

REALTOR[®] NEWS

Web Site - greaternhrealtors.com

Issue No. 219

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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 D'Ostilio, Jr., President

The fall again is a busy time at the Association. It is typically a time for education, networking and having some fun.

Networking and fun was definitely the case with the annual Board Charity Golf Tournament. This year, the golf committee chose Amy O'Neil as the benefactor for the fund raiser. Amy suffers from an extremely rare skin disorder called Recessive Dystrophic Epidermolysis Bullosa (RDEB).

Over \$25,000 was raised on Amy's behalf. Each year our tournament grows and grows. Last year \$10,000 was raised for the children of late Realtor, Dave Valente. As professionals, it is important we give back to the communities that make us successful. I am delighted that the Association was able to help Amy O'Neil. In fact, our event reached the Governor's office causing Governor M. Jodi Rell to declare September 13, 2004, Amy O'Neil Day in Connecticut. A proclamation was read at the banquet by Hamden Mayor, Carl Amento.

The event was so successful; it made me proud to belong to the Greater New Haven Association of REALTORS[®].

Other events on the Board calendar (posted on the Board's website, greaternhrealtors.com) are our general membership meeting at 12:00 on October 7th featuring Danielle Kennedy, a national speaker on real estate, getting organized and getting motivated.

Also, back by popular demand, is the second class on Conflict Management, for managers and brokers, to be held on October 21 from 9:30 am to 11:00 am at the Association office.

The class is sponsored by the Professional Standards Committee. Attorney Eugene Marconi will be the guest speaker. Course content will include a review of the Code of Ethics, a breakdown in the cases heard by code and a review of what is procuring cause. It should prove to be very useful to you. Managers are encouraged to have a similar session with their agents in the individual offices.

A food drive will be held at the end of October or beginning of November. Further details to follow.

Lastly, if you have not yet given to RPAC (*Realtor Political Action Committee*) now is your time. We have raised over \$12,000 which is great though short of our goal of \$24,000. RPAC dollars will help bring to you affordable group health insurance, affordable housing and help avoid future conveyance tax increases.

I would love to hear from you on how the Association is performing. Your feedback is important to me and I can be reached at 795-2434.



REALTOR

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 sessions. The Ethics session will be offered Thursday, October 14, 9 AM to 12:30. The MLS session of the course will be held on Tuesday, October 19, 2004 from 9 AM - 12:30 PM. 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



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Call Joan Quinn, (203) 234-7700
VM 14 for details

**ATTENTION
OWNER/BROKERS
AND
MANAGERS**

**SAVE THIS DATE!!
October 21, 2004
by
Rochelle Cyr,
Grievance Chairman**

A seminar for Owner/Brokers and Managers featuring Eugene Marconi Attorney for CAR as guest speaker - topic "Procuring Cause, The Disappointed Agent and The Code of Ethics" will be presented in conjunction with the Grievance Committee on October 21, 2004 at the Association Office at 9:30 AM. As this is a Hot Topic, your attendance would be very much appreciated. Please call the Association Office, (203) 234-7700 to reserve your seat.



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

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OCTOBER MLXchange TRAINING SCHEDULE

Friday, Oct. 1 - MLXchange I
9:30-12:00 - Limit 16 students
CMA - 12:00-1:00 - Limit 16 students

Friday, Oct. 22 - MLXchange II
9:30-11:30 - Limit 16 students
Designer Tools
12:30-3:30 - Limit 8 students

Seating must be reserved. All above classes require a \$10.00 (refundable) check and a 24 hour cancellation notice is required. (Credit cards are not accepted). Please send your choice of classes and a check to the Association office, c/o Roseann Dorsey.

CREDIT REPORTS

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

Same time, energy and money by utilizing this service.

Member prices are low and are billed via Credit Card.....
\$10.25 in-state reports per person
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NEW HAVEN REAL ESTATE SCHOOL OFFERING THE FOLLOWING COURSES!



BROKERS PRINCIPLES & PRACTICES OF REAL ESTATE

If you received your Real Estate Salesperson's License prior to October 1, 2004, you only have credit for 30 hours of the 60 hours of the Principles and Practices course that is required to obtain a Broker's license. The Real Estate Commission has ruled that in order to obtain the required 60 hours, you may take 30 hours of an approved 60 hour Principles and Practices Course.

