

# REALTOR<sup>®</sup> NEWS

Web Site - [greaterhrealtors.com](http://greaterhrealtors.com)

Issue No. 235

Published by the Greater New Haven Association of REALTORS<sup>®</sup>, Inc.

March 13, 2006

## GNHAR MISSION STATEMENT

The mission of the Greater New Haven Association of REALTORS<sup>®</sup> is to serve our membership through programs, products and services which enhance knowledge, professionalism and profitability.



## PRESIDENT 'S MESSAGE By Jim Porto

**S**pring is in the air!! As we all "gear up" for the upcoming spring market, I would like to take this opportunity to remind everyone of some upcoming challenges we face in 2006.

Both the Connecticut Association of REALTORS<sup>®</sup> (CAR) and the National Association of REALTORS<sup>®</sup> (NAR) are keeping us abreast of outside forces that are threatening the way we do business. Now, more than ever is the time to get involved on local, state and national levels to keep our business free from outside interests. REALTORS at the Capital is March 29th from 8 A.M. to 12 P.M. I encourage all of you to attend. Support RPAC with donations as we try to keep banks out of our business, fight for affordable health insurance, and keep internet companies from "selling or referring" our own clients back to us.

I know its spring and we are all busy, but we need to make sure there will be other springs in our future.

**'BE COMMITTED - BE ACCOUNTABLE AND KEEP YOUR PROMISE'**

**Jim Porto, President**

## GNHAR ANNUAL SALES REPORT ATTACHED

THE COMPLETE GUIDE OF CONDOMINIUM MANAGEMENT COMPANIES INCLUDING NAMES, ADDRESSES AND PHONE NUMBERS.....OF MANAGEMENT COMPANIES AND MORE IMPORTANT.....

OVER 550 CONDOMINIUMS IN AND THROUGHOUT THE NEW HAVEN COUNTY AREA SPECIFYING THE MANAGEMENT COMPANY PRESENTLY HANDLING THOSE UNITS...

THE GUIDE IS AVAILABLE TO ALL MEMBERS FOR \$5.25 STOP IN AND PICK ONE UP OR MAIL A CHECK AND YOUR BOOK WILL BE MAILED DIRECTLY TO YOU.

Mail to: GNHAR, Attn: Joan Quinn, 127 Washington Ave., West Bldg, LL, North Haven, CT 06473

## GAD Report

Government Affairs

Directors News

March, 2006

*GNHAR has engaged the Government and Public Affairs consulting firm of Evans & Associates, LLC as a local Government Affairs Director (GAD). The experience of David Evans Esq., Audrey Wasik and Fred Knous exceeds 75 years in the field of government relations.*

The GAD team, recently testified in support of legislation introduced before the Connecticut General Assembly by the **Homebuilders Association of Connecticut** to increase local notice requirements for various land use applications. **Fred Knous**, GHHAR GAD team member, speaking before the legislature's **Planning and Zoning Committee** reported that "many towns provide inadequate legal notice to local property owners regarding proposed zoning changes that will seriously impact their property rights and values." He reiterated that "too often builders, developers and property owners are unaware of proposed zoning changes." The GAD team continues to endorse the need to change notice requirements. A various hearings, many local property owners have expressed their appreciation for continued efforts by the **Greater New Haven Association** and the GAD team to provide important notice of proposed zoning changes.

**Raised Bill No. 5290 AN ACT CONCERNING NOTICE REQUIREMENTS FOR LAND USE APPLICATION**, making uniform, public notice requirements on applications to land use boards, is being endorsed and supported by the **Connecticut Association of Realtors (CAR)**.

At the request of the full Town Council, the **Meriden Town Council's Economic Subcommittee** is seeking additional information regarding town-wide impact on existing property, before reconsidering the proposed resolution by the **Meriden Planning Commission** to amend local zoning regulations. The proposed amendment involves "up zoning" changes to both

*Continued on Page 2*

Guide to  
Condominium  
Management



Published by:  
The Greater New Haven  
Association of  
REALTORS<sup>®</sup>, Inc.

*GAD Report Continued*

rear lots and access ways to rear lots in Rural Residential, Suburban Residential, Single Family Residential and Two and Three Family Residential Districts. The **GAD** team, as well as area realtors, **Alan Barberino**, **Lucille Trycinski**, **Lynn Weed** and **Sandy Schede** and the **Homebuilders Association**, are continuing to monitor these developments. Also, a local developer has been appointed to a seat on the **Meriden Planning Commission**.

