

GMNBR NEWS

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NAME THE NEWSLETTER

Can you think of a clever name for the newsletter?

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

Please email your suggestions to info@gmnbr.org

MESSAGE FROM THE 2005 PRESIDENT

Hello Fellow REALTORS®:

We had a great turnout at our open house. The GMNBR office has recently been remodeled and the changes are going to make the space much more user friendly. If you haven't seen it yet, drop in.

As some of you may know, we had a challenge this year with getting some of the dues billing out. An upgrade of our office software program, that should have made things go easier, was the culprit. Good news...it's fixed. For those of you who experienced a problem we apologize and thank you for your patience. In our efforts to reach people by email when this challenge arose, we found that we were either missing or had old email addresses for some of our members. Please spread the word that if people aren't getting email from us they should check online at www.gmnbr.org under the REALTOR® Search and make sure we have the right email address. We are not notified by the NH Real Estate Commission when you make changes. Please remember to notify the board office as well.

We are making a change to our general membership meeting this year. They will be held on the second Wednesday of each month and will alternate between the Manchester Country Club and the Radisson Hotel in Merrimack at exit 11 off rte 3. I am challenging all those members of the former Greater Nashua Board of REALTORS® (like me) to show up. We've come up with two locations that both have quick and easy access from the highway. I'm hoping that all those from the Manchester area won't mind driving 10 minutes further every other month and our Nashua area members will have such a good time in Merrimack they'll make the extra 10 minute drive too.

These changes were made as a result of your input in the strategic planning process. We are now in the third year of our three year plan and we'll be coming back to you to get your thoughts on how we can best serve you in the future. *"The mission of the GMNBR is to empower each member to excel professionally and ethically by providing a gateway to resources and solutions."* What does that mean to you? We invite your comments.

Lastly, we should all be proud to belong to an organization that time and again steps up to the plate when people have a critical housing need. REALTORS®, thanks to the leadership of NAR, responded to 9/11 and the losses suffered in the South from devastating hurricane damage. Now NAR, in conjunction with Habitat for Humanity International, has pledged to raise \$1,000,000 to build homes in India, Thailand, Sri Lanka and Sumatra. We've all seen the pictures of the devastation wreaked by the Tsunami. Let's help. If each of us sent \$1 we'd reach our goal. Please send your check to REALTOR® Tsunami Relief Project, NAR Finance Division, 430 N. Michigan Avenue, Chicago, IL 60611.

I look forward to seeing you at the next general membership meeting.

Susan

MESSAGE FROM THE PUBLIC POLICY COMMITTEE

The Public Policy Alert regarding TrueForms was not intended to infer that you are required to use TrueForms – You may, as always, use any State approved forms. The alert was two-fold; one, to alert TrueForm users of the update deadline and two; to ensure you recognize the two new changes in law. The Public Policy Committee would like to apologize for any confusion the Alert may have caused.

**PUBLIC POLICY COMMITTEE
REALTOR® ACTION ALERT
“OK OR NOT OK”**

**WHICH OF THE FOLLOWING 12 TERMS ARE OKAY
TO USE IN ADVERTISING?**

- | | |
|-----------------------|----------------------|
| 1) Adult Community | 7) Mature Individual |
| 2) Bachelor | 8) Newlyweds |
| 3) Couple | 9) (# of) Children |
| 4) Empty Nesters | 10) One Person |
| 5) Independent Living | 11) Physically Fit |
| 6) Married | 12) Single Person |

The answer is.... NONE!

As stated in the following excerpt from the Fair Housing Act, Section 804 (c), “it shall be unlawful to make, print, or publish... any notice, statement, or advertisement, with respect to the sale or rental of a dwelling that indicates any preference, limitation, or discrimination based on race, color, religion, sex, handicap, familial status, or national origin, or an intention to make any such preference, limitation, or discrimination.”

These twelve terms are just a few of the many that are restricted. It is important for REALTORS® to be aware of ALL of the terms should that be avoided. For more information on what words should be excluded, as well as other important Fair Housing issues to be aware of, please visit the NAR’s Field Guide to Fair Housing website at <http://www.realtor.org/libweb.nsf/pages/fg705>.

THANK YOU!

The Greater Manchester/Nashua Board of REALTORS® would like to extend a sincere thank you to Media Right SAS and Flynn Video Services for their recent contributions to the GMNBR classroom. Media Right SAS generously donated a ceiling speaker to accommodate audio capability for the classroom’s new 42” plasma screen. Flynn Video Services graciously offered to convert our NAR Orientation videotape to a CD format in order for us to continue using it with the new media system. Both of these companies have greatly enhanced the GMNBR classroom and the media experience for all of our members and for that, we are very appreciative! Media Right SAS and Flynn Video offer a quality service and we will certainly go to these companies again with any future media needs we have. Further, we highly recommend our GMNBR members to look to them for any of their media needs as well.