The requirements to obtain a Real Estate Brokers License are:

1. You must have been actively licensed as a Real Estate Salesperson for at least 2 years.
2. You must have successfully completed a course of no less than 60 hours in the Principles and Practices of Real Estate.
3. You must have successfully completed a course of no less than 30 hours in basic appraisal.
4. You must have successfully completed a course of no less than 30 hours approved by the Real Estate Commission for pre-licensing credit (elective course).

You may register to take 30 hours of any Principles and Practices Course offered by The New Haven Real Estate School by signing up now. You must attend and pass the Final Exam for the course. You may take any 10 sessions you choose.

Tuition and Books - \$277.00
Each add'l 3 hr session above 30 hours = \$17.00.

Call now for registration form. (203) 234-3938

ETHICS and DISPUTE RESOLUTION Continuing Education Class

Wednesday, October 14, 2004 - 9 AM - 12 Noon
Instructor - Teresa Sirico

This course meets the requirements of the National Association of REALTORS® for renewal of REALTOR® membership and is required every four years.

Call The New Haven Real Estate School (203) 234-3938 for more information and registration forms or check our web site at greaternhrealtors.com



Amy O'Neill and Hamden Mayor, Carl Amento

**Greater New Haven Association of Realtors
2nd Annual Charity Golf Tournament Raises \$25,000**
*Benefits Hamden Resident Amy O'Neill Who Suffers From
A Rare Skin Disorder*

(NEW HAVEN, CT)—The Greater New Haven Association of Realtors (GNHAR) raised more than \$25,000 to benefit Amy O'Neill of Hamden at their 2nd Annual Charity Golf Tournament held Monday, September 13th. All proceeds from the tournament and additional donations will assist Amy, who suffers from an extremely rare skin disorder called Recessive Dystrophic Epidermolysis Bullosa (RDEB).

"Our association's mission is to give back to the communities we serve," said Frank D'Ostilio, Jr., President, of the GNHAR. "Amy was chosen from a pool of applicants because she lives in our community and her condition is so severe that she cannot work or enjoy the simple things in life. Yet, her positive attitude was an inspiration to our Charity Golf Tournament Commission."

In attendance at the Awards Banquet following the tournament was Hamden Mayor, Carl Amento who read a proclamation from Governor Jody Reil proclaiming Monday Sept 13, Amy O'Neil day in Connecticut. Amy O'Neill was also in attendance to thank to everyone involved.

"The GNHAR is actively committed to giving back to the community and is heavily involved with a host of charitable activities," said Jim Wrzosek, GNHAR past president and board member of the Golf Tournament Commission. "What's special about the tournament is that 100% of the proceeds will go directly to the Amy O'Neill Fund."

More than 140 golfers participating in the tournament chipped, putted, and swung beneath brilliantly blue skies along the newly renovated golf course at the Laurel View Country Club in Hamden. One golfer in the tournament, Jeff Maffeo, a father of six from East Haven, donated his winnings of more than \$500 from the 50/50 raffle to the Amy O'Neill fund.

The proceeds from the tournament will help Amy, currently the oldest survivor of RDEB in the world, with her living expenses. Through assistance from donations to the Amy O'Neill Fund, she continues to live independently.

Along with the tournament, the GNHAR is continuously active in many charitable causes and organizations including Toys for Tots, Habitat for Humanity, various food drives and other activities. To make a donation to the Amy O'Neill Fund call Al Scafati or Jim Wrzosek at the GNHAR at (203) 234-7700.

**GENERAL MEMBERSHIP MEETING
LUNCHEON**

**Thursday, October 7, 2004
at the**

**Laurel View Country Club
310 West Shepard Ave
Hamden**

**12 Noon
\$15.00**

**Sign up now - Our main feature
is Nationally Renown
Danielle Kennedy**



Danielle Kennedy epitomizes the excellent speaker because she has truly lived a deeply rewarding life. A mother of 8 children who has managed to raise and educate them through college. Married at 19 she returned to school to receive her bachelors degree in Theatre Communications when she was in her thirties. At age 45 she returned to graduate school and attained a masters degree in professional writing at the University of Southern California.

