

GMNBR NEWS



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2007 GMNBR OFFICERS & DIRECTORS ELECTED

Thank you to everyone that participated in this year's election. This was one of the strongest elections we've had yet with over 30% of the membership voting!

The ballots have been tallied and the results are in, please take a moment to congratulate newly elected 2007 GMNBR Officers & Directors.

Vice President

Nancy Philbrick

Treasurer

Thom Nofsinger

Secretary

Maxine Goodhue

Directors (2 Year Term)

Karen Cormier

Carl Johnson

Peter Schwartz

The 2007 GMNBR Board of Directors is also to include the following members:

President

Gail Athas

Immediate Past President

Hank Stoudt

Lifetime Ex-Officio Member

Angie Kopka

Directors (1 Year Remaining)

Michael Caouette

Barbara Cunningham

Darleen Dumont

Jim Spellman

In addition to the above, per GMNBR Bylaws, the Board of Directors will include seven (7) standing committee chairs or their liaisons (appointed by the committees and recommended to the President for approval) and one (1) non-voting Affiliate member (appointed by the President).

More information on each of these candidates, including pictures is available on the GMNBR website, www.gmnbr.org/downloads/ballot_2007_new2.pdf.

WELCOME NEW MEMBERS

Please take a moment to recognize and congratulate the newest members of the Greater Manchester/Nashua Board of REALTORS® (GMNBR). Everyone listed below has completed both the GMNBR and the NHAR Orientations and are scheduled to be inducted at the next Membership Meeting to be held on November 15, 2006 at the Crowne Plaza Hotel, Nashua, NH.

Rachel Chung

Keller Williams Realty – Nashua

Holly Ann Countie

ERA The Masiello Group – Nashua North

Taina Cruzada-Cote

Exit Avenue Realty

Pamela Raymond-Beede

RE/MAX Synergy

Harvey Richardson

Nancy Caron Realty

William M. Spinelli

Pat Clancey Associates

Kristin Sullivan

ERA The Masiello Group – Manchester

Ernest D. Swersky

ERA The Masiello Group – Nashua North

Elizabeth A. Verity

Lee Fitzgerald Real Estate Services

WRITERS NEEDED FOR *NASHUA TELEGRAPH* ARTICLES

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! Or, if you choose, you can create the article in a question answer format in which the article will begin by posing a question that is consumer oriented and then the remainder will seek to provide an answer.

All articles should be 300-400 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. 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 / (603) 886-8800 or Charity Ross, GMNBR Director of Communications & Marketing: charity@gmnbr.org / (603) 668-1054.

US MARINE CORPS TOYS FOR TOTS DRIVE

The GMNBR Community Education Committee, in conjunction with the United States Marine Corp will be supporting a Toys for Tots drive through the months of November and December. GMNBR members are encouraged to bring new unwrapped toys in their original package or gift certificates to the GMNBR Membership Meeting on Wednesday, November 15 (see page 9 for more information) or deliver donations to the GMNBR office located at 166 South River Road, Bedford, NH 03110 no later than Monday, December 11, 2006.

Toys for Tots is a non-profit cause and all proceeds go directly to the needy children of New Hampshire. Your support and participation is appreciated. For more information, or to become a drop site please contact Staff Sergeant Jose at the United States Marine Corps, 64 Harvey Road, Suite 107, Londonderry, NH, 03053; Phone: (603) 537-8006 / Cell: (603) 556-2381 / Fax: (603) 537-0736.

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 present 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, or visit the NAR's Safety site at www.REALTOR.org/Safety.

Source: Source: "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® 2006 REALTOR® Safety Week Kit.



ATTENTION 25 YEAR REALTORS®



Have you been a REALTOR® for 25 years? Will you have reached that milestone anniversary date by December 31, 2006? If so, and if you have not previously received your 25-year pin, please notify Joan Baldessari at GMNBR as soon as possible. We will be honoring our 25 year REALTORS® at the November membership meeting. Please fax GMNBR at (603) 627-0936 and include your name, company and date of REALTOR® membership.

