

REALTOR[®] NEWS

Web Site - greaternhrealtors.com

Issue No. 222

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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 Year in Review

After another record-setting year in Connecticut Real Estate, the Board of Directors of The Greater New Haven Association of REALTORS® gathered to assess its achievements for the year and set new goals for 2005.

As President for 2004, I am proud of all we have done in the past 12 months. Our Association office, in the process of being remodeled, is already improving our image and showcasing our professionalism to the public. The Greater New Haven Association of REALTORS® website has developed into an invaluable resource of information for both REALTORS® and consumers.

The Association's home magazine "The Connecticut Home Browser" was revamped and improved - and now boasts a new color cover and a menu of additional options. For the first time in years, there is a waiting list to advertise on our cover!

Expanded REALTOR® education opportunities included a new class on conflict resolution for company owners and managers. Some members said that this program was the best program the Association has ever offered. All REALTORS® can benefit from knowing that they have a panel of experts, the Grievance Committee, to help them resolve problems, avoid conflicts and ultimately

hear grievances between members that cannot be settled otherwise.

Communication amongst GNHAR committee heads and directors was improved in 2004. Attendance and participation among members was up. This effort needs to continue in 2005, with the goal of utilizing improved technology and an even larger pool of members to give the GNHAR a real presence in the Greater New Haven area.

But perhaps 2004's most important achievement was the hiring of a Government and Public Affairs Consulting firm to act as local Government Affairs Director (GAD). The GAD (David Evans, Esq. of Evans and Associates, LLC) has already helped area REALTORS® and consumers become more aware and informed about governmental issues that could affect their property values. In the future, the GAD will remain a critical resource for REALTORS®-helping them to act in the interests of their clients and their communities. Two charity events were held. The Board Golf Tournament raised over \$25,000 for Amy O'Neil who suffers from Scleroderma and the Holiday Food Drive which was held for the benefit of the Christian Community Center and the Connecticut Food Bank.

2005 DUES SCHEDULE

2005 dues will include a \$20.00 assessment fee charged for N.A.R. This assessment is to fund a public awareness campaign and is a MANDATORY fee. The 2005 dues will also include a \$5.00 Issues Advocacy Assessment charged by C.A.R. The fees are changed to all REALTORS®, not to salespersons, as they are not members.

DESIGNATED REALTOR FEES

Local	\$225.00
C.A.R.	130.00
C.A.R. Asmt.	5.00
N.A.R.	64.00
N.A.R. Asmt.	<u>20.00</u>
Total	\$444.00



REALTORS FEES

Local	\$175.00
C.A.R.	130.00
C.A.R. Asmt.	5.00
N.A.R.	64.00
N.A.R. Asmt.	<u>20.00</u>
Total	\$394.00



SALESPERSONS FEES

Local	\$175.00
C.A.R.	130.00
N.A.R.	<u>64.00</u>
Total	\$369.00



The dues billing will be sent out shortly and is due and payable Jan. 31, 2005. Payment not received by this date will result in a fine of \$10.00 per person. Please send payment as soon as possible.

PLEASE NOTE: For your information, the amount of 2005 CAR dues which are dedicated to lobbying and therefore nondeductible is 21% of \$130. (\$27.00). The \$5. Issue Advocacy Assessment portion is also not deductible. The nondeductible portion of NAR is 22% of \$64. (\$14.00). The assessment fee for both NAR and CAR is not subject to proration. Local dues are 100% deductible. **PLEASE KEEP FOR YOUR RECORDS.**



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 mandatory sessions. The Ethics session to be held on Thursday, January 20th, 9 AM - 12:30. The MLS session to be held Thursday, January 27, 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



REALTOR®

The Greater New Haven Association of REALTORS®, Inc.