The **Branford Board of Selectman** recently held a hearing regarding 159-acre Queach Road property to determine whether to purchase the property for open space. The majority of over 350 residents in attendance petitioned the Board to do whatever is necessary to obtain the land for open space, even by eminent domain, if necessary. The Board is expected to act very soon.

The first of two Smart-Rehab Conferences, organized by **GAD** and co-sponsored by the **Eastern, Middlesex/Shoreline & Greater New Haven** Associations of Realtors was held in Norwich on March 3. The Conference, entitled "SMART REHAB; DOS AND DON'T'S", focused on updates to the State Building Code and was attended by more than 60 town building inspectors, home inspectors and realtors. **Robert Kennedy, President of the Connecticut Association of Realtors** moderated the panel, comprised of **Tim York** (Colchester Building Inspector) and **Mark Tebbets** (Master International Code Council Official).

A second Smart Rehab Conference is being planned for sometime in May at **GNHAR** offices in North Haven.



The Greater New Haven Association of REALTORS®, Inc.  
Phone: (203) 234-7700 Fax: 234-3980

**Officers of the Association**

President.....James Porto  
President Elect.....Paul Gradwell  
First Vice-President.....Marc Seigel  
Second Vice-President.....Maureen Campbell  
Treasurer .....Al Scafati  
Secretary.....Diana Walsh  
  
Exec V.P.....Roberta N. O'Hara RCE

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Elizabeth Alberico  
Alan Barberino  
E. Tyler Della Valle  
John Guerra  
Paul Ott  
Steve Patten  
Susan Izzo  
Brian Valenti  
Gena Lockery  
Linda Lang-Bankowski

Immed. Past Pres.: Lee McParland

# Thank You

To the following companies who have extended their generosity by Sponsoring Association Functions

Platinum Level Sponsor - \$2,000

Gold Level Sponsor - \$1,000

**M. H. Schaefer Inspection**  
**The Real Estate Book**  
**Tiger Home Inspection**  
**Tyler Cooper & Alcorn**  
**Wells Fargo Home Mortgage**

**GMAC Mortgage**  
**Law office of Edward Burt**  
**Washington Mutual**  
**Peoples Bank**  
  
**Silver Level Sponsor - \$500**  
**Chase Home Finance**  
**EPI Mortgage**

**INTERREALTY TRAINING SCHEDULE**

**PLEASE NOTE: CLASSES & TIMES MAY CHANGE. YOU WILL BE CONTACTED IF YOUR CLASS HAS BEEN CHANGED OR CANCELLED. THANK YOU!**

Please fill out the form below and mail a \$10.00 REFUNDABLE CHECK payable to **GNHAR**. There are a limited number of seats available! Thank you!

<b>Wednesday, April 5</b>	<b>MLXchange I</b>	<b>9:30-12:00</b>	<b>LIMIT 10</b>
	<b>CMA</b>	<b>12:15-1:15</b>	<b>LIMIT 10</b>
<b>Tuesday, April 25</b>	<b>MLXchange II</b>	<b>9:30-11:30</b>	<b>LIMIT 10</b>
	<b>Designer Tools</b>	<b>12:30-3:30</b>	<b>LIMIT 8</b>

**\*YOU MUST FIRST TAKE MLXCHANGE I, CMA & MLXCHANGE II TO REGISTER FOR DESIGNER TOOLS.**

**ALL THE ABOVE CLASSES REQUIRE A \$10.00 (REFUNDABLE) CHECK AND A 24 HOUR CANCELLATION NOTICE IS REQUIRED (CREDIT CARDS ARE NOT ACCEPTED).**

**SORRY, WE CANNOT ACCEPT ANY REGISTRATIONS WITHOUT A CHECK**

**MAIL CHECK TO: Greater New Haven Association of REALTORS, Inc., 127 Washington Ave., West Bldg, Lower Level, North Haven, CT 06473. ATTENTION: ROSEANN**

**NAME COMPANY PHONE# DATE OF CLASS & TIME**



**ATTENTION SALESPERSONS! ORIENTATION COURSE**

Sign up now for the next Orientation Course and become a REALTOR®. REALTOR® members can use the REALTOR® logo on their business cards, advertisements, etc., and REALTORS® can advertise at low prices in "The Connecticut Home Browser" magazine published by the Association. As a REALTOR® you can input your listings into our MLS system and take advantage of all

the services offered by the Association to members.