All of these babies and education happened in the midst of her becoming one of the leading straight commissioned salespeople in the world. Her legendary sales career propelled her into the speaking and sales training field. She has written 7 best selling books.

In 1994 Sales and Marketing Executives International named Danielle their international "Ambassador of Free Enterprise". The first woman to receive such an honor. She was inducted that year into the Sales and Marketing Executives Hall of Fame along with the CEO of Sears and AllState Insurance. Her lifelike picture is permanently displayed in The Sales and Marketing Executives Hall of Fame at Enterprise Square in Oklahoma City.

Danielle has spoken in every state in the U.S., hundreds of cities and in such countries as England, Ireland, South Africa and Australia. She has also appeared on numerous talk shows and been featured in major newspaper and magazine articles.



Your Best Investment In Real Estate

by

Maggie Jensen,
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**The RPAC Committee
would sincerely like to
thank the following
people for their contribu-
tions to the Real Estate
industry through RPAC
contributions in 2004.**

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\$0 - \$50**

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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:

Robert Beeman, Prudential Ct. Realty, Wall.
Robert R Bernard III, C21 Access Amer., Milf
Lauren C Cornaglia, Mainline R.E., Wall.
Lisa C Crosby, Wm. Orange Realty, Orange
Deborah Flynn, CB, Cheshire
Gina Gentile, Beazley Co., N.H.
Florence Gojuk, HomeRun Realty, No. Haven
Frank K Guodace, CB Select Sites, Wall.
Geoffrey Johnson, Classic Properties, Hmd
Jennifer Kilmurray, J Coppola RE, WH
Curt Langner, Regar R.E., Hamden
Carol A Mancini, Raveis RE, Milford
Michael Napier, Beazley Regional
Erika E Oliphant, Wm Orange, Orange
Sandy Pajor, Mainline R.E., Wall.
Kelly Roosa, Beazley Co, E.H.
Catherine Sansone, CB Milford
Daniel A Shantz, Calcagni Assoc., Cheshire
Norman Silliker, H Pearce, N.H.
John Uss, Raveis R.E., ilford
David Walsh, CB Milford
Kari H Webster, Wm Orange, Orange
Gillian G Wong, Raveis R.E., Cheshire
Silvia T Lutronica, Glen Johnson RE, Cromwell
Alicia K Lincoln, Raveis R.E., Cheshire
Anthony F Errichetti, C21 Access Amer., Milf
A Maria Smith-Rodriguez, ERA Innovative,NH
Marlene K Esposito, HomeRun Realty, No H.
Jacquelyn McHugh, Beazley Co., Milford
John Regan, ReMax Great Estate, Wall.

AGENT CHANGES

Donna Richo now rep CB, No Haven
Paul Constantinople now rep Beaz., NH
Maggie Griffin now rep Beazley, Wall.
Candi Looney now rep Pearce, Wall.
Joseph Miles now rep C21 Access Amer,Milf
James Donegan now rep Beazley, Milford
Mary Lou Carew now rep Clayton Prop., EH
Cynthia Walsh now rep ERA Innovative, Wall
Robin Hannon now rep ReMax R.C., Milford
Diane Fritzel now rep ERA Innovative, Wall

**If you haven't made your contribution to RPAC
Please send your check to:
C.A.R./RPAC
111 Founder's Plaza 11th Floor
East Hartford, CT 06108-9703**

Membership continued.....

Stacy Riccio now rep J Coppola, WH
Edward Siebert now rep C21 Access, Meriden
Michelle Rein now rep ERA Innovative, Wall
Donna Matthews now rep J Coppola, WH
Anthony Giannone now rep ERA Property
World, Milf.
Christine Reilly now rep Beazley, NH
Kimberly Wagner now rep Hotchkiss Co., NH

COMPANY NAME CHANGE:

ReMax Right Choice, 50 Cherry St., Milford
was ReMax Realty - same phone/fax.

COMPANY ADDRESS CHANGE:

Coriano Realty, 234 Hobart St., 2nd flr,
Meriden 06450-same phone/fax
Paramount Realty Consultants, 1 Bradley Rd.,
Suite 505, Woodbridge 06525. Phone (203)
387-3804, Fax (203) 387-3806.