Phone: (203) 234-7700 Fax: 234-3980

Officers of the Association

President.....Frank D'Ostilio, Jr.
President Elect.....Lee McParland
First Vice-President.....Al Scafati
Second Vice-President.....Paul Gradwell
TreasurerJames Porto
Secretary.....John Guerra

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

Directors

Maureen Campbell
Robert Dow
Myrna Lehr
Elizabeth Alberico
Bea Fiorino
Marc Seigel
Louise Zemina
Alan Barberino
Steve Patten
Diana Walsh

Immed. Past Pres.: James Wrzosek

Thank You

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

Platinum Level Sponsor - \$2,000

Common Vision (Design & Build)
M. H. Schaefer Inspection Serv., Inc.
New England Home Loans
New Haven Register
Tiger Home & Bldg. Inspections
Tyler Cooper & Alcorn
Wells Fargo Home Mortgage
Wireless Zone

Gold Level Sponsor - \$1,000

Drescher Insurance
Edward C. Burt, Jr., PC
GMAC Mortgage

Gold Level Sponsor Cont.

Hillard N. Einbinder
Mirto Ketainek & DiCrosta PC
Law Offices of Gregory T Lattanzi LLC
People's Bank, Bridgeport
Perkins & Associates-Atty's at Law
The Real Estate Book
Washington Mutual

Silver Level Sponsor - \$500

Homestead Funding
Sugar Mountain Enterprises LLC
Tagliatela & Tagliatela, LLC - Atty's at Law

GAD Report

Government Affairs Directors News

December 2004

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

As the current holiday season unfolds, local initiatives by various town boards, agencies and commissions continue to keep the *GAD* team very busy.

Along with assistance from GNHAR member/Realtors Lynn Weed, Theresa Ronciato-Viele, and Alan Barberino, the *GAD* team has been closely monitoring recent proposed changes to Conservation and Development Plans for North Haven, Woodbridge and Wallingford. Numerous Planning and Zoning Commissions are continuing efforts to comply with the state's updating requirements for local Plans of Conservation and Development...

A proposed Zoning Ordinance Text Amendment in West Haven is also under scrutiny by *GAD*, with support from GNHAR member/Realtor Fran Gregoriades and Deborah Roeder. The town's third, in a series of meetings to consider adoption of Shoreline Planned Development District zones is scheduled for mid December. The West Haven Planning and Zoning Commission hopes to present its proposed changes to SECCOG in early January. GNHAR is assessing whether to offer comments at the upcoming hearing.

Cheshire's Zoning Board is weighing development changes to the Interchange Zone (I-691/Route 10). GNHAR's President-elect Lee McParland will be bringing this issue to GNHAR's Board for discussion in December. GNHAR's Board will be

deciding whether to submit written comments supporting the Cheshire Chamber's recent letter to the mayor recommending a reduction of minimum lot size (from 10 acres to 5 acres) in the 691/Route10 highway interchange zone.. Such a reduction in lot size is expected to stimulate future development in this zone.

Southington's recently proposed Planning and Zoning Text amendment changes regarding Executive Parks were also closely reviewed by *GAD*.

GAD's networking and information exchanges with area Chambers of Commerce continues. GNHAR Member/Realtor Alfred Scafati provided introductions at the November Quinnipiac Chamber meeting. This meeting was attended by GNHAR's Roberta O'Hara, Quinnipiac Chamber's President Robin Wilson, Vice President Cindy Semrau and the *GAD* team. Realtor Alan Barberino will be accompanying the *GAD* team on a similar visit scheduled in December with Executive Director Sean Moore of the Meriden Chamber of Commerce.

In light of the success of the two previous events, GNHAR is planning another Smart Growth Conference for the Cheshire/Meriden/Wallingford area in February with the support of area Chambers. Area town planners and officials will be invited.

MEMBERSHIP
NEWS
BY
KATE BLAKE

The Association Office, Board of Directors, E. Tyler Della Valle and Edmund A. Della Valle of The Hamden Beazley Company regretfully announce the passing of Real Estate Agent Bob Eisele. Bob passed away on Monday, December 6, 2004 after fighting a brave battle with cancer. He worked for the Beazley Company both in New Haven and most recently in Hamden for many years. He was a life long resident of Hamden and had previously worked for Southern Conn. Phone Company.

