

REALTOR[®] NEWS

Web Site - greaternhrealtors.com

Issue No. 226

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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

Lee McParland

Formula for success: Rise early, work hard, strike oil

Answer follows article

Statewide MLS –Where is it at?

How prophetic was my installation speech in December—a goal for 2005 was to establish a Statewide MLS for the benefit of our profession!! So 15 months later this topic has created the most interaction and interest in our Association than we have had in years!!

First and foremost we need to do everything possible to keep every other business out of OUR business - real estate -. The bank industry, the mortgage.coms, Microsoft, etc, homeseller.coms, homebuyers.com are looking for ways to gather our information to sell to others. And then they sell the information back to us for referral fees!! This is the major concern of the Brokers.

The Associations have been working since 2002 to develop a statewide MLS, to no avail. It is because of the push by some Brokers that CAR hired a facilitator to create a statewide MLS that would become a compromise between Associations and Brokers. This process provided the proposed Broker owned MLS—something that will keep us in control of our industry!

The effectiveness of the campaign for those who prefer an Association run statewide MLS is being heard. There are good points to consider:

1. Association members should have a vote for Directors—whether Association run or Broker run

Continued on Page 3

SAVE THIS DATE

**JUNE 9, 2005 - ANNUAL CLAM BAKE
AMARANTE'S SEA CLIFF, EAST HAVEN**

GAD Report

Government Affairs

Directors News

April, 2005

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.

With the arrival of spring, a number of Greater New Haven Realty Association (GNHAR's) Town Planning and Zoning Boards have begun considering new initiatives which could alter local zoning regulations. The GAD team is closely monitoring recent developments in a number of towns.

Southington's recent housing boom has town officials considering ways to better balance residential needs with business and industrial development. One suggestion being under discussion is to alter zoning regulations to require that more residential zones (currently R-12 quarter acre) have minimum one-acre lots.

Meriden's Planning and Zoning Commission is continuing the long process of updating its Plan of Conservation and Development. Originally adopted in the 80s, the plan was last updated in 2000. The update will focus on all 10 planning sectors in the town and is expected to take up to a year to complete. City officials are also closely watching New London's U.S. Supreme Court case that could impact eminent domain claims in the renovation of the downtown area.

The Connecticut Home Browser

A Real Estate Buyers Guide

Distributed to over 500 locations including 16 Stop & Shop Stores in 21 area towns

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MAY 13, 2005

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NEXT ISSUE IS
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APRIL 29, 2005
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The Greater New Haven Association of REALTORS®, Inc.
Phone: (203) 234-7700 Fax: 234-3980

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GAD Report

Continued from Page 1

Cheshire's Planning and Zoning Commission has continued its hearings until May. Its ongoing hearings involve a proposed subdivision zoning text amendment which will require a ten percent of total acreage set aside for open space in all subdivisions of three or more lots. Because of the inadequacy of the state statutory notification requirements for local zoning text changes, **GNHAR's GAD** team recently initiated a town wide mailing to all property owners of five acres or more. Currently, town boards are simply required to publish a general notice of proposed changes in a local paper; property owners only learn of actions affecting their property rights after the fact. On the recommendation of the **GAD** team, state legislation is presently being considered which would provide better notification to property owners.

West Haven updated its Plan of Conservation and Development in 2004 and is now preparing a comprehensive rewrite of various zone provisions. A comprehensive document outlining various town wide zoning changes is expected by the third week in April. Public hearings on proposed changes will begin in late May or early June with finalizing expected by July. The **GAD** team, with Realtor/member assistance is monitoring the Commission's progress. Orange Realtor/Broker **Alan Fischer** continues to provide assistance and input in this regard.

Having completed its Plan of Conservation update in 2004, the Hamden Planning and Zoning Commission is expected to consider proposed changes to its subdivision regulations in late spring. Realtor/member **Melissa Stasiak** continues to assist the **GAD** with their monitoring activities.

