

# June Newsletter



## 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, June 11, 2014, at Westlake at 12:30pm. Our speaker for the meeting will be Columbia County Commission chairman, Ron Cross and will be recognizing our 2014 scholarship winners.

We will also be having our \$1,000 cash drawing. If you haven't purchased your tickets be sure to contact Julie Brunkow, chairman of the RPAC Committee.

### SPECIAL POINTS OF INTEREST:

- Association Luncheon
- CE Classes at the Association Office
- Message from your 2014 President
- News from the MLS Committee
- Luncheon Reservation Form



### **ODDS ARE IN YOUR FAVOR!!!**

Only 100 participants will be entered in the RPAC \$1,000 cash drawing!!! Call the Association Office now to purchase your tickets! Only \$100! Drawing will be held at our June GAAR luncheon! Don't miss out!

### **EDUCATION CLASSES AT THE ASSOCIATION OFFICE**

**The Code of Ethics – presented by Howell Haunson – June 17<sup>th</sup>**

**Marketing & Advertising – presented by Seth Weismann – July 24<sup>th</sup>**

**Naked Negotiations – presented by Seth Weismann – July 24<sup>th</sup>**

**The above classes are approved for three hours of continuing education**

*Be sure to watch for the reservation forms that will be emailed to each of you!*

### **LEGAL AFFAIRS TO HOST MONTHLY VIDEO**

NAR Legal Affairs has launched a new monthly video series "The Window to the Law" which will explore a new legal topic each month and offer risk management tips. Check out the first edition now!

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 MESSAGE FROM YOUR 2014 PRESIDENT

We have had an unusual amount of ethics and arbitration complaints filed with the Association this year, not only against each other, but also from the public. This is unacceptable! Take the time and READ the “Code of Ethics” and your contracts and addendums. Take the ethics class offered June 17<sup>th</sup>!

We all need to be reminded of the integrity and honesty that is crucial in our business practices. Let’s start policing ourselves a little stricter. We have an awesome Association with great membership and we all need to work together to protect what we have!

Consider the Golden Rule when making choices...”Do unto others as you would have others do unto you”. Let’s all work harder to protect our integrity and profession.

By simply asking a customer, “Are you presently working with a REALTOR” would eliminate much of the complaints we have....I think so, in many cases. I agree there can be many variables, but please take the time and ask some questions.

### **HELPFUL HINTS:**

\*Know when “due diligence” ends. Repairs have to be negotiated BEFORE due diligence ends or Buyer is buying “as-is”. It is NOT enough to just send the amendment. South Carolina is different,

**READ, READ, READ. Know your contract!**

\*Contracts are not binding until ALL Documents and Exhibits have been signed!

\*Earnest money should be handled by what the contract says!

\*Do not contact Sellers who are listed exclusively with another Broker!

\***Facebook** should not be used to insult customers, clients or other agents!

“To give real service you add something which cannot be bought or measured with money, and that is sincerity and integrity.” .....Douglas Adams.

**Teresa Tiller**  
**2014 GAAR President**



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

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 from the board and this is one of the ways we communicate with you....thank you!

**NEW NAR CORE STANDARDS APPROVED**

The NAR Board of Directors approved Mandatory Core Standards for Associations of REALTORS at the May 17<sup>th</sup> meeting. The standards proposed by the Leadership Team ensure high-quality service for all members and cover several areas: Code of Ethics enforcement, education, advocacy, consumer outreach. Every association must meet the standards by June 30, 2015. Associations must demonstrate compliance annually thereafter.

**LEGAL EASE**

A seller's property disclosure statement will protect sellers when there is full and accurate disclosure of the defects. Be sure to read this! It is in the Georgia REALTOR magazine May/June issue.

**POCKET LISTINGS**

Please be sure to read the article in the Georgia REALTOR magazine on Pocket Listings and Professionalism. And make sure you read the little article on this by Bill Rogers, Georgia Real Estate Commissioner.

**GAR SCHOLARSHIPS**

All courses leading toward a real estate-related designation or certification are eligible. Scholarships are for the tuition only. If you are interested go to [garealtor.com](http://garealtor.com) or call the GAR Office at 6778-597-4126.

**ONLINE CONTINUING EDUCATION CLASSES**

The Association now offers online continuing education. These courses are approved for both Georgia and South Carolina. Go to the Association's website... [augustarealtors.com](http://augustarealtors.com) and scroll to the bottom of the page and you will see the link to the "Online Continuing Education". Follow the instructions.

**TECH HELPLINE**

**DON'T FORGET!** The helpline is available to members Monday-Friday from 9:00 A.M. to 8:00 P.M. and Saturdays from 9:00 A.M. to 5:00 P.M. Call toll free or via live chat visiting [TechnologyHelpline.com](http://TechnologyHelpline.com). The Technology Helpline analyst can even remote into your computer and fix it for you! CALL! 877-573-5611

## **A NOTE FROM THE MLS COMMITTEE**

The MLS Committee has been busy lately, and we have some exciting times coming up, with the introduction of the “CRS Data” being available on our NAVICA system. This new system will give us a vast amount of data relating to sales, mortgage, maps (including FEMA Flood Maps,) and tax information. Scheduled to start in early June, there will be classes to “jump start” our understanding of how it works. Also we are having a great deal of violations relating to entering pictures of our new listings. The following are the rules pertaining to “photo listing requirements”. Please take a minute to read this, as we have been forced to issue some fines in a couple of repeating situations.

### **Section 1.16 Photo Listing Requirements:**

**All listings must have a photo entered into the MLS system within five days of the listing entry.** If the listing is a new construction, a rendering of the property should be submitted until the construction site is completed. At that time, a finished photo must be entered into the MLS system. Any listing without a photo/rendering after the initial five days will be put on an “Inactive Status” by the MLS vendor until a photo is entered into the system.

Please make sure your listings have pictures entered. “A picture is worth a thousand showings” (or something like that).

Dennis Smith  
MLS Committee Chairman



JUNE  
LUNCHEON RESERVATION

WHEN: JUNE 11, 2014

TIME: 12:30 P.M.

WHERE: WESTLAKE COUNTRY CLUB

COMPANY: \_\_\_\_\_

HOW MANY: \_\_\_\_\_

