

## LUNCHEON UPDATES!

A fabulous time was had by all at Wednesday's luncheon. It was held at Tautphaus Park to benefit RPAC and many prizes were donated and there were



numerous winners! In fact, everybody was a winner just by coming out and having a great time! Approximately \$2,200 was raised to benefit RPAC!!!



Time to draw prizes, yet!

Many thanks to the hard-working team

that put this fun event together: Misty Brouillette, Renee Spurgeon, Ann Long, Ryan Jensen, Denise O'Brien, Jen Shippen, Polly Mortell and Kerry Howell!

Contributors include: **Charter Mortgage, Idaho Central Credit Union, Wells Fargo Home Mortgage, US Bank Home Mortgage, Ron Clawson, Bank of Idaho, BJ Bybee, Voigt Davis Realtors, Pat Davis, and GIFAR.**

Some great prizes were available! Were you there?



Patently waiting for great food from Hard Hat Steakhouse & Grill!

### DATES TO MARK:

- 7-24: Continuing Ed (see below)
- 7-27: GIFAR BOD Meeting, 11:00am
- 7-29: Continuing Ed (see below)
- 8-4: Continuing Ed (see below)
- 8-12: SNRRMLS BOD Meeting, 8:30am
- 8-19: GIFAR BOD Meeting, 8:30am
- 8-19: GIFAR Luncheon, 11:45am, Red Lion
- 8-6: Short Sales class (see below)

### And the Luncheon Winners were! ----

- Full Page HOMETEAM Color Ad - Sheryl Cederberg
  - \$25 Affiliate Prize, courtesy of the Association- Mike Stamper, Wells Fargo Home Mortgage
  - POST REGISTER 1/4 Page Ad - Polly Mortell
  - Full Page Color HOMESEEKER Ad - Patrick Malone
- Genius contest winners were as follows: Troy Killpack, Steve Butler, Cori Johnson, Paul Blaskovich, Peggy Hankins. Each received a coupon for \$10 off their next CE at GIFAR!



**Voigt Davis Realtors** was this month's generous \$100 donor and the winner was Greg Vinnola who generously donated the \$100 to RPAC. Congratulations to all our prize winners and Thank You to all our donors! Next luncheon: August 19, 11:45am. - Red Lion

### CONTINUING EDUCATION

(classes held at 1508 Midway, Ammon; registration forms available at [www.gifar.org](http://www.gifar.org))

- 7-24: Forms 1 (E0490) 4 ceu, Maris Cukurs, instructor; 1-5pm
- 7-24: Commission Core 2009 (C2009), 3 ceu, Maris Cukurs, instructor
- 7-29: 1031 Tax Deferred Exchanges in Our New Financial World (E0647) 3 ceu, 1-4pm, Craig Chagnon, CES, instructor.
- 8-4: Calculating Investment Value - A Discounted Approach (E0729) 3.5 ceu, 8:30am-12pm Bob Newsome, instructor
- 8-6: Short Sales, 12:00 & 2:00pm, No CE, Victor Vellegas, attorney, will be the instructor.



**APPLICATION FOR REALTOR® MEMBERSHIP**

**RETURNEES:**

Scott Butikofer	C21 Greater LandCo
Brett Manwaring	HomePointe Real Estate
Rhonda Ponce	Idaho Falls Real Estate

**MEMBERSHIP TERMINATION**

Guy Arnell	NAI Commerce One
Shannon Inama	ERA Archibald-Reece
Kerry Heilig	Green Tree Realtors
Julie Boyce	WinStar Realty
K.C. Jones	Re/Max Homestead
James Westenskow	ERA Archibald Reece

**MEMBERSHIP TRANSFER**

Helen Johnson	from: C21 Greater Landco	to: WinStar Realty
Dan Marcantano	from: WinStar Realty	to: Exit Realty Idaho Falls
Melody Grivet	from: WinStar Realty	to: Exit Realty Idaho Falls
Tammy Reading	from: WinStar Realty	to: Exit Realty Idaho Falls

Congratulations are in order for the following REALTORS® who have earned their GRIs: Susan Allred, Leon Cervantes, Tamara Cervantes!