GMNBR LEGAL CORNER

Case Interpretation Related to Article 8

Case #8 -1 Failure to Put Deposit in Separate Account (Revised Case #18-1 May, 1988. Transferred to Article 8 November, 1994. Revised November, 2001)

REALTOR® A, a listing broker, obtained a signed offer to purchase, together with Buyer C's check for \$5,000 as an earnest money deposit. Buyer C's offer was subject to the sale of his current resident. REALTOR® A presented the offer to Seller B who accepted it. REALTOR® A then inadvertently deposited the earnest money check in his personal checking account. Since Buyer C's offer was contingent on the sale of his current home, Seller B's house remained on the market. A week later, REALTOR® A received another offer to purchase Seller B's house from another broker and presented it to the seller as a back-up offer. Buyer C was informed about this new offer and reluctantly concluded that he would be unable to waive the sale contingency or proceed with the purchase of Seller B's house. He then asked REALTOR® A for his \$5,000 check back. REALTOR® A explained that he had mistakenly deposited Buyer C's check in his personal bank account which had been attached since he receive Buyer C's offer, and he was temporarily unable to refund the deposit to Buyer C.

Buyer C filed a complaint with the Board of REALTORS®, which was received by the Grievance Committee. The Grievance Committee concluded that the complaint warranted a hearing and referred it to the Professional Standards Committee. At the hearing, REALTOR® A explained that his bank account had been unexpectedly attached following the loss of a civil suit which he was appealing; that his deposit of Buyer C's check in his personal account was a simple error in handling deposit slips; that he was arranging for the prompt release of his account; and that everything would be straightened out in three to four days, which should not be a great inconvenience to Buyer C.

It was the conclusion of the Hearing Panel that REALTOR® A was in violation of Article 8 of the Code of Ethics for having failed to put Buyer C's earnest money deposit in a special account separate from his personal funds.

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

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

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 November. 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>
November 9, 2006	9:00 a.m. to Noon	CORE Course	John Doran	\$40
November 15, 2006	10:00 a.m. to 1:00 p.m.	Elective <i>Negotiation Skills</i>	Alan Rice	\$40
November 16, 2006	10:00 a.m. to 1:00 p.m.	Elective <i>Understanding & Using Real Estate Auctions</i>	Dick Berman	\$40
November 28, 2006	9:00 a.m. to Noon	Elective <i>Risk Management</i>	Kathy Roosa	\$40

REALTOR® TO REALTOR® SESSION

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

In November the GMNBR Education Committee will be hosting its next REALTOR® to REALTOR®. The session will be held on Tuesday, November 28, 2006 from 12:30 p.m. – 2:00 p.m. in the GMNBR classroom. The session, entitled “Buying and Selling in Uncertain Times” will feature the New Hampshire Association of REALTORS® Speakers Bureau. The session will be led two speakers: Dorothy Harris of the Strafford County Board of REALTORS® and Dennis Daggett of the Concord Board of REALTORS®. The session will feature a 20-minute PowerPoint presentation followed by a question/answer forum. The message of the presentation is that the cooling marketplace should be seen not only as a challenge to REALTORS®, but also as an opportunity, allowing REALTORS® to leverage their expertise during a period when the public at large and For Sale By Owners (FSBO’s) are at a particular disadvantage. In short, now more than ever there is a need for REALTOR® market expertise.

Attendance to the REALTOR® to REALTOR® is free and lunch will be sponsored to attendees by Vickie Gordon of CTX Mortgage. Due to fire code regulations in the GMNBR classroom the REALTOR® to REALTOR® is limited to 50 attendees. Registration for the session will open one week prior to the date and is on a first come – first served basis. Please watch your email for more information on this session and how to register in the weeks to come!

GMNBR PUBLIC POLICY REPORT

A reminder to keep this day available... Tuesday, November 7th, 2006. Please put this date in your day planner and REMEMBER TO VOTE! If you are going to be away on that day and are unable to vote, please either contact your local city/town clerk so that you can get your ABSENTEE BALLOT in!!!