CONGRATULATIONS TO THE FOLLOWING
NEW REALTOR® MEMBERS APPROVED BY
THE GNHAR BOARD OF DIRECTORS AT THEIR
OCTOBER MEETING

Beazley Co., East Haven
Patricia Barratt

Beazley Co., Milford
Christopher Alfano
Brian McGrew

Beazley Co., New Haven
April Darling
Tina Iannotti
Linda Warburton

Beazley Co., North Haven
Roger Beale
Julie Diglio
Margaret Reynolds

Beazley Regional, Orange
Anita Annicelli
Nancy Corbally
Karen Gaudio
Michael Napier
Jacquelyn Russell

Calcagni Assoc., Cheshire
Daniel Shantz

Calcagni Assoc., Hamden
Joyce Saraceni
Nick Saraceni
Louis Scigliano

Calcagni Assoc., North Haven
Patricia Pepin

Calcagni Assoc., Wallingford
Susan Drumheller

C21 Access America, Milford
Roger Bernard
Anthony Errichetti
Larry Jones
Toni Pasquariello
Roselane Subtil
Ramazan Trepca

CB Cheshire
Reba Caterino
Deborah Flynn

CB Select Sites, Hamden
Donald Bertrand
Lea Engingro

CB Select Sites, New Haven
Theresa Jordan

CB Select Sites, Wallingford
Elizabeth Battiste
Betty Beverage-Carbone

ERA Innovative Realty, New Haven
A. Maria Smith-Rodriguez

ERA Innovative Realty, Wallingford
Michelle Rein

ERA Property World, Milford
Jay Norwood

ERA Seigel Realty, Hamden
David Swanson
Kathleen Swanson

Gaudio Assoc., East Haven
Ben Mazzucco

HomeRun Realty, North Haven
Marlene Esposito
Florence Gojuk

Hotchkiss Co., New Haven
Robert Lawrence

Johnson Real Estate, Cromwell
Silvia Latronica
David McKinnon

Joy Real Estate
Todd Casey

Kaoud Realty, Orange
Regina Sauer

Kowalski Realtors
Craig Cribbins

Pearce Co., New Haven
Vincent Elwin
Margaret Nimiroski

Prudential CT Realty, Milford
Gregory Harla

Prudential Ct. Realty, Wallingford
Robert Beeman
Brian Zeiner

Raveis Real Estate, Cheshire
Yvonne Benjamin
Michael Delgreco
Alica Lincoln
David Martin
Susan Metcalf
Gillian Wong

Raveis Real Estate, Milford
Carol Mancini
Alli Saravanan

ReMax Great Estate, Wallingford
John Regan

ReMax Right Choice, Milford
Renee Mascia

Sacco Realty
Gary Baldino

T Sirico Realtor, East Haven
Edward Pohorence

TAJ Real Estate
Victor Thomas

William Orange Realty, Orange
Lisa Crosby
Erika Oliphant
Kari Webster

CONGRATULATIONS TO THE FOLLOWING
NEW REALTOR® MEMBERS APPROVED BY
THE GNHAR BOARD OF DIRECTORS AT THEIR
NOVEMBER MEETING

American First Realty, Branford
Joseph Iamunno

Beazley Co., Hamden
John Aurora
Sandra Friedman

Beazley Co., New Haven
Kevin P. Droney
Edwards Higgins

Rachel H Levy
Anastine Richardson

Beazley Co., Milford
Lisa Fusco
William Pekari

Beazley Regional, Orange
Jean Coscia

Beazley Co., Wallingford
Pat Lane
Lynn Legan
Maura Martin

Berardino Realtors, Durham
David Scarfo

Brophy Assoc., Manchester
Andrew Criscuolo
Gracelyn Criscuolo

Calcagni Assoc., Hamden
Bonna Greene
Stephen Votto

Calcagni Assoc., North Haven
Gail Lampros
Heather Saig

Carbutti & Co.
Katelyn Gomes

C21 Access America, Meriden
John Bish
Paul Fournier
Elizabeth C Johnson
John Manciangli

