

# REALTOR<sup>®</sup> NEWS

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

Issue No. 233

Published by the Greater New Haven Association of REALTORS®, Inc.

January 13, 2006

## GNHAR MISSION STATEMENT

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



## PRESIDENT'S MESSAGE By Jim Porto

**Congratulations to everyone on a very successful 2005 and I wish everyone a happy, healthy and prosperous 2006!**

*While 2006 may see some "pricing adjustments" I believe it will be a fabulous year for all of us. Below I have highlighted our areas of opportunities this year.*

- 1. Education-** 2006 being a continuing education year your association has taken steps to increase our commitment and quality of our courses. We have added Ellie Healey to head our Real Estate School. Please feel free to contact her with any questions. Our goal is to make your association the first choice for education.
- 2. RPAC (Realtors Political Action Committee)** Now more than ever we want our voices heard in Hartford and Washington DC. We need dollars to lobby effectively. Issues such as keeping banks out of Real Estate, getting a national health care plan and keeping extra taxation out of Real Estate transactions are crucial to our future.
- 3. Participation-** The true success of any association comes through member participation. I encourage you to participate and be vocal.
- 4. GAD (Government Affairs Director)** Your association has David Evans helping us watch for anything locally that will affect real estate: town planning and zoning, inland-wetlands, etc. We need volunteers to help be the "eyes and ears" for their towns and notify David of potential issues. If you can help or have interest call me directly.
- 5. Technology-** With our new Technology Director Francisco Garcia leading the way, our association now can offer help to all of our members. In addition, if you have a small or mid size office that needs IT help; before spending a lot of money on consultants, your association may offer a much more cost effective approach.
- 6. Communication-** All of your board members will make every effort to be as visible as possible at all meetings. Please feel free to share your thoughts and concerns.
- 7. Public Relations-** Remember that your association has a publicity firm to help promote our industry and members. If your office has an event, don't hesitate to call the association.
- 8. Statewide Multiple Listing Service** I save this one for last. The association is monitoring the latest proposals and will keep you updated. This is an important issue that will most likely be decided this year.

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

**MLS RULES AND REGULATIONS  
CHANGES  
TO BE PRESENTED AT THE  
GENERAL MEMBERSHIP MEETING  
ON  
FEBRUARY 2, 2006  
(See Page 6)**

**MLS RULES AND REGULATIONS  
Change**

**MLS Committee Approved on November 22, 2005/ Board of Directors Approval 12/19/05**

### **1. A New Process for Fine Collection, Section 9.3 of the Rules & Regulations:**

The Broker will be responsible for any infraction that has not been paid by an agent, fifteen days following notification, the Broker will be suspended and the office shall be shut off.

### **2. A New Process for Fine Implementation by GNHAR Staff:**

In the event infraction(s) related to the input of information on the Multiple Listing Service (MLS) of the Greater New Haven Association of Realtors (GNHAR) occurs the following procedure shall be executed by the staff:

[A] The specific infraction(s) and the respective fines as stated in the "Rules and Regulations" shall be stated or enumerated in a "Statement of Infractions and Fines" to both the Designated Broker (DB) and the agent whose name appears on the input information sheet in writing. This shall be communicated through e mail and the United States Postal Service (USPS) concurrently.

*Continued on page 4*

**2006 GNHAR DUES SCHEDULE  
PLEASE POST**

2006 Dues I include a \$20.00 assessment fee charged by N.A.R. This assessment is to fund a public awareness campaign and is a MANDATORY fee. The 2006 dues will also include a \$5.00 Issues Advocacy Assessment charged by C.A.R. The fees are charged to all REALTORS®, not to salespersons, as they are not members.

