

ValleyVoice



New River Valley Association of REALTORS®, 125 Ponderosa Drive, Christiansburg, VA 24073

Phone: 540-381-9354 Fax: 540-381-9358 Website: www.nrvar.com

Calendar of Events

- August 4, - 2:00 p.m.
MLS Committee
- August 10, - 9:00 a.m.
BOD Meeting
- August 12, - 1:00 p.m.
Rick Boucher, Hillsville
- August 13, - 10:00 a.m.
Nominating Committee
- August 19, - 1:30 p.m.
Membership Committee
- August 20, - 5:00 - 7:30 p.m.
Mix & Meet (Olde Mill Golf Club)
- August 27, - 10:00 a.m.
Education Committee
- August 27, - 2:00 - 4:00 p.m.
MLS Orientation
- September 2, - 8:00 a.m. - 5:00 p.m.
GRI 407, Managing Risk
- September 7, - Labor Day
Office Closed
- Sept. 8 & 9, - 8:00 a.m. - 5:00 p.m.
Green Designation Core Course
- September 10, - 5:00 - 7:00 p.m.
"Mix & Meet"
- September 14 - 18,
VAR Convention
- September 21,- Lem Marshall
NRVAR Office
- September 22, - Lem Marshall
Galax, VA
- Sept. 25, - 8:30 a.m. - 12:30 p.m.
Educ. Fair/Affiliate Tradeshow
- September 30, - 9:00 a.m.
BOD Meeting
- October 5, - 8:30 a.m. - 5:00 p.m.
Green Residential Course
- October 14, - 8:00 a.m. - 5:00 p.m.
GRI 404, The Cyber-REALTOR
- October 19, - 9:00 a.m. - 4:30 p.m.
New Member Orientation
- October 19, - 9:30 a.m. - 12:30 p.m.
Ethics Course
- October 19, - 1:30 - 4:30 p.m.
Fair Housing Course
- October 8, - 5:00 - 7:00 p.m.
"Mix & Meet"
- October 28, - 9:00 a.m.
BOD Meeting
- October 28, - 10:00 a.m.
Annual Meeting
- November 4, - 8:00 a.m. - 5:00 p.m.
GRI 409, Business Development

Lunch with Congressman Rick Boucher

Main Discussion Topic HVCC (Home Valuation Code of Conduct)



The HVCC continues to devastate home values and delay the appraisal process across Virginia and the United States. Join us to let the Congressman know how this is adversely affecting your business.

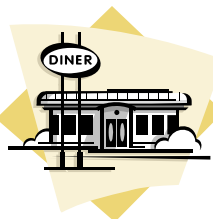
The New River Valley Association is proud to sponsor a luncheon featuring Congressman Rick Boucher.

Save the date: Wednesday, August 12, 2009.

Time: 1:00 p.m.

Cost: Free!

**Location: Countryside Family Restaurant
Hillsville, Virginia**



Countryside Family Restaurant (Beside the Hampton Inn)

94 Farmers Market Road

Hillsville, VA 24343

Driving Directions:

Take exit 14 off of I-77, then turn left at the 1st. light.

Reservations are required even though there is no charge.

Contact us today to reserve your space! Call or Email: mollie@nrvar.com



New River Valley Association of REALTORS®

125 Ponderosa Drive, Christiansburg, Virginia 24073

Phone: 540-381-9354

Fax: 540-381-9358

Website: www.nrvar.com

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Interested in Serving on the Board of Directors?

The Nominating Committee will soon be meeting to select nominees for the Board of Directors of NRVAR. If you would like to be a candidate for one of the open positions, please let Ward Angle, Nominating Committee Chair or Elaine Head, CEO, know of your interest and request that your name be added to the list for consideration.

The following positions will be open for election:

President-elect –	once elected will automatically move up to President the following year,
Secretary/Treasurer –	1 year term
Director –	1 year term
Director –	1 year term
Director—	3 year term
Director—	3 year term

Following is the criteria the Nominating Committee will be looking at when making their decision:

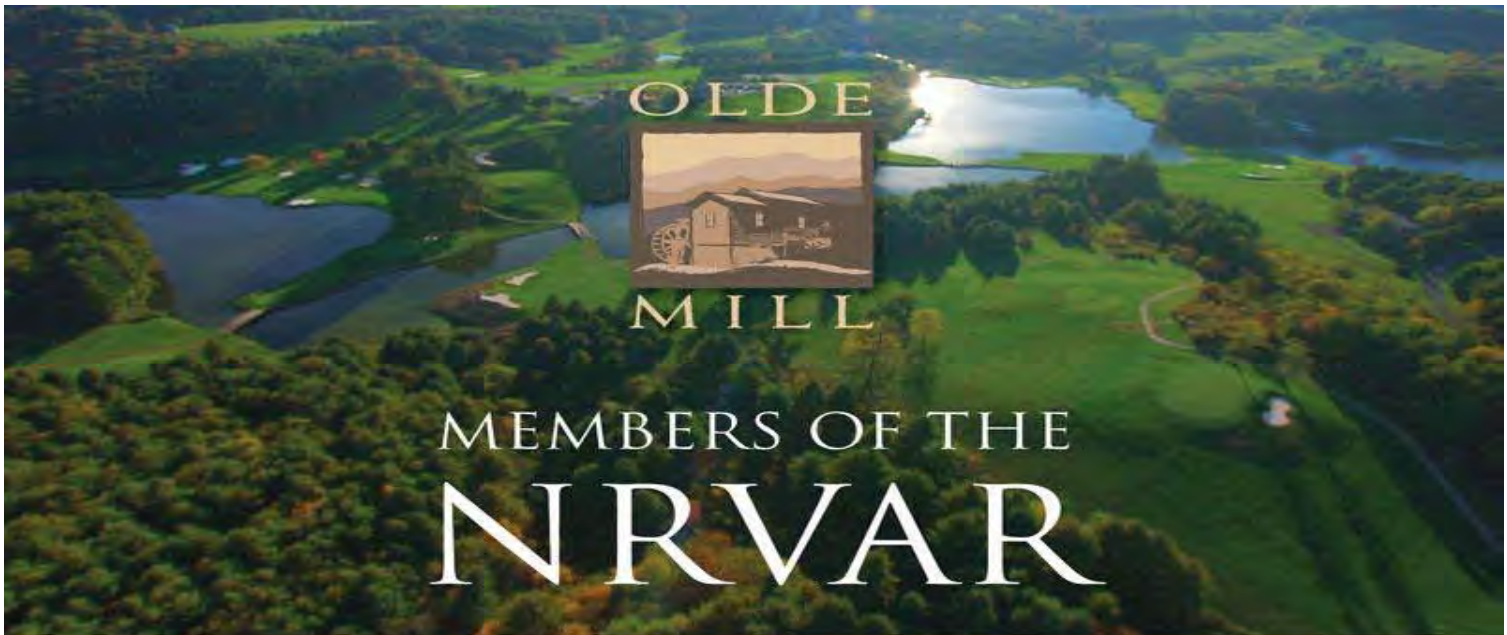
- Successful experience in a leadership role
- Able to make decisions in a business-like manner
- Leaves personal biases and firm preferences at the door
- Able to interact with others in a positive manner
- Supports the REALTOR concept and REALTOR activities
- Promotes the term “REALTOR”
- Will make it a priority to fulfill the responsibilities of their position.
- Potential President

Other things to consider:

- Not more than two from one firm on the BOD at a time.
- One may not serve on the Grievance Committee or the Professional Standards Committee while serving on the BOD.
- Service as Chair of a committee, task force, or work group.
- Service as a Member of a committee, task force, or work group.
- Regularly attends association events and supports the activities of the association.
- Desire to attend and participate in state association activities
- If possible, try to have a balanced BOD regarding location of office and size of firm.
- RPAC Contributor

There is a list of responsibilities for each of the positions available. Please call Elaine Head or send an email to ehhead@realtor.com to get a copy.





You are cordially invited to attend a
Networking Reception for members of the
New River Valley Association of REALTORS
at Olde Mill.

Thursday, August 20th
5:00pm – 7:30pm

See Olde Mill's new Maples Restaurant and Enjoy
Sunset on the Deck, Cocktails, Hors d' Oeuvres
& Model Home Tours...

Plus reduced rates for anyone who wants to play golf –
tee times available from noon on...
Reduced resort lodging rates are also available for anyone
that would like to stay overnight with us.

Please RSVP – Mechelle at Olde Mill 1-800-753-5005
or mchelle@oldemillclubs.com



2258 STONE MOUNTAIN ROAD LAUREL FORK, VA 24352
1.800.753.5005 • oldemillclubs.com



Association of REALTORS®
New River Valley School of Real Estate

Get Green and Get Going
with NAR's Green Designation

NAR'S Only Official Green Designation



NAR'S Green Designation CORE Course &

Residential Elective Course

Instructor: Patrice Willetts

September 8 & 9, 2009 (Core Course)

October 5, 2009 (Elective Course)

(8 hours CE & PL Approval) (8 hours CE & PL Approval Pending)

Day One Check In: 7:30 to 8:00 a.m. Class Times: 8:00 a.m. to 5:00 p.m.

NRVAR Association Board Office

Earn your Green Designation

Fantastic Registration Fee

NRV MLS Subscribers **Only \$90!**

Registration Fee for Non NRV MLS Subscribers
\$240

Additional Benefits

- ABR Elective
- Counts Toward RSPS Certification

Register Today!

We are expecting a large attendance & Space may be limited.

