

## 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

**Frank J. D'Ostilio, Jr., President**

***H*appy New Year!** If you attended our Installation and Association Holiday party on December 11th at 500 Blake Street (it was sold out!), then you know what a great year our Board of Directors has planned for our Association. We stayed until they tossed us out. The DJ was great - thanks go to ReMax Realty of Milford, Betty Alberico's C21 group and the folks at William Orange Realty for dancing the night away.

On February 5th, we have our first General Membership meeting at The New Haven Lawn Club. Our events sell out; so please book early. Matthew Ferraro will be speaking again, presenting all the latest technology. Besides a few good laughs, Matt will present you with ideas that will put dollars in your pockets.

Many of our events are made available to you at a reduced cost. Our Member Services Committee is able to retain nationally recognized speakers and hold educational sessions that would not be affordable to the Greater New Haven Association of REALTORS®. These events help our membership stay in the forefront of their profession. If it were not for our sponsors, these events would not be possible.

### Platinum Sponsors

Wells Fargo Home Mortgage  
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Perkins Associates - Attorneys

### Silver Sponsors

Homestead Funding Corp.  
Sugar Mountain Sign Installers

Please patronize and thank our sponsors because without them, the opportunity to have nationally recognized speakers would not be affordable.

With low interest rates, NAR is projecting another good year for home sales in 2004. 2003 was the best year ever recorded by NAR. Also, this year your continuing education (CE) is due in order to renew your license. Brokers must have their CE done by March 31st and salespeople must have their CE done by May 31st. The Association's school has a number of courses offered, so see our website at [greaternhrealtors.com](http://greaternhrealtors.com) for a complete list of courses. Do not wait until the end to complete your classes.

Have a happy and prosperous new year!

## GENERAL MEMBERSHIP MEETING

Featuring

**Matthew Ferrara**

**"Millennium Tech Tools"**

**February 5, 2004**

**New Haven Lawn Club**

*(Flyers were mailed and e-mailed last week to all members).*

**D**ue to the generous support of our Sponsors, The Association is able to offer you a nationally acclaimed speaker, Matthew Ferrara. Mr. Ferrara is considered one of the best technology instructors in the country.

"In 1990, Matthew Ferrara began to meet the technology training needs of business professionals in the real estate brokerage industry. With a unique combination of "No Geek Speak" educational materials and "No Sales Pitch" delivery methods, Matthews Ferrara Seminars has taught more than 1000 sessions over the last decade to become one of the most trusted and respected technology companies by real estate associations, companies and sales agents worldwide."

By now you have received your reservation flyer - don't wait to send in your reservations, we expect this to be a Sell Out!!!

Please note the low cost to you - \$15.00 per person including a Deli Buffet lunch - all due again to the generosity of our Sponsors.

Don't miss out - send in your reservations now!!



REALTOR®

**Official Publication  
of the  
Greater New Haven  
Association of  
REALTORS®, Inc.**  
(203) 234-7700 Fax: 234-3980

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*Thank You*

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

**Platinum Level Sponsor - \$2,000**

Common Vision Builders  
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The Real Estate Book  
Washington Mutual

**Silver Level Sponsor - \$500**

Homestead Funding  
Sugar Mountain Enterprises LLC

**QUARTERLY ACHIEVEMENT AWARDS  
2003 FOURTH QUARTER RECIPIENTS**



**Congratulations**

**T**he following members have been awarded the 2003 Fourth Quarter Achievement Award by the New Haven Association of REALTORS®, Inc. for being the High Producers during that period. Congratulations! Award certificates will be presented at the February 5th General Membership meeting to be held at New Haven Lawn Club. All recipients will be featured in the February 6th issue of The Connecticut Home Browser magazine, and are also featured on the Association Web Site - [greaternhrealtors.com](http://greaternhrealtors.com).