National renowned real estate marketing and technology speaker and REALTOR.com® Vice President, Max Pigman, has presented to **Helen Johnson** of WinStar Realty the “Real Estate Online Marketing Award of Excellence.”



The Award of Excellence recognizes top agents who consistently provide great marketing services on behalf of their buyers and sellers.

“There are always some real estate agents who distinguish themselves from other agents by doing a little more for their sellers. In particular; when the home they are selling is placed on a well trafficked site such as the 1st ranked REALTOR.com®, even simple efforts like having more photos displayed, crafting better descriptions or adding a full motion video, can make a home stand out from competing properties,” says Mr. Pigman. The excellence award was presented to Helen at a recent real estate marketing and technology seminar that demonstrated cutting edge technique for leveraging the internet and technology in real estate marketing. *Congratulations, Helen!*

**Finally Home!**, the class for first time buyers, will be July 20, 21, 22 - Jeff Metcalf, instructor. Classes are Monday, Tuesday, 6:30-9:30pm; Wednesday, 6:30-8:30pm. Cost is \$10 per person; paid at the Board office.



Everybody was having a good time at Taurphaus Park!

**IREC ATTENDANCE POLICY**

**Pertinent Changes in Policy - July 2009**



The use of cell phones or other handheld electronic devices is not permitted during class time. This includes texting, checking messages, incoming and outgoing calls, etc.

A student who misses any portion (even a few minutes) of a course taken for CE elective credit may not receive credit for the course unless the provider allows the student to attend the corresponding class session(s) in a subsequent offering of the same course.

**Conference & Expo**

It's time to start making plans for the Idaho Association of REALTORS® Business Conference & Expo, September 16-19, 2009. This year's conference will be held at the Coeur d'Alene Resort. To reserve your room call the resort directly at 800-688-5253 and ask for the Idaho Association of REALTORS® group block. There are a limited number of discounted rooms available so don't wait!

Go to [idahorealtors.com](http://idahorealtors.com) for a preview of the schedule of events or a Sponsor/Vendor registration form.





## MR. MANNERS



Are you on Facebook or another social networking site? Making connections on these social networking sites can be beneficial but we must remember there is a courteous and respectful way to do so. For example: One way to politely connect is to simply send a request and on your profile, note what you do, who you work for, and a short message to introduce yourself.

Here are a few recommended Facebook tips that we all probably need to be more proactive in following:

1. When sending a friend a request, there is a little box to send a personal message, send one saying who you are and why you are sending the request.
2. Once you have a new friend don't inundate them with products or service information. A friend acceptance does not mean that their email should be used without permission. This is considered spam.
3. If you are going to send a product or service message make it a note or a post. If we are interested we will see it on the Facebook home page, the front page where all updates are listed, and read it.

Until next month, Mr. Manners, out!

If you have questions or comments you would like addressed in the newsletter, please write to either Evan Cook at [evans@ida.net](mailto:evans@ida.net) or [chiefo@gifar.org](mailto:chiefo@gifar.org)

# Why is My E&O Insurance Going Up????

Since October 1994, there are over 1000 reasons real estate agents should have E&O insurance. Approximately 68% of the active licensees in Idaho have purchased E&O insurance from the state contract. To date, there have been 1029 allegations filed with the state contracted E&O companies, costing the insurance company (your premiums) a total of \$6,607,138.76 in costs and payouts. You ask, why is the cost of insurance going up? In the past 15 years there have been 19 properties either sold twice or the wrong property sold, resulting in an indirect cost to you, the licensee, of over \$70,000 in legal costs and payouts.

Practice risk reduction by doing your part to make sure all transactions are correct, and by doing so, making everyone in the transaction proud you were there to help.