Orientation consists of two separate mandatory sessions. The MLS session to be held Wednesday, April 19, 9 AM - 12:30. The Ethics session to be held on Wednesday, April 26, 9 AM - 12:30. Both sessions must be attended.

In order to attend orientation, you must submit a completed application plus all required fees. To receive an application and amount due please call Kate Blake at the Association Office, (203) 234-7700 or submit a request for application through our web site [greaternewhaveraltors.com](http://greaternewhaveraltors.com)



**PAST DUE  
MLS ACCESS FEES,  
OFFICE FEES  
and  
SUPRAKEY PAYMENTS**

**PLEASE NOTE THIS IMPORTANT  
NOTICE**

All fees must be forwarded and checks post-marked no later than March 30, 2006. All payments not postmarked by March 30, 2006 will be assessed a \$25.00 late fee PER INVOICE.

Please note we also accept Master Card or Visa. To make payment by credit card, please write credit card number and expiration date on INVOICE and FAX to (203) 234-3980.

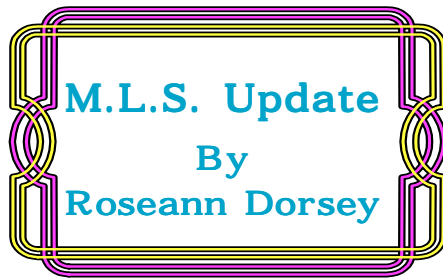


**TIME IS RUNNING OUT!  
IF YOU HAVEN'T COMPLETED YOUR  
CONTINUING EDUCATION REQUIRE-  
MENTS YOU NEED TO ACT NOW!!  
Brokers only have until March 31st  
Salespeople have until May 31st**

**WEEKEND BLITZ - MARCH 18-19  
Flyer attached  
CE SCHEDULE ON WEB SITE:  
greaternhrealtors.com  
Click on "Education"**

**SPECIAL BEING OFFERED  
April 6 & 7th  
8:30 am - 5:00 pm  
CAR & GNHAR presents:  
"New Agent Success Plan"**

This course is a MUST for newer agents, it will get you producing quickly. Approved for 3 hours of elective CE credits  
Cost: Early Bird before 3/23 \$350  
Register with CAR, 111 Founders Plaza, Suite 1101, East Hartford, Ct 06108  
or call 1-800-335-4862 or  
register online: [www.ctrealtor.com](http://www.ctrealtor.com)



**PLEASE NOTE AND POST!  
IMPORTANT MLS CHANGE  
BUYER BROKER  
COMMISSION!!!!**

Effective Tuesday, March 14th there will be TWO NEW Buyer Broker Fields added to the computer. The purpose of this change is to avoid an incorrect field entry.

**HERE'S HOW IT WILL WORK:**  
Buyer Broker #1 will be set up as 10 character numeric entry with a decimal (.)

Buyer Broker #2 will be the type with the choices of either \$ or %.

Both Buyer Broker fields 1 & 2 will be required..  
(Example: If you are now entering 2.5 in this box...you will be entering 2.5 in Buyer Broker field #1 and % in Buyer Broker field #2 OR if you now enter \$2500...you would enter 2500 in Buyer Broker field #1 and \$ in Buyer Broker field #2)

You will no longer be able to enter 1 month in the Buyer Broker Field #1.

As the new fields are activated, we will place a revise restriction on the old Buyer Broker field. You will be able to view the old field but you will not be able to change it; only the new fields will be available for modification.

**YOU WILL NEED TO MAKE THE CHANGES TO YOUR CURRENT LISTINGS. THEY WILL NOT BE DONE AUTOMATICALLY. THE OLD FIELD WILL BE AVAILABLE FOR ONLY A SHORT PERIOD OF TIME, SO PLEASE MAKE THESE CHANGES AS SOON AS POSSIBLE.**

If there are any questions, please feel free to call Roseann at (203) 234-7700. Thank you!!

**REALTOR® at the Capital  
March 29, 2006**

8:30 a.m. to 9:00 a.m. - Registration  
9:00 a.m. - 10:00 a.m. - Issues Orientation  
10:15 a.m. to Noon - Legislator Meetings

Have you registered to attend REALTORS® at the Capitol yet? This event is right around the corner so be sure to register today if you haven't already done so. Anyone pre-registered will receive a confirmation letter along with directions, meeting room information and advance issues to help you prepare for the event. Having a significant size group at the Capitol will show the Legislators that we mean business - every attendee makes a difference! Register today to support your industry and help us continue to be one of the strongest organizations in the country!