The GMNBR is respectively represented by three counties: Hillsborough, Merrimack and Rockingham. Within those districts there are 11 candidates that your RPAC funds are supporting, all of which are REALTOR[®] members. They are as follows:

Hillsborough County:

Andy Peterson (R – Dist. 3), **Gary Springs (R – Dist. 12)**, Benjamin C. Baroodly (D – Dist. 13),
Vivian Desmarais (R – Dist. 14), **Andrew Sylvia (D – Dist. 19)**, **Anthony P. Matarazzo (D – Dist. 20)**,
Paul LaFlamme, Jr. (R – Dist. 20), Michael Christopher (R – Dist. 21), Kenneth Ziehm (R – Dist. 24),
Angeline A. Kopka (D – Dist. 26).

Rockingham County:

Karen Keegan Hutchinson (R – Dist. 3).

Thank you, again, to all the GMNBR REALTOR[®] candidates (highlighted in bold) for their campaign efforts and GOOD LUCK to each of you in the general election on Tuesday, November 7th.

Congratulations to the GMNBR membership!!! We reached our goal of \$23,130 in fundraising for the New Hampshire REALTOR[®] Political Action Committee (NH RPAC) for the first time ever!!! In fact, GMNBR came in at 106%, with a total of \$24,590 raised (figures as of October 6, 2006).

As I mentioned in last month's newsletter, I would like to recognize, and thank each of the Pin Club contributors for their generosity. Your extra efforts put us over goal and I sincerely thank each and every one of you, we couldn't have done it without you!

Sterling "R" – \$1,000

Gail Athas, Maxine Goodhue, Bonnie Guevin

Capital Club - \$500

Patricia Brodie, Elaine Mahoney, GMNBR, George Skilogianis

Granite Club - \$250

Lorraine DeMinico

"99" Club - \$99

Norman Aboshar, John Doran, Darleen Dumont, Mary Beth Gustitus, Patricia Hinds, Carl, Johnson,
 Tim Joyce, Angie Kopka, Claire Monier, Karen Patten, Susan Pendleton, Nancy Philbrick, Tom Riley,
 Rick Ruo, Paul Sargeant, Jim Spellman, Hank Stoudt, Randy Turmel, Laura Tyers.

Thank you to all for helping GMNBR make it over the top!!! As a member of GMNBR and as your NH RPAC Chair, I couldn't have been more proud of GMNBR and its membership. Thank you!!!

Respectfully Submitted,

George Skilogianis

2006 NH RPAC Chair / Public Policy Committee Member

NNEREN NEWS

The following is a report of important NNEREN news. The content below was discussed at the October, 11, 2006 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) 228-9753.

NNEREN ACTION ITEMS:

- The per agent dues for 2007 will be \$15/month and the non-REALTOR[®] per agent dues for 2007 will be \$40/month. The non-REALTOR[®] office application fee will be \$650.
- The slate of officers for 2007 will be:
President: Alan Croteau, Greater Claremont Board
President Elect: Dennis Daggett, Concord Board
Secretary: Mary Magnell, Upper Valley Board
Assistant Secretary: Sally Pratt, North Country Board
Treasurer: Pam Turcotte, Granite State South Board
Assistant Treasurer: Judy Williams, Granite State South Board
- It was voted to accept the form of the Enhanced Data Feed Agreement as presented (having been reviewed by the Data Licensing Committee and Legal Counsel) for limited uses in connection with software development for NNEREN members and Intranet feeds for Participants. It was also voted that the Third Party Data Feed fees be amended to have a two tier pricing with Participants paying \$1,000 and all others paying \$2,500 for this feed.
- It was voted that all virtual tours be unbranded within the NNEREN system (database and website) effective January 1, 2007. Consistent with the rules regarding photos and images, all virtual tours, in connection with both current listings and new listings, will need to be free of agent/office reference of any kind as of January 1, 2007. Agents still have the ability to put a branded tour on REALTOR.com via an enhanced listing option offered by REALTOR.com.
- It was voted to allow a link for the NHAR website to the NNEREN database and to deny NHAR's request to be a NNEREN member as our By-Laws do not allow a non-licensed entity to become a member.

NNEREN NEWS:

- There are currently 8,496 active agents in the system.
- Dennis Power, the Technical Trainer of Offutt is available to provide basic, advanced or a new statistical training class for local boards. Dennis can be reached at the NNEREN office, (603) 228-9753.
- The rollout date for Personal InnoVia, the distributed version of InnoVia, is estimated at November 1st. Offutt will be sending an installation CD which will have the programming but no data. Participants/users will need to download desired market towns for the data.

