michelle Lachance

Keller-Williams / Nashua

Ellen J. LaScola

Coldwell Banker / Brian Moses Realty

Michael D. Lennon

ERA The Masiello Group / New Boston

Maev O'Conner

Prudential Verani / Nashua

Kristin A. Potito

Prudential Verani / Milford

Michael D. Roe

ERA The Masiello Group / Bedford

Vera Sacks

Carlson GMAC / Amherst

Kathleen A. Shea

Carlson GMAC / Amherst

Mark Strader

Carlson GMAC / Amherst

Melissa L. Therrien

C21 Dumont / North

Shani Valdez

Carlson GMAC / Amherst

AFFILIATE MEMBERS

Mary Darby

All County Appraisals & Real Estate Services

Ralph Coppola

American Home Mortgage

Craig Porter

Appraisal Solutions of New England

Angie Gorham

Carl Ripaldi School of Real Estate

Raymond Hanley

Commission Express of New England

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

<u>Date</u>	<u>Time</u>	<u>Course</u>	<u>Instructor</u>	<u>Cost</u>
March 2, 2005	9:00 a.m. to Noon	Elective <i>Planning, Zoning & Other Land Use Issues</i>	Neal Barrett	\$35
March 10, 2005	9:00 a.m. to Noon	Core Course	John Doran	\$40
March 16, 2005	10:00 a.m. to 1:00 p.m.	Elective <i>Understanding & Using Real Estate Auctions</i>	Dick Berman	\$40
March 24, 2005	10:00 a.m. to 1:00 p.m.	Elective <i>Risk Management</i>	Alan Rice	\$40

REALTOR® to REALTOR®

Each month the GMNBR Education Committee hosts a REALTOR® to REALTOR® session as a means of continually educating our members on important industry related issues.

In March the committee will be hosting two sessions. Due to the popularity of the February REALTOR® to REALTOR® the committee will be doing another session on "Writing a Good Contract" on Thursday, March 3, 2005. It will be an open discussion forum among attendees to provide a sound understanding of contract writing.

The second session, to be held on Wednesday, March 23, 2005 will focus on "Tax Issues for Real Estate Professionals." This session will be led by Dave Penschansky, CPA and will provide a forum to address important tax issues facing real estate professionals and will be open to questions throughout the presentation.

Both sessions will be held from 12:30-2:00 in the GMNBR classroom. Watch your email for more information on these sessions and how to register in the weeks to come!

AMBIANCE TRAINING

The GMNBR will be hosting two Ambiance Training sessions in the month of March, one Beginner class and one Advanced class.

The Beginner class will be held on Monday, March 21, 2005 from 10:00 a.m. – 4:00 p.m.

The Advanced class will be held on Monday, March 28, 2005 from 10:00 a.m. – 4:00 p.m.

To register for either of these classes please contact Destiny at NNEREN (603) 228-9735

**PUBLIC POLICY
COMMITTEE
REALTOR® ACTION ALERT**

~ IMPORTANT WEBSITES ~

Recently we saw amendments to NH Law that required changes to contract forms. Many of the new forms cite RSA's (Revised Statutes Annotated). Do you know where to find the New Hampshire's Laws and Rules online? You can find NH Laws and Rules at www.nh.gov/government/laws.html.

The New Hampshire State Legislature is currently in session and hard at work with over 900 bills introduced just this year. Check out the General Court's website, www.gencourt.state.nh.us and learn more about what is happening at the State House.

The state website is a great resource that provides a wealth of information. If you are not familiar with the site take a moment to check it out, you will

GMNBR BLOOD DRIVE

The GMNBR Community Service Committee is sponsoring a blood drive and all members of GMNBR are encouraged to roll up their sleeves and donate blood for New Hampshire patients!

The Blood Drive will be held at the American Red Cross Blood Center located at 425 Reservoir Ave, Manchester, NH from March 14 -19. The donor hours are Monday, Wednesday and Thursday from Noon-7:00 p.m.; Tuesday and Saturday from 7:30 a.m.-12:30 p.m. Appointments are encouraged, please call to schedule, 1-800-262-2660. Walk-ins are always welcome.

Every GMNBR member who donates will be entitled to display their business card and one 8 ½ x 11 listing sheet at the Blood Donor Center through March 31.

Any questions please contact Carolyn McNamara at Red Cross (603) 625-1951 x171 or Charity Ross at GMNBR (603) 668-1054.

GOOD NEIGHBOR AWARD

Nominations for the 2005 Good Neighbor Award are now being accepted. The sixth annual Good Neighbor Award program seeks to recognize REALTORS® who have made extraordinary commitments to improving the quality of life in their communities through volunteerism. Among the activities that qualify for consideration are involvements in affordable housing issues, efforts to improve the quality of education in an area, supporting community youth activities and work on other community based programs.

In October five national winners will be announced in the *REALTOR® Magazine* and recognized at the 2005 REALTORS® Conference and Expo in San Francisco, CA. Each of the five winners will receive a \$7,500 grant in the name of a community project of their choice. In conjunction with the national program, the GMNBR will also be hosting its fourth Good Neighbor Award program for members of our local board. Nominees will be judged on their level of personal contribution to the community as well as their impact as a role model for other REALTORS®. The Good Neighbor Award is intended to recognize individual contributions not association or company wide efforts. The recipient of the GMNBR Good Neighbor Award will receive a \$1,000 donation to a charity of their choice on their behalf. The winner of 2004 Good Neighbor Award was Irene Vincent of Hearthside Realty and a donation of \$1,000 was made to High Hopes Foundation in Merrimack, NH. The High Hopes Foundation is an organization that has been granting the wishes of seriously ill children in New Hampshire between the ages of 3 and 18 since 1983.