WELCOME TO THE FOLLOWING NEW COMPANIES:

Sarah J Carruthers d/b/a Sarah Jean Real Estate
Services, 3005 Main St., Stratford, 06614.
Phone (203) 380-8458, Fax (203) 381-0166 -
MLS Only Member.

James White d/b/a Jim White Realty LLC, 503
Hundred Acre Rd., Orange 06477. Phone (203)
795-3040 - Full Member

Robert D DeLibro d/b/a DeLibro Realty Group
LLOC., 1504 Barnum Ave., Bridgeport, 06610.
Phone (203) 335-1346 - MLS Only member.

**GNHAR
"AWARDS PROGRAM" 2004**

**Third Quarter Nominations are due no
later than October 10th.**

**ALL REALTORS® who are members of the
MLS Service are eligible for the award.
Points are completed on listings currently
in the service. Rental status listings
cannot be used.**

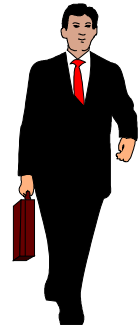
**To qualify, you must earn 9 points per
calendar quarter, 1 point is earned if you
are the listing or the selling agent on a
property that closed during the quarter.
You will earn 2 points only if you are both
the listing and selling agent, during the
same quarter.**

**The Service must receive a fully completed
nomination form (available at the Assn
Office) for this quarter (July 1 - Sept. 30)
along with a full computer printout of each
listing by October 10, 2004 in order to
qualify.**

**Call (203) 234-7700 for a form to be faxed
to you.**

Agency Topics

By
Ted Mansfield
Assistant Executive Vice President



LICENSE EXPOSURE

There are times that some real estate agents place their license at risk. Recently, the Real Estate Commission stopped requiring brokers and salespeople sending in proof that they had completed their 12 hours of continuing education for their 2004 license renewal. Instead they made the licensee swear (under penalty of law) that they had completed the required hours as part of their license renewal form. Some licensees decided it was worth the risk to falsify their renewal application. Perhaps they did not understand that to do this could result in jail time if the real estate commission wanted to carry it that far. Giving false information to a government agency is a serious matter.

Well, the real estate commission had a very competent Uconn intern prepare an audit this summer to check up on a sample of licensees. Letters were sent out giving ten days to send in their original CE certificates (dated before May 1, 2004). Guess what! 14.19% of brokers were deficient and 58.1% of salespersons were deficient. A large portion of these simply ignored the two letters from the commission. The commission's next step is to suspend licenses for 30 days and levy a \$1,000. fine. Plus the licensee will have to take the 12 hours of CE and an extra 3 hours on ethics. That will make the hours they saved by skipping a CE course or two rather costly and in some cases career ending.

Brokers have a responsibility to make sure that those licensed under them are complying with the laws and the rules and regulations of the real estate commission. There are cases where salespersons have failed to renew their license and went on doing business as usual - sometimes for years. Think about this, were the listings they brought in valid? Was the broker guilty of paying commissions to unlicensed persons? What would the fine be for each violation? Would the broker's license be suspended? That's the exposure. The type of exposure that can close down a business.

The perception is that the real estate commission is ineffective in enforcement of its rules. This perception makes licensees careless. The real estate commission works closely with the attorney general's office to enforce the rules. There is a proposal to increase the fine they could levy to \$5,000. That is in addition to the power they have to suspend or terminate a license or turn a broker into a salesperson.

We still see licensees completely ignoring the agency requirements of the law. They fail to get informed consent for dual agency. They show other firm's listings without a buyer agency agreement. They act as a sub-agent without the required permission of the seller. That's license exposure.

What is it that keeps real estate licensees exposing themselves to sanctions from the real estate commission? Is it ignorance? Is it greed? Is it carelessness? Is it poor sales ability? Who knows, but such exposure is foolish.

Realtors® tend to be better trained and hopefully expose themselves less by these types of actions. They have a Code of Ethics© to follow but how come so many haven't complied with their ethics training requirement?

We know by the calls we have recently received that some of our members failed the audit and were scurrying around to find courses. For them it is unfortunate that the courses they need expired on the same date that real estate licenses expire. They will have to hope that their broker will be willing to forgive them and take them back when their license is reinstated. License exposure does not make any sense.