Richard Chamberlin  
Patrick Combs  
Gary Damato  
Stephanie Ellison  
Ellen Gomes  
Pat Harriman  
Dave Hawes  
Dawn Hoydilla  
Barbara Hulteen  
Gigi Mancini  
Nick Mastrangelo  
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Judy Mik  
Bill Morgan  
Ellen P. Nathanson  
Len Nicoletti  
Jim Porto  
Loretta Rennie  
Toni Ross  
Linda Scanlon  
Sandy Maier Schede  
Warren Seigel  
Ray Valenti  
Linda Wilson  
Myra Zelson

Realty Partners, West Haven  
Dan Combs Real Estate, Wallingford  
Press & Cuzzo, Inc., Hamden  
ReMax Realty Associates, Milford  
Calcagni Associates, North Haven  
Prudential Ct. Realty, Wallingford  
Beazley Co., Milford  
Prudential Ct Realty, Wallingford  
Hartman & Hulteen, Cheshire  
Beazley Regional Center, Orange  
Beazley Regional Center, Orange  
Beazley Regional Center, Orange  
Prudential Ct. Realty, Wallingford  
Beazley Regional Center, Orange  
Press & Cuzzo, Inc., Hamden  
Coldwell Banker, Milford  
Coldwell Banker, Milford  
Press & Cuzzo, Inc., Hamden  
Beazley Regional Center, Orange  
DePodesta Real Estate, Hamden  
Maier Real Estate, Meriden  
ERA Seigel Realty, Hamden  
ReMax Schoolside Realtors, Cheshire  
Coldwell Banker, Milford  
Harriet Cooper Associates, Woodbridge

# Agency Topics

By

**Ted Mansfield**

**Assistant Executive Vice President**

## Ethics Training

**T**here seems to be some confusion about the Mandatory Ethics Training program established by the National Association of REALTORS®. N.A.R. requires that all REALTOR® members of a local Board or Association of REALTORS® must pass an Ethics Training Course of no less than 2 1/2 hours every four years in order to retain their REALTOR® membership.

This program began in 2001 and the first four year period will come to an end on December 31, 2004. This means that all REALTORS® must have completed their ethics training by that date or will no longer be able to hold themselves out to the public as a REALTOR® and will lose their other membership benefits.

The Greater New Haven Association of REALTORS® was the first Association of REALTORS® in Connecticut to offer an ethics training program to its members in 1991. Our program is also approved by the Connecticut Real Estate Commission for 3 hours of credit toward the renewal of a real estate license. We have provided ethics training to a large number of members, including all who have taken the ethics portion of our Orientation course during this period. Even a greater number of members have yet to complete ethics training and are at risk to lose their REALTOR® status. Our ethics training course is titled Ethics and Dispute Resolution.

The ethics training course can be taken at any Board or Association of REALTORS® who will give you a certificate for you to provide to your primary Board or Association for credit. If you take an "Ethics" course from a private real estate school, not operated by a Board or Association of REALTORS®, the course probably will not meet the requirements of N.A.R. If you take one of these courses for c.e. credit, you must obtain a copy of the course outline as submitted to the Real Estate Commission and submit this

together with all course handouts to your local Association of REALTORS® for review and approval. It is up to the local Association to determine if the course follows N.A.R. guidelines.

Some other things to keep in mind are: because of the way the Real Estate Commission approves continuing education courses, all c.e. courses will expire on June 1, 2004. This means that some sessions of Ethics and Dispute Resolution may not offer c.e. credit. Another consideration is that courses may not be available if you wait until the last minute in December. December is a busy month and teachers may not be available to do ethics training.

We suggest that you should determine if you have taken Ethics and Dispute Resolution or another REALTOR® Association approved ethics training course and if you have not taken ethics training do it promptly.

The National Association of REALTORS® has established this program to protect the public and other REALTORS® from real estate agents who are untrained in proper ethical conduct. Unethical conduct results in untold aggravation and money loss to the public and members of the real estate business. N.A.R. believes that withholding the valuable license to use the term REALTOR® from agents who are untrained in ethics will go toward improving the business and making the word REALTOR® synonymous with high ethical standards.

This program applies to brokers and salespersons alike and brokers who do not take ethics training will lose membership benefits for their office and its sales staff, including the right to participate in the Multiple Listing Service.

If you read this article, be sure to remind the other people who do not read these articles in your office and your broker of the necessity of taking ethics training before this December. We have been mentioning this now for three years and are still finding REALTORS® who have never heard about the need to do ethics training.