**DESIGNATED REALTORS FEES**

Local	\$225.00
C.A.R.	140.00
C.A.R. Asmt.	5.00
N.A.R.	64.00
N.A.R. Asmt.	20.00
MLS Fee	96.00
MLS Office Fee	265.00
<b>Total</b>	<b>\$815.00</b>

**REALTORS FEES**

Local	\$ 175.00
C.A.R.	140.00
C.A.R. Asmt.	5.00
N.A.R.	64.00
N.A.R. Asmt.	20.00
MLS Fee	96.00
<b>Total Dues</b>	<b>\$ 500.00</b>

**SALESPERSONS FEES**

Local	\$ 175.00
C.A.R.	140.00
N.A.R.	64.00
MLS Fee	96.00
<b>Total</b>	<b>\$ 475.00</b>

Dues and MLS Fees are due and payable by January 31, 2006. Bills were mailed Friday, January 6th.



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

**Directors**

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	GMAC Mortgage
The Real Estate Book	Law office of Edward Burt
Tiger Home Inspection	Washington Mutual
Tyler Cooper & Alcorn	
Wells Fargo Home Mortgage	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!

Thurs., Feb. 2, 2006	MLXchange I	9:30-12:00	LIMIT 10
	CMA	12:15-1:15	LIMIT 10
Thursday, Feb. 16	MLXchange II	9:30-11:30	LIMIT 10
	Designer Tools*	12:30-3:30	LIMIT 8
Tuesday, March 14	MLXchange I	9:30-12:00	LIMIT 10
	CMA	12:15-1:15	LIMIT 10
Tuesday, March 28	MLXchange II	9:30-11:30	LIMIT 10
	Designer Tools	12:30-3:30	LIMIT 8

**\*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**

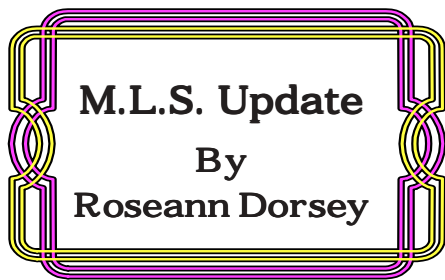
NAME	COMPANY	PHONE #	DATE OF CLASS & TIME



**The Connecticut Home Browser**  
*A Real Estate Buyers Guide*

Published by The Greater NH Association of REALTORS® bi-weekly, distributed to over 500 locations plus 16 Stop and Shop stores in the following areas:  
 Ansonia, Bethany, Branford, Cheshire, Derby, East Haven, Guilford, Hamden, Madison, Meriden, Milford, Naugatuck, New Haven, North Haven, Orange, Seymour, Shelton, Southington, Wallingford, West Haven and Woodbridge

**CALL JOAN QUINN, (203) 234-7700 VM 14**



**IMPORTANT NOTICE  
PLEASE PRINT AND POST  
FOR ALL AGENTS**

Numerous complaints have been received at the Association Office regarding new listings not being placed on MLS per the "MLS Rules and Regulations" ..

Fines are levied against these infractions, however, it appears many agents are not in tune with the Rules and Regulations.

You have **TWO DAYS INCLUDING WEEKENDS AND HOLIDAYS** from the effective date on your listing contract to place a Residential listing on MLS. You have **TEN DAYS INCLUDING WEEKENDS AND HOLIDAYS** to place a Commercial Listing on MLS.

To quote the "MLS Rules and Regulations" on this subject, the following Section 9.3 was approved by the membership and passed by our Board of Directors in 2003.

**"Section 9.3 SPECIFIC INFRACTIONS AND SANCTIONS:**

The following violations shall result in a fine against the MLS Participant of \$5.00 per day, not to exceed a maximum fine of \$60.00, except Section 9.3a.

a. Failure to submit a required listing, with a completed MLS Fact Sheet, within two days, whether or not the listing has been placed on deposit, shall result in a fine against the MLS participant of \$5.00 a day for the first offense not to exceed \$150.00; a second offense shall be an immediate fine of \$300.00; and a third offense shall be an immediate fine of \$600.00. Any further complaints should be heard by the MLS committee under Section 9.2 COMPLAINTS OF UNETHICAL CONDUCT."