NNEREN MEMBER TOPICS DISCUSSED:

- A request was considered on behalf of two Boards (Seacoast & Strafford) that pertinent sold data be forwarded to a publisher in order to provide their members with a comp book (Offutt will provide it via FTP only). It was approved as long as a letter of understanding from NNEREN to the publisher on the allowed usage of the data be signed by the publisher prior to receiving the data.

GMNBR COMMUNITY SERVICE COMMITTEE UPCOMING EVENTS & ACTIVITIES

The GMNBR Community Service Committee is gearing up for a couple of busy months and needs your help! Over the next few weeks there are several events and activities that your participation in would be greatly appreciated. Please consider joining us for one, or all of these events in support of the GMNBR Community Service Committee. For more information on any of these events please contact Charity Ross at GMNBR, (603) 668-1054 / charity@gmnbr.org.

SENIORS' FALL CLEAN-UP

- FOR:** Please join the GMNBR Community Service Committee in assisting Manchester's senior citizens by volunteering your time with the Seniors' Count Fall Clean Up. The day will be focused on helping senior citizens in Manchester with fall cleanup chores. Volunteers will rake lawns, remove air conditioners, change batteries in smoke detectors and other small chores to enable senior citizens to remain in their homes. The assistance with these basic household chores sometimes can make the difference of whether or not an elderly person is able to remain in their home. The goal of the event is to help between 85-125 households. The number served depends directly on the number of volunteers who step forward!
- WHEN:** Saturday, November 4, 2006
- TIME:** 9:00 a.m. to 2:00 p.m.
- WHERE:** The event will commence at the American Red Cross carriage house located at 1800 Elm Street in Manchester, NH. Participants will be provided a continental breakfast, will prepare bag lunches for the day and receive their assignments.
- INFO:** Teams can be formed with groups of four to six people or participants can be assigned to a team the day of the event. Teams will be assigned to two or three homes, dependent on the amount of work needed to be done. Participants are asked to bring their own clearly identified tools and dress for the occasion. The event will be held rain or shine. Volunteers above the age of 14 are encouraged to participate. Anyone under the age of 18 must be accompanied by an adult.
- CONTACT:** To volunteer please contact Seniors Count at (603) 668-8601 / vac@snhs.org.

SALVATION ARMY BELL RINGING

- FOR:** Please join the GMNBR Community Service Committee in assisting the Salvation Army's 2006 Kettle Campaign. One of the Salvation Army's largest fundraisers, bell ringers stand at red kettles as a reminder to the community that "Sharing is Caring." This year's campaign will run from November 9 through December 23.
- WHEN:** GMNBR Members can select from any of the following dates/times to volunteer:
Thursday, November 30 at Filene's/Macy's, Mall of NH, Manchester, NH
Wednesday, December 6 at Macy's, Bedford, NH
Thursday, December 7 at Filene's/Macy's, Mall of NH, Manchester, NH
Thursday, December 14 at Macy's, Bedford, NH.
- TIME:** The volunteer times for all of the above dates are from 9:00 a.m. – 5:00 p.m.
- CONTACT:** To volunteer please contact Joanne Riopel at: jriopel@innovativerlty.com.

COMMUNITY NEWS

The "Community News" section of the website is an area to post what other industry related events are taking place. It is an opportunity for other GMNBR members to submit information on community events that will have a direct impact on the real estate industry and/or the citizens of our communities. Anyone interested in posting a community event can send their information to GMNBR, Attn: Charity Ross, 166, South River Road, Bedford, NH 03110, Phone: (603) 669-1054, Fax: (603) 627-0936, Email: charity@gmnbr.org.

HOUSEHOLD HAZARDOUS WASTE COLLECTION

FOR: Residents of Amherst, Brookline, Hollis, Hudson, Litchfield, Merrimack, Milford, Mont Vernon, Nashua, Pelham and Windham.

WHEN: Saturday, November 4, 2006

TIME: 8:00 a.m. to Noon

WHERE: The collection site is located at the Nashua Public Works Garage, 6 Riverside Street (Rte 3 Exit 5W), Nashua, NH

WHAT: **Acceptable Materials:** oil based paints, oven cleaners, pool chemicals, adhesives, mixed gasoline, preservatives, fluorescent bulbs, pesticides, muriatic acid, rodent killers, herbicides, drain cleaners, photo chemicals, varnish/paint remover, ni-cad/lithium batteries.