If you, or someone you know is a GMNBR REALTOR® who could be a candidate for this award please submit the nominee's name and office affiliation to Marypat Bilodeau, Chair of the Good Neighbor Award Committee – Email: mpbroty@msn.com; Phone: (603) 627-4644. Applications are available with Marypat or in the GMNBR office. The deadline to submit nominations for GMNBR is May 1 and the winner will be announced in June. The deadline for National entries is May 27 and entry forms can be found at www.realtor.org/rmoprint.nsf/pages/GoodNeighborform?OpenDocument.

NEW HAMPSHIRE ASSOCIATION OF REALTORS®

2004 HONOR SOCIETY

If you total 150 or more points for activities between January 1, 2004 and December 31, 2004, you qualify as a member of the New Hampshire Association of REALTORS® Honor Society.

Applications are available in the GMNBR Office.

HISTORY

The New Hampshire Association of REALTORS® Honor Society has been in successful operation since 1980. It is overseen by an Honor Society Working Group of Board Vice Presidents as appointed by the NHAR President and chaired by the NHAR President-Elect

PURPOSE

The primary Purpose of the New Hampshire REALTORS® Honor Society is to encourage board participation among members in order that they might be better educated, active members to serve their customers/clients and in return bring credit to themselves and the real estate industry. The program is designed for both the newer REALTOR® as well as those who have held NHAR membership for a number of years – it is intended to recognize those members who are actively participating in REALTOR® functions.

AWARDS

Members of the Honor Society will be awarded a REALTORS® Honor Society pin. Certificates and pins recognizing membership in the Honor Society will be presented in June of each year at local Board meetings.

2003 HONOR SOCIETY LIFETIME RECIPIENTS

The Greater Manchester/Nashua Board of REALTORS® would like to recognize and congratulate the 2003 Honor Society Lifetime Recipients!

Marypat Bilodeau
Lorraine DeMinico
John Doran
Bonnie Guevin

Carolee Hayward
Lois Ireland
Angie Kopka
Nancy Pomerleau

YEARLY QUALIFICATIONS

To maintain membership in the REALTORS® Honor Society, members must re-qualify each year, for five consecutive years, by obtaining 150 points. Following the fifth consecutive year of membership, a member may miss one year without losing his/her five-year status. The Honor Society is designed to keep NHAR members active and involved, along with giving them recognition for their participation.

LIFETIME MEMBERS

REALTORS® who maintain their Honor Society membership for 15 years will be recognized as lifetime members.

QUALIFICATION PERIOD

The qualification period is January 1 through December 1 of each year. Applications must be submitted to the local Board for verification no later than March 15.

RHS POINT QUALIFICATION

A minimum of 150 points per year is needed in order to qualify or maintain membership in the REALTORS® Honor Society. The application lists, in detail, the point breakdown by category.



**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**



**OUR EMAIL HAS
CHANGED, PLEASE
UPDATE YOUR
ADDRESS BOOK**

**SUSAN AFFLERBACH:
susan@gmnbr.org**

**JOAN BALDESSARI:
joan@gmnbr.org**

**CHARITY ROSS:
charity@gmnbr.org**

2005 GMNBR SCHOLARSHIPS

The Community Service Committee of the Greater Manchester/Nashua Board of REALTORS® is pleased to announce the criteria for the 2005 scholarship recipients. Scholarships will be considered from applicants who attend a school in one of the following towns within the Greater Manchester/Nashua Board of REALTORS® jurisdiction: Amherst, Auburn, Bedford, Brookline, Candia, Goffstown, Hollis, Hooksett, Hudson, Litchfield, Manchester, Merrimack, Milford, Mont Vernon, Nashua and New Boston. Students applying for a scholarship must be enrolled in, or planning to enroll in, a college or vocational-technical school as a full-time student for the 2005-2006 year. Members of the Community Service Scholarship Committee, and their families, are ineligible. All scholarships applicants will be evaluated based on Need and Grade Point, Industry Concentration and Extracurricular Activity.

The Community Service Committee is dedicated to working throughout the year to raise money for the scholarships by means of monthly raffles and other fundraisers and it is the committee's intention to award various scholarships to equal the sum of \$1,500. Since scholarships are generally presented in late May or early June, applications are due for consideration by Friday, April 22 by 3:00 PM. Please note that all checks will be issued in the name of the student and the school they are, or will be, attending.

A copy of the application is available in the GMNBR office. Applications can be sent to GMNBR, Attn: Dianne D. Beaton, 166 South River Road, Bedford, NH 03110. If you should have any additional questions, please contact Charity Ross at the Board office, (603) 668-1054 / charity@gmnbr.org.

CONTACT INFORMATION

Are you receiving all of the GMNBR notices?

It could be that we do not have your current information. If you think we need to update our records on you please fill out the form below and mail it to the GMNBR office at 166 South River Road, Bedford, NH 03110

Name: _____

Email: _____

Company Name & Address: _____

Company Phone #: _____

Company Fax #: _____

Home Address: _____

Home Phone #: _____

Cell Phone #: _____