
REALTOR[®] NEWS

Web Site - greaternhrealtors.com

Issue No. 206

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

September 17, 2003



Wine Tasting Gala

Thursday, October 16, 2003
5:30 PM
New Haven Country Club
160 Hartford Tpke., Hamden

Silent Auction

For the second year we are holding what has become our Annual Wine Tasting and Silent Auction!! The Wine Tasting event is given to benefit RPAC (REALTORS[®] Political Action Committee/Issues Advocacy) which helps to protect the rights of all homeowners and REALTORS[®]. Since you benefit year round from the funds donated to RPAC, we know you will look forward to become involved in this event, either by attending, becoming a Sponsor by reserving a full page, half page or quarter page ad to be placed in our yearly Wine Tasting booklet, supplying a service or item(s) for our Silent Auction or just by buying individual tickets or making a cash donation.

On the evening of October 16th you will enjoy the company of many friends and business acquaintances, sip and learn about many different wines and hors d'oeuvres, and have the opportunity to partake in the Silent Auction - we hope you will join us for what promises to be a truly exciting evening.

In the meantime, you can help in several ways..... First you need to refer to page 5 of this newsletter for our flyer which gives you more detail and a reservation form, Second you need to act now and fill out the form and mail it to the Association Office as indicated.

We are looking forward to hearing from you and seeing you on Thursday, October 16th at 5:30 PM - Don't miss it!!!



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.

The next course will be held on Thursday, October 23, 2003 from 9 AM - 12:30 PM and on Thursday, October 30, 2003 from 9 AM - 12:30 PM. Both morning 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

FOR YOUR REAL ESTATE NEEDS THE ASSOCIATION NOW OFFERS

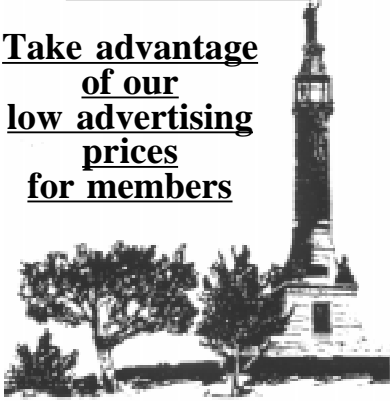
THE "ASSOCIATION STORE CATALOGUE"

Whether you're looking for Calculators, closing gifts, Real Estate Books, marketing tools etc. You'll find it in our catalogue.

Please call Roseann, (203) 234-7700 VM10 for your copy - or stop in and visit us anytime Monday thru Friday, 8:30 AM - 4:30 PM. We're here to serve you.....

The Connecticut Home Browser
 A Real Estate Buyers Guide
 Published by
 The Greater New Haven Assn of REALTORS
 as a
SERVICE FOR YOU!

**Take advantage
 of our
 low advertising
 prices
 for members**



The Browser is published
 bi-weekly and distributed to 21
 towns and cities in your territory
 along with 11 Stop and Shop
 stores.

Deadline to place your ad in the
 next available issue is
Thursday, September 18th.
 Call Joan Quinn, (203) 234-7700



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

Officers of the Association

President.....James Wrzosek
 President Elect.....Frank D'Ostilio
 First Vice-President.....Lee McParland
 Second Vice-President.....Al Scafati
 TreasurerMaureen Campbell
 Secretary.....Paul Gradwell

Exec V.P.....Roberta N. O'Hara RCE
 Asst Exec V.P.....Frederick Mansfield

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 Robert Dow
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 James Porto
 Marc Seigel
 Diana Walsh
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Immed. Past Pres.: Robert Fischer

Thank You

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

Platinum Level Sponsor - \$2,000
 Cendant Mortgage
 New Haven Register
 Schaefer Inspection
 Tyler Cooper & Alcorn

Special Recognition
 Wells Fargo Home Mortgage
 GMAC Mortgage
 New England Home Loans
 Washington Mutual

Gold Level Sponsor - \$1,000
 Ed Burt, Jr. P.C. Attorney at Law
 Facility Support Services
 First Choice Mortgage
 Milford Jeep
 Real Estate Book
 Tiger Home & Building Inspection

Silver Level Sponsor - \$250
 Drescher Insurance
 Guaranty Residential Lending, Inc.
 Liberty Bank
 Parrett, Porto, Parese & Colwell, P.C.
 Sugar Mountain Enterprises, LLC
 Wells Fargo Home Mortgage

REVISED 9/03 INTERREALTY TRAINING SCHEDULE

PLEASE NOTE: CLASSES & TIMES MAY CHANGE MID STREAM, YOU WILL BE CONTACTED IF YOUR CLASS HAS BEEN CHANGED.

