

# GMNBR NEWS



## INSIDE THIS ISSUE:

2006 REALTOR® of the Year Announced	2
2006 Affiliate of the Year Announced	3
New REALTOR® Members	4
New Affiliate Members	5
GMNBR Participates in Spring Clean Up	5
GMNBR Educational Opportunities	6
REALTOR® Safety – A Year Round Priority	7
2005 NHAR Honor Society Recipients	8
GMNBR Public Policy Report	9
New MLS Training Sessions	10
Writers Wanted	11
Name the Newsletter Contest	11
Community News	12
General Membership Meeting Notice	13
Contact Info for GMNBR	14

## GMNBR LEGAL CORNER

REALTOR® “A” filed a listed property with his local MLS offering to pay a fee for agency services. REALTOR® “B” called REALTOR® “A”, identifying himself as a buyer’s agent, and asked if REALTOR® “A” would arrange a showing of the property to his client and himself. REALTOR® “A” agreed. The following day, REALTOR® “B” presents REALTOR® “A” with an offer to purchase that was contingent on the seller’s agreement to pay REALTOR® “B’s” commission. The seller accepts the offer and the sale closed shortly afterward.

REALTOR® “A” then filed a complaint against REALTOR® “B” citing Article 16 of the Code of Ethics as interpreted by standard of Practice 16-16. He stated that REALTOR® “B” had interfered in REALTOR® “A’s” relationship with his seller-client by attempting to negotiate a separate commission agreement with the seller. REALTOR® “B” responded that since the request that the seller pay his commission was made by REALTOR® “B’s” client, the buyer, directly of the seller and not of the listing broker, no violation of the Code of Ethics’ had occurred.

In their decision, the Hearing Panel note that if REALTOR® “B”, or if his client at REALTOR® “B’s” urging, had demanded that a portion of REALTOR® “A’s” commission be paid to REALTOR® “B”, there would have been a valid basis for REALTOR® “A’s” position. Since the request for payment of REALTOR® “B’s” fee was made directly to the seller, REALTOR® “B” was not in violation of Article 16.

Fellow REALTORS®, please be very aware of the situation above and make sure you do not find yourself on the wrong side of the transaction.

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

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

## GMNBR ANNOUNCES 2006 REALTOR® OF THE YEAR

The Greater Manchester/Nashua Board of REALTORS® (GMNBR) recently announced Susan Pendleton of Milford, NH the 2006 GMNBR REALTOR® of the Year. The announcement was made May 11 at the annual GMNBR REALTOR® of the Year Luncheon held at the Event Center at CR Sparks in Bedford, NH.

The REALTOR® of the Year is a longstanding and annual tradition recognized throughout the REALTOR® organization. The recipient of REALTOR® of the Year demonstrates true REALTOR® spirit, is involved with their local, state and national associations, volunteers in the community and has significant business accomplishments.

Pendleton, who is manager of Innovative Realty in Nashua, NH, has been a member of GMNBR for ten years. She has held several leadership positions with the Board including Director, Secretary and most recently President in 2005. She has also been a Director for the New Hampshire Association of REALTORS® (NHAR) since 2003 and has served on, and chaired, several committees for both GMNBR and NHAR. "I am proud to be a REALTOR® and I admire and respect my fellow REALTORS®," she said. "They are among the most hardworking, trusting, fair and honorable people I know. I am proud to say the REALTOR® Pledge and work hard to conduct myself in a way that reflects its principles."

When commenting on why she feels it is important to be active within the REALTOR® organization Pendleton said, "I am proud to be a part of an organization that demonstrates good citizenship in the community. We give money and countless hours of support to charitable organizations. We participate in the government to protect the rights of real estate owners and work to give all people the opportunity to enjoy the benefits of owning real estate."

Pendleton volunteers her time with Friends in Service Helping (FISH), an organization that provides transportation to those in need of rides, and has held positions with the Samaritans of South Central NH, the Girl Scouts of America and as a school volunteer. "I have loved every minute I have volunteered and look forward to new experiences," said Pendleton. "I enjoy helping people and prefer to be the hands on service provider."

Pendleton was presented with a citation from Governor John Lynch and a proclamation from Nashua Mayor Bernard Streeter recognizing her outstanding commitment to real estate and community involvement. Pendleton's name will be submitted to NHAR as a nomination for the statewide REALTOR® of the Year award, which will be chosen from among each of the local board winners in New Hampshire, and announced at the annual NHAR convention held in September.