**DEPOSITS AND SOLDS YOU HAVE TWO DAYS INCLUDING WEEKENDS AND HOLIDAYS TO IMPUT INTO MLS.** Fines : \$5.00 a day, maximum \$60.00 per listing.

**GREATER NH ASSOCIATION WEB SITE**  
The New Association Web Site has much to offer you...  
Check it Out!!  
[greaternhrealtors.com](http://greaternhrealtors.com)



**ATTENTION  
SALESPERSONS!  
ORIENTATION COURSE**

**S**ign 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 Tuesday, February 7, 9 AM - 12:30. The Ethics session to be held on Tuesday, February 14, 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 [greaternhrealtors.com](http://greaternhrealtors.com)**



**Joan Barrow  
Director of Finance  
will be retiring after  
35 years of service!  
On Friday, January 27th.  
Please join the staff at the  
Association Office from  
2 to 5 PM on Jan. 27  
to honor her!!  
Please R.S.V.P. (203) 234-7700**



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.

**DESIGNATED REALTOR APPLICATIONS:**

Terry Martin d/b/a Terraine Realty LLC, 43 Jerome La., Milford, 06460. Phone (203) 877-7033, Fax (203) 283-0650 - Full

William Sewell d/b/a The Small Group, 1800 Whitney Ave., Hamden 06517. Phone (203) 710-8221, Fax (203) 287-8351 - Full

**REALTOR APPLICATONS:**

- Andre O Massiah, C21 Access Amer, NH
- Constantino Pagliaro, C21 Access Amer, Mer.
- Timothy J Opstrup, Remco Realty, NH
- Louis J Mihalakos, CB Select Sites, Hamden
- Joseph J Cifarelli, CB Select Sites, EH
- Lillian B Stein, CB Res. Brok, Woodbridge
- Dominic A Tata, Prudential Ct, EH
- Mary K Pisani, CB Select Sites, Hamden
- Darika Nantiya, ReMax Royal, Hamden
- Vincent J Messina, Coriano Realty, Meriden
- Paula A Augeri, ReMax Great Estates, Wall.
- Christopher J Riley, C21 Access Amer., NH
- Samathan A Marzi, C21 Access Amer., NH
- John Klimczak, Jr., C21 Access Amer., Meriden
- Eric Garvey, R.E. Ingredient, Wall.
- Roxanne Klindedinst, C21 Access Amer., Milf.

**WE WELCOME THE FOLLOWING MLS ONLY OFFICES:**

Donna Karnes d/b/a C21 Karnes Realty, 158 East Ave., Norwalk 06851. Phone (203) 831-8111, Fax (203) 831-8088

Juan Carlos Garcia d/b/a Exit Advantage Realty, 482 Summer St., Suite #1, Stamford 06901. Phone (203) 964-3000, Fax (203) 964-3001

*Membership Cont. from Page 3*

Janifer Zacharski d/b/a Diversified Real Estate, 17 Reynolds St., Danielson, 06239. Phone (860) 774-3661, Fax (860) 774-4374

**PLEASE NOTE THE FOLLOWING AGENT CHANGES:**

Angie Hulford now rep OR & L Comm., Bfd  
Courtney Ford now rep C21 Access Amer, NH  
Diana Walsh now rep Raveis, Milford  
Ray Spaziani now rep ERA Prop. World, Milf.  
Sherry Radziunas now rep C21 Access Amer., NH  
Phillip Welle now rep C21 Access Amer, NH  
Ronald Hammond now rep H Pearce, NH  
Elise Argust now rep C21 Access Amer., NH  
Scheri Walker now rep C21 Access Amer., NH  
Robin nelson-Foelske now rep Weichert, Wall.  
Caren Ford-Kempff now rep CB Milford  
Joe Waple now rep H Pearce, NH  
Patricia Quaranto now rep CB Cheshire  
Claudia Behnke now rep CB Woodbridge  
Jane H Stevens, CB, Hamden  
Caroline Mahaken now rep Raveis, Milford