Finally, the **GAD** team encourages **GNHAR** Realtor/member political involvement and service on town boards, agencies and commissions. One need look no further than Wallingford, where Realtor **Barbara Thompson** (Republican Town Committee Chair) and **William Fisher** (Democrat Town Committee Chair) not only work in the same office, but lead by example. Such Realtor/members political involvement furthers both individual business interests and those of the profession and the Association as a group.

President's Message Continued from Page 1

2. Mid sized and small firms should be fairly represented
3. Associations need the money to continue to provide the services to its members
4. Greater New Haven Association should continue to be a process center
5. Board of Directors-Association or Broker run should have term limits
6. Associations would better protect the concerns of its members
7. The COOP, of which we are members, would appear to be an excellent overlay for all of the state MLS's, but it had not been able to convince all MLS's to join
8. Insure that the MLS guidelines that are the strength of our co-brokking remain in place
9. It is in our members best interest to protect our clients information
10. The Association, especially our COOP of which we are members would be better equipped to run a statewide MLS

There are good points for the proposed Broker owned MLS:

1. The Board of Directors is 15 members- 10 to represent small and mid-sized companies and 5 to represent large companies-
2. The CMLS will participate in a Broker run MLS
3. Our Designated Brokers would be participating members, voting for the Directors
4. Our Designated Brokers would represent those of us who have our licenses with these brokers
5. We can purchase commercial insurance to cover a Broker MLS similar to NAR's
6. REALTOR participants of any MLS receive the benefit of NAR legal machinery, regardless of where they receive their MLS services
7. It is in our Brokers best interests to protect our information and that of our clients'
8. It is the Large Brokers that have forced us to get together to get a Statewide MLS-the discussion had been going on for years with no conclusion or action
9. We would still be REALTORS
10. The Brokers would be better able to run a statewide MLS as a business

Both approaches have excellent points.

At this juncture, we still have our MLS in place and would need the vote of the members to disband it. In order to participate in the Statewide MLS proposal, the members of the GNHAR Board of Directors voted to support it with contingencies-limit term limits, increase the number of large firms and remain as a service center. There is not another formal statewide MLS proposal on the table at this point. CAR's Executive Committee continues to support the proposed plan for a statewide MLS and allowing the new entity's decision making body to address concerns expressed including ownership.

Both approaches have excellent points. Take the best of both -compromise and negotiate. As an industry and profession, we need to move forward and protect our business and control our information. The longer we are fractured, the easier it will be for other entities to take control of our information! We need a statewide MLS!!

Lee

Answer: J. Paul Getty!!

QUARTERLY ACHIEVEMENT AWARDS 2005 FIRST QUARTER RECIPIENTS



Congratulations

The following members have been awarded the 2005 First 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 June Membership Meeting (Our Annual Clam Bake) at Amarante's, East Haven on Thursday, June 9th. All recipients will be featured in the May 13, 2005 issue of The Connecticut Home Browser magazine, and will be mentioned in the May, 2005 issue of Broker Agent Magazine and are also featured on the Association Web Site - greaternhrealtors.com.

- | | |
|----------------------|--------------------------------------|
| Barbara Bourland | William Raveis R. E., Cheshire |
| Chris K. Canfield | ReMax Schoolsides Realtors, Cheshire |
| Richard Chamberlain | Realty Partners, West Haven |
| Patrick Combs | Dan Combs Real Estate, Wallingford |
| Kathy Croteau | Coldwell Banker, North Haven |
| Stacey DeAngelis | Calcagni Associates, Cheshire |
| Susan Farone | Beazley Co. Realtors, Wallingford |
| Dorothy Karska-Piech | Calcagni Associates, Cheshire |
| Nick Mastrangelo | Beazley Regional Center, Orange |
| Enilda Rosas | Beazley Regional Center, Orange |
| Toni Ann Ross | Beazley Regional Center, Orange |
| Sandy Maier Schede | Maier Real Estate, Meriden |
| Warren Seigel | ERA Seigel Realty, West Haven |
| Raymond Valenti | ReMax Schoolsides Realtors, Meriden |
| Wendy Weir | ReMax Right Choice, Milford |



The Association Office and Board of Directors regret to inform you of the recent death of a fellow REALTOR®, Mary Bahr, Coldwell Banker, Cheshire. We extend our deepest sympathy to her family and friends.