**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.

The next course will be held on Friday, February 13, 2004 from 9 AM - 12:30 PM and on Wednesday, February 18, 2004 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](http://greaternhrealtors.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.**

**DESIGNATED REALTOR APPLICATIONS:**

Christine E. Kelly d/b/a Silano Investment Corp., 23 Oxford Rd., Oxford 06478. Phone (203) 888-7606, fax (203) 888-5993 - full membership.

Richard Fiske d/b/a R S Realty, 677 South Main St., Cheshire. Phone/fax (203) 699-8399

**REALTOR APPLICATIONS:**

Diane E. Briganti, ERA Fort Hale, No. Haven  
Donna Schaefer, Raveis, Cheshire  
John Ferreira, CB Select Sites, Hamden  
Kelly A. Cesare, Depodesta RE, Hamden  
Marina J. Markowski, CB Select Sites, Hamden  
Michael DeMennato, CB Select Sites, Branford  
Patricia Antonini, ERA Property World, Milford  
Stephen L. Zakos, C21 Access America, Milford  
Veronica Sciuillo, ERA Innovative, Woodbridge  
William A. VanArsdale, Jr., Beazley, Milford  
Mary Ann E. Houde, Prudential, Wallingford  
Vincent A. Bagdasarian, Raveis, Milford  
Doreen Stumpf, Calcagni Assoc, Cheshire  
Russell D Neely, C21 Access America, Milford  
Patrick J Monahan, Beazley Regional

Terry Thompson, Beazley, Milford  
Colleen E. Battista, Prudential, Wallingford  
Thomas Jankun, Kaplowe RE, West Haven  
Sylvia A Mitchell, Beazley Regional  
Peter A. Marcucilli, Raveis, Cheshire  
Philip Noto, CB Select Sites, Branford  
David M. Fuka, Calcagni, Wallingford  
Donna Porteus, Coldwell Banker Cheshire  
Stewart Rosen, Raveis, Cheshire  
Robert Huebner, Carbutti & Co., Wallingford  
Evangelio, Franco, H. Pearce, No Haven  
Stephen M. Martin, Raveis, Cheshire  
Thomas L. Evans, H. Pearce, No Haven  
Linda Samide, Aristide & Maxwell, Hamden

**AGENT CHANGES:**

Kristen Burr now rep Ennis Realty, Meriden  
Lucille Sullivan now rep C21 Amer. Dream, Hamden  
Dawn Puchala now rep ReMax Realty, Milford  
Edward Dwyer now rep Home Run Realty, Wall.  
Donna McCormack now rep Beazley, NH  
Elaine Amundsen now rep Raveis, Milford  
Gayane Matzkim now rep Bishop Edward & Roberts  
Patricia Petrini now rep Home Run Realty, No Haven  
Ricardo Alves now rep J. Coppola RE, WH  
Barbara Doyle now rep J. Coppola RE, WH  
Michael Sheehy now rep ReMax Action, Stratford

**MEMBERSHIP REINSTATED:**

Lou Longwa d/b/a Longwa Realty, 2574 Main St., Bridgeport. Phone (203) 330-1545, Fax (203) 330-1945. MLS Only Member.

**OFFICE ADDRESS CHANGES:**

Symphony Realty, 718 Savin Ave., West Haven 06516.  
Phone (203) 934-2670, Fax (203) 934-2306.

Commercial Property Associates, 4 Marshall Rd, Hamden 06517. same phone/fax.

J B Strickland Assoc., 3 Dibble Rd, Old Saybrook 06475. Phone (203) 915-8205, fax (860) 399-2280.

**WELCOME TO THE FOLLOWING NEW MLS ONLY COMPANIES:**

David Epprecht d/b/a Realty Quest, LLC, 15 Corbin Dr., Darien. Phone (203) 656-4993, Fax (203) 656-1952.

William Meade d/b/a Appraisal Max, 311 Knight la., Orange. Phone/fax (203) 799-0742.

**COMPANY NAME CHANGE:**

Fred Dzindzalet d/b/a Fredericks Realty Company LLC.