Please fill out the form below and mail a **\$10.00 REFUNDABLE CHECK** to Roseann. There are a limited number of seats for each Hands On class! Thank you!

Mon., Sept. 29	MLXCHANGE II*	9:30-11:30	limit 10
	CMA	11:30-12:30	limit 10
	CMA	1:30-2:30 PM	limit 10
Wed., Oct. 15	CMA	9:30-10:30	limit 10
	MLXchange II*	10:30-1:00	limit 10
Wed., Oct. 29	MLXchange I	9:30-12:00	limit 10
	Designer Tools	1:00-3:30	limit 10

***YOU MUST HAVE KNOWLEDGE OF MLXCHANGE OR HAVE TAKEN MLXCHANGE I TO REGISTER FOR MLXCHANGE II. CANNOT BE COMBINED WITH A MORNING OR AFTERNOON MLXCHANGE I CLASS!**

SORRY, WE CANNOT ACCEPT ANY REGISTRATIONS WITHOUT A CHECK!

ALL ABOVE CLASSES REQUIRE A \$10.00 (REFUNDABLE) CHECK AND A 24 HOUR CANCELLATION NOTICE (CREDIT CARDS NOT ACCEPTED). SORRY, WE CANNOT ACCEPT ANY REGISTRATIONS WITHOUT A CHECK. WATCH YOUR E-MAIL FOR UPCOMING CLASSES.

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

NAME	COMPANY	PHONE#	DATE & TIME

SIGN UP NOW!!!



MILL RATES

The new updated Mill Rates have been entered into our MLS system by Interealty. Also all existing properties in MLS have had their Mill Rates and taxes automatically updated.

PHOTO AND DEPOSIT LETTERS

Letters will be sent out shortly again for those missing photographs in MLS and those listings still on Deposit which might have closed or fell thru.

In order to avoid being fined, please take a minute to update your properties presently in MLS.

COMPARABLE BOOKS

It's that time again!!! The quarterly Comparable book orders are now being accepted. If you would like to update your running order, or place a new order, please do so by Friday, September 19th. Please call Roseann at (203) 234-7700.

NOMINATIONS FOR "AWARD PROGRAM" 2003

Nominations for the third quarter of 2003 ending September 30th, MUST be received by October 10, 2003 along with a full printout of each SOLD listing and signed by your Designated REALTOR®/Office Manager. Please call the Association Office to have a form faxed to you.



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 APPLICATION:
Charito Coriano d/b/a Coriano Realty, P O Box 2615, Meriden 06450. Phone (203) 537-0627, Fax (203) 630-6626 - Full.

MLS ONLY:
Jacqueline Feldman d/b/a Prudential CT Stratford, 2874 Main St., 06614 - (203) 377-4800; Fax (203) 380-1460.

William T. McHugh d/b/a McHugh Realty, 11 Wildwood Dr., Old Lyme 06371. (860) 434-9909; Fax (860) 434-7142.

REALTOR APPLICATIONS:
Ted Warsawski, ERA Innovative, Wood.
Nancy Matyasovsky, Sacco Realty, Orge
Raju Sinha, Wm. Orange Realty
Mary Rose Field, ReMax Realty
Melissa Tashjian, Raveis, Cheshire
Sally A. Bowman, Calcagni, Cheshire
Keri A. Smith, CB Cheshire
Peter Gross, Erealty, Inc., Mass.
Anthony J. Napolitano, Regan RE, Hmd.
Jonathan E. Kupson, Raveis, Milf.
Mark I Levine, Wm. Orange Realty
John Wright, Joseph Bishop Co.
Leslie J Sullivan, Raveis, Milf.
Remi Zimnoch, Raveis, Milf.
Michael W. Stella, Raveis, Milf.
Sheila M. Lacher, Beaz., EH
Eve K. Rocklin, Calcagni, Wall.
Francine Thorne, Ennis Regan Realty
Kiram Makam, Beaz., NH
James V. Toce, Jr., ERA Prop. World
John Barbara, Gaudioso Realtors
Gladys J Bradley, Harborview Realty
James G. Montano, Jr. CB Select Sites, Hmd.
Tammy McVey-Camilleri, Raveis, Cheshire
Mary Lou Carew, Beazley, EH