**NEW PHONE/FAX:**

Lighthouse Realty, E.H. Fax (203) 469-7133  
Davis Owen R.E., Stratford - Phone (203) 378-2244, Fax (203) 386-9991

**NEW ADDRESS:**

Home Realty, 174 South Broad St., Meriden 06450, Phone (203) 440-4435, Fax (203) 440-4437  
KFS Realty, 25 Seaview Ave., Milford 06460. Phone (203) 520-3445

**RESIGNED:**

Miles Shapiro d/b/a listingsOnly.com, 777 Federal Rd., Brookfield 06804 - MLS Only  
  
Symphony Kloszewski d/b/a Symphony Realty, 1445 Boston Post Rd., Guilford 06437 Was 2nd office, West Haven office still open.

*MLS Cont. from page 1*

[B] The fine (s) as stated in the correspondence and as stated in [A] must be paid within fifteen (15) days. If the fine is not paid, any and all access to the information and services provided by the MLS shall be terminated to the complete company and office of the agent whose name appears on the MLS information data sheet.

The full satisfaction of the infraction(s) and the payment of the respective fines shall be determined by GNHAR/MLS staff.

In the event that the MLS services to a Designated Broker are terminated a charge of \$50.00 shall be charged to that company to reactivate the MLS account.

[C] The Agent and Designated Broker and or company shall have the right to appeal the "Statement of Infractions and Fines" in writing. The final arbiter shall be the staff of the GNHAR/MLS.

In the event that the Agent/Designated Broker prevail in the appeal process any and all fines paid by that party shall be returned to that party in full.

[D] These rules shall apply to any and all parties that input information into the MLS via the New Haven Association of Realtors®.

[E] The membership shall be informed of this change in writing upon it's passage at a general membership meeting. This amendment shall be in effect commencing on February 28, 2006.

**3. Addition to Section 1 Listing Procedures:**

Paragraph 1, Line 4 after "within forty-eight (48 hours)" the phrase "except weekends and holidays" will be inserted.



**SUPRA KEY** bills are in the mail!! The cost for 2006 is \$115.00. If you are not going to use the key this year, please return it with all the equipment to the Association Office.

Any questions, please call Kate at (203) 234-7700 VM 16.

The cost for a NEW key is \$115.00 plus the set up charge of \$64.00 for a total of \$179.00.

**CREDIT REPORTS**

Did you know you can order your Credit Reports from the Association Office by FAX and receive them quickly by return fax?

Why pay \$20.00 to \$25.00 for a credit report when your membership advantage can save you money. We offer you credit reports for \$11.25+ tax (each person) for New Haven Association Members and \$16.25+tax (each person) for Co-op members.

Credit Reports are paid with either Master Card or Visa.

For details call Roseann, (203) 234-7700 VM 10

**IMPORTANT GENERAL MEMBERSHIP MEETING  
FEB. 2, 2006 - NEW HAVEN LAWN CLUB  
See attached flyer on Page 6**

## Marvin H. Schaefer Inspection Service, Inc.



### MAKING THE HOME INSPECTION WORK FOR YOU

Can a home inspection be one more part of a REALTORS® overall business plan to create future business? Everyone knows that a happy satisfied client has the potential to bring in future business. What makes for a happy homebuyer? Whether it is fair or not, the buyer's satisfaction level with their REALTOR® has much to do with how other professionals involved with the sales transaction meet their expectations. Lawyers, mortgage officers, appraisers, home inspectors and others play a role in how smoothly the whole process proceeds, and it is often the REALTOR® who pays when one of these other professionals does not meet the expectation of the client. **The Marvin H. Schaefer Inspection Service Inc.** would like to share how you can reduce the risk that a deal will be delayed or fall apart and how the home inspection can actually be used to create future business. The first key word is "expectations." If expectations are met, a client is less likely to hold up the sales process or back out of a deal and more likely to refer their REALTOR® to friends and family. The second key word is "preparation." The time to create realistic expectations with a homebuyer concerning the home inspection is before they get to it. We know this is not anything that a good REALTOR® doesn't know; however, the question is, what tools do REALTORS® have at their disposal that they may not be aware of? It has become mostly common knowledge that home inspectors in Connecticut are required to be licensed or hold an intern's permit to perform home inspections for pay. Some REALTORS® may even know that there are