If you are interested in attending, please contact Meredith Ladd, C.A.R., 1-800-335-4862.

**Important REALTOR® Safety Message**  
CAR has received a report that a man has e-mailed several female REALTORS® stating that he and his family are relocating from New York State and wish to look at properties. He then asks for a meeting to discuss properties. This man then states that he wishes to work only with those REALTORS® who dress professionally and wear business pumps or similar shoes. He is in his mid-30's, heavyset, with dark, close-cropped hair and balding. Any REALTOR® who is contacted by a man fitting this description and who requests certain attire or comments on attire should contact their local police department. REALTORS® are also reminded to practice safe real estate brokerage. Avoid meeting any prospect alone and be suspicious of requests for out-of-the ordinary meeting places, requests for certain attire or comments about your appearance. For practical tips and resources on REALTOR® safety, visit the REALTOR Safety Resources portion of our website.

The above are articles appearing on the March issue of Connecticut Association of REALTORS® web site. For more information please refer to their web site: [www.ctrealtor.com](http://www.ctrealtor.com)



**Membership  
News  
By  
Kate Blake**



The following applications for membership have been received. Any member having any comment, pro or con, on the qualifications of these candidates should forward those comments, in writing, to the Membership Committee in care of the Association Office.

**REALTOR APPLICATIONS:**

Teresa R Fripp, Coldwell Banker Select Sites, New Haven  
 Joanne M Hanley, ERA Property World, Milford  
 Lahiesha S Stoddard, Home Realty, Meriden  
 Bonnie J DeMartino, Prudential Ct Realty, North Haven  
 Lillian N Edwards, Harborview Realty, West Haven  
 Richard G Piselli, Prudential Ct Realty, Milford  
 Christopher Candido, Carbutti & Co., Wallingford  
 Anthony Carlino, Devlin Agency, North Haven  
 Christina J Setaro, Coldwell Banker Select Sites, New Haven  
 Alexis R Black, Weichert Regional Properties, Orange  
 Donald Bacon, C21 Today, West Haven  
 Gary E Burlock, Harborview Realty, West Haven  
 Jeffrey T Paine, Keller Williams, Cheshire  
 Rosemarie A Anderson, Calcagni Assoc., Hamden  
 Margaret Mallick, Calcagni Assoc., Wallingford  
 Patricia J Begley, Keller Williams, Cheshire  
 Robin Ruxer, Coldwell Banker Select Sites, New Haven  
 Sheila Fiordelisi, Calcagni Assoc., Cheshire  
 Christina S Slue, ERA Innovative Realty, Wallingford

**DESIGNATED REALTOR APPLICATIONS:**

Tamara L Guevara d/b/a Tamar Real Estate, 18 Toms Rd, Stamford 06906 203-3254401 phone, 203-325-4402 fax – MLS Only  
 Sarah Harrower d/b/a Sarah Harrower Realty Connections, 139 Ocean Ave., West Haven 06516 203-877-7653 phone, Full Office  
 James Curnane d/b/a Curnane Properties, 709 North Greenbriar Dr., Orange 06477 203-606-3468 phone, 203-799-7086 fax – Full Company  
 Betsy Grauer d/b/a Oxford Home Realty, 8 Aspen Lane, Oxford 06478 203-888-1106 phone, 203-888-0265 fax – 2<sup>nd</sup> Full Office  
 Al Mallozzi d/b/a Real Estate Connections, 330 Park Ave #1, Bridgeport 06604 203-374-0012 phone, 203-372-4460 fax MLS Only  
 Marlene Stern d/b/a Grand Estates, 441 Summer St., Stamford 06901 203-977-7701 phone, 203-977-7740 fax – MLS Only  
 Karen Kline d/b/a Special Properties Realty LLC, 117 Stagecoach Circle, Milford 06460 203-258-5582 phone, 203-968-6957 fax – Full Office

**AGENT CHANGES:**

Mary Anne Rasch now representing J Redding Realty, North Haven  
 Delores J Grazioso now representing Weichert Realtors Quinnpicac Properties, Wallingford  
 Laura Fantarella now representing H Pearce Co., New Haven  
 Dawn Puchala now representing Raveis Real Estate, Milford  
 Roberta Hilinski now representing J Redding Realty, North Haven  
 Susan Adams now representing C21 Access America New Haven