## GMNBR ANNOUNCES 2006 AFFILIATE OF THE YEAR

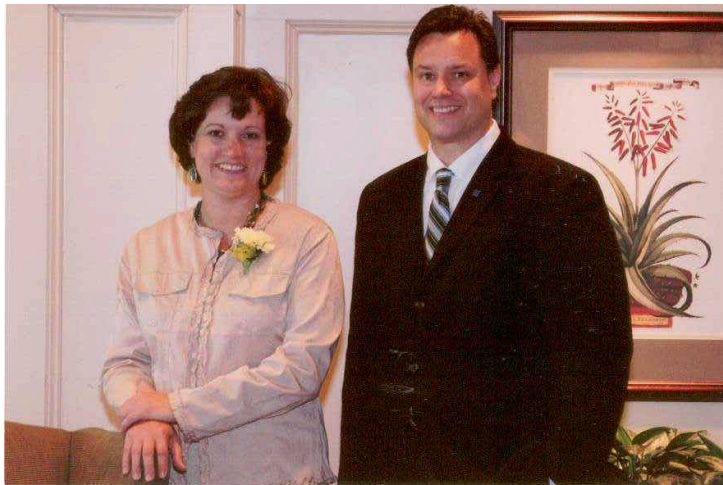
The Greater Manchester/Nashua Board of REALTORS® (GMNBR) recently announced Laura Hammond-Koranda of Nashua, NH as the 2006 GMNBR Affiliate of the Year. The announcement was made May 11 at the annual GMNBR REALTOR® of the Year Luncheon held at the Event Center at CR Sparks in Bedford, NH.

Hammond-Koranda, President of Premiere Settlement Services, LLC in Nashua, NH, has been an Affiliate Member of GMNBR since 2003. Affiliate members of GMNBR provide services to REALTORS®, and their clients, such as mortgage banking, title work, legal services, home inspections, appraising and relocation services.

The recipient of the Affiliate of the Year demonstrates true professionalism, willingness to give their time for REALTOR® activities, is service oriented and shows courtesy and consideration to others. "I value REALTORS® as a source of business and more importantly as a partner in helping consumers to achieve the goal of home ownership," said Hammond-Koranda. "I feel that it is my role to support their efforts, not only as a member of the GMNBR or on a committee, but in my every day dealings," she continued.

Nominees for the Affiliate of the Year award are evaluated on their level of professionalism and community involvement. Hammond-Koranda was chosen for her superior commitment to both. "The core of our business is the home owner," said Hammond-Koranda, "We owe them our respect and we have a responsibility to treat them with care and in an honest manner. I am committed to providing the highest level of customer care I can."

Hammond-Koranda has served on the GMNBR Community Service Committee for three years, two of which she has been Co-Chair. During her time with the Board she has provided assistance to GMBNR, and the local communities, by spearheading numerous fundraising events and community service projects. In addition to her membership with GMNBR, Hammond-Koranda is also a member of the Nashua Elks Lodge B.P.O.E. # 720.



**CONGRATULATIONS  
SUSAN AND LAURA!**

**The Greater Manchester/Nashua Board of REALTORS®  
thanks you for all of your hard work and dedication!**

## WELCOME NEW REALTORS®

Please take a moment to recognize and congratulate the newest members of the Greater Manchester/Nashua Board of REALTORS® (GMNBR). 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 to be held on Wednesday, June 21, 2006 at the Crowne Plaza Hotel in Nashua, NH.

**Laurel S. Allaby**

CB Ashton-Kilgore Realty, Inc.

**Harri Asplund**

Help-U-Sell / Ken Gogan Realty

**Edgar Babineau**

Exit Avenue Realty

**Steven Barfuss**

Imagine World Realty, LLC

**Suzanne M. Charest**

CB Ashton-Kilgore Realty, Inc.