3 Day Tuition Fee for NRV MLS Subscribers Only \$90!

3 Day Tuition Fee for Non NRV MLS Subscribers \$240

For further information email: mollie@nrvar.com

Register by: Phone: 540-381-9354

Fax: 540-381-9358

Registration Forms can be found at: www.nrvar.com and on
the MLS under Links - links & documents

In Order to earn NAR'S Green Designation, you must complete both the 2 day Core Course and the 1 day Elective Course.

NAME _____

OFFICE _____

ADDRESS _____

CITY _____ STATE _____ ZIP/POSTAL CODE _____

COUNTRY _____ E-MAIL _____

PHONE _____ FAX _____

NRDS ID # _____

MAKE CHECK PAYABLE TO: **NRVAR or New River Valley Association of REALTORS®**

- 3 Day Event REGISTRATION— \$90 (NRV MLS Subscribers)
- 2 Day Core Course REGISTRATION— \$60 (NRV MLS Subscribers)
- 1 Day Elective Course REGISTRATION— \$30 (NRV MLS Subscribers)

- 3 Day Event EVENT REGISTRATION— \$240 (Non NRV MLS Subscribers)
- 2 Day Core Course REGISTRATION— \$160 (Non NRV MLS Subscribers)
- 1 Day Elective Course REGISTRATION— \$80 (Non NRV MLS Subscribers)

CHARGE \$ _____ TO THE FOLLOWING CREDIT CARD: VISA MASTERCARD

CREDIT CARD NUMBER _____ EXPIRATION DATE _____

SIGNATURE _____ DATE _____

Cancellation/Refund Policy: Cancellation requests will be accepted at the NRVAR Office up until 5:00 p.m. on August 31, 2009. Paid tuition other than the \$20 non-refundable deposit will be refunded. NO REFUNDS WILL BE GIVEN FOR CANCELLATIONS MADE AFTER 5:00 P.M. ON 8/31/09. Requests for refund consideration due to extenuation circumstances must be received in writing by NRVAR within 15 days of the course start date. Extenuating circumstances are defined by NRVAR as: being in an accident, hospitalization, death in the family, or something of this magnitude.

Welcome

New Affiliate Members

Chuck Hagan

Shelor Toyota/Shelor Motor Mile

New Applications (No BOD Meeting in July)

Christopher Crigger

Keri Gearheart

Damon Gettier

Bruce Hallgren

Aaron Hobbs

“MJ” Marianne Jarrett

Larry Williams

Valley Appraisals, LLC

Long and Foster - Blacksburg

RE/MAX 1st. - Roanoke

Advantage Realty

Long and Foster - Blacksburg

McNeil Real Estate

United Country - Blue Ridge Land & Auction

Member Transfers

Roxanne Elliott

New Office

Page & Associates

Congratulations!

Tim Smoot of ,Long & Foster Blacksburg, recently earned his GRI Designation.

Deliver, Mail or Fax to:

125 Ponderosa Drive, Christiansburg, VA 24073

Phone: 540-381-9354

Fax: 540-381-9358

E-mail: ehead@realtor.com

Visit us on the web!

Now featuring Internet Member Services (IMS)
and Zipforms

www.nrvar.com



REALTOR® Safety Week, September 13-19, 2009

Letter from the President

Charles McMillan, CIPS, GRI
2009 NAR President

Knowledge. Awareness. Empowerment. These are the core components of REALTOR® Safety. And helping our members understand the risks they face can mean the difference between life and death.

As part of NAR's ongoing efforts to keep our members safe, we're kicking off a year long focus on this issue of safety with the 6th annual observance of REALTOR® Safety Week, September 13-19, 2009. But this is just the start of our commitment to empowering our members.

Make Safety a Year-Round Priority

REALTOR® Safety Week is a great time to remind all of us to know the dangers we face everyday, to be aware of our surroundings, and empower ourselves with precautions and preparations so that we can avoid risky situations.

Additional Resources and Information

Go To: www.realtor.org/safety





GRI 407: Managing Risk

September 2, 2009

Instructor: Ann Palmateer



Time: 8:00 am – 5:00 pm Check In: 7:30-8:00 am
Co-sponsored by: New River Valley Association of REALTORS® & Virginia Association of REALTORS®

Includes fair housing, equal services, environmental concerns, state and federal regulations including lead paint, property disclosure, anti-trust and ADA. This is a **REQUIRED** course.

(CE approval for 2 hours Law, 2 hours Fair Housing, and 3 hours Real Estate Related)
 (PL approval for 3 hours Mandatory Residential Real Estate: Fair Housing)

According to the member survey conducted in 2003 by the National Association of REALTORS®, REALTORS® with a designation earned over \$33,200 more annually than non-designees.