HERE'S YOUR CHANCE TO PARTICIPATE IN BOARD ACTIVITIES... YEAR 2005 COMMITTEE SIGN UP

Please choose the Committees which interest you and send in the form at the bottom of this sheet by November 19, 2004..

STANDING COMMITTEES

- | | |
|--|--|
| MEMBER SERVICES | Recommends and carries out program for advertising and promotion of term "REALTOR®". Responsible for community relations. Provides programs, discussions, speakers and entertainment for open meetings and installation party. Physical planning for business meetings. Plans and promotes all Association education programs: Orientation, Seminars. Meets regularly at call of Chairman. |
| RISK REDUCTION/
EQUAL HOUSING
OPPORTUNITY/ | Helps implement Association's Equal Housing Opportunity programs. Also responsible for providing Risk Reduction programs representing REALTORS® on legal issues and provides a resource to REALTORS® on legal matters. |
| FINANCE | Regular review of investments. Review of Operating Budget for upcoming year. Meets quarterly. |
| GRIEVANCE | Reviews all allegations of violations of the Code of Ethics. Meets regularly at call of Chairman. |
| LEGISLATIVE/
POLICAL AFFAIRS/ RPAC | Interprets actions of legislature to membership. Initiates prospective legislative action and promotes programs to present view of membership to appropriate authorities. Aids in acquisition of contributions to the Nat'l and State Political Action Comm. Meets at call of Chairman. |
| PROFESSIONAL
STANDARDS | (Hearing Panels). From this committee, members are selected to conduct the hearings of all cases of alleged violations of the Code of Ethics, and all cases of arbitrations. |

OTHER COMMITTEES

- | | |
|---------------------|--|
| C.I.D. | Plans monthly CID programs and marketing sessions. Meets at call of Chairman. |
| M.L.S./
COMPUTER | Supervises MLS Rules & Regulations. Meets regularly at call of Chairman. Studies use of computer, and makes recommendations for changes and/or improvements. |

Please reply by **November 19, 2004**. Return to: Greater New Haven Association of REALTORS®, Inc., 127 Washington Ave., West Bldg, LL, No. Haven, CT. 06473

I would like to participate on and/or sign up again for the following committee in 2005

.

1st choice

2nd Choice

3rd choice

NAME: _____ FIRM: _____ PHONE: _____

NEW HAVEN ASSOCIATION OF REALTORS®, INC. NOMINATION FOR “AWARDS PROGRAM” 2004

Name: _____ Please circle: 1QTR 2QTR 3QTR 4QTR

Firm: _____ First time Winner? Yes _____ No _____

Address: _____ Primary Board: _____

Town: _____ Zip Code: _____ Phone: _____

PLEASE COMPLETE THE FOLLOWING INFORMATION

Address Close Date	Town	Sales Firm	List Firm	MLS#

REQUIREMENTS FOR QUARTERLY “AWARD”:

1. All REALTORS® who are members of the MLS Service are eligible for the award. Points are completed on listings currently in the service. RENTAL STATUS LISTINGS CANNOT BE USED.
2. To qualify, you must earn 9 points per calendar quarter. 1 point is earned if you are the listing or the selling agent on a property that closed during the quarter. YOU WILL EARN 2 POINTS ONLY if you are both the listing and selling agent, DURING THE SAME QUARTER.
3. The Service must receive this nomination form by the 10th of the month following the end of the quarter.
4. A full computer printout of each listing MUST be included to qualify.
5. The Designated REALTOR® or Office Manager must sign this form. A PHOTOGRAPH OF THE RECIPIENT MUST BE INCLUDED OR E-MAILED (ct-homebrowser@snet.net) FOR PUBLICATION.

Signature of Designated REALTOR®/Office Manager: _____

Mail or deliver - to be received by above deadline to: (Faxed submissions WILL NOT BE ACCEPTED)
“Awards Program”

New Haven Assn of REALTORS®, Inc.
127 Washington Ave.
West Bldg, Lower Lvl
No. Haven, Ct. 06473

Date: _____



New Haven Association of REALTORS®, Inc.
127 Washington Ave., West Bldg, LL, No. Haven, Ct. 06473
Telephone: (203) 234-7700 • Fax: (203) 234-3980