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:
Theodore R. Anastasio, Masella Realty, LLC

- Lionel Louis, Beazley Regional, Orange
Adrianna G Pentland, West Shore Realty, Milford
Maria J Vita, Coldwell Banker Milford
Anne E Augustine, Raveis Real Estate, Cheshire
Michelle M Connelly, ReMax Great Estates, Wall.
Shannon Badamo, Classic Properties, Hamden
Laura Fantarella, Levey Miller Maretz, Woodbridge
Chele Jenkins, ReMax Great Estate, Wallingford
Michael Tift, Beazley New Haven
Gezim Zeko, West Shore Realty, Milford
Richard Dragonette, C21 Access America, Milford
Sandra Moore, H. Pearce Co., Wallingford
James Donovan, ERA Property World, Milford
Kirsten Ash, Beazley, Milford
Eileen Kelly, ERA Property World, Milford
Anthony Furino, Willmott Realty, East Haven
Patti Ornato, Beazley, Hamden
Donna Cardona, CB Select Sites, Wallingford
Catherine Dalkin, H Pearce Co., Wallingford
Thomas Limauro, H Pearce Co., Wallingford
Kimmy Hom, ERA Innovative, New Haven
Megan Freeman, Coldwell Banker, Cheshire
Dawn E Krisavage, Coldwell Banker, Cheshire
Ethan L Coleman, H Pearce, New Haven
Rosalinda DeLucia, Beazley, East Haven
Christopher Cameron, C21 Access America, Milford
Tony Taylor-Ahern, Real Estate Solutions, North Haven
William Ferrara, CB Select Sites, New Haven
Cristina Pereira, Fischer Properties, West Haven
Jennifer Devivo, Calcagni Assoc., Wallingford

Membership Cont.

Mimi Houston, Quinnipiac Realty, North Haven
Derek A Gaiski, CB Select Sites, New Haven

DESIGNATED REALTOR APPLICATIONS:

Rollo G Compitello d/b/a Cove Realty, 390 townsend Ave., New Haven 06512. Phone (203) 469-8479, Fax (203) 469-4285 - Full Membership.
Salvatore Nicotra d/b/a Nicotra Real Estate LLC, P O Box 669, Wallingford, CT 06492. Phone (203) 949-9444, Fax (203) 507-3720 - Full membership.
Victor Zayas d/b/a VZ Real Estate, 23 Webb St., Hamden 06517.j Phone (203) 785-1771, - Full membership
Mark Esposito d/b/a Esposito Realty, 690 Main St., East Haven 06512. Phone (203) 215-0663, Fax (203) 468-9717 - Full membership.

WELCOME TO THE FOLLOWING NEW MLS ONLY MEMBERS:

Peter Francini d/b/a P&J Building & Developmetn LLC, 1 Trap Fall Rd., Shelton 06484. Phone (203) 933-08567, Fax (203) 944-0872.
Robert Bishop d/b/a Bishop, Edward and Roberts, LLC, 280 Branford Rd. #12, North Branford 06405. Phone (203) 488-4107, Fax (203) 488-4142.

RESIGNED MEMBERSHIP:

John Pollard d/b/a Real Estate Advisors, 197 Chesham Dr., Middlbury - Full
James Brownstein d/b/a On The House, 110 Ridge Rd., North Haven - Full
Andrew Mezzi d/b/a Mezzi Realty, 86 North Cherry St., Wallingford - Full

AGENT CHANGES:

Gloria Griffiths now rep C21 Access America, Wall.
David Small now rep Maier Real Estate, Meriden
Andrew Criscuolo now rep Beazley, Wallingford
Gracelynn Criscuolo now rep Brophy Ahern, Manchester
Marie Gabriel now rep Wm Orange
Donato Biceglia now rep C21 American Dream
Boris Isztwan now rep Raveis, Milford
Theresa Rossignol now rep ReMax AMity, Orange
Anthony Cordone now rep ERA Seigel, W.H.
Bonnie Reed now rep Paramount Realty Sons., Wood.
Judy Mison now rep Press Cuozzo, NH
Nora Ryan now rep Press Cuozzo, NH
Marie Gabriel now rep Wm. Orange
Arlette Miller now rep Press Cuozzo, NH
Paul Desiderio now rep Classic Properties, Hmd
Alice Schwartz now rep Press Cuozzo, NH
Janet Kenyon now rep CB Select Sites, Wall
Jeffrey Kopp now rep ReMax Right Choice, Milford
Yolanda Dillon now rep Beazley, NH
Charlie Bradley now rep Press Cuozzo, NH
John Scott now rep CB Select Sites, Wall.
Joseph Fabish now rep H Pearce, Wall.
Alice Schwartz now rep Press Cuozzo, NH
John Papp now rep Classic Properties, Hmd
Thomas Cioffi now rep C21 Access America, Meriden
Maurice Langlois now rep Priority Real Estate, Hmd
Patricia O'Toole now rep Keller Williams Realty, Ches.
Gina Michaels now rep Conn. Realty Partners, NH
Alan Saren now rep Raveis, Milford

ADDRESS CHANGES:

DeGennaro & Assoc. LLC, 1673 Litchfield Tpke, Woodbridge 06525. jPhone (203) 389-6798, Fax (203) 389-6745.
Signature Realty, 85 Olive St., Bldg #1, Suite #3, New Haven 06511.
Keller William Realty, 425 Main St., Ridgefield 06877. Phone (203) 438-9494, Fax (203) 438-9996.

NEW FAX NUMBER:

MiCasa Realty, New Haven (203) 469-9873

NEW PHONE NUMBER:

Devlin Agency, North Haven (203) 234-2629

Continued on next page

Membership Cont.

COMPANY NAME CHANGES:

Robert Fischer d/b/a Fischer Realtors Inc., West Haven was Fischer Properties.
 Simone Cyr-Gould d/b/a Simone's Real Estate LLC, Meriden was Simone's Real Estate.
 Linda Lang-Bankowski d/b/a Quinnipiac Realty LLC, North Haven was ISellRealEstate.Net. Now featuring a new website www.QuinnRe.com which has many helpful features and links such as searching the MLS, viewing virtual tours and computerized floor plans that are produced for all their listings. Phone (203) 624-3000, Fax (203) 624-3001.



SUPER KEYS ARE AVAILABLE AT THE ASSOCIATION OFFICE....The cost for the display Key is \$164.76 for the year lease which began on February 14, 2005. This price also includes the \$53.00 set up fee. We also have the EKey (Palm Key). This billing is handled by Supra each month. Please call Kate at the Office to set up a time if you wish to have one programmed.

The Display Keys will be pro-rated on May 16, 2005. The cost at that time will be \$138.00 for the Lease and set-up.



NEW HAVEN REAL ESTATE SCHOOL

The following classes are being held at our Training Facility located at
 127 Washington Ave.,
 West Bldg, LL, North Haven



ABR® Designation Course

Two Days - May 16 and 18th, 2005
 9 Am to 4:30 PM
 Instructor Fred Southwell
 \$255.00

**ABR® Elective Course
 May 24th**

Buyer Representation in New Home Sales
 9 AM - 4 PM
 Instructor Fred Southwell

Real Estate Law
 Begins Wednesday, April 27, 2005
 Monday & Wednesday evenings 6-9 PM
 \$270

Continuing Education Class
 Ethics & Dispute Resolution
 Thursday, May 12, 2005
 9 AM to 12 Noon
 Instructor John Roy

Check out the school web site for complete schedule of courses:
<http://greaternhrealtors.com>



INTERREALTY TRAINING SCHEDULE



PLEASE NOTE: CLASSES & TIMES MAY CHANGE. YOU WILL BE CONTACTED IF YOUR CLASS HAS BEEN CHANGED OR CANCELLED. THANK YOU!