**PHONE CHANGE:**

Buyers Realty Group, Cromwell - (860) 209-1107

**FAX CHANGE:**

Powers Real Estate, Meriden (203) 237-0062

**RESIGNED MEMBERSHIP:**

Mary Boehlert d/b/a Home Marketing, 58 Linwood Ave., Fairfield - MLS Only.

**SUPRA KEY HOLDERS  
PLEASE TAKE NOTE**

Supra key bills have been sent out. The fee for 2004 is \$99.26. If you did not receive a bill, please call Kate at the Association office (203) 234-7700.

These bills must be paid by the beginning of February or your key will be shut off by Supra. Please make sure you follow the directions on the bill or you may bring your payment to the Association Office.

*Please make sure your check is  
made out to  
**SUPRA PRODUCTS.***



## The Marvin H. Schaefer Inspection Service, Inc. Over 50,00 Inspections Performed Throughout Connecticut

1-800-345-2776    [www.mhschaefer.com](http://www.mhschaefer.com)

### Prepare Your Listings For Sale And Inspection

**The Marvin H. Schaefer Inspection Service, Inc.** has some important and helpful tips to help you prepare your listings for sale and its eventual inspection.

Attract buyers and reduce problems that their home inspector may find. Suggesting these minor maintenance actions or repairs to your listing clients may help you sell their home more swiftly!

1. Paint or stain siding and trim as needed where faded or peeling.
2. Replace any decayed siding or trim.
3. Clean gutters and be sure downspout bottoms are extended adequately away from the house to prevent water seepage into the basement.
4. Repoint and patch any loose brickwork on the chimney or exterior walls.
5. Re-putty windows as needed.
6. Paint rusted wrought iron rails and secure loose ones as needed.
7. Make sure decks have joist hangers, they are bolted to the house and are properly flashed.
8. Make sure all exterior crawl space areas under the house, porches and stairs are ventilated.
9. Repair cracks in retaining walls.
10. Trim shrubs 6 inches from the house. Remove attached vines, leaves and debris from planting areas.
11. Be sure the grade around the house has approximate one inch per foot of pitch away from the foundation for the first five feet for proper rain run off.
12. Patch any foundation cracks that allow water penetration with hydraulic cement.
13. Be sure the dryer is vented to the exterior of the house.

Have the heating, air-conditioning and hot water heater serviced if they have not been in the last six months.

15. Check all interior plumbing fixtures for leaks and make sure they are in proper working order.
16. Have all interior well equipment serviced if it has not been in the last year.
17. Pump the septic tank if it has not been pumped in the last year.
18. Make sure all doors are adjusted so that they close correctly.
19. Make sure the interior walls and ceilings are cosmetically attractive. If there are any water stains on the ceilings, the cause should be repaired and the stain painted over with stain kill (kilz) type paint.
20. Properly repair loose bathroom tile and regrout as needed.
21. Clean chimney flues if needed.
22. Be sure all interior stair rails are secure.
23. Install smoke and carbon monoxide detectors.

These tips come in handy not only in preventing hold-ups in the selling process, they can save your client money. This is where repair verses replacement comes in. Repair is less expensive than replacing. Often a buyer will want something replaced if it is found to have a problem, when a simple repair will do. If the repair is done prior to the sale or inspection, the more expensive replacement will never become an issue.

Schaefer will be glad to provide a free phone consultation for your client as they prepare their home for sale and inspection. Schaefer also provides full Pre-Marketing home inspections for sellers.

We hope you will consider recommending **The Marvin H. Schaefer Inspection Service, Inc.** to your clients who are purchasing a home. All of the Schaefer inspectors are qualified under CT State regulations to perform home inspections. Every inspection meets or exceeds the standards set forth by the State of Connecticut for home inspectors. Our office staff is ready to take your call or visit our website ([www.mhschaefer.com](http://www.mhschaefer.com)) and learn more about what Schaefer can do for your clients.