**Mariaelena DeBenedictis**

Thatcher & Co. Real Estate

**Miriam DeSantis**

Miriam DeSantis Realty, LLC

**Phuong H. Dong**

Bridgeman Realty Group

**Daniel J. Fitzgerald**

Prudential Verani / Bedford

**Bryan Foose**

Keller Williams / Nashua

**Cheryl A. Hines**

Carlson GMAC / Nashua

**Robert W. Hodgman, Jr.**

Exit Avenue Realty

**Jennifer L. Jefferis**

Erwin Real Estate

**Julie A. Lowe**

Equine Homes R.E., LLC

**Tom Mirando**

Keller Williams / Metropolitan

**Charles C. Morrison**

Prudential Verani – Foster R.E.

**David A. Normand**

ROXO Realty, LLC

**Luciane S. Ortis**

CB Residential Brokerage / Nashua

**John Pepin**

Keller Williams / Metropolitan

**Michael E. Sanborn**

Kathy Snyder Realty Group, LLC

**Andrew Sylvia**

C21 One Step Realty

**Shawn M. Tafe**

CB Brian Moses Realty

**Paul Tully**

Kathy Snyder Realty Group, LLC

**Jean Woodward**

CB Ashton-Kilgore Realty, Inc.

## WELCOME NEW AFFILIATE MEMBERS

The GMNBR would like to extend a warm welcome to our newest Affiliate member of the Board. All new Affiliate members are invited to attend the next General Membership Meeting, being held on Wednesday, June 21, 2006 at the Crowne Plaza Hotel in Nashua, NH, for an introduction to the membership and to receive their Affiliate pins.

**Deborah Crane**

Countrywide Home Loans

**Lana Perkins**

Liberty Mutual / Londonderry

**Patti Clark**

Wells Fargo Home Mortgage

**Michael Rocheleau**

Rocheleau Finance & R.E. School, LLC

**Bob Fico**

PODS (NE Portable Storage, LLC)

**Steve Walls**

Comprehensive Property Services, LLC

**Kelly Moran**

Moran Appraisal Services



## GMNBR PARTICIPATES IN SPRING CLEAN UP

On Saturday, May 6, members of the Greater Manchester/Nashua Board of REALTORS<sup>®</sup>, in cooperation with the Seniors Count of Manchester, NH, participated in a Spring Clean up for senior citizens in the Manchester area.

Members of the GMNBR, and their families, turned out for Saturday's event to assist elderly individuals in the community with spring cleanup chores. Volunteers were needed to fulfill the requests of 86 senior citizens in the Manchester community with tasks such as raking lawns, changing batteries in smoke detectors and installing air conditioners.

Recognizing that elderly citizens oftentimes struggle with household responsibilities GMNBR members were thrilled to have the opportunity to join efforts with the Seniors Count program. Many of these projects are difficult for the elderly to complete and Saturday's event was an invaluable service.

"It was very heartwarming to see the smiles of the seniors we were able to help out," said Laura Hammond-Koranda, volunteer and coordinator for GMNBR's participation. "I only wish we were able to do more," she continued.

Members of GMNBR volunteer their time in a number of ways and regularly take part in community projects that have an affect on home ownership. Saturday's volunteers were aware that the ability to keep up with general maintenance could mean the difference of some seniors being able to stay in their homes and they were eager to lend a helping hand.



## 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](http://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 June. For a complete list please use the interactive calendar on the GMNBR website.

Date	Time	Course	Instructor	Cost
June 7, 2006	10:00 a.m. to 1:00 p.m.	Elective <i>Understanding &amp; Using Real Estate Auctions</i>	Dick Berman	\$40
June 8, 2006	9:00 a.m. to Noon	Elective <i>Planning, Zoning &amp; Other Land Use Issues</i>	Neal Barrett	\$40
June 13, 2006	9:00 a.m. to Noon	Elective <i>Understanding Credit Scoring</i>	Michael Rocheleau	\$40
June 19, 2006	10:00 a.m. to 1:00 p.m.	CORE Course	Alan Rice	\$40

### FREE SEMINAR

**WHERE:** Ocean National Bank, 150 Elm Street, Manchester, NH 03304 / First Floor Board Room

**DATE:** Wednesday, June 14, 2006

**TIME:** 9:00 a.m. - Noon or 1:00 - 4:00 p.m.  
Please specify which time you are signing up for

Ocean National welcomes you to attend our Recertification Seminar (Core Course). Seating is limited to the first twenty-five people who sign up for each session. It is requested that you PLEASE call at least forty-eight (48) hours in advance if you are unable to attend so that someone else on the waiting list can take your place.