Standards of Practice that regulate what is required of the home inspector, but few we have talked to know much about what these Standards require. Even fewer realize how a minimal knowledge of these standards can help them reduce the risk of failed deals and create happy buyers that recommend them to friends and family. The state only requires a home inspector to report deficiencies to the extent that a system or component is not working, is unsafe or is nearing the end of its service life. If a home inspector inspects a home that does not have any deficiencies to this extent, he could produce a report on one page that would satisfy the state's requirements. Not many homebuyers would be satisfied with such a report. Home inspectors are only required to test one outlet, one switch, one window and one door per room. They do not have to walk on roofs, estimate the age of a roof or estimate how long a roof may last. Home inspectors are not required to inspect a well or any well equipment, and there are many more things not required of the home inspector that the average buyer would be surprised to learn. Home inspectors are not limited by these regulations; they can do a better job if they want to, and most do. So, how can this knowledge help you? A home inspector may be very conscientious and do a much better job than the state requires. he may list lesser deficiencies, make recommendations for future upgrades and educate the buyer in certain home maintenance issues. If a buyer is prepared before the inspection by his REALTOR® to see the minimal requirements of the state and then sees the inspector you recommended doing a much better job than is required, you have created a buyer whose expectations have been surpassed. They are then grateful to their REALTOR® who recommended a home inspector that provided a service above what was required. This is one more part of the puzzle of creating a happy buyer. Happy buyers are less likely to back out of deals due to issues raised from the inspection. They are more likely to work through these issues, and they are more likely to recommend you to friends and family. A link to the State's Standards of Practice and Code of Ethics for home inspectors can be found on the **Marvin H. Schaefer Inspection Service, Inc.** web site at the bottom of the "main" page ([www.mhschaefer.com](http://www.mhschaefer.com)). For a better understanding of how this information can be of help, we offers mini seminar PowerPoint presentation to any real estate office that would like to invite us into their office.



**WHY STRESS?  
JUST GET IT OVER WITH!!!**

**HURRY IN TO SIGN UP FOR  
YOUR MANDATORY AND  
ELECTIVE CONTINUING  
EDUCATION CLASSES.  
WE HAVE MORNING, AFTER-  
NOON AND EVENING  
CLASSES AVAILABLE.**

**PLEASE CALL (203) 234-3938**

---

**REALTORS® AT THE CAPITOL**

**March 29, 2006**

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

**This is your golden opportunity to meet one-on-one with Representatives to let them know our views on the issues that affect our business. Whether this is your first experience or if you've been attending for years, your participation in this event will make a difference.**

**Don't miss this opportunity to show that you are part of the strongest organizations in the country!**

**During 2006, the following potential issues may have a direct impact on your business right and the real estate industry as a whole:**

*Owner-Tenant Issues  
Meth Lab Laws and Real Estate Takings of  
Private Property for Economic Development  
A New Tax System for CT  
Land Use and Smart Growth proposals*

**DEADLINE TO REGISTER IS: MARCH 3  
SIGN UP ON THE C.A.R. WEB SITE  
[http://www.ctrealtor.com/legislative/  
realtorsatthecapitol.htm](http://www.ctrealtor.com/legislative/realtorsatthecapitol.htm)**

The Greater New Haven Association of REALTORS®, Inc.