VAR Members: \$90.00 Early-Bird Registration (until 08/21/09) \$105.00 Regular Registration
Non-VAR Members: \$140 Early-Bird Registration (until 08/21/09) \$155 Regular Registration
GRI Plus: Members having GRI designation receive a reduced rate of \$35.00

MODULE DATE: _____ **MODULE NO.** _____ **MODULE LOCATION** _____

Name: _____ Nickname for Badge: _____

NRDS #: _____ Home Phone: _____

Firm Name: _____ Business Phone: _____

Firm Address: _____ FAX Number: _____

_____ E-mail: _____

Non-Member Member, Va. Association of REALTORS® Primary Board: _____

Check enclosed (payable to appropriate Association) in the amount of \$_____ Charge MasterCard or VISA in the amount of \$_____

Card Holder's Name _____ Expiration Date: _____

Card Number _____

Signature _____ (Signature indicates acceptance of 2009 registration policy and authorization of any MasterCard/VISA charges noted)

NRVAR Cancellation Policy: Cancellation requests will be accepted at the NRVAR Office up until 5:00 p.m. 8 days before the scheduled module. All paid tuition other than the \$20 non-refundable, non-transferable deposit will be refunded. **NO REFUNDS WILL BE GIVEN FOR CANCELLATIONS MADE AFTER 5:00 P.M. ON THAT DAY.** Requests for refund consideration due to extenuating circumstances must be received in writing by NRVAR within 15 days of the course start date. Extenuating circumstances are defined by NRVAR as: being in an accident, hospitalized, death in the family, or something of this magnitude.

Send Registration Form to: NRVAR
 125 Ponderosa Drive

OR

Fax Registration Form to: 540-381-9358



Association of REALTORS®
 125 Ponderosa Drive
 Christiansburg, VA 24073
 Phone: 540-381-9354
 Fax: 540-381-9358
 Email: mollie@nrvar.com
 Website: www.nrvar.com

Lem Marshall Seminars



Lem Marshall
VAR Counsel

**Two Locations
Two Educational Opportunities**



NRVAR Office
 125 Ponderosa Drive
 Christiansburg, VA

Date: Monday - September 21, 2009 - 9:00 a.m. to 5:00 p.m.

(7 hours CE & PL Continuing Education Credit)

Registration Fee: \$ 45

Schedule

For More Information or to register for these Seminars contact:

mollie@nrvar.com
 Phone: 540-381-9354 Fax: 540-381-9358
 Website: www.nrvar.com

9:00 a.m. - 12:00 p.m.

Three Contingencies: Avoiding the Traps that Lurk

1:00 - 5:00 p.m.

Divorce, Death, and Bankruptcy

Environmental Survey: Moisture Intrusion, Mold, UST and Radon

Hampton Inn, Galax
 205 Cranberry Road
 Galax, Virginia

Date: Tuesday - September 22, 2009 - 9:00 a.m. to 5:00 p.m.

(7 hours CE & PL Continuing Education Credit)



Schedule

Registration Fee: \$45

9:00 a.m. - 12:00 p.m.

Legal Update

1:00 - 5:00 p.m.

Fifty Ways to Lose Your License

Environmental Survey: Moisture Intrusion, Mold, UST and Radon

NAME _____

OFFICE _____

ADDRESS _____

CITY _____

STATE _____

ZIP/POSTAL CODE _____

COUNTRY _____

E-MAIL _____

PHONE _____

FAX _____

NRDS ID # _____

MAKE CHECK PAYABLE TO: **NRVAR or New River Valley Association of REALTORS®**

- Full Day Event - Christiansburg:** REGISTRATION— \$45
- AM Morning Class - Christiansburg: REGISTRATION— \$20
- PM Afternoon Classes - Christiansburg: REGISTRATION—\$25

- Full Day Event - Galax:** REGISTRATION— \$45
- AM Morning Class - Hillsville: REGISTRATION— \$20
- PM Afternoon Classes- Hillsville: REGISTRATION— \$25

CHARGE \$ _____ TO THE FOLLOWING CREDIT CARD: VISA MASTERCARD

CREDIT CARD NUMBER _____

EXPIRATION DATE _____

SIGNATURE _____

DATE _____

Cancellation Date: 5:00 p.m. September 14, 2009

Cancellation/Refund Policy: There will be no refunds given after the cancellation deadline of 5:00 p.m.



GRI 404: The Cyber-REALTOR®

October 14, 2009

Instructor: Keith Kreuer



Time: 8:00 am – 5:00 pm Check In: 7:30-8:00 am

Co-sponsored by: New River Valley Association of REALTORS® &
Virginia Association of REALTORS®

Focuses on how REALTORS® can take advantage of modern technology to gain an edge on the competition. Learn what hardware is needed, which software makes sense and how communication technologies can make you more effective. This is a REQUIRED course.

(PL approval for 3 hours Elective Residential Real Estate: Technology)

According to the member survey conducted in 2003 by the National Association of REALTORS®, REALTORS® with a designation earned over \$33,200 more annually than non-designees.