C21 Access America, Milford
Ronna Holmes
Courtney A O'Connor

C21 Access America, Wallingford
iana Perchikova

C21 American Dream
Ronald Hammon

Chona-Guillen Realty, New Haven
Jessica Roman
Nicole C Sanzo

Classic Properties
Dawn Sullivan

Clayton Property, New Haven
Mark DeCola
Edward Hoffman

CB Select Sites, New Haven
Matt Fiorillo
Sonia Grant
Arlet Korolyshun

CB Select Sites, Wallingford
Phil V Amico

Cooper Assoc., Woodbridge
Lynne C Kravitz

Ennis Property Management Inc
Curtin C Longner
Lacey Lyons
Heather K Siegler

ERA Fort Hale Realty, North Haven
Rachelle Edwards

ERA Innovative Realty, New Haven
Sandra K Sauro

ERA Innovative Realty, Wallingford
Jennifer A Gonzalez
Mark Mnich

ERA Property World, Milford
John Armellino
Dawn Bradley

ERA Seigel Realty, West Haven
Nicole L Eaddy
Bernadette F Bergvik

Fischer Properties, West Haven
Nicole Clark

Gaudio Assoc., East Haven
Janet Porrazzo

Geenty Group, Branford
Robert C. Lienhard

Membership continued

- H. Pearce Co., North Haven
David Lubner
- HomeRun Realty, North Haven
Bernice D Montagna
- Mainline New England, Wallingford
Daphne Albert
- North Atlantic Realty, LLC, Hamden
Robert T Kelley
- Raveis Real Estate, Cheshire
Samantha E Black
- Raveis Real Estate, Milford
Denham Daley
Robert Marrero
John Uss
- ReMax Right Choice, Milford
Jared E James
Erik Larka
- RS Realty, Cheshire
Margaret Brittingham
Joseph L Castellano
- Total Realty, New Haven
Robin Kristoff
- Witheril Realty LLC, Hamden
Julia E Rivera

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:

- Lisa W. Fusco, Beazley Co., Milford
- Anastine Richardson, Beazley Co., New Haven
- Mark DeCola, Clayton Properties, New Haven
- Richard J. Karle, Raveis, Cheshire
- Sandra Friedman, BEazley, Hamden
- Gary Ruot, C21 Access Amer., Milford
- Palovki Welle, C21 Access America, Milford
- Nicole C Clark, Fishcer Prop., WH
- Sonia Grant, CB Select Sites, NH
- Dawn Sullivan, Classic Prop., Hamden
- Jared E James, ReMax Right Choice, Milford
- Julia E Rivera, Witheril Realty, Hmd
- Elliot D Barnett, C21 Access Amer., Meriden
- Paul R Fournier, C21 Access Amer., Meriden
- Yan Gurevich, Wm Orange, Orange
- Rosemary Fiordelis, CB Milford
- Laurie J Sykes-Peterson, Mainline NE, Wall.
- Elizabeth C Johnson, C21 Access Amer., Meriden
- Rachelle Edwards, ERA FHR, No Haven
- Stephen Votto, Calcagni, Hamden
- Robert T Kelley, North Atlantic Realty, Hmd
- Bernice D Montagna, HomeRun Realty, No H.
- Mark Mnich, ERA Innovative, Wall.
- Edward Hoffman, Clayton Prop., EH
- Caroline E Williams, C21 Access Amer., Wall.
- John Armellino Jr, ERA Prop. World, Milford
- Bernadette Berguik, ERA Seigel, WH
- Iana Perchikova, C21 Access Amer., Wall.
- Nicole Eaddy, ERA Seigel Realty, WH
- Da[p]hne Albert, Mainline N.E., Wall.
- Pat Lane, Beazley, Wall.
- Janet Porranzo, Gaudioso, EH
- Jessica Roman, Chona-Guillen Realty, NH
- Sandra Sauro, ERA Innovative, New Haven
- David Lubner, H. Pearce, No Haven
- Robert Lienhard, Geenty Group, Bfd
- Robin Kristoff, Total Realty, NH
- Erik Larka, ReMax Right Choice, Milford
- Rachel Levy, Beazley, NH
- Edward Higgins, Beazley, NH
- Matthew Fiorillo, CB Select Sites, NH

- Andrew Criscuolo, Brophy Assoc., Manchester
- Gracelyn Criscuolo, Brophy Assoc., Manchester
- Margaret M Brittingham, Keller Williams Realty, Ridgefield
- Dawn Bradley, ERA Property World, Milf.
- Candis Atanasoff, C21 Access Amer., Milford
- Don Biceglia, Keller Wms. Realty, Ridgefield
- Philip T. McMillan, C21 Access America, Meriden