Rose Manuel now representing Max Com Realty, Orange  
 Claire Zeidenberg, now representing Coldwell Banker Milford  
 Carol Seavey now representing ReMax Schoolsides, Cheshire  
 Ceil Brodsky now representing Weichert Realtors Quinnpicac, Wallingford  
 Shawna L Reppin now representing ReMax Great Estates, Wallingford  
 Paivi Simpson now representing Raveis Real Estate, Milford  
 Jeffrey R Goshdigian now representing Coldwell Banker Res Brokerage, Orange  
 William Parry Jr now representing ERA Property World, Milford  
 Brian P Mitchard now representing Weichert Properties Quinnpicac, Wallingford  
 Dorothea Cashman now representing H Pearce Co., Wallingford  
 Sally Olsson now representing Raveis Real Estate, Milford  
 Jean Lake now representing Weichert Quinnpicac Realtors, Wallingford  
 Nicole Miranda now representing Coldwell Banker Select Sites, East Haven  
 Paul Distefano now representing C21 Today, West Haven  
 Vanessa M Renda now representing Coldwell Banker Select Sites, New Haven  
 Anthony Carlino now representing C21 Access America, New Haven

**ADDRESS CHANGE**

Hennessey Realty, 550 East Main St Unit 32, Branford 06405 same phone/fax  
 Brophy Ahern, P O Box 601 West Simsbury 06092 860-250-8559 phone, 203-288-1472 fax  
 Options Real Estate, 35 West Broad St #105, Stamford 06902 same phone/fax

**OFFICE CHANGE**

Bob Casper new DR William Pitt Sothebys, Fairfield MLS Only  
 Jeff Wright new DR for ReMax Right Choice, Stratford was ReMax Action, Stratford – MLS Only

**PHONE/FAX OFFICE CHANGE**

Comprehensive Realty – 203-415-6499 phone

**NAME CHANGE**

Stephne J Hodson d/b/aHodson Realty Inc, 6515 Main St Trumbull was Real Estate Referral Alliance same phone/fax

**CONGRATULATIONS TO THE FOLLOWING NEW REALTOR MEMBERS, APPROVED BY THE GNHAR BOARD OF DIRECTORS AT THEIR MARCH MEETING.**

Bishop Edward & Roberts, No Branford  
 Valerie Baggot  
 Bowery Joseph  
 Colin S Taylor  
 Calcagni Assoc., Cheshire  
 Patrick D Herzing  
 Francine R Leventhal  
 Calcagni Assoc., North Haven  
 Sarah L Guertin  
 Calcagni Assoc., Wallingford  
 Julie K McMahon  
 Carbutti & Co., Wallingford  
 Christopher Candido  
 C21 Access America, Meriden  
 Diane Bryand  
 Constantino Pagliaro  
 C21 Access America, Milford  
 Rosanne Klinedinst

Cont. on Page 5

**REALTORS  
Making the News**

**PRESS/CUOZZO'S TED SCHAFFER  
RECEIVES CID AWARD**



The Greater New Haven Association, Commercial Investment Division recently held their annual "Deals of the Year" award dinner.

Ted Schaffer, Senior Advisor at Press/Cuozzo Commercial Services, received his award for the

1031 Exchange Category. Schaffer sold a 73,000 S/F Multi-tenanted Flex building located at 57 Dodge Avenue. The transaction closed at \$3,775,000.



Albert Scafati, Senior Advisor at Press/Cuozzo Commercial Services, received his award for the Investment Sale/flex Building category.

Scafati represented Elm Street Partners on their purchase of a 116,000 S/F building located at 60 Dodge Avenue, North Haven, home of HB Communications and the Great Spring Water Co. The transaction closed at \$7,975,000.

**GENERAL MEMBERSHIP MEETING**

**Luncheon  
To be held on  
Thursday, April 6, 2006  
at  
Great River Golf Club,  
130 Coram Lane,  
Milford  
at  
11:45 A.M.**

**Speaker: Debra Asher, REA  
"How To Get Sellers to Call Your First"**

A mix of humor, focus on serious business and "out of the box" thinking creates a captive audience with top end producers and management recognizing her as a knowledgeable Mentor/Performance Coach while new and mid-level agents are inspired with confidence and motivated towards achieving greater success.