VAR Members: \$90.00 Early-Bird Registration (until 10/02/09) \$105.00 Regular Registration
Non-VAR Members: \$140 Early-Bird Registration (until 10/02/09) \$155 Regular Registration
GRI Plus: Members having GRI designation receive a reduced rate of \$35.00

MODULE DATE: _____ **MODULE NO.** _____ **MODULE LOCATION** _____

Name: _____ Nickname for Badge: _____

NRDS #: _____ Home Phone: _____

Firm Name: _____ Business Phone: _____

Firm Address: _____ FAX Number: _____

_____ E-mail: _____

Non-Member Member, Va. Association of REALTORS® Primary Board: _____

Check enclosed (payable to appropriate Association) in the amount of \$_____ Charge MasterCard or VISA in the amount of \$_____

Card Holder's Name _____ Expiration Date: _____

Card Number _____

Signature _____ (Signature indicates acceptance of 2009 registration policy and authorization of any MasterCard/VISA charges noted)

NRVAR Cancellation Policy: Cancellation requests will be accepted at the NRVAR Office up until 5:00 p.m. 8 days before the scheduled module. All paid tuition other than the \$20 non-refundable, non-transferable deposit will be refunded. **NO REFUNDS WILL BE GIVEN FOR CANCELLATIONS MADE AFTER 5:00 P.M. ON THAT DAY.** Requests for refund consideration due to extenuating circumstances must be received in writing by NRVAR within 15 days of the course start date. Extenuating circumstances are defined by NRVAR as: being in an accident, hospitalized, death in the family, or something of this magnitude.

Send Registration Form to: NRVAR
125 Ponderosa Drive
Christiansburg, VA 24073

OR

Fax Registration Form to: 540-381-9358



GRI 409: Business Development

November 4, 2009

Instructor: Alan Thompson



Time: 8:00 am – 5:00 pm Check In: 7:30-8:00 am
Co-sponsored by: New River Valley Association of REALTORS® & Virginia Association of REALTORS®

Includes goal setting, business planning, working with an assistant and cultivating a positive professional image. This is a **REQUIRED** course.

(PL approval for 3 hours Elective Residential Real Estate: Business Planning)

According to the member survey conducted in 2003 by the National Association of REALTORS®, REALTORS® with a designation earned over \$33,200 more annually than non-designees.

VAR Members: \$90.00 Early-Bird Registration (until 10/23/09) \$105.00 Regular Registration
Non-VAR Members: \$140 Early-Bird Registration (until 10/23/09) \$155 Regular Registration
GRI Plus: Members having GRI designation receive a reduced rate of \$35.00

MODULE DATE: _____ **MODULE NO.** _____ **MODULE LOCATION** _____

Name: _____ Nickname for Badge: _____

NRDS #: _____ Home Phone: _____

Firm Name: _____ Business Phone: _____

Firm Address: _____ FAX Number: _____

_____ E-mail: _____

Non-Member Member, Va. Association of REALTORS® Primary Board: _____

Check enclosed (payable to appropriate Association) in the amount of \$_____ Charge MasterCard or VISA in the amount of \$_____

Card Holder's Name _____ Expiration Date: _____

Card Number _____

Signature _____ (Signature indicates acceptance of 2009 registration policy and authorization of any MasterCard/VISA charges noted)

NRVAR Cancellation Policy: Cancellation requests will be accepted at the NRVAR Office up until 5:00 p.m. 8 days before the scheduled module. All paid tuition other than the \$20 non-refundable, non-transferable deposit will be refunded. **NO REFUNDS WILL BE GIVEN FOR CANCELLATIONS MADE AFTER 5:00 P.M. ON THAT DAY.** Requests for refund consideration due to extenuating circumstances must be received in writing by NRVAR within 15 days of the course start date. Extenuating circumstances are defined by NRVAR as: being in an accident, hospitalized, death in the family, or something of this magnitude.

Send Registration Form to: NRVAR
 125 Ponderosa Drive
 Christiansburg, VA 24073

OR Fax Registration Form to: 540-381-9358



"Call before you dig" law affects Realtors®



You may have heard about Virginia's Underground Utility Damage Prevention Act: It requires that Realtors® (and others) call the Virginia Utility Protection Service — aka Miss Utility — before putting up any sign that involves sticking something in the dirt, other than "coat hanger" signs.

Even putting up a typical spike sign is considered "excavating," and Realtors® or their sign companies who don't first get the go-ahead from Miss Utility face up to a \$2,500 fine. In fact, the SCC's Division of Underground Utility and Railroad Safety originally prohibited even those coat-hanger signs; VAR fought for and won at least that concession.

The SCC maintains this is for safety reasons, although the regulation has an exemption: The owner of the property doesn't need to get permission first.