AGENT CHANGES:

- Melissa Curruth now rep Calcagni Assoc. Hamden
- Paula Dotson now rep CB Select Sites, Bfd
- Susan Frank now rep Home & Hearth, Hamden
- Alison Beale now rep Beazley Co., No. Haven
- Paul Rish now rep Prudential Ct, Wall.
- Terry Thompson now rep CB Select Sites, NH
- Rosemary Fiordelisi now rep CB Milford
- Shipla Jain now rep Wm. Orange, Orange
- Kathleen DeMattie now rep H. Cooper Assoc., Wdbg
- Joann Dunsing now rep ERA Seigel, WH
- Susan Gerace now rep C21 Access Amer., Meriden
- Rita Sarro now rep Calcagni, Cheshire
- Janice Saunders now rep HomeRun, Wall
- Vincent Paolillo now rep Symphony Realty, WH
- Debbie Buonocore now rep. Beazley, NH
- Andrea Atkins now rep Ennis Realty, Meriden
- Tracey Labbe now rep Blue Ribbon Realty, WH
- Luis Lopez now rep Chona-Guillen, NH
- Sam Ratner now rep Keller Wms Realty, Ridgefield
- Ruth Ratner now rep Keller Wms Realty, Ridgefield
- Cheri Paulsen now rep Keller Wms., Ridgefield
- Peter Marcucilli now rep Keller Wms, Ridgefield
- Joseph Castellano now rep Keller Wms., Ridgefield

WELCOME TO THE FOLLOWING NEW

COMPANY MEMBERS:

- Kenneth Andrews d/b/a KWA Realty, P O. Box 706, Fairfield, Ct 06824 Phone (203) 389-1491. MLS Only.
- Helen Fimbers d/b/a Executive Homes, 25 Hamden hills Dr #41, Hmd 06518. Phone (203) 288-4000-MLS ONLY.
- Carl Cooke d/b/a/ Cooke Realty, 150 Connecticut Ave., Norwalk 06854. Phone (203) 852-1800, FAX (203) 838-2227. MLS ONLY.
- Christopher S Nicotra d/b/a Olympia Properties LL, 142 Temple St., New Haven 06510. Phone (203) 7770819, FAX (203) 777-0831-FULL MEMBER.
- Deborah Orr d/b/a Keller Williams Realty, 425 Main St., Ridgefield 06877. PHONE (203) 733-3495, FAX (203) 389-9996 - MLS ONLY.
- Thomas Gallagher d/b/a Four Seasons Realty LLC, P O Box 16611, West Haven 06516. PHONE (203) 931-0160, FAX (203) 933-2312 - FULL MEMBER
- Ed Peterson d/b/a E Drake Real Estate, 309 Fairview Ave., Hamden 06514. PHONE (203) 435-5010, FAX (203) 389-6484. FULL MEMBER.
- Jean Hadden d/b/a New Visions Realty, 6-A Huntington St., Huntington 06484. PHONE (203) 929-7653, FAX (203) 925-8632. MLS ONLY.
- Sander A Lefkowitz d/b/a New Homes Realty, 4 Ayr Ct., Suffern, NY 10901. Phone (845) 357-6616, FAX (845) 357-7298 - MLS ONLY.

CHANGE OF ADDRESS:

- American First Realty, 101 West Main St., Branford same phone/fax.
- Beazley Co., 97 Whitney Ave., New Haven 06510 same phone/fax.

CHANGE OF DESIGNATED REALTOR:

- Bruce Schaeffer now the DR for Schaeffer Assoc., Woodbridge. Norma Schaeffer retired.

CHANGE PHONE/FAX:

- Delibro Realty (203) 333-8804, FAX (203) 333-8805.
- Coriano Realty (203) 634-6988, FAX (203) 634-6989
- World Realty - FAX (203) 641-0373

NAME CHANGE:

- Amanda Bittle d/b/a I & S Realty Plus, LLC, New Haven, same address, phone and fax.