Please fill out the form below and mail a \$10.00 REFUNDABLE CHECK payable to GNHAR. There are a limited number of seats available! Thank you!

Thursday, April 14, 2005	MLXchange I CMA	9:30-12:00 12:00-1:00	LIMIT 10 LIMIT 10
Thursday, April 21, 2005	MLXchange II Designer Tools*	9:30-11:30 12:30-3:30	LIMIT 10 LIMIT 8
Monday, May 9, 2005	MLXchange I CMA	9:30-12:00 12:00-1:00	LIMIT 10 LIMIT 10
Thursday, May 19, 2005	MLXchange II Designer Tools*	9:30-11:30 12:30-3:30	LIMIT 10 LIMIT 8
Thursday, June 2, 2005	MLXchange I CMA	9:30-12:00 12:00-1:00	LIMIT 10 LIMIT 10
Thursday, June 16, 2005	MLXchange II Designer Tools*	9:30-11:30 12:30-3:30	LIMIT 10 LIMIT 8

***YOU MUST FIRST TAKE MLXCHANGE I, CMA & MLXCHANGE II TO REGISTER FOR DESIGNER TOOLS.**

ALL THE ABOVE CLASSES REQUIRE A \$10.00 (REFUNDABLE) CHECK AND A 24 HOUR CANCELLATION NOTICE IS REQUIRED (CREDIT CARDS ARE NOT ACCEPTED).

SORRY, WE CANNOT ACCEPT ANY REGISTRATIONS WITHOUT A CHECK!

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

NAME COMPANY PHONE # DATE OF CLASS & TIME



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 MLS session to be held Thursday, May 5, 9 AM - 12:30. The Ethics session to be held on Thursday, May 12, 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 greaterhrealtors.com

**CONGRATULATIONS TO THE
FOLLOWING NEW REALTORS®
WHOM WERE APPROVED BY THE
BOARD OF DIRECTORS AT THEIR
APRIL, 2005 MEETING.**

- Beazley, Hamden
Stacy Nocerino
- Beazley, Milford
Marcia Ivers
- Beazley, New Haven
Harry Coe
Arthur Resler-Anderson
- Beazley Regional
Lionel Louis
- Calcagni Assoc., North Haven
Lisa Thompson
- Calcagni Assoc., Wallingford
Sheila DeChello
- Carbutti & Co., Wallingford
Joseph Holstein
- C21 Access America, Meriden
Dawn Menard

- C21 Access America, Milford
Hope Arnaoutis
Edmonde Bernier
Susan Bouchard
Mohamed Elnaw
Lana Gekhman
Frank Lazowski
Cesare Tamburrino
Ana Pena
- C21 Today, WH
Deborah Collins
Melissa Mandak
Kelly Turtzo
Stephen Turtzo
- Classic Properties, Hamden
Shannon Badamo
David DeBoves
- Coldwell Banker Cheshire
Sandra Wahl
- Coldwell Banker Milford
Maria Vita
- Cove Realty, New Haven
Rocco Compitello
- E Drake Real Estate, LLC
Jan Loofit
- ERA Innovative Realty, New Haven
John Byrne
- ERA Property World, Milford
Teresa Galuppo
- Gap Realty, East Haven
Philip Ryan
- H Pearce Co., New Haven
Matthew Whiting
- H Pearce Co., Wallingford
Zakari Issa
- Levey Miller Maretz, Woodbridge
Laura Fantarella
- Michael Coppola Realtors, Milford
Bala Venkat
- Raveis Real Estate, Cheshire
Anne Augustine
Trina James
- Raveis Real Estate, Milford
Kathleen Mankus
- Raveis Real Estate, Milford
Richard Johnson
- ReMax Great Estates, Wallingford
Chele Jenkins
John Papp
Leslie Watley
- West Shore Realty, Milford
Adrianna Pentland
Gezim Zeko
- WDK Real Estate, Cheshire
Kevin Reed
- Wm. Orange Realty, Orange
Michael Guthrie

**IMPORTANT NOTICE
ATTENTION BROKERS**

If you did not renew your license by March 31st, please call Kate Blake at (203) 234-7700, so she can remove you from the GNHAR Roster.