OFFICE CHANGE:
Lucille Trzcinsky is now the DR for Mainline New England, 50 North Main St., Wall.

AGENT CHANGES:
Lucy Lin now rep CB Select Sites, NH
Sarah Winston now rep Pearce, NH
Kelly Wolfe now rep Alan Barberino RE
Albert Buell now rep Pilgrim Realty
Hillary Tomasco now rep Raveis, Milford
Anthony Montanaro now rep Beazley, Wall.
Devon Turner now rep Beazley, Wall.
Roseann Husted now rep C21 Amer. Dream
Gary Davis now rep Seabury Hill RE, NH
Peter Gross now rep Erealty Inc, Mass.
Hillary Tomasco now rep Raveis, Milf.
Maria Whittaker now rep C21 Access Amer., Bpt
Richard Guralnick now rep Pearce, No. H.
Ron Greytak now rep CB Select Sites, NH
Ellen Falsey now rep CB Select Sites, NH
Steven Spector, Colonial Properties, Orge.
Beth Segali now rep Realty Partners, WH

CLOSED COMPANIES:
Jack Lynch d/b/a Lynch Real Estate, LLC, 175 Church St., Trumbull was MLS ONLY.

Richard Guralnick d/b/a Insignia/ESG, 234 Church St., New Haven - Board Only - Richard is now with Pearce, North Haven.

Beth Segali d/b/a Signature Realty, 308 Park Rd., Hamden - Full Office - Beth is now with Realty Partners, West Haven.



Beazley Company succeeded in collecting over 2,000 used wireless phones and accessories in a campaign to benefit the national Donate a Phone® CALL to PROTECT program.

The program, started by the National Coalition Against Domestic Violence, Motorola and the Wireless Foundation collects used wireless phones then refurbishes, reprograms and distributes the phones to victims in need. Phones are reprogrammed to dial 911 or a crisis hotline number. In the hands of victims, these phones act as lifelines enabling them to call for assistance when faced with an emergency situation.

While the "official" collection campaign has ended, Beazley offices will continue to accept phone donations throughout the year. For more information on the Donate a Phone CALL to PROTECT campaign, call 1-888-901-SAFE or visit www.donateaphone.com.

REALTOR® SAFETY WEEK

For those of you who missed attending the September 10th General Membership Luncheon held at The Belvedere, New Haven you missed a very informative lecture delivered by Robert L. Siciliano, author of "The Safety Minute:01". Since this week, September 14-20th, was designated by National Association of REALTORS® as "REALTOR® Safety Week" it was appropriate to invite Mr. Siciliano to enlighten our membership on the dangers which can be present when showing Real Estate and how to protect yourself from harm. The entire presentation was interesting and informative, we all left the meeting feeling more informed on how to watch and react to potential danger.

The Association will be purchasing a video tape from National Association of REALTORS® on "Don't be a Victim - Personal Safety for REALTORS®". When received this video is received it will be available to all offices to show at their "Office Meetings". The video will be available at no charge, but must be returned promptly to the Association for others use. You will be advised when the video is available.

Luncheon at The Belvedere was especially enjoyed by all, along with the booths set up by several of our Sponsors.

We had over 50 new members complete Orientation last month and those who attended the luncheon were sworn in, congratulations!

Congratulations were also in order for those 2003 Second Quarter "Quarterly Achievement Award" recipients who were presented their Certificates of Achievement by Frank D'Ostilio Jr. of Wm. Orange Realty.

Hope to sell all of you at our next Membership meeting to be held on October 2nd, flyers will be mailed to all members shortly, watch for it and sign up.