REALTORS Making the News

Ann M. Brignola of alty (Global real es- Haven, recently reris Award from Rofor her outstanding commuity, Ann has for over 20 years and GRI, and



ERA Innovative Re- tate leader) in New ceived the Paul Har- tary International, contributions to the been a REALTOR® with a BS Degree, PSCS Designations.

FOURTH QUARTER AWARDS NOMINATIONS
Requirements for GNHAR Quarterly "Award"

You must be a REALTOR member of GNHAR. Points are completed on listings currently in the service. Rental status listings cannot be used.

To quality, 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 completed and signed nomination form for this quarter ending December 31st by January 10, 2005.

A full computer printout of each listing **MUST** be included with the nomination form to qualify, plus new recipients must supply a photograph to be published in the Ct. Home Browser magazine.

Call the Association Office to have a Nomination form faxed to you.

NEW HAVEN REAL ESTATE SCHOOL OFFERING THE FOLLOWING COURSES!



ETHICS & DISPUTE RESOLUTION

- Tuesday, Dec. 28th, 6-9 PM
- Wed., Dec. 29, 9-12 AM
- Wed., Dec. 29, 1-4 PM
- Wed., Dec. 29, 6-9 PM

This is your last chance, if you have not taken this class your REALTOR status is in DANGER..

PRINCIPLES & PRACTICE OF R.E.

- Tuesday, January 4, 2005

REAL ESTATE LAW

- Wednesday, January 5, 2005

ABR DESIGNATION COURSE

- Two Days- Jan. 11 & Jan. 13, 2005
- Call (203) 234-3938
- New Haven Real Estate School



November 24, 2004

Ms. Roberta O'Hara
Executive Vice President
Greater New Haven Association of Realtors®, Inc.
127 Washington Avenue
North Haven, CT. 06473

Dear Ms O'Hara:

Just a note to thank you, your staff and your members for the wonderful food drive you recently conducted for the benefit of the Connecticut Food Bank and Christian Community Action (CCA). Thanks to your support, plus that of dozens of other businesses, schools, churches and individuals from throughout Greater New Haven, we at CCA were able to put together Thanksgiving baskets, including turkeys, for more than 1,100 families, seniors and person who are disabled. We are deeply grateful for your help in accomplishing this goal.

For more than 38 years, CCA has been serving families that are homeless and people who are poor, proving them with food, emergency and transitional housing, and other services designed to help them return to independence and self-reliance. None of this would be possible without the help of people like you. Thank you again for thinking of CCA. If ever we can assist you in any way, such as by providing a speaker on homelessness or an opportunity for community service, please let me know.

Best wishes for a blessed holiday season.

Sincerely,

A handwritten signature in black ink that reads 'Albert May'.

Albert May
Director of Development



GREATER NEW HAVEN ASSOCIATION OF REALTORS, INC.

West Building • Lower Level

127 Washington Avenue • North Haven, CT 06473-1715

Telephone: (203) 234-7700 • Fax: (203) 234-3980

INTEREALTY 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!

Friday, January 14, 2005	MLXchange I	9:30-12:00	LIMIT 16
	CMA	12:00-1:00	LIMIT 16
Wednesday, January 19, 2005	MLXchange II	9:30-11:30	LIMIT 16
	Designer Tools*	12:30-3:30	LIMIT 8
Monday, February 7, 2005	MLXchange I	9:30-12:00	LIMIT 16
	CMA	12:00-1:00	LIMIT 16
Tuesday, February 22, 2005	MLXchange II	9:30-11:30	LIMIT 16
	Designer Tools*	12:30-3:30	LIMIT 8
Monday, March 14, 2005	MLXchange I	9:30-12:00	LIMIT 16
	CMA	12:00-1:00	LIMIT 16
Tuesday, March 22, 2005	MLXchange II	9:30-11:30	LIMIT 16
	Designer Tools*	12:30-3:30	LIMIT 8

(TWO PEOPLE TO A COMPUTER EXCEPT FOR DESIGNER TOOLS)

***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

Holiday Gathering & Installation of Officers & Directors

Our annual Holiday Gathering and Installation of 2005 Officers & Directors was a gala event held on Thursday, December 9th at 500 Blake St., New Haven. We extend our thanks to Perkins and Associates who hosted a two hour Open Bar, and all of our 2004 sponsors for helping to make this event successful. The evening was enjoyed by all, the Hors d'oeuvres and dinners were exceptional and the dance floor was crowded all night.