This course is being presented by Prescott Lane, Market Street Settlement Group and Mary Scott, Mortgage Loan Officer, Ocean National Bank.

**Please RSVP to Mary Scott, (603) 571-0447 or email at [mscott@eOcean.com](mailto:mscott@eOcean.com) before June 12, 2006.** Coffee and pastries will be served.

### CRS NINJA SELLING II

The CRS designation is the highest level of designation that a REALTOR® can obtain. The CRS courses are presented in various cities throughout the United States in conjunction with the Council of Residential Specialists, an affiliate of the National Association of REALTORS®.

Earlier this month the GMNBR hosted a one day, “Ninja Selling I” course, and by popular demand has arranged to host the “Ninja Selling II” course. This one day course is a powerful seminar modeled after the methods and philosophy of one of the most successful real estate companies in the country. The cost of the course is \$165 which includes the cost of the course, breakfast and lunch.

The course will be held on June 26, 2006 from 8:00 a.m. – 5:00 p.m. at the Wayferer Inn and Convention Center in Bedford, NH. Advance registrations forms for all CRS courses are available in the GMNBR office, 166 South River Road, Bedford, NH 03110 or by searching the GMNBR’s interactive calendar located at: [www.gmnbr.org/calendar/events.php](http://www.gmnbr.org/calendar/events.php).

## REALTOR® SAFETY – A YEAR-ROUND PRIORITY

### The 10-Second Rule

One of the most common reasons that people find themselves in dangerous situations is that they weren't paying attention. Take a few precious seconds during the course of your day to assess your surroundings.

#### Take 2 seconds when you arrive at your destination

- Is there any questionable activity in the area?
- Are you parked in a well-lit, visible location?
- Can you be blocked in the driveway by a prospect's vehicle?

#### Take 2 seconds after you step out of your car

- Are there suspicious people around?
- Do you know exactly where you're going?

#### Take 2 seconds as you walk towards your destination

- Are people coming and going or is the area unusually quiet?
- Do you observe any obstacles or hiding places in the parking lot or along the street?
- Is anyone loitering in the area?

#### Take 2 seconds at the door

- Do you have an uneasy feeling as you're walking in?
- Is someone following you in?

#### Take 2 seconds as soon as you enter your destination

- Does anything seem out of place?
- Is anyone who shouldn't be there or who isn't expected?

#### Safety in Just 10 Seconds

It takes just 10 seconds to scope out your surroundings and spot and avoid danger. Make this "ten-second scan" a habit in your everyday work as a REALTOR®. Then share it with someone else.

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](http://www.gmnbr.org/downloads/realtor_safety.pdf), or visit the NAR's Safety site at [www.REALTOR.org/Safety](http://www.REALTOR.org/Safety).

Sources: "What You Can Do About Safety," *REALTOR® Magazine*, September 2000. Courtesy Night Owl/Vector Security, Landover, MD. This article is part of the NATIONAL ASSOCIATION OF REALTORS® 2005 REALTOR® Safety Week Kit.

## SAVE THE DATE

On July 14, 2006 the GMNBR Community Service Committee will be sponsoring an evening of arena football with the Manchester Wolves! The game will be held at the Verizon Wireless Arena. The doors will open at 6:30 p.m. and the game will begin at 7:30 p.m. The Wolves will be playing the W-B/Scranton Pioneers. The evening will provide a light dinner and a cash bar. Please watch your emails in the weeks too come, tickets will be available to GMNBR members soon!

## 2005 NHAR HONOR SOCIETY RECIPIENTS

The following people were recently recognized at GMNBR REALTOR® of the Year luncheon and presented with pins for their membership with the NHAR Honor Society. The NHAR Honor Society is designed to encourage board participation among members. The purpose of the NHAR 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. To become a member of the Honor Society individuals must earn 150 or more between January 1, 2005 and December 31, 2005. Points are earned through participation in various activities throughout the previous calendar year.