The SCC points out that utility lines aren't always buried deep; they can be as little as two inches below the ground. (Only since July 2002 have all lines been required to be installed deeper.) And in the last two and a half years, more than 600 gas lines have been damaged within a foot of the surface.

That's one reason we agree that Realtors® who are actually excavating — digging a hole for, say, a 4x4 post — should be required to check with Miss Utility for gas or electric lines. But we feel it's overkill to mandate up to a three-day waiting period to erect a common steel-frame sign or information box, then impose such a steep fine, especially when the homeowner can install one *without* calling first.

Bottom line:

VAR is continuing to work with the SCC to determine if there is a more reasonable middle ground, and will consider working on legislation if necessary.

For any kind of sign other than the wire "coat-hanger" variety or temporary, free-standing "tent" signs:

- You or the sign installer needs to call Miss Utility of Virginia at 811 or (800) 552-7001 at least 48 hours before installing, excluding weekends and holidays.
- Once you have called, you need to wait 48 hours *starting at 7 a.m. the next working day* to give Miss Utility a chance to mark any lines.
- After 48 hours, if there are no marks, you have to call again, then wait three hours.
- After those waiting periods, or if you get a call telling you it's OK to dig, *then* you can install your sign.

Note that the installation approval — called a "utility ticket" — is only good for 15 working days. If you want to install another sign after 15 days, you need to start the process over in case a utility company snuck in and added a line during that time.

We will keep you informed of our work with the SCC and of any changes to the signage rules.

Questions & Concerns....

REALTORS® with questions and concerns regarding these rules and regulations should email Virginia Association of REALTORS® Attorney, Blake Hegeman at: bhegeman@VARealtor.com

Brokers may contact Blake through VAR at: 1-800-755-8271. Brokers may also email him as well.



Know what's below.
Call before you dig.

Education Calendar As of 7-31-09

New River Valley School of Real Estate
125 Ponderosa Drive, Christiansburg 24073

September 2, 2009	GRI 407, Managing Risk	8:00 a.m. - 5:00 p.m.
September 8 & 9, 2009	NAR'S Green Designation Core Course	8:00 a.m. - 5:00 p.m.
September 21, 2009	Lem Marshall Seminar - Christiansburg	9:00 a.m. - 5:00 p.m.
September 22, 2009	Lem Marshall Seminar - Galax	9:00 a.m. - 5:00 p.m.
September 25, 2009	Educational Fair/Affiliate Trade Show	8:30 a.m. - 12:30 p.m.
October 5, 2009	NAR'S Green Designation Elective Course	8:00 a.m. - 5:00 p.m.
October 14, 2009	GRI 404, The Cyber-REALTOR	8:00 a.m. - 5:00 p.m.
October 19, 2009	New Member Orientation	9:00 a.m. - 4:30 p.m.
October 19, 2009	Ethics	9:30 a.m. - 12:30 p.m.
October 19, 2009	Fair Housing	1:30 - 4:30 p.m.
November 4, 2009	GRI 409, Business Development	8:00 a.m. - 5:00 p.m.

A current education calendar and registration forms may be found on our website at: www.nrvar.com Menu links are located on the left hand side of the website. Also you may register for some courses online at: www.nrvar.com through Internet Member Services.

Don't Miss this Opportunity!!! Register Today.

Navigate your way to success

Come to the 2009 REALTORS' Conference & Expo

- Network with thousands of successful real estate professionals
- See General Session speaker Condoleezza Rice, and be motivated by leading coaches and nationally-known speakers like Sugar Ray Leonard
- First time in San Diego—soak up the beauty of the resort setting

It's not just for leaders—it's for all real estate professionals.

Sign up now at
REALTOR.org/Conference

Register before August 15th to take advantage of early bird savings

CHARTER WINNING COURSE
REALTORS' CONFERENCE & EXPO
SAN DIEGO • NOVEMBER 12-14, 2009

NATIONAL ASSOCIATION OF REALTORS®
75 Years for Real Estate

Earn your Green Designation

Fantastic Registration Fee

NRV MLS Subscribers Only \$90!