Your Best Investment In Real Estate
by

Maggie Jensen, Chairperson
Coldwell Banker, (203) 239-2553 x114

CONTRIBUTE TO RPAC TODAY!

Have a voice in the democratic process by contacting your Local REALTOR® Association or call National RPAC at 202-383-1194. Also, use your realtor.org password to find out more about RPAC, including the opportunity to make a contribution online at: www.realtor.org.

"All-American Dream" Sweepstakes

In addition to supporting a better government, your contribution to RPAC can send you away to a travel destination of your dreams. Every \$20 you contribute to RPAC automatically gives you one entry into the annual RPAC "All-american Dream" Sweepstakes. Contribute \$99 and get a bonus of ten total tickets. The winner is drawn each November at NAR's ANNUAL Convention. The winner has a choice of one of three "All-american" vacations. Just remember though, every time you invest in RPAC, you are already a winner because you are helping improve your bottom line by supporting better government policies.

NEW HAVEN REAL ESTATE SCHOOL OFFERING THE FOLLOWING CLASSES

Continuing Education Requirements

Every 2 years you are required to take 12 hours of Continuing Education classes in order to renew your Real Estate license. This year there are TWO required classes, Mandatory Connecticut Real Estate Law & Fair Housing and Real Estate Agency in Connecticut. These are 3 hour classes,

therefore you will need to take the two mandatory classes plus two more 3 hour CE classes.

To determine if you must take CE for your 2004 license go by the ending date of the Principles & Practices course you took to qualify for a license. The state goes by June 1st of the previous even year.

Example: June 2 (and after) of 2002 - DOES NOT need CE's for 2004.
May 31st, (and before) of 2002 DOES need CE's for 2004.

We have 5 CE classes scheduled for this month, September. **TAKE ADVANTAGE OF THESE EARLY CLASSES AND BEAT THE CROWD!!**

Thurs. 9/18	9-12 AM	Ethics & Disp.
Tues., 9/23	9-12 AM	Ct Law & FH
Tues., 9/23	1-4 PM	RE Agency
Wed., 9/24	9-12 AM	Invest. RE
Wed., 9/24	1-4 PM	Brok. Fund.

REAL ESTATE LAW

Beginning Wednesday, October 29th, Monday and Wednesday evenings, 6-9 PM. Instructor Carol Swenson, J.D., Realtor. Cost \$270.00 including book.

ABR (Accredited Buyer Representative)

Two Days - November 18 & Nov. 20th. 9 AM to 4:30 PM. Instructor - Fred Southwell. (Also good for 6 hours CE Credit) \$245.00, minus \$20 if paid by 11/7/03.

PRINCIPLES AND PRACTICES OF RE

Beginning Wednesday, October 22nd, Monday and Wednesday evenings 6-9 PM. Instructor Joe Waple, \$257.00 including books.

For more information on any of these classes, please check our web site: greaternhrealtors.com or call (203) 234-3938.



Wine Tasting Gala

To benefit RPAC

Thursday, October 16, 2003 - 5:30 PM

Wine Tasting & Silent Auction

NEW HAVEN COUNTRY CLUB

160 Hartford Turnpike, Hamden, CT.

(No Denim or Cellphones)

SPONSOR LEVELS

GOLD SPONSOR \$ 250.00

Full Page Ad in Program Book

SILVER SPONSOR \$ 150.00

Half Page Ad in Program Book

BRONZE SPONSOR \$ 75.00

Quarter Page Ad in Program Book

INDIVIDUAL TICKET \$ 35.00

Name _____

Title _____

Organization _____

(As it should be listed on print material)

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

We want to support the RPAC Gala

___ *Gold Sponsor* ___ *Silver Sponsor* ___ *Bronze Sponsor* ___ *Ticket (s) @ \$35* _____

___ *Check Enclosed* *Please make your check payable to GNHAR. Mail to the Greater New Haven Association of Realtors, Inc., 127 Washington Ave., West Bldg, Lower Level, North Haven, CT. 06473*

___ *We cannot attend your event but would like to make a cash donation of \$* _____

___ *We would like to supply an item or service for the "Silent Auction" (Describe* _____)

FOR ADDITIONAL INFORMATION, CONTACT CHERYL @ (203) 234-7700