### NHAR HONOR SOCIETY

Gail Athas  
 Maxine Goodhue  
 Joseph Ireland  
 Elaine Mahoney  
 Deborah Mallon  
 Jean Marshall  
 Susan Pendleton  
 Nancy Philbrick  
 Rick Ruo  
 Paul Sargeant  
 George Skilogianis  
 Hank Stoudt

### LIFETIME MEMBERS

(Received for Over 15 Years of Service)

Marlene Belmore  
 Marypat Bilodeau  
 Lorraine DeMinico  
 John Doran  
 Bonnie Guevin \*  
 Carollee Hayward  
 Lois Ireland  
 Angie Kopka  
 Nancy Pomerleau  
 Thomas Riley

### AFFILIATE HONOR SOCIETY MEMBERS

Dianne Beaton  
 Laura Hammond-Koranda  
 Melissa Hanke  
 Kristin Prince  
 Laura Stephan

\* GMNBR Highest Point Receiver !

## GMNBR PUBLIC POLICY REPORT

In this month's newsletter, the goal is to provide a detailed explanation to the membership, so that each member can have the opportunity review all the information that is available to them through the national, state and local levels on Public Policy issues and the REALTORS® Political Action Committee (RPAC). It may seem redundant to some, however having such valuable information available at your finger tips that has a tremendous impact on our industry, needs to be looked at more thoroughly. For more detailed information, members can access the Public Policy and RPAC websites through the REALTOR® links on [www.gmnbr.org](http://www.gmnbr.org), or [www.NHAR.org](http://www.NHAR.org).

When visiting the NHAR website, on the left hand menu you will see the Government Affairs category. Click this category and you will get a drop menu with five sites:

1. Legislative Activities
2. Legislative Resources
3. NAR Action Center
4. NHAR Issues Mobilization Fund
5. NH REALTOR® Political Action Committee (RPAC)

Each of these sites has detailed information regarding each particular subject. For example:

1. Legislative Activities will list all the bills that were monitored by the NHAR Public Policy Committee. The list includes the bill numbers, i.e. HB 176; the title of the bill; its status in the House or Senate and whether or not it was signed into law; in addition to NHAR's position or disposition on the bill. A checkmark next to the bill on the legislative chart is indicative that NHAR's Public Policy initiatives were successful.

2. Legislative Resources will include links allowing you to search for your state representatives and senators, with contact information, just in case you needed to reach them. The legislative search engine, also included in this section, allows you to look up proposed legislation by both topic and number. You can also access NH Landlord / Tenant Law, the NH Real Estate Practice Act, and the New Hampshire Real Estate Commission (NHREC).

3. The NAR Action is just what it sounds like – it is the Call for Action center providing information on any issues that affect our industry. If you haven't done so already, please take the time to register yourself with the Action Center so you can remain well informed on important issues.

The last two sections to visit from the NHAR website are the Issues Mobilization Fund (IMF) and RPAC. These sites will give a thorough explanation of IMF Funds and RPAC contributions. On the right hand side of each of the sections you can download a contribution form and make a contribution to either IMF or RPAC. You can also view the 2006 Pin Club contributors, the Trustees, and the current political action contribution report, which will be broken down by each individual Board's contributions and in include the percentage to goal and statewide totals. Currently, GMNBR is at 73% of their goal, with having contributed \$17,673 of the total goal of \$24,189 for 2006.

If each member would please take the time to access this information and review it, they would have a better understanding of important role the NHAR Public Policy Committee, the Realtor Political Action Committee, and Issues Mobilization Fund have on our business. Your contributions are an investment in your business and a commitment to preserving the future of our industry.

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

## NEW MLS SYSTEM TRAINING SESSIONS

As many of you may already know, NNEREN has selected a new vendor to service the MLS system. The new vendor, Offutt, will soon be launching training workshops for the new MLS system InnoVia. The initial training, with 8 trainers, is set to begin on June 12 and run through June 30. There will be two trainers who will remain after the system goes live on July 1 and they will be doing on-going training throughout the month of July at the locations that are chosen for the initial training. An informational website has been created and can be located at: [www.newmlssystem.com](http://www.newmlssystem.com). Please visit this site to register for the training sessions listed below.