Congratulations to Lee McParland, Calcagni Associates who was installed as the 2005 President of The Greater New Haven Association.

The 2005 Officers and Directors were installed.

Many new REALTOR® members were installed and the Third Quarter "Awards" certificates were presented to those in attendance.



Left to right: Roberta O'Hara, Wendy Weir, Sam Ratner, Diane Walsh, Alan Barberino, Frank D'Ostilio, Jr, Paul Ott, Myrna Lehrner and Betty Alberico.



Steven Calcagni installing
2005 President
Lee McParland



2005 President Lee McParland



James Wrzosek introducing the slate of new
Officers and Directors and explaining
election procedures



Kate Blake and Joan Barrow
Association Staff
"Braving the cold at the reservation desk"

**State of Connecticut
Department of Consumer Protection
Professional & Occupational Licensing Division**

**Frequently asked Questions by
REAL ESTATE LICENSEES**

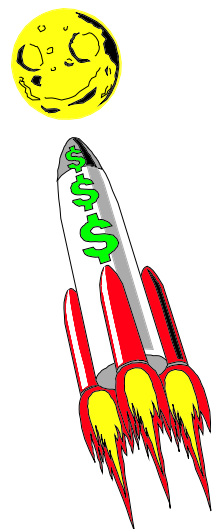
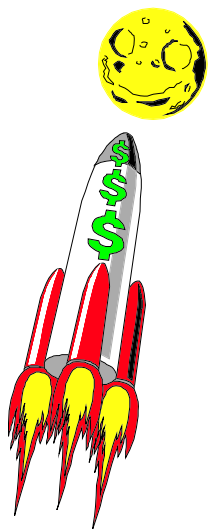
- Q. Do I have a 30-day grace period to renew my license?**
- A. No. The 30-day grace period is for the imposition of a late fee. Example: Your license expires May 31. If you engage in the real estate business without renewing your license on June 1, you subject yourself to disciplinary action. You may however, renew your license within the first thirty days after May 31 without incurring a late fee.**
- Q. I am starting a limited liability company. Does my LLC need to be licensed?**
- A. Yes. Limited liability companies, corporations, and other legal entities are required to be licensed and a broker of record must be appointed. The broker of record is not required to hold an individual broker's license.**
- Q. I am the holder of a salesperson's license. Can I form my own corporation?**
- A. No. In order to be a principal in a corporation, limited liability company or other legal entity, you must be the holder of a broker's license.**
- Q. How long do I have to be licensed salesperson before I can become a broker?**
- A. You must have an active salesperson's license for two years and must complete the educational requirements before you apply for a broker's license.**
- Q. Can I sell real estate without a sponsoring broker?**
- A. No, all real estate salespeople must have a sponsoring broker to maintain an active license and sell real estate.**
- Q. Will the State hold my license for me instead of it being held by a broker?**
- A. No, the State does not "hold" licenses. A licensee can choose to become inactive and then reinstate within two years from the expiration date without testing simply by submitting a reinstatement form with all back license fees and late fees.**
- Q. I received a listing through a connection with a friend. My friend is unlicensed. Can I share a portion of my commission with my friend?**
- A. No. State laws prohibits the sharing of commission or compensation, whether directly or indirectly, with an individual who was not a broker or salesperson when the services were rendered.**
- Q. I hold a broker's license and have numerous salespeople affiliated with me as salespersons. Am I responsible for their actions?**
- A. Yes. State law states that brokers are equally responsible for the acts or omissions of their salespeople.**
- Q. I just signed a listing agreement with a client. What is the time frame in which I have to give the client a copy of the listing agreement.**
- A. State law requires that you shall "deliver immediately" a copy of any listing agreement to any party executing the same.**

NOTE: I hope some of your questions have been answered here, for further help with specific licensing questions, please call the Real Estate Division at (860) 713-6150.

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