# General Membership Meeting Luncheon

Join us at:

*The New Haven Lawn Club  
193 Whitney Ave.  
New Haven, CT*

On

**Thursday, February 2, 2006**

*Nationally Renown Speaker:*

**James V. Pugliese**

*Topic:*

**"How to become a Mega Agent Super Star!"**

**Also to Honor Joan Barrow who is retiring after 35 years  
of service to the Association**

**Agenda**

1. Call to Order
2. Presentation of Quarterly Awards
3. MLS Changes
4. Speaker, James Pugliese
5. Adjourn

**Deli Buffet**

**\$ 15.00 per person**

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

**Deadline for reservations - Monday, January 30, 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 February 2, 2006**

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

_____	_____
_____	_____
_____	_____
_____	_____

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

**Agency:**

**Phone:**

\_\_\_\_\_

\_\_\_\_\_

## Thank You

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

**Platinum Level Sponsors**

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



**Gold Level Sponsors**

- GMAC Mortgage
- Law office of Edward Burt
- Washington Mutual

**Silver Level Sponsors**

- Chase Home Finance
- EPI Mortgage

# 2006 Officers and Directors

## Greater New Haven Association of REALTORS®, Inc.

		<i>Phone #</i>	<i>Fax #</i>
<i>President</i>	<i>James Porto</i>	878-7424	783-1828
<i>President Elect</i>	<i>Paul Gradwell</i>	389-2105	387-3234
<i>First Vice-President</i>	<i>Marc Seigel</i>	288-3377x303	281-5461
<i>Second Vice-President</i>	<i>Maureen Campbell</i>	281-3400	288-9645
<i>Treasurer</i>	<i>Al Scafati</i>	288-1900	288-0100
<i>Secretary</i>	<i>Diana Walsh</i>	877-0618	874-5621

### **DIRECTORS:**

<i>Elizabeth Alberico</i>	<i>Term Expires 2008</i>	248-5550x11	248-3916
<i>Alan Barberino</i>	<i>Term Expires 2006</i>	269-0284	269-2805
<i>E. Tyler Della Valle</i>	<i>Term Expires 2007</i>	287-0000	248-9975
<i>John Guerra</i>	<i>Term Expires 2007</i>	376-6804	468-8686
<i>Paul Ott</i>	<i>Term Expires 2007</i>	294-9114	294-9120
<i>Steve Patten</i>	<i>Term Expires 2006</i>	234-6371	234-6372
<i>Susan Izzo</i>	<i>Term Expires 2008</i>	876-7507	876-5923
<i>Brian Valenti</i>	<i>Term Expires 2006</i>	248-9224	248-1589
<i>Gena Lockery</i>	<i>Term Expires 2008</i>	781-0000	781-0022
<i>Linda Lang-Bankowski</i>	<i>Term Expires 2008</i>	624-3000	624-3001

<i>Immediate Past President</i>	<i>Lee McParland</i>	272-1821	271-3585
<i>Board Counsel:</i>	<i>William W. Bouton III, Esq.</i>		
	<i>Lori B. Alexander, Esq.</i>		

### **STATE DIRECTORS:**

<i>Wendy Weir</i>	<i>Term Expires 2007</i>	877-0618	874-5621
<i>Ron Masella</i>	<i>Term Expires 2006</i>	287-0487	288-3388
<i>Teresa Sirico</i>	<i>Term Expires 2006</i>	469-5330	468-8686
<i>Joanne Hale</i>	<i>Term Expires 2006</i>	272-0890	250-8163
<i>Richard Hartman</i>	<i>Term Expires 2006</i>	272-2700	272-2709
<i>Jay Berardino</i>	<i>Term Expires 2007</i>	860-349-0344	860-349-0698
<i>Steve Patten</i>	<i>Term Expires 2006</i>	234-6371	234-6372
<i>Sandra Maier Schede</i>	<i>Term Expires 2006</i>	237-7559	634-9197
<i>Sam Ratner</i>	<i>Term Expires 2007</i>	699-8399	439-0129
<i>Bea Fiorino</i>	<i>Term Expires 2007</i>	272-1633	272-1569
<i>Tom Casey</i>	<i>Term Expires 2007</i>	878-7424	783-1828
<i>Sue Dubrow</i>	<i>Term Expires 2007</i>	882-5525	882-5526
<i>Jim Porto</i>	<i>Ex Officio</i>	878-7424	783-1828

