

April Newsletter



SPECIAL POINTS OF INTEREST:

- Association Luncheon
- Orientation Class COE Form
- Luncheon Reservation Form

A s s o c i a t i o n L u n c h e o n

The next luncheon meeting of the Association will be Wednesday, April 13, 2016 at the First Baptist Church in Augusta. This will be our “Affiliate’s Appreciation Day Luncheon!” Make plans to attend. Perfect day to let our affiliates know how much we appreciate them!! Be sure to make your reservations with the Association Office.

ORIENTATION SCHOOL/CODE OF ETHICS CLASS.....NO CE

Will be Thursday, May 12, 2016 at the Association Office at 9:00 am. Remember this class is a mandatory class for all members. NAR requires that every agent must take this course every quadrennial and this is the last year in this quadrennial. New agents this is a mandatory class that you must attend within 60 days of becoming a member of the Association.

CONTINUING EDUCATION CLASS TUESDAY, MAY 10, 2016

HOMESTAGING and the class is approved for 3 hours of CE. Reservation forms will be emailed.

FREE E-NEWSLETTER FOR YOUR PROSPECTS

Personally branded Housing Trends eNewsletter from realtor.com. Call 888-603-7048 for more information

We want to know about our members! Please notify the Association Office if you know or hear of a member being ill, in the hospital or might just need a phone call.
CALL US!
(706) 736-0429

DON'T USE E-MAIL TO MANAGE TRANSACTIONS

As hackers continue to use fraudulent online messages to steal money from unsuspecting home buyers, the best way to protect yourself and your clients is to avoid using email to transmit or store transaction-related details. Instead, security experts recommend using other tools to handle information about home sales and making sure every client knows that instructions related to their purchase will never appear in the inbox. NAR and the Federal Trade Commission issued an alert about the growing problem and that once funds disappear, the buyer may never be able to recover them. A key way to protect your clients, your brokerage and your business from the scammers is to make clear to buyers that no one involved in their transaction will use e-mail to send them any sensitive information or instructions and that they should check with you or another authorized person using a known phone number if they receive such a message. Tell them to be similarly suspicious of instructions in text messages. Copied from the REALTOR Magazine.



PENDING HOME SALES MOVE FORWARD IN FEBRUARY

Pending home sales rose solidly in February to their highest level in seven months and remain higher than a year ago, according to the National Association of REALTORS. Led by a sizeable increase in the Midwest, all major regions except for the Northeast saw an increase in contract activity in February. Lawrence Yun, chief economist for NAR says “ Looking ahead, the key for sustained momentum and more sales than last spring is a continuous stream of new listings quickly replacing what’s being scooped up by a growing pool of buyers. Without adequate supply, sales will likely plateau.”



7 DEADLY SINS OF REAL ESTATE

We all know some clients are more difficult to work with than others, but that doesn't automatically put them at fault when things don't work out between you.

Sin number 1.....abandonment

Sin number 2.....cherry picking

Sin number 3.....not asking enough questions

Sin number 4.....too much ego

Sin number 5.....reluctance to call

Sin number 6.....fluff and puff

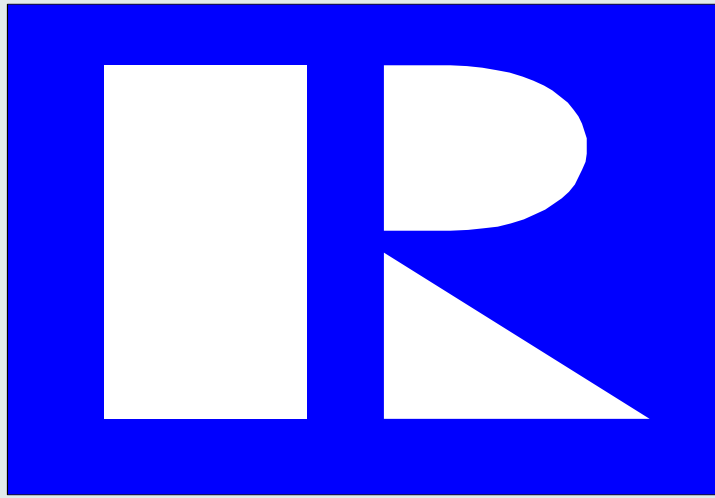
Sin number 7.....inverted priorities

Be sure to read this entire article in the Georgia REALTOR Magazine Spring edition

WANT TO HEAR FROM THE BOARD? GET ALL THE CLASS NEWS?

EMAIL ADDRESS

Navica is our sole communication tool for our members. This is one of many ways that we communicate with you. Please make sure that there is an accurate email address in Navica, under the Office/Management section. We have recently discovered that agents are not receiving emails. This is the email address that shows on printed documents from the Navica system. This also, applies to when you are transferring from one company to another company, it is important that you verify your Office/Management section to insure that all your new company information is correct.



REALTOR
CODE OF ETHICS
orientation school

We will be having a CODE OF ETHICS CLASS on
Thursday, May 12, 2016 at the Association Office.

There is no CE and There is no charge.

Class starts promptly at 9:00 AM.

Please Register online through Navica or
email: jsummers@augustarealtors.com

Name _____

Company _____

Phone # _____



APRIL

LUNCHEON RESERVATION

WHEN: APRIL 13, 2016

TIME: 12:30 P.M.

WHERE: FIRST BAPTIST CHURCH

COMPANY: _____

HOW MANY: _____

