



PBBR FRIDAY FLASH

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An investment in knowledge always pays the best interest. ~Benjamin Franklin

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NEED TO KNOW



LOCKBOX SERVICE COMING IN APRIL

You will be receiving an invitation by email to a Webinar by Sentrilock. This session will be via toll free conference call and a live presentation at their Internet website. The Webinar is a 15 minute preview of the products and service. You don't have to be an opted in broker or agent to view a session. Feel free to call in and check it out!

Introduction Webinar

Tuesday March 18th 2 pm 15-30 minutes

Tuesday March 25th 2 pm 15-30 minutes

Thursday April 3rd 2 pm 15-30 minutes

Thursday April 10th 2 pm 15-30 minutes



Lockbox



Office Smart Card Reader



Smart Card for Lockbox access

PAUL BUNYAN BOARD

NEW MEMBER ORIENTATION

Thursday, May 8th
9:00 to 5:00 p.m.
Check in begins at 8:30 a.m.
McGuire's Resort in Cadillac



Registration Forms will be available online this week. The Orientation will cover Anti-Trust, Fair Housing, Agency, Code of Ethics and association information.

**CODE OF ETHICS QUAD TRAINING
DEADLINE FOR COMPLETION OF THIS 4
YEAR BLOCK IS DECEMBER 31ST, 2008**

Every 4 years, all REALTORS® are required to complete 2 1/2 hours of Code of Ethics Training. NARs current quadrennial period ends December 31, 2008.

You can take the COE Training online through an online review and test or through a class offered locally. **We invite our "veteran" members to attend the two-and-one-half hours Code of Ethics Training for New Members at our New Member Orientation on Thursday, May 8th, at 1 p.m.** We hope to offer one more local class in the fall for our members to fulfill this mandatory membership requirement.

PAUL BUNYAN EDUCATION

Tuesday, March 18, 2008
Quality Inn - Houghton Lake

Class: 1 pm to 5 pm
Presenter: Rick Conley

Registration form is now online at
<http://www.pbbr.com>

REALTOR® Challenges: This class is all about handling earnest money deposits, disclosures of latent defects, unresolved contingencies, misleading information found on MLS printouts, procuring cause, and scenarios dealing with responsibilities of sales agents and their clients.

Mortgage Fraud, Foreclosures, and Short Sales: This course explores the basics regarding the current mortgage market, circumstances with mortgagors, lenders and fraud leading to default. Learn the processes step-by-step through foreclosure, sheriff's sales, and rights of owners under Michigan redemption laws. Learn how to protect your commissions too. Also included are common definitions and terms, and risk management for the sales agent. **(4 hours of legal Con Ed credit)**

Co-Sponsors: PAUL BUNYAN BOARD OF REALTORS® and REAL ESTATE EDUCATION PROFESSIONALS OF MICHIGAN, INC.

EXIT COMMENTS FROM 3/11 CLASS

- *Very timely information. Will be useful.*
- *Something everyone should learn about, especially in our market.*
- *Great class.*

PAUL BUNYAN MLS

Paul Bunyan MLS Committee

Rick Lantz, Chair; Jim Meier, Barry Fall, Sheila Richardson, Keith Johnson, Jo Ellen Serum, Dave Becker, Mark Hacker, Sandy Keezer, Bonnie O'Dell

MLS Committee has been discussing and reviewing lockbox rules and regulations and policies and procedures for the service. Each opted in Designated Realtor/MLS Participant will be receiving a memo outlining important information regarding the service.

Don't forget to sign up for a Webinar, which is an advance overview of the service prior to training. You don't have to be part of an opted in office to participate in the Webinar with Sentrilock.



BROKERS REGISTER FOR ONLY **\$149!**
Prepare to be informed, inspired & amazed!
Broker Summit • April 15-16, 2008 • Hyatt Regency • Dearborn, MI

BROKER SUMMIT – APRIL 15 & 16 HYATT REGENCY IN DEARBORN, MI \$149 Registration Fee

The Broker Summit, is an event full of non-stop training and information, specifically designed for brokers, managers, and local leaders. It's the largest Broker Summit in the state of Michigan and you won't want to miss it. You'll learn from top-notch real estate professionals.

Register online at <http://www.mirealtors.com>

PBBR MEMBERSHIP UPDATES

New Affiliate Member

Wells Fargo Home Mortgage
Jeanne Boyle
jeanne.m.boyle@wellsfargo.com

Our sympathies to:

Shelly Wahr, RE/MAX Central, on the sudden death of her brother Eric (age 42) who lived in Missouri.

Jeanne Schultz, ERA Greater North Properties, on the sudden death of her beloved nephew Patrick Largent (age 49) of Bangkok, Thailand.

The family and friends of **Darline Johnson**, former PBBR Member, who passed away recently.

Legal Hotline Question

Question: I have clients that have bought and sold many properties through me over the years. They have just referred a couple to me so that I could assist them in locating a home. I would like to give a gift certificate to my long term clients. Can I do this?

Answer: It depends on the reason for the gift. You may not give your long term clients a gift for a referral. Section 339.2512(h) states that a licensee is subject to the penalties set for in Article 6 for "sharing or paying a fee, commission, or valuable consideration to a person not licensed under this article...." In this example, unless your client is a real estate licensee, you are prohibited from making any payments for this referral. On the other hand, a licensee can give a gift to the client to show his/her appreciation for the client's past business.