Registration Fee for Non NRV MLS Subscribers \$240

Additional Benefits

- ABR Elective
- Counts Toward RSPS Certification

green
NAR's Green Designation

2009 RPAC CONTRIBUTIONS

<u>Golden R \$4000+</u>	<u>Agent Fair Share</u>	Linda DeVito	Norma Lawson	Warren Radford	Sheila Zellers
Charles Burnette (President's Circle)	<u>\$35+</u> Eric Adams	David Diesel	Carol Lidgard	David Ribbe	Tracy Zikes
	Ann Adkins	Dan Dodson	Angela Lieb	Benita Rice	Gerry Zirk
<u>Silver R \$1000+</u>	Nancy Agee	Cliff Dowdy	Bill Linkenhoker	Joan Richardson	
NRVAR	Donna Akers	Cherie Downey	Kimball Liskey	Foster Ridpath	
	Josephine Alderman	Lucy Draper	Robert Lockee	Kim Ridpath	
<u>Capital Insider \$250+</u>	Harvey Alderman	Michael Eggleston	Diana Lyons	Ray Roberts	
Beth Dalton	Tommy Altizer	Wayne Elliott	Victoria Lytton	Carla Russell	
	Spike Andrew	Barbara Evans	Russell MacDonald	Janet Sadler	
<u>\$99 Club/Broker Fair Share</u>	Tonya Arnold	Melissa Farmer	Matt Macomber	Jim Sarver	
Ward Angle	Steve Ayers	Judy Fithian	David Mann	Jessey Schaudt	
Louise Baker	James Ballard	Alma Fore	Carolyn Markle	Britni Seagle	
Gary Ballard	Donald Barker	Gregory Frost	Beatrice Martin	Lori Simmers	
Dennis Bane	Kenneth Belton	Catherine Fugate	Ralph Martin	Jean Simmons	
William Bondurant	Joyce Bennett	Margaret Galecki	Jennifer Massey	Lummon Simmons	
Jeannette Boyd	Laura Berry	Roger Gallimore	Barbara Mayo	Angie Simpkins	
David Branch	Daniel Bishop	C.R. Gardner	Mike Goodhart	John Skelton	
Charles Burnette	Diana Blair	Bill Gearhart	Charlotte McDonald	Tara Skewes	
Bart Castleberry	Ben Bondurant	Kerry Gillispie	Dawn McGrady	Skip Slocum	
T. Bradley Cole	Hix Bondurant	Diane Gilmore	Rita McKinster	Christopher R. Smith	
Gene Cox	Al Brammer	Robert Goss	James McKnight	George Smith	
Roger Cupp	Reggie Britts	Darin Greear	Carl McNeil	Julie Smith	
Ronald S. Davis	Larry Bryson	Kit Hale	Aloma Meador	Gary Snider	
Lawrence DeHart	Dennis Bullins	Mary Hall	Wanda Meador	Tracy Songer	
Dee Dee Edwards	Scott Bunn	Pam Hall	Rhonda Melton	Desi Sowers	
David Epperley	Randall Burch	Perry Hall	Shelia Miles	Carol St. Clair	
Leslie Frantz	Debbie Burdette	Nicole Harless	Joan Mitchell	Anne Stevens	
Edward Gallimore	Cindy Burnette	Ben Harris	Marc Mitchell	Tom Stover	
Mary Ann Hanna	Linda Carter	Jeremy Hart	Ann Moore	Betty Strauss	
Carol Lavinder	Linda Chamowitz	Connie Hedrick	Dale Moran	Karen Strickler	
Charlie Martin	Charlotte Chan	Shelia Hedrick	Randy Moran	Vasso Sugas	
Edd Martin	Jeannie Chang	Kelly Hiatt Thomas	Patsy Morris	Irene Szczur	
Trey McCallie	Lishu Chang	Margaret Hicks	Priscilla Morris	Deborah Toney	
Laura McFalls	Debra Chase	Matt Hicks	Chris Mortan	Patricia Tracy	
Phillip Morris	Tommy Clapp	Gary Higgins	Ann Muncy	Donna Travis	
Nancy Page	Evelyn Clark	Anne Hite	Amanda Newhouse	Leona Treadway	
Douglas Phillips	Vincent Clark	Bobby Hodge	Lindsay Newsom	Jason Underwood	
Robert Poff	Martha Cole	Rachel Hogan	Jerry O'Dell	Jennifer Vaughan	
Paula Presnell	Thomas B. Cole	Sherry Hollandsworth	Katie O'Leary	Teresa Vaughan	
Bryan Rice	Charles Cox	Mark Hoover	Linda Orange	Greg Vidmar	
Benny Ridpath	Karen Cox	Lora Howard	Dana Orr	Judy Wagner	
Larry Slusser	Wanda Cox	Amy Hudson	Hannah Overstreet	Mike Weber	
Edward Smith	Jana Cranwell	Larry Humphrey	Marshall Overstreet	Garrett Weddle	
Mary Snow	Ann Crawford	Darlene Hylton	Helen J. Page	Carolyn Westmoreland	
Jeanne Stosser	Daniel Crawford	Davina Irvin	Joanne Palmer	Sam Wheeling	
Terry Thompson	Steven Crawford	William Isenhour	Ricky Palmer	Stella Wheeling	
Trula Tuck	Robert James	Robert James	Johnny Payne	Jim Whetzel	
J. Wayne Vaughan	Mitch Jearls	Mitch Jearls	David Phillips	Tina Whetzel	
Glenda von	Eric Johnson	Eric Johnson	Vickie Phillips	John Wilburn	
Dameck	Rachel Johnson	Rachel Johnson	Regina Piland	Nina Wilburn	
James Wagoner	Mike Jonston	Mike Jonston	Michael Poldiak	Gerald Williams	
Marjorie Willis	Joseph Jones	Joseph Jones	Jeffrey Price	Marie Williams	
	Rob Jones	Rob Jones	William Price	James Willis	
	Steven Kirk	Steven Kirk	Barbara Prillaman	Sheree Wimmer	
	Johnny Lambert	Johnny Lambert	Ashley Primm	Janet Winslow	
	David Lane	David Lane	Janet Psathas	Jeff Wofford	
	Richard Lavinder	Richard Lavinder	Dana Pugh	Karen Wofford	
	Linda Deemer		Gary Quesinberry	Alana Yates	