YOU ARE INVITED!!!!

CHFA, Connecticut Housing Finance Authority, is hosting three breakfast meetings, co-sponsored with General Electric Mortgage Insurance Corp.

You are invited to have" breakfast with them and get important information on CHFA's New Income and Sales Price Limits--Learn more about CHFA's Mortgage Programs and a new PMI Product being offered by GE Mortgage Insurance to help keep borrowers in their homes!"

Breakfast is being offered at three locations listed below; Breakfast at all locations 9:30 AM - Training 10-11 AM.

Choose which location you would like to attend and RSVP to Rose Holbrook at CHFA (860) 571-3590 no later than April 29, 2005.

Wednesday, May 4, Hartford Marriott Rocky Hill, 100 Capital Blvd., Rocky Hill, CT 06067 (860) 257-6000;

Thursday, May 5th, Hilton Southbury, 1284 Strongtown Rd., Southbury, CT 06488 (203) 598-7541; or

Friday May 6th, Courtyard by Marriott, 181 W Town St., Norwich, CT 06360 (860) 886-2600.

**CAR
GOOD NEIGHBOR AWARD**

CAR, Connecticut Association of REALTORS®, is accepting nominations for the 2005 Good Neighbor Award to honor REALTORS® who volunteer their time and demonstrate extraordinary efforts to improve the quality of life in their community.

Please log on to CAR's web site, www.ctrealtor.com for your nomination form and instructions.

Deadline to submit is August 1, 2005.

**REALTOR OF THE YEAR
NOMINATION FORMS
WERE MAILED TO ALL MEMBERS
AND FORMS ALSO ATTACHED
PLEASE RESPOND BY THE DEADLINE,
FRIDAY, MAY 20, 2005**

**INVITATIONS TO OUR NEXT
POWER LUNCH SERIES
HAVE BEEN MAILED TO ALL MEMBERS**

**SPACE IS LIMITED,
MAKE YOUR RESERVATIONS EARLY!!**

N O M I N A T I O N S FOR "REALTOR OF THE YEAR"

The time has come around again where each member has an opportunity to nominate a fellow REALTOR® for the honor listed above.

All that is required is that you address a short note to the "Honors Committee" in care of the Association Office or return the attached nomination form. The deadline for nominations will be Friday, May 20, 2005.

STANDARDS FOR SELECTION

.....SUBMISSIONS MUST BE TYPED.....

1. REALTOR Spirit: high principles, faithfulness to laws and regulations of Code of Ethics and local Association, and furtherance of principles of good real estate practice among other brokers and the general public.

2. Civic Activity: local, state and national level participation in civic and service clubs, charitable activities, political commissions, fraternal or religious group, etc.

3. Business Accomplishment: recognized good business conduct, service to clients, imaginative and creative advertising program, rehabilitation work, land utilization, etc.

4. Local Association Activity: Association offices and committee work, special assignments, seminar activity and educational work, membership and offices held in local chapters of institutes, etc.

5. State Association Activity: offices held and committee work, attendance and participation at State Conventions, directors' meetings, educational conferences, etc.

6. NAR Activity: national offices and committee work, membership and work in institutes, attendance at National Conventions, etc.

These "Standards for Selection" are only to give you an idea of the criteria used by the Honors Committee. It is not your responsibility to fill out any forms, just nominate.



Return to: Greater New Haven Association of Realtors, Inc.
Honors Committee, 127 Washington Ave., West Bldg, LL,
No.Haven,Ct.06473

Deadline for nominations will be Friday, May 20, 2005

I NOMINATE: _____ FOR "REALTOR OF THE YEAR"

Name _____ Firm _____