Unacceptable Materials: Flairs (please burn them), ammunition (please bring to Nashua police Department), used oil & auto batteries (please bring to landfill/transfer station), old smoke detectors (return to manufacturer), all propane tanks (please bring to landfill/transfer station), latex paints and latex driveway sealer (please contact for disposal information)

CONTACT: For more information please contact the Nashua Regional Planning Commission, (603) 883-0366 or visit www.nashuarpc.org or contact the City of Nashua Division of Public Works, Solid Waste Department, (603) 589-3410.

CERTIFIED NEW HOME SALES PROFESSIONAL PROGRAM

FOR: This professional level course is designed for specialists in new home sales. Participants will gain a broad understanding of the home building business, discuss consumer psychology, and learn the advanced techniques used by real estate veterans for greeting, closing and overcoming objections. Other topics include construction process overview, financial and legal aspects of new home sales, and the art of customer service. This course (No. E-919) has been approved by the NH Real Estate Commission for 3 CEU credits. The instructor will be Nancy Gainer, MIRM, MCSP, GRI.

WHEN: November 28, 29, 30

TIME: 9:00 a.m. – 4:00 p.m. each day

WHERE: Masiello Group Training Center, 436 Amherst Street, Nashua, NH 03060

COST: \$350 for NAHB Members, \$450 for non-members. Includes classroom materials, light breakfast and lunch. Pre-registration and payment required.

CONTACT: Dave Bowman, dbowman@hbranh.com / (603) 228-0351.

GREATER MANCHESTER/NASHUA BOARD OF REALTORS® GENERAL MEMBERSHIP MEETING

Wednesday, November 15, 2006
Crowne Plaza Hotel, 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 a cash bar

A Timeline of Real Estate... Yesterday, Today and Tomorrow

New REALTOR® Inductions
Honoring of 25 Year REALTOR® Members
Introduction of Guest Speaker with a humorous rendition of REALTOR® lingo
Presentation by featured speaker Angie Kopka, REALTOR® Emeritis

Please also bring donations for the 2006 US Marine Corps Toys for Tots Drive

(Gifts will not be collected at this year’s Holiday Gala as they have been in the past.
If you are unable to attend this membership meeting please bring donations to the GMNBR office)

Save the Date

GMNBR Holiday Gala & Installation Dinner
Monday, December 11, 2006
Bedford Village Inn, Bedford, NH

Early Bird Special

\$25 for GMNBR Members before November 15
(35 for GMNBR Members November 16-27 / \$55 for GMNBR Members after November 27. Guests pay \$55)

Deadline for reservations and payment is Wednesday, November 8, 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 can be processed online with a credit card through the GMNBR website, www.gmnbr.org. Payment must accompany registration form in order to secure reservation. Registrations will be guaranteed prior to 4:30 p.m. on Wednesday November 8, 2006. **Any registrations received after the deadline will increase to \$20 and subject to seating availability.** Any person(s) registered for this meeting that does not cancel 48 hours prior to the meeting will be billed for their reservation.

GREATER MANCHESTER/NASHUA BOARD OF REALTORS® 2007 COMMITTEE SIGN-UP

Committee sign-ups for 2007 are underway. Please check out what committees are available to serve on below. If you are interested in being a committee member, please check the committee(s) you would like to be considered for appointment in 2007. 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.

_____ **BUDGET/FINANCE COMMITTEE** – *9 members maximum.* Oversees the financial affairs of the association including the annual budget. Financial/budget experience preferred. Meets several times during the budgeting process.

_____ **COMMUNITY SERVICE COMMITTEE** – Plan projects and fundraising to provide services and scholarships to local communities to enhance the Realtor® image. Meets on the first Wednesday of every month.

_____ **EDUCATION/PROGRAM COMMITTEE** – Plans and organizes numerous courses and seminars on important industry issues, designation courses, courses to meet our NAR requirements and general membership meetings. Meets on the first Monday of every month with the exception of July and August.