CONTACT INFO:

Media Right SAS

264 South River Road, Suite 432

Bedford, NH 03110

Phone: (603) 232-8262

Fax: (603) 628-2255

Email: info@mediarightsas.com

Online: www.mediarightsas.com

Flynn Video Services

8 Souhegan Street

Milford, NH 03055

Phone: (603) 672-6626

Fax: (603) 673-5955

Email: Jack@FlynnVideo.com

Online: www.flynnvideo.com

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 January. 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>
February 9, 2005	9:00 a.m. to Noon	Elective <i>Know Your Contracts</i>	Kathy Roosa	\$40
February 10, 2005	10:00 a.m. to 1:00 p.m.	Core Course	Alan Rice	\$40
February 16, 2005	10:00 a.m. to 1:00 p.m.	Elective <i>Understanding & Using Real Estate Auctions</i>	Dick Berman	\$40

TITLE & CLOSING COURSE

Hubbard & Quinn Title Services, INC and Merrimack County Savings Bank are sponsoring a FREE three hour Elective Course (# E-504) on Title and Closing.

The course will be held on Tuesday, February 15 from 9:00 a.m. to Noon (registration begins at 8:30 a.m.) at Merrimack County Savings Bank, 101 Broad Street, Nashua, NH. The Instructor will be Richard H. Hubbard, Esq. Refreshments will be provided.

Anyone interested in registering please contact either: Kristin Prince of Hubbard & Quinn Title Services, INC by phone: (603) 673-7171 or email: kprince@hubbardandquinn.com or Pat Lyons of Merrimack County Savings Bank by phone: (603) 879-8526 or email: plyons@mcsbnh.com.

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 issues that are industry related.

In February the committee will be hosting the monthly session on Tuesday, February 15, 2005 in the GMNBR classroom.

The topic of the REALTOR® to REALTOR® session will be "Writing a Good Contract" It will be an open discussion forum among attendees to provide a sound understanding of contract writing.

Anyone who wishes to attend the session can contact either Co-Chairs of the committee:

Maureen Freeman

(603) 472-7300 – mfreeman@carlsonre.com

Elaine Mahoney

(603) 673-4000 – emahoney@souheganhomes.com

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 February 9, 8:30 a.m., at the Manchester Country Club.

John Archambeault

C21/Dick Cardinal Associates

Cailin Lahey

Prudential Verani/Bedford

Scott Beard

RE/MAX Country Properties

Jay Lee

C21/Dumont North

Steven A. Blum

Thames Road Realty & Development

Helen A. Martin

Innovative Realty/Londonderry

Gregory P. Butterworth

Robert M. Hicks Realty

Katherine McCarthy

Imagine Realty World

Jay Carter

Keller – Williams Realty

Denise L. Robinson

Almost Home Realty, LLC

Haley B. Childs

CB/Residential Brokerage

Jonathan Santy

ERA The Masiello Group

Robin M. Dennis

CB/Culbertson Realty

Kerri Seaverns

Almost Home Realty, LLC

Robert Eisele

Help-U-Sell Hendrick Realty

Joyce A. Sheridan

Robert M. Hicks Realty

Erinn B. Falkowski

CB/Ashton-Kilgore

Julie Spencer

Prudential Verani

Angela Goings

CB/Culbertson Realty

Patrick J. Sweeney

Robert M. Hicks Realty

Larisa Kalish

Innovative Realty

Mary L. Young

Prudential Verani/Bedford

Brenda J. Godwin

Exit Avenue Realty

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.

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.

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

Carolle Hayward
Lois Ireland
Angie Kopka
Nancy Pomerleau



**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**

MEMBERSHIP MEETINGS

The format of the membership meetings has changed. Starting in February the meetings will be held on the second Wednesday of every month, with alternating locations between the Manchester Country Club and the Radisson Hotel in Merrimack, NH.

The format of the meetings has also changed. The meetings will move from an educational forum to more of an informational session. Beginning in March the meetings will aim at highlighting Board news and industry updates and move away from the educational format of years prior. The new format will shorten the length of the meetings as well as allow attendees more time to network and become informed about recent happenings.

The Greater Manchester Nashua Board of REALTORS® looks forward to seeing you at the membership meetings in the months to come.

The next general membership meeting is on Wednesday, February 9 at 8:30 a.m. at the Manchester Country Club.

The topic of discussion will be “Water Quality Issues of the Region” presented by Christine Fletcher, President of Secondwind Water Systems.

CONTACT INFORMATION

Are you receiving all of the GMNBR emails?

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 #: _____