### 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., Jan. 5	MLXchange I CMA	9:30-12:00 12:00-1:00	Limit 10 Limit 10
Fri., Jan. 16	MLXchange II Designer Tools*	9:30-11:30 12:30-3:30	Limit 10 Limit 8
Mon. Feb. 9	MLXchange I CMA	9:30-12:00 12:00-1:00	Limit 10 Limit 10
Mon., Feb. 23	MLXchange II Designer Tools*	9:30-11:30 12:30-3:30	Limit 10 Limit 8
Fri., March 5	MLXchange I CMA	9:30-12:00 12:00-1:00	Limit 10 Limit 10
Thur., March 25	MLXchange II Designer Tools*	9:30-11:30 12:30-3:30	Limit 10 Limit 8

**\*YOU MUST HAVE TAKEN MLXCHANGE I & II TO REGISTER FOR DESIGNER TOOLS. SORRY, WE CANNOT ACCEPT ANY REGISTRATIONS WITHOUT A CHECK!**

**PLEASE WATCH YOUR E-MAIL FOR UPCOMING CLASSES! IF YOU HAVE NOT ALREADY DONE SO, PLEASE CALL KATE TO PUT YOUR NAME ON THE ASSOCIATION EMAIL LIST. IF YOU EMAIL HAS CHANGED, PLEASE NOTIFY HER IMMEDIATELY! (THIS EMAIL LIST IS FOR GNHAR USE ONLY! IT IS NEVER SOLD)**

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.

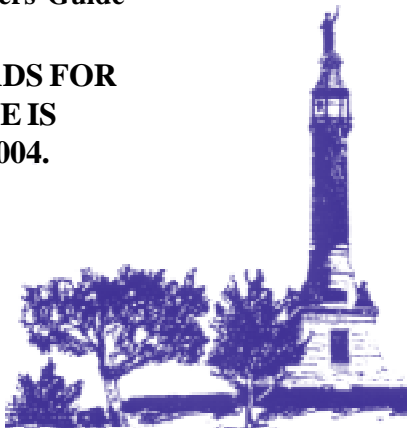
NAME	COMPANY	PHONE#	DATE & TIME

# The Connecticut HomeBrowser

A Real Estate Buyers Guide

**DEADLINE TO SUBMIT YOUR ADS FOR THE NEXT AVAILABLE ISSUE IS THURSDAY, JANUARY 22, 2004.**

**CALL JOAN QUINN,  
(203) 234-7700 VM 14  
FOR MORE  
INFORMATION!!!**



## **ARTHUR REPAK WM. RAVEIS RE CHESHIRE OFFICE HAS RECEIVED THE 2003 GOOD NEIGHBOR AWARD**

Arthur Repak received the 2003 Good Neighbor Award from the Connecticut Association of REALTORS®, Inc. Repak was presented this distinguished award at the Leadership Conference at the Mohegan Sun Convention Center on December 8. The Good Neighbor Award is given annually to REALTORS® who make an exceptional contribution to improve the quality of life in their communities. The Connecticut Association of REALTORS®, Inc. is proud to be an organization made up of so many people who are willing to take the time to help others in need and give back to their communities.

Repak was granted this award for volunteering over 400 hours to the Conn. Rivers Council Boy Scouts of America. Repak has been working with youths as a Scout Leader for 53 years. Repak started Scouting in Troop 218 in Manhattan and served as Patrol Scribe, Patrol Leader, and Senior Patrol Leader. Repak achieved rank of Life Scout and is a Brotherhood member of the Order of the Arrow. Repak currently joined the Middlesex dist. as a Unit Commissioner and is now a member and chair of the District Advancement Committee. Repak is the webmaster of the District Advancement Wet site and the District Site Coordinator. He received a 50 year award three years ago. Scouting has played a big part in Repak's life and trained him to help others in distress. To date, he has been instrumental in saving the lives of seven individuals. Helping people is part of his nature and always will be. Repak also served as a member of the Water Pollution control Authority of Cheshire for 18 years. Repak is with Wm. Raveis RE in Cheshire and is a member of the Greater New Haven Association of REALTORS®.

A check for \$1,000 will be donated in the winners name to the charity of his choice.