**Flyer attached,  
SIGN UP NOW**

New Realtor Members cont. from pg 4

C21 Access America, New Haven  
Paulette Baxter  
Henry Bolden  
Fabiola Derisme  
Marlina E Ramirez  
Christopher Riley  
Kim Simpson-Turnbull  
C21 Access America, Wallingford  
Mary Carrier  
C21 American Dream  
Gina M Whichard  
C21 Today, West Haven  
Sonya Atkinson  
David A Spittler  
CB Res Brokerage, Hamden  
William A Roberts  
CB Res Brokerage, Woodbridge  
Lillian B Stein  
CB Select Sites, Branford  
Arlene Futterman  
CB Select Sites, East Haven  
Edward Hernandez  
CB Select Sites, Hamden  
Louis Mihalakos  
Mary K Pisani  
Dawn M Scala  
CB Select Sites, New Haven  
John Knapp  
Wanda D Sweat  
Coldwell Banker, Cheshire  
Penelope K Dubin  
David R DuBret  
Coldwell Banker, Milford  
Marilyn DeRosa  
Classic Properties, Hamden  
James Boyle  
Ryan C Kowaleski  
Corino Realty, Meriden  
Vincent J Messina  
Cove Real Estate  
Richard A Caldwell  
CT Realty Partners, New Haven  
Ellen M DeMaio  
William DeMaio  
ERA Innovative Realty, New Haven  
Izear Hogan, Jr  
Besiru E Oshomah  
Harborview Realty, West Haven  
Gerald Enright  
Home Realty, Meriden  
Kevin Watrous  
Keller Williams, Cheshire  
Matthew A Csuka  
Mainline New England Realty, Wallingford  
Jason T Briglia  
Pearce Co., New Haven  
Frances Detoro  
Prudential Ct Realty, East Haven  
Dominic A Tata  
Prudential Ct Realty, New Haven  
Adrienne DeBarros  
Prudential Ct Realty, North Haven  
Bonnie J DeMartino  
Sherilynn M Then  
Prudential Ct Realty, Wallingford  
Linda J Conchado  
Melinda Parker  
Wendy L Picard  
Frances M Silvestri  
Tracey L Trowbridge  
Raveis Real Estate, Milford  
Marilyn T Firmender  
Jane M Wolinsky  
Real Estate Ingredient  
Eric Garvey  
Realty Partners, West Haven  
Bruce Kerzner  
Remco Realty, New Haven  
Timothy J Opstrup  
T Sirico Realtors, East Haven  
Patricia A Crowley  
Weichert Realtors Regional, Orange  
Cheryl A Coutermash  
Patricia K Reed  
Weichert Realtors Quinnipiac, Wallingford

# OPEN HOUSE

## safety tips

Article from C.A.R. "Personal Safety Guide"

For a complete copy of that guide go to: <http://www.ctrealtor.com>

### **Don't advertise a listing as vacant**

### **Establish escape routes from each level of the house**

### **Call the office or a buddy hourly**

### **Keep your keys and cell phone with you**

### **Park where you can get out quickly**

Arrive early and survey exits to establish escape routes from each level. Make sure all deadbolt locks are unlocked to facilitate a faster escape. Double check the backyard to make sure you can get past the fence if necessary. When leaving the property, secure the house and check all windows and doors.

*Avoid attics, basements and getting trapped in small rooms; let them lead the way into rooms.*

Notify neighbors in advance or, if time permits, introduce yourself to the neighbors and let them know when you will be showing a house. They will be more alert to unusual sounds and you will have somewhere to run to if you need help.

Remind sellers to put valuables in a safe, secure place. Do not leave your briefcase, purse or laptop sitting on a counter.

### **Be aware of suspicious behavior and your surroundings.**

Place one of your business cards, with the date and time on the back, and place it on a kitchen cupboard. When prospects begin arriving at the open house, jot down their car description, license number and a physical description of each person. This will assist you in remembering names as well.

**New Haven Real Estate School**  
127 Washington Ave., Rear Bldg., Lower Level, North Haven, CT. 06473  
(203) 234-3938

**Continuing Education Classes**

All classes to be held at 127 Washington Ave., Rear Bldg., Lower Level, North Haven, CT.

**COST FOR ALL 4 COURSES: MEMBERS \$100.00 NON-MEMBERS \$120.00**

**NO WALK-INS**

**Weekend  
Blitz**

**Saturday March 18th  
and Sunday March 19, 2006**

Sat. March 18 - 8:30AM to 11:30AM	Mandatory CT Law and Fair Housing	Norman Goodman
Sat. March 18 - 12:30 to 3:30PM	55+ Crowd	Teresa Sirico
Sun. March 19 - 8:30AM to 11:30AM	Real Estate Agency	Bob Mori
Sun. March 19 - 12:30 to 3:30PM	Ethics	Joe Waple