## Top 20 E&O Insurance Allegations Filed in *IDAHO*

(published July 2009 - Real Estatement)

Allegations	#Allegations	Total Payouts
1. Breach of Duties	98	\$1,219,520.83
2. Violation of RESPA	2	\$ 46,293.49
3. Breach of Contract	60	\$ 590,513.27
4. Consumer Protection Act	13	\$ 31,121.12
5. Misrep Contract Terms	29	\$ 131,018.65
6. Negligence	55	\$ 310,310.95
7. Misrep Sewer	20	\$ 64,334.43
8. Misrep Size of Property	29	\$ 117,761.88
9. Misrep Condition	41	\$ 183,054.13
10. Non-Disclose	39	\$ 95,432.98
11. Boundaries	47	\$ 211,443.17
12. Misrep Roof	17	\$ 66,401.13
13. Misrep Septic	13	\$ 19,538.70
14. Misrep Well	23	\$ 135,083.24
15. Earnest/Escrow Money Dispute	50	\$ 146,100.81
16. Misrep Financials of Business	2	\$ 118,647.18
17. Fraud	31	\$ 298,386.77
18. Misrep Other	183	\$1,144,016.96
19. Zoning	10	\$ 50,704.03
20. Other	23	\$ 811,576.99

IREC has awarded the new E&O contract to Rice Insurance Services Company, LLC for the next 3 years starting October 1, 2009. The premium will be \$186 per year. Renewal notices will be mailed to your business address by August 15, 2009 and will be due by September 30, 2009. Fines will be assessed for those who renew after October 1, 2009.

# Retirement 101 for Real Estate Professionals

By Richard Hammarstrom, Self-Directed Retirement Solutions, LLC

## Investing in Real Estate (Part one - Purchasing)

Whether you invest in real estate as a long-term holder, a market timer or a “flipper,” you can buy real estate in a retirement plan if the plan allows it. As far as the IRS and the DOL (who does most of the pension-plan oversight) are concerned, it’s a perfectly legitimate investment. It is also a perfect investment vehicle for your investors who have compatible plans.

However, before we get too far, let’s cover a few caveats: 1. Don’t occupy the property yourself or rent it to a relative. 2. I don’t mean to lecture you on ethics, but stay away from anything that resembles a “net listing.” Don’t ask the potential seller “how much do you want for it?” - especially an out-of-area heir. 3. If you are licensed with an agency, review the agency rules of personal property acquisition with your broker. 4. Always disclose your licensing status!

Now, if I haven’t dampened your enthusiasm, let’s buy some real estate! The mechanics of buying with a retirement plan are basically no different than buying in your own name. Just be sure that *all* the funds come from your plan. Don’t commingle *any* of your personal funds in the deal! If funds are limited, you can co-invest with another person or plan. Just be sure they are not related or controlled by you.

There is no restriction on the type of property you can purchase: SFR, condos, commercial, lots, open land, mobile homes, industrial, etc. You can even buy your future retirement home. Just don’t live in it until you take it as a distribution. Note: if you buy it with ROTH funds, the distribution can be tax-free!

Checkbook control (see last month’s article) is critical in acquiring and managing the property - especially if you are dealing in foreclosures or “flips.” The ability to write a check and close in days (vs. a custodian who can take much longer) can often save a transaction you would otherwise have lost.

Recently, an excellent article on real estate investing for retirement appeared in the Realtor® Magazine Online. It discusses a number of strategies for using real estate to fund a successful retirement. It can be accessed at <http://www.realtor.org/toolkits/brokerretire08>

Next time: Financing your Real Estate Purchase

#3 in a series. Email [securelyretired@aol.com](mailto:securelyretired@aol.com) for previous articles or to submit questions. Self-Directed Retirement Solutions, LLC ([www.TheTrueIra.com](http://www.TheTrueIra.com)) offers personalized Roth IRA and 401(k) pension plans with checkbook control. They can be reached at 800/327-8800 or [securelyretired@aol.com](mailto:securelyretired@aol.com) Note: this column provides general information only. Laws vary from one state to another. For advice on a specific matter, consult your attorney or CPA. The content and opinions are those of the author and not the publisher/distributor.