### Manchester 1 (hands on)

June: 12, 13, 14, 15, 16, 19, 20, 21, 22  
 Times: 9:00 a.m. - 12:00 p.m. & 1:30 p.m. - 4:30 p.m.  
 Location: NHCTC, 1066 Front Street, Manchester, NH 03102

### Manchester 2

June: 12, 13, 15, 16, 19, 20, 22, 23, 26, 27  
 Times: 9:00 a.m. - 12:00 p.m. & 1:30 p.m. - 4:30 p.m.  
 Location: Comfort Inn, 298 Queen City Avenue, Manchester, NH 03102

### Keene

June: 26, 27, 28, 29  
 Times: 9:00 a.m. - 12:00 p.m. & 1:30 p.m. - 4:30 p.m.  
 Location: Keene State College, 229 Main Street, Keene, NH 03043

### Nashua (hands-on)

June: 12, 13, 14, 15, 16  
 Times: 9:00 a.m. - 12:00 p.m. & 1:30 p.m. - 4:30 p.m.  
 Location: NHCTC, 505 Amherst Street, Nashua, NH 03063

### Portsmouth (hands-on)

June: 12, 13, 14, 15, 16, 19, 20, 21  
 Times: 9:00 a.m. - 12:00 p.m. & 1:30 p.m. - 4:30 p.m.  
 Location: Blended Solutions Tech Institute, 231 Corporate Drive, Portsmouth, NH 03081

### Portsmouth 2

June: 19, 20, 21, 22, 23  
 Times: 9:00 a.m. - 12:00 p.m. & 1:30 p.m. - 4:30 p.m.  
 Location: Blended Solutions Tech Institute, 231 Corporate Drive, Portsmouth, NH 03081

### Concord

June: 19, 20, 21, 22, 23, 26, 27  
 Times: 9:00 a.m. - 12:00 p.m. & 1:30 p.m. - 4:30 p.m.  
 Location: Holiday Inn, 172 North Main Street, Concord, NH 03301

### Claremont (hands-on)

June: 12, 13, 14, 15, 16  
 Times: 9:00 a.m. - 12:00 p.m. & 1:30 p.m. - 4:30 p.m.  
 Location: NHCTC, One College Drive, Claremont, NH 03743

### Laconia (hands-on)

June: 19, 20, 21, 22, 23, 26, 27, 28  
 Times: 9:00 a.m. - 12:00 p.m. & 1:30 p.m. - 4:30 p.m.  
 Location: SNHU, 2 Airport Road, Gilford, NH

### Montpelier, VT

June: 26, 27  
 Times: 9:00 a.m. - 12:00 p.m. & 1:30 p.m. - 4:30 p.m.  
 Location: Hilltop Inn, 3470 Airport Road, Berlin, VT 05602

### Littleton (hands-on)

June: 26, 27, 28, 29, 30  
 Times: 8:30 a.m. - 11:30 p.m. & 12:30 p.m. - 3:30 p.m.  
 Location: NHCTC, 646 Union Street, Susite 300, Littleton, NH 03561

### Conway

June: 26, 27  
 Times: 9:00 a.m. - 12:00 p.m. & 1:30 p.m. - 4:30 p.m.  
 Location: White Mountain Hotel, Westside Road, North Conway, NH 03860



## WRITERS WANTED

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! 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](mailto: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](mailto:hstoudt@nhhomes.com) / (603) 886-8800 or Charity Ross, GMNBR Director of Communications & Marketing: [charity@gmnbr.org](mailto:charity@gmnbr.org) / (603) 668-1054.

## CAST YOUR VOTE NOW!

The entries are in for a new name for the newsletter. The following are the submissions that were received. Please register your vote by sending your choice to [info@gmnbr.org](mailto:info@gmnbr.org). The one with the most votes will win. A total of 25 votes must be cast – **Only 7 more entries needed!** The new name will be announced once the votes are in. If your selection is the winning entry your name will be entered into a drawing to receive a free admission to one regular membership meeting of your choice \*

Home Spun Newsletter	Home Base
REALTOR® Update	GMNBR HUB
REALTOR® News	® News
What’s Up REALTORS®?	GMNBR Signals
REALTORS® in the Know	GMNBR Messenger

\* Excludes special membership meetings such as the Holiday Gala and ROTY.