### **Staff**

<i>Roberta N. O'Hara, RCE, Executive Vice-President</i>	234-7700 VM 12	234-3980 NH
<i>Edward Spósito, Director of Finance</i>	234-7700 VM 13	
<i>Joan Quinn, The Connecticut Home Browser®</i>	234-7700 VM 14	
<i>Kate H. Blake, Membership, CID</i>	234-7700 VM 16	
<i>Roseann Dorsey, MLS - Association Store</i>	234-7700 VM 10	
<i>Francisco Garcia, Computer Consultant</i>	234-7700 VM 18	
<i>Eleanor Healey, Director of Education</i>	234-3980 VM 11	
<i>Jeannine Mollica, Assnt to Exec. VP &amp; Education</i>	234-3980 VM 19	

**Greater New Haven Association of Realtors, Inc.**  
**2006 Calendar of Events**

January 16	Monday	Martin Luther Kings Day	Office Closed
February 2	Thursday	General Membership	New Haven Lawn Club
February 7	Tuesday	GNHAR Orientation	Association Office
February 9	Thursday	GNHAR BOD	Association Office
February 14	Tuesday	GNHAR Orientation	Association Office
February 20	Monday	Presidents Day	Office Closed
March 9	Thursday	GNHAR BOD	Association Office
March 16	Thursday	Power Lunch	Association Office
March 19-21	Sunday-Tuesday	NERC Leadership Conference	Boston, MA
March 31-April 4	Friday - Wednesday	NAR AE Institute	Reno, Nevada
April 5	Thursday	Region 4 Caucas	Midd-Shore Assn.
April 6	Thursday	General Membership	Great River Milford
April 11	Tuesday	CAR BOD/Gates Luncheon	Hawthorne Inn
April 13	Thursday	GNHAR BOD	Association Office
April 14	Friday	Good Friday	Office Closed
May 11	Thursday	GNHAR BOD	Association Office
May 16 - 20	Tues. - Sat.	NAR Midyear Meetings	Washington, D.C.
May 24	Thursday	Power Lunch	Association Office
May 29	Monday	Memorial Day	Office Closed
June 8	Thursday	GNHAR BOD	Association Office
June 14	Wednesday	General Membership	Amarante's
July 4	Monday	Independence Day	Office Closed
July 13	Thursday	Region 4 Caucas	Midd-Shore Assn.
July 14	Friday	GNHAR BOD	Association Office
July 18	Tuesday	C.A.R. B.O.D.	Hawthorne Inn
August 16 - 18	Thursday	NAR Leadership Meeting	Chicago
September 4	Monday	Labor Day	Office Closed
September 14	Thursday	GNHAR BOD	Association Office
September 14	Thursday	Power Lunch	Association Office
September 18	Monday	Charity Golf Tournament	Laurel View C.C.
October 5	Thursday	General Membership	Laurel View C.C.
October 9	Monday	Columbus Day	Office Closed
October 12	Thursday	Region 4 Caucas	Midd-Shore Assn.
October 13	Friday	GNHAR BOD	Association Office
October 17	Tuesday	C.A.R. B.O.D.	Hawthorne Inn
November 2	Thursday	GNHAR BOD	Association Office
November 8 - 13	Wednesday - Monday	NAR Convention	New Orleans, LA
November 16	Thursday	Power Lunch	Association Office
November 23 & 24	Thurs.-Fri.	Thanksgiving Holiday	Office Closed
December 7	Thursday	GNHAR Installation	500 Blake Street
December 15	Friday	GNHAR BOD Luncheon	TBA
December 25 & 26	Monday & Tuesday	Christmas Holiday	Office Closed