_____ **LEGAL COMMITTEE** (*Pre-requisite: Attendance at the NHAR Professional Standards Workshop within the past two years and continue to attend every 2 years thereafter.*) – Oversees the complete ethics & arbitration complaint process, including ongoing education. Committee members review ethics complaints and arbitration requests upon notice from GMNBR. Consists of the following 3 subcommittees:

_____ **PROFESSIONAL STANDARDS SUBCOMMITTEE** – Consists of members trained in the NAR professional standards procedures from which ethics and arbitration hearing panels are selected.

_____ **GRIEVANCE SUBCOMMITTEE** – *5 Members appointed by the President* – Responsible for reviewing all ethics complaints or arbitration requests for the local association.

_____ **MEDIATION SUBCOMMITTEE** – *Pre-requisite Training by NAR or NHAR* – Mediates arbitration requests.

_____ **MEMBERSHIP/ORIENTATION COMMITTEE** – Conducts orientation and induction of all new Realtors®, promotes the benefits of being a member to increase membership, and to be a liaison from the board to all members. Meets on the second Wednesday of every month.

_____ **NEW MEMBER SUBCOMMITTEE** - Welcomes new members and introduces them to GMNBR and our services.

_____ **REALTORS® POLITICAL ACTION COMMITTEE (RPAC)/PUBLIC POLICY** – Educates our membership regarding the Realtors® Political Action Committee and solicits donations. Also, monitors and gathers information regarding local political issues such as planning, zoning, environmental issues affecting the rights of real estate ownership and educates our members about these issues. Meets upon the call of the Chair.

_____ **WEBSITE AND TECHNOLOGY COMMITTEE** – Implement directives from the Board of Directors, review website for accuracy, relevance and ease of navigation, provide computer training and suggest new ways to reach out to our members. Meets upon the call of the Chair.

_____ **AD-HOC COMMITTEES**

_____ Good Neighbor Award

_____ Nominating

_____ Public Relations/Communications

_____ REALTOR® of the Year/Affiliate of the Year

_____ Other special issues or tasks requested by the Board of Directors

Name: _____ Office: _____
Office Phone: _____ Cell Phone: _____
Fax: _____ Email: _____

MANCHESTER, NH ONE OF TOP 10 PLACES TO LIVE

Money Magazine recently rated Manchester, NH as number 8 in the Top 10 Places to live and Boston, MA as the #1 Bubble Proof Market. The article offers a through explanation of why the market we are currently experiencing is only temporary. Further the article explains why the economic outlook for the Southern New Hampshire niche is extremely favorable unlike many other markets. This is a comprehensive article that offers solid encouragement to buyers, sellers and REALTORS® alike and substantiates its claims with long term economic trends, something that is not available in MLS systems such as InnoVia. This is a great report in light of recent publicity that has cast a grim image of a “housing bubble” on the real estate market. Please take a moment to read it online as well as to distribute to your buyers and sellers as evidence that despite recent reports, this is still a good time to be buying and selling a home, especially in New Hampshire! http://money.cnn.com/popups/2006/biz2/newrules_bestinvest/index.html

GREATER MANCHESTER/NASHUA BOARD OF REALTORS® MONTE CARLO NIGHT!

Friday, November 17, 2006
7:00 p.m. — 12:00 a.m.
Crowne Plaza Hotel, Nashua, NH

Evening activities to include: DJ, Silent and Live auction, Hors d'oeuvres and cash bar

Tickets are \$25.⁰⁰ and includes \$15.⁰⁰ in chips redeemable at any gaming table
Tickets can be purchased by filling out the registration form below or by visiting the GMNBR office

Rooms will also be available on site for a discounted rate of \$109.⁰⁰

Presented to you by the GMNBR Community Service Committee
All proceeds raised from Silent and Live Auction go to the GMNBR Scholarship Fund
All other proceeds raised from the evening support the Community Service
Committee Activities and Donations Fund

Please Fax to (603) 627-0936 or mail to GMNBR, 166 South River Road, Bedford, NH 03110

Contact: _____

Company: _____

Phone #: _____ Email: _____

Number of Tickets: _____

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: _____

For more information please contact Charity Ross at GMNBR (603) 668-1054 / charity@gmnbr.org



**GREATER
MANCHESTER/
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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.