

April Newsletter



SPECIAL POINTS OF INTEREST:

- Association Luncheon
- COE Class
- Message from MLS Committee
- COE Register Form
- Luncheon Reservation Form

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

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

The next luncheon of the Association will be Wednesday, April 11, 2018 at the First Baptist Church of Augusta at 12:30. This will be our Affiliate's Appreciation Day Luncheon. "We thank you affiliates for all that you do for us"! Please be sure to notify the Association Office to make your reservations.

ASSOCIATION HAS A NEW CEO/AE

Stacie Wells Adkins will begin as the new CEO/AE April 23rd. I will be retiring and catching up with spending more time with my husband and grandchildren. Through the 44 years I have been with this Association I have met some very wonderful and nice people and I know that I will miss getting to see them. I thank you for allowing me to serve as your CEO/AE of the Greater Augusta Association of REALTORS!

CODE OF ETHICS/ORIENTATION CLASS

The next Code of Ethics/Orientation class will be Thursday, April 19, 2018 at the Association Office at 9:00 am. Please be sure to make your reservation. Remember this is a mandatory class that you have to take every other year and 2018 is the last year in this 2 year cycle. New agents within the first 60 days of membership in the Association.

RPAC BOSTON BUTTS ARE READY FOR SALE

Once again we will be selling "Boston Butts" for our RPAC fundraiser and they will be great for your Memorial Day weekend!! Be ready to make your purchase when one of our RPAC Committee members come a calling. The butts are \$45 each and if you are using a check be sure to make it out to RPAC. The pickup this year will be at the Association Office on Thursday, May 24th and Friday May 25th in the rear parking lot. We also accept credit cards just call the Association Office to make your purchase and ticket will be mailed to you.

MESSAGE FROM YOUR MLS COMMITTEE

COMING SOON

The new “Coming Soon” MLS rule is now in effect!

The status of a “Coming Soon” listing is one that our area has just started seeing appear, and this new rule will address the procedures for utilizing the option. A few agents have been using Social Media to create some activity for a listing prior to it going into the MLS system and be available for showing. With this procedure however, there was increasing concern, that it could be a “Pocket Listing” where the agent was showing the property to some of these calls from buyers. This was not adhering to the rule that all listings must be entered with-in 48 hours from listing and be shared with all of our members.

The new “Coming Soon” rule is a “first step” to creating some guidelines for this type of marketing. It basically says that a property can be advertised for a 5 day period, whether to create some momentum and excitement for buyers or for some repairs to be completed. The rule however states that the agent must then enter the listing in the MLS system at the end of the 5 days and the property owners, the agent and their Broker must sign the coming soon form that explains the process, and some potential ramifications for this procedure and this form must be on file at the Association Office prior to starting the advertising. Your broker has these forms.

Our business is always changing with the media now available to us, and this rule will help put some limits on how our agents are utilizing the exploding new market, but holding on to our commitment to share all listings with all of our members.

Dennis Smith
MLS Chairman
Vice President



EDUCATION

First of all let me start off by saying “thank you” to everyone for an awesome 2017! We could not have done it without the participation of everyone who chose to take classes with us.

I am also happy to report that the first quarter of 2018 has started off with an educational BANG! In the first quarter we learned/or took a refresher course on GAR contracts. How to successfully work with sellers, Sharpening our listing skills, What to do if the Appraisal comes in less than the contract price, Home Inspection 101, Code of Ethics and we are closing out the first quarter with Mortgage 101. Special thanks to those instructors: Howell Haunson, Rich Levin, Pierce Blich, Chuck Tolbert and Kerry Rhein.

The remaining 2018 calendar line up will consist of SC contracts, Negotiation, Lead Generation, Building a real estate team, Selling New Homes, License Law Review, Professionalism and more.

As we continually strive to bring classes and topics relevant to our profession, I extend my appreciation to our committee members and association staff for their willingness to serve and assist in making this all possible.

Please keep an eye out for your email from the Association Office with more information and registration instructions for future classes and Lunch & Learn sessions.

Look forward to seeing you in the next class!

Lidia Harris
Education Committee Chair

WHAT'S NEW IN NAR?

NAR is proposing the 2019 S.M.A.R.T Budget Initiative to the NAR Board of Directors for approval at this year's May meeting. There is a proposed \$30 dues increase to begin in 2019, which would bring the \$120 per dues to \$150. They are also requesting an annual 2.5% increase to dues for each year beginning in 2020.

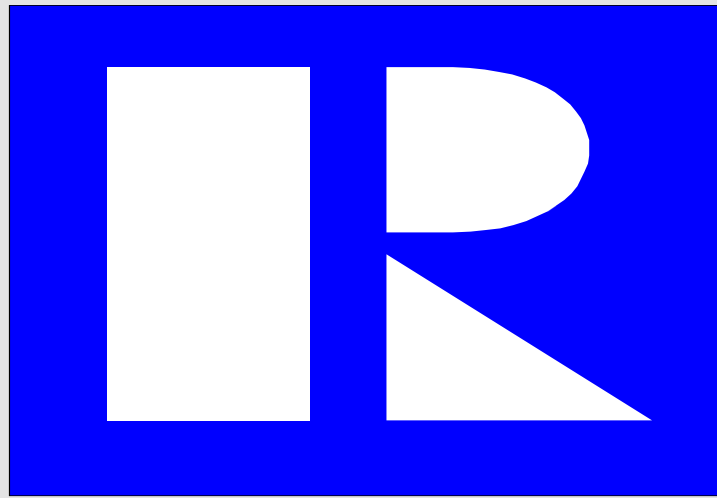
GAR ANNUAL CONFERENCE

Officers, director both local and state. GAR reservations will open April 11, 2018 at 10:00 am. If you will be going to the September conference you need to make your reservations and don't wait! It is quite a ways to find other hotel accommodations. Go to the garealtor website and if you have a problem call GAR. **We are being told that members are encouraged to reserve their room and register as soon as possible!**

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, April 19, 2018 at the Association Office.
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 11, 2018

TIME: 12:30 P.M.

WHERE: FIRST BAPTIST CHURCH

COMPANY: _____

HOW MANY: _____