Agriculture	
Agricultural Economics	231-4528
Architect	
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Attorneys at Law	
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Patrick Moore, PC	639-1590
Shaheen & Shaheen, PC	552-3390
Banking and Financial Institutions	
Alcova Mortgage	552-7150
Atlantic Bay Mortgage - Blacksburg	808-1030
Atlantic Bay Mortgage	639-9711
Bank of America Mortgage	552-9962
BB&T	808-1204
Chase Home Finance	953-0456
Country Mortgage/Farm Credit Union	745-2071
First Bank & Trust Company	540-260-9060
Freedom First Credit Union	951-2160
SunTrust Mortgage	552-0054
Member One Federal Credit Union	982-8811
National Bank of Blacksburg	552-2011
NationsPlus Mortgage Corporation	381-5485
Prosperity Mortgage, Christiansburg	382-5270
Stellar One, Christiansburg	382-6091
Stellar One Mortgage, Radford	394-6928
Sun Trust Mortgage	381-5893
VHDA	276-228-7060
Wells Fargo Home Mortgage	381-6236
Car Dealership	
Shelor Toyota/Shelor Motor Mile	381-2981
Car Wash	
Squeaky's Laser Wash	392-0602
Computer Support	
Gentoo Technologies	961-4800
Energy	
Energy Check	540-443-9966
Engineering Firm	
Gay & Neel Incorporated	381-6011
Environmental Services	
Environmental Services & Consulting	540-552-1528
General Contracting	
SAS Construction	953-2080
Government Agencies	
VDOT	540-387-5418
Home Builders	
J & D Builders	540-980-1060
Professional Remodeling & Maintenance	540-443-3847
Progress Street Builders	552-1812
Unlimited Construction	639-1478
Home Inspections	
Appalachian Inspections	921-6905
Healthy Home Inspections	818-4718
Heritage Home Inspections	599-32341
Inspections, Inc.	381-0200
Lighthouse Home Inspections	921-4360
National Property Inspections	250-6443
Pillar to Post	392-7678
Quality Pro Home Inspections Inc.	276-613-4600

Home Staging	
Showplace Home Staging and Redesign	540-998-4194
Home Buyers Warranty	
2-10 Home Buyers Warranty of VA	804-304-4986
Insurance	
Carper Insurance Associates	953-2383
Farmers Insurance	381-2687
Greater Valley Insurance	382-2959
Leonard L. Brown Agency, Inc.	552-5331
Liberty Mutual Group	540-989-6179
Turman State Farm Insurance	953-2300
Moving/Storage/Packaging	
Clinton's Transfer & Storage	552-3201
Premier Transfer & Storage	552-1231
Newspaper/Publications	
Home Place Magazine	540-599-9118
The Real Estate Book	540-312-5865
The Roanoke Times-NRV Edition	382-4905
Pulp	800-264-5934
Non-Profit Agencies	
New River Community Action	633-1478
Organizations	
PMA International	1-866-412-9749
Pest Control	
All Seasons Pest Control	961-7378
Brown Exterminating Co.	731-4765
Bug Man Exterminating, Inc	381-8581
Bug Man Exterminating, Inc.	877-646-0329
Crown Exterminating	552-5866
Pest Defense	540-392-3030
VA Mountain Pest Control	382-2973
Printers	
Wordsprint	228-6608
Property Management/Development	
CMG Leasing	951-0514
Foxridge Apartments	951-1221
Park Real Estate, Inc.	552-5253
Radon Mitigation and Testing	
New River Radon Service	639-2610
Quality Pro Home Inspections	276-613-4600
Radon Safe, Inc.	540-265-0101
Settlement Agencies	
Castle Title & Settlement	674-9500
Homestead Settlement Services, LLC	540-777-3360
Mid-States Title of Southwest Virginia	552-0888
Southwest Settlement & Title Agency	381-9105
Valley Settlement Services	961-0061
Supplies	
Williams Supply/Williams Lighting	382-5080
Shaklee Distributors	731-1555
Water Testing	
Clear Water Testing, LLC	381-5700
Clear Creek Water Works	381-0768