Check our Web Site for Additional Courses: <http://greaternhrealtors.com>

Attention Brokers: to insure that you will receive certificates for the above courses prior to the March 31st deadline, you must register for the Weekend Blitz no later than Wednesday, March 15th at 4:30 PM

**The above price is for the entire weekend!!**

**Absolutely No Walk-ins**

Return to: The New Haven Real Estate School, West Bldg., Lower Level, 127 Washington Ave., North Haven, CT. 06473 -  
Telephone: (203) 234-3938 Hours: Mon-Fri 8:30 A.M. - 4:30 P.M. - All courses must be prepaid.  
PLEASE ENROLL ME IN THE FOLLOWING CE COURSES:



**WEEKEND BLITZ - March 18 and March 19th**

Name \_\_\_\_\_ Daytime Phone \_\_\_\_\_ Ext. \_\_\_\_\_  
 Address \_\_\_\_\_ Home Phone \_\_\_\_\_  
 City \_\_\_\_\_ Email Address \_\_\_\_\_  
 State \_\_\_\_\_ ZIP \_\_\_\_\_ If payment is made by Credit Card, address should be billing address of card.  
 License Number: REB \_\_\_\_\_ RES \_\_\_\_\_

Are you currently a REALTOR member of the Greater New Haven Association of REALTORS?  YES  NO  
 Deadline for payment and registration is noon of business day prior to class date, after this an additional walk-in fee of \$10.00 applies.

**NO REFUNDS AFTER NOON DAY BEFORE CLASS!**

Registration made by Credit Card can be FAXed to 203-234-3980

12 Hours of CE Credit is required to renew your 2004 Real Estate License.

	<b>Payment</b>
Cash	\$ _____
Check # _____	\$ _____
<b>Visa MC</b>	\$ _____

Acct # \_\_\_\_\_  
 Expires \_\_\_\_/\_\_\_\_/\_\_\_\_

Signature \_\_\_\_\_

**CLASSES START PROMPTLY - NO ONE WILL BE ADMITTED AFTER START OF CLASS**

## ANNUAL SALES REPORT

MONTH	TOTAL SALES \$ VALUE		TOTAL SALES #		NEW LISTINGS		DEPOSITS		ACTIVE	
	2004	2005	2004	2005	2004	2005	2004	2005	2004	2005
JANUARY	97,876,566	113,753,810	405	433	764	837	496	548	1,510	1,939
% change	15%	16%	-6%	7%	-3%	10%	-7%	10%	-15%	28%
FEBRUARY	91,605,728	93,500,613	402	347	734	793	628	654	1,593	1,887
% change	57%	2%	23%	-14%	4%	8%	17%	4%	-10%	18%
MARCH	105,866,610	123,195,209	475	505	1,038	1,031	775	788	1,755	1,931
% change	17%	16%	9%	6%	10%	-1%	13%	2%	-4%	10%
APRIL	133,384,455	143,916,682	529	548	1,050	1,252	818	886	1,824	2,005
% change	39%	8%	22%	4%	13%	19%	19%	8%	-3%	10%
MAY	131,241,734	158,485,708	545	589	1,085	1,221	763	826	1,913	2,316
% change	26%	21%	17%	8%	6%	13%	1%	8%	-4%	21%
JUNE	198,860,392	236,197,147	776	828	1,189	1,248	746	743	2,117	2,388
% change	46%	19%	32%	7%	10%	5%	3%	0%	3%	13%
JULY	165,053,490	213,820,430	640	700	1,122	1,181	700	703	2,258	2,618
% change	5%	30%	8%	9%	12%	5%	1%	0%	10%	16%
AUGUST	198,157,649	211,184,616	752	700	1,053	1,246	619	722	2,405	2,834
% change	23%	7%	11%	-7%	7%	18%	-6%	17%	13%	18%
SEPTEMBER	146,202,332	206,579,155	590	715	957	1,348	634	628	2,364	2,939
% change	-4%	41%	-9%	21%	0%	41%	6%	-1%	13%	24%
OCTOBER	152,448,097	166,985,510	561	552	1,047	1,195	618	604	2,500	3,258
% change	19%	10%	-3%	-2%	13%	14%	1%	-2%	16%	30%
NOVEMBER	134,799,466	147,608,600	515	507	733	973	597	514	2,310	3,222
% change	24%	10%	7%	-2%	3%	33%	18%	-14%	12%	39%
DECEMBER	162,945,179	159,453,150	602	564	551	565	418	343	1,925	2,646
% change	20%	-2%	4%	-6%	26%	3%	15%	-18%	16%	37%
TOTALS	1,718,441,698	1,974,680,632	6,792	6,988	11,324	12,892	7,812	7,959	24,474	29,986
INCREASE/DECREASE		14.9%		2.9%	1464.4%	13.8%		1.9%		22.5%
		-89.3%		-89.6%		-82.4%				-79.5%

The Greater New Haven Association of REALTORS®, Inc.