## 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](mailto:charity@gmnbr.org).

### 3<sup>rd</sup> ANNUAL INNOVATIVE REALTY 2006 GOLF OUTING

- WHY:** To raise money for Families in Transition, a non-profit agency with locations in Manchester & Concord, NH that provides safe, affordable housing to homeless individuals with, or without, children.
- WHEN:** Tuesday, July 18, 2006 (Deadline to register is Tuesday, July 11, 2006)
- WHERE:** Mojalaki Golf Club, 321 Prospect Street, Franklin, NH 03235
- TIME:** Registration is 7:30 a.m.-8:15 a.m.  
Shotgun start at 8:30 a.m.
- COST:** \$95 per single / \$365 per foursome  
\$25 for lunch only
- CONTACT:** Innovative Realty, 545 Daniel Webster Highway No., Manchester, NH 03104  
Please call Paul Perry – (603) 622-9979 x420 or Nancy Philbrick – (603)622-9979 x401 or email [pperry@innovativerly.com](mailto:pperry@innovativerly.com)

### MAKING THE DIFFERENCE

#### Domestic Violence Training for Housing and Service Providers

- WHEN:** Wednesday, June 7, 2006
- WHERE:** Best Western Executive Court Inn and Conference Center Banquet Facility, 1199 South Mammoth Road, Manchester, NH
- TIME:** 8:30 a.m. – 12:00 p.m.
- COST:** \$10/Person – Space is limited  
Deadline to register is Friday, June 2, 2006
- CONTACT:** Mia Velasquez, Phone: (603) 668-2900 x202 / Fax: (603) 625-1840 / Email: [mvelasquez@nhla.org](mailto:mvelasquez@nhla.org) / Mail: New Hampshire Legal Assistance, 1361 Elm Street, Suite 307, Manchester, NH 03101

### HOUSEHOLD HAZARDOUS WASTE COLLECTION

- FOR:** Residents of Amherst, Brookline, Hollis, Hudson, Litchfield, Merrimack, Milford, Mont Vernon, Nashua, Pelham and Windham.
- WHEN:** Thursday, June 15, 2006
- TIME:** 3:00 p.m. – 7:00 p.m.
- WHERE:** Nashua Public Works Garage, 6 Riverside Street (Rte 3 Exit 5W), Nashua, NH
- CONTACT:** For more information please contact the Nashua Regional Planning Commission, (603) 883-0366 or visit [www.nashuarpc.org](http://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® GENERAL MEMBERSHIP MEETING

Wednesday, June 21, 2006  
Crowne Plaza, Nashua, NH

4:30-5:00 p.m. – Registration  
5:00-6:00 p.m. – Membership Meeting  
6:00-7:00 p.m. – Social Hour

Cost: \$15.00  
To include Hors D’oeuvres and cash bar

### Program to Include:

New REALTOR® Inductions

A presentation by guest speakers Jeff Keeler and Chris Nicolopoulos  
addressing key issues affecting your earnings

### **FREE Magnetic REALTOR® Pin**

As a way of saying thank you to our members, all GMNBR REALTORS® in  
attendance will receive a complimentary magnetic REALTOR® pin!

**\* Deadline for reservations and payment is Wednesday, June 14, 2006**

Attendee(s): \_\_\_\_\_

Company: \_\_\_\_\_

Phone #: \_\_\_\_\_ Email: \_\_\_\_\_

Payment:

Check: \$ \_\_\_\_\_ Check # \_\_\_\_\_

Charge: \$ \_\_\_\_\_ VISA \_\_\_\_\_ MasterCard \_\_\_\_\_

Name on Credit Card: \_\_\_\_\_

Credit Card #: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ Security Code: \_\_\_\_\_ Billing Zip Code: \_\_\_\_\_

(3 digit # on back of credit card)

Signature: \_\_\_\_\_

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

\* Registrations made with credit cards may also be made through our website [www.gmnbr.org](http://www.gmnbr.org). Payment must accompany reservation form in order to guarantee seating. Registrations and cancellations will be accepted prior to 4:30 PM on Wednesday, June 14, 2006. Any person who registers for this meeting and does not cancel 48 hours prior to the meeting will be billed \$15.



**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](mailto:info@gmnbr.org)**

**Web: [www.gmnbr.org](http://www.gmnbr.org)**



**EMAIL FOR THE  
GMNBR STAFF**

**SUSAN AFFLERBACH:**

**[susan@gmnbr.org](mailto:susan@gmnbr.org)**

**JOAN BALDESSARI:**

**[joan@gmnbr.org](mailto:joan@gmnbr.org)**

**CAROLINE HERRON**

**[caroline@gmnbr.org](mailto:caroline@gmnbr.org)**

**CHARITY ROSS:**

**[charity@gmnbr.org](mailto: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](mailto: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](mailto: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.