*Your Best Investment In Real Estate*  
by

*Maggie Jensen, Chairperson  
Coldwell Banker, (203) 239-2553 x114  
This article was copied from REALTOR®  
Magazine, written by  
NAR President, Walt McDonald*

## **RPAC'S IMPORTANCE**

When I read an article or hear people comment on how *the National Association of REALTORS®* is acting to protect its own interest, I have to laugh.

Yes, we do work to protect our members' interests. We do work to make sure REALTORS® remain the first and central point of contact in the real estate transaction. It's entirely appropriate that a professional association should do that. And besides, I firmly believe that what's good for REALTORS® is good for the American people.

Homeowners, and homeownership, have gained a tremendous boost from our successful efforts in such areas as preserving the mortgage interest deduction and advocating for new financing options. Our battle to keep banking conglomerates from taking over every aspect of the real estate transaction is also a battle waged on behalf of the American public.

Every legislative effort we undertake whether on Capitol Hill, in state capitals, or at city hall - is made possible through the REALTORS® Political Action Committee. In case you aren't aware, just 30 percent of RPAC donations come into national, with the rest left for use in state and local elections.

Which candidates benefit from RPAC support? In the past year or so, NAR leadership has coined the phrase the "REALTOR® Party". The philosophy

behind it is simple: Through RPAC, we back candidates who support the REALTOR® agenda, regardless of their party affiliation.

We believe that message has carried a lot of weight with you. Just four years ago, participation in RPAC was at about 25 percent. In 2002, 46 percent of you made a donation. Although participation numbers for 2003 weren't yet available when I wrote this column, I know that as of Oct. 31, we had collected a record \$4.1 million - about \$100,000 more than our 2003 goal. I'm expecting that when all the 2003 donations are tallied, we'll surpass \$4.25 million. I thank every one of you who wrote a check this year on behalf of the most important party in the country, the REALTOR® Party.

As good as 2003 was, I believe we need to continue raising the RPAC participation level. We're striving to reach 50 percent annual participation by REALTORS®, and I frankly hope we far exceed that percentage this year. It's simply unfair that fewer than half our members carry the weight of supporting RPAC.

Our RPAC Trustees have placed the annual "fair share" amount at just \$15 per member. If you haven't participated in RPAC because you thought it was a closed club for big-money donors, you should know that large donors make up only 1 percent of contributors. The majority of RPAC's funding comes from small donors - those who give between \$15 and \$100. Please take the time to contribute your fair share, and carry this message to others you know who haven't participated. Let's reach our 2004 goal of \$4.5 million and 50 percent participation. In doing so, we'll continue to ensure that the collective voice of REALTORS® is heard loud and clear by our elected officials. Perhaps that sound self-serving to some. To my ears, it sounds like an effective way to maintain the strongest cog in our nation's economy.

**NEW HAVEN REAL ESTATE SCHOOL  
SCHEDULE OF CLASSES  
CALL FOR RESERVATION FORMS  
OR CHECK ON LINE  
[greaterhrealtors.com/education](http://greaterhrealtors.com/education)**



## **CONTINUING EDUCATION**

### **SCHEDULE IS**

### **AVAILABLE ON LINE**

**<http://greaterhrealtors.com/>**

### **education**

### **CLASSES ARE FILLING UP**

### **FAST - SIGN UP NOW!!!!**

## **PRINCIPLES AND PRACTICES OF REAL ESTATE**

**EVENING CLASS  
BEGINS MONDAY, JAN. 26, 2004  
6 PM to 9 PM  
\$257.00 Ttl incl books**

### **GRI-I Series**

**GRI-101 Module  
GRI-102 Module**

**Both modules must be taken & completed**

**GRI-101 - 2 days Module  
being offered Jan 26 and 28, 2004**

**GRI-102 Module - 2 day Module  
being offered Feb. 2 and 4**

**You will receive 12 hours of CE credits  
for each Module taken.**

**Cost for Module  
\$225. Regular (within 2 weeks)  
Entire Series (both Modules) \$410. Regular  
(within 2 weeks)**

**Courses run from 9 AM to 5 PM  
Lunch included  
Both Modules to be held at The New Haven  
Real Estate School, 127 Washington Ave.,  
North Haven, CT.**