# General Membership Meeting Luncheon

## Thank You

To the following companies who have extended their generosity by Sponsoring Association Functions

### Platinum Level Sponsors

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Join us at:

Great River Golf Club, 130 Coram Lane, Milford

On

Thursday, April 6, 2006

11:45 A.M.

Speaker:

Debra Asher, REA



Topic:

*"How To Get Sellers To Call You First"*

"The Problem: Do Not Call Lists and Non-solicitation Legislation has greatly reduced an agent's opportunities to identify ready Sellers and get Listing Appointments.

The Solution: Position yourself as the "Agent of Choice" in a Market Area.

In this Seminar you will learn:

- That the Consumer's perception is reality.
- The critical advantage of Branding your name.
- The criteria to use in focusing in on a specific Market Area.
- How to develop a yearly Personal Marketing plan to fit your budget of time and/or money.
- 9 free or low cost Personal Marketing activities.
- How to use "other people's money" to bolster your Personal Marketing efforts.
- How Personal Marketing will give you a definite competitive advantage at the Listing Appointment.

### Agenda

1. Call to order
2. Approval of new membership/accounting software system
3. Adjourn

### Buffet

## \$ 15.00 per person

**RESERVATIONS REQUIRED - PAYMENT MUST BE MADE AT TIME OF RESERVATION**

**Deadline for reservations - Monday, April 3, 2006**

Return reservations to: The Greater New Haven Association of REALTORS®, Inc.  
West Bldg., Lower level, 127 Washington Ave., North Haven, CT. 06473.

The following will attend the General Membership Meeting on April 6, 2006

Enclosed is \$ 15.00 per person. PLEASE PRINT CLEARLY!!!

_____	_____
_____	_____
_____	_____
_____	_____

Total Amount Enclosed: \$ \_\_\_\_\_

Agency: \_\_\_\_\_

Phone: \_\_\_\_\_

# Debra J. Asher



The Audience-Speaker “Connection Dynamics” become evident the minute Debra Asher steps onto the stage and starts her interactive delivery style. Her credibility solidifies as she leads REALTORS® through a Discovery Process of “real world solutions” to today’s “real world challenges”. A mix of humor, focus on serious business and “out of the box” thinking creates a captive audience with top end producers and management recognizing her as a Knowledgeable Mentor/ Performance Coach while new and mid-level agents are inspired with confidence and motivated towards achieving greater success.

Ms. Asher started her real estate career in 1982 as a salesperson with DeSimone Realty Inc., one of Long Island, New York’s largest independent real estate brokerage companies. In 1984 she was appointed Sales Manager and in 1985 joined the General Management team for that organization. In 1987 the expansion of DeSimone, and franchise association with Better Homes & Gardens, led to Debra’s assumption of responsibilities as Director of Recruiting & Training. In that capacity, she was significantly instrumental in the growth of the DeSimone Organization to 18 offices and over 200 agents throughout Suffolk County, NY.

In 1993 Debra joined the Century 21 Real Estate Corp. as a Regional Trainer for the Northeast Division. Debra was responsible for training over 1500 new and experienced REALTORS® in the Metro NY/Long Island area. In 1995 she became a National Trainer for the Century 21 Real Estate Corp.® and traveled throughout the United States conducting seminars and workshops. In that position she was responsible for developing and delivering seminars, programs and workshops for REALTORS® at every experience level as well as speaking and presenting at Century 21 National Conventions.

In 1997 Debra took on new challenges with the co-founding of ProCalibre Associates Inc. and the development of the Productivity Express Programs® and System. Since it’s start, ProCalibre Associates has assisted over 300 real estate companies and professional organizations and more than 8,000 agents in achieving exceptional levels of productivity and profitability. Debra is a popular, inspirational and uplifting speaker. Her effective communication style is based on a keen awareness, understanding of and empathy for the challenges facing REALTORS® in today’s Market Conditions and Consumer expectations. Her natural ability to “Quick Connect” with the audience has resulted in a fast growing number of first time and repeat invitations to speak and conduct seminars for a variety of professional organizations within the Real Estate Brokerage industry.