



# PBBR FRIDAY FLASH

9052 E. 13<sup>th</sup> Street, Suite D – Cadillac, MI 49601

Voice: (231) 775-2660 FAX: (231) 775-0462

Email: [info@pbbbr.com](mailto:info@pbbbr.com) URL: <http://www.pbbbr.com>

Editor: Sally Baker, Executive Officer [sally@pbbbr.com](mailto:sally@pbbbr.com)



*A think spring*

## April 13th, 2007

### LEADERSHIP

PBBR/PBMLS  
PRESIDENT

**BILL ALDERDEN**

PBBR/PBMLS  
TREASURER

**BOB INGLIS**

PBBR SECRETARY  
KATHY DAVIS

PBBR DIRECTORS  
WEXFORD CO.

**JILANE FENNER**

MISSAUKEE CO.

**BRENDA MORRISSEY**

ROSCOMMON CO.

**JO ELLEN SERUM**

DIRECTORS AT LARGE

**JIM MEIER**

**DANIELLA BELL**

PBMLS DIRECTORS

**BARRY FALL**

**PAUL HENRY**

**DAVE BECKER**

**PAUL ALLEN**

**JO ELLEN SERUM**

**RICK LANTZ**

PBMLS SECRETARY

**SALLY BAKER**

Ex Officio

PBMLS COMM CHAIR

**RICK LANTZ**

STAFF

ASSOCIATION EO

**SALLY BAKER, AEO**

ADMIN ASS'T TO AEO  
**AMBER YOUNGS**

MLS CLERK

**DARLENE CLAPPER**



### ANNOUNCEMENTS

April 24<sup>th</sup>, 9 – 3:30 p.m.

➔ **TWO CLASSES FOR THE PRICE OF ONE OPPORTUNITY!**

Current licensing cycle Con Ed and Code of Ethics Quadrennial Training Requirement fulfilled in one class, 6-1/2 hours long.

Registration form is on page 3 of this newsletter and also online at the board website:

<http://www.pbbbr.com>

**Northeastern Board of REALTORS®**  
Educational Opportunity \$10 per person for the **Terry Watson Seminar - Why Be Normal** – on Thursday, May 17<sup>th</sup> at the Ogema Heights Auditorium in West Branch. Flyer is on the last page of this newsletter. **Don't miss this great opportunity to see a truly GREAT speaker! He will rock your**

### May General Membership Meeting

Noon, Thursday, May 3<sup>rd</sup>

McGuire's Resort

Self Defense for the  
REALTOR Professional

Specialist Speakers  
Preliminary Program in Preparation for  
an actual self defense seminar.

We hope to offer this self defense  
seminar in Cadillac in the spring and  
Houghton Lake in June.

Watch Friday Flash and  
PBBRMLSForum for more details!

### Membership Updates

Welcome Returning Agent:

Randy Gugle, Century 21 Progressive

Welcome New Agent:

Terrance Major, CA Hanes Realty –  
Roscommon

➔ **GOLF CHALLENGE IN JULY!**

If you are interested in helping with or participating in the **Paul Bunyan Board of REALTORS RPAC Golf Challenge** (benefit for RPAC) and cook out, the event will take place on Thursday, July 19<sup>th</sup> at Stoney Creek Golf Course in Lake City. This is not your ordinary golf challenge! We will have Par 3 shootout, a long drive contest, putting challenge, and chipping challenge and a lot of other fun contests and challenges. The idea is to hopefully have enough interest to put the challenge between the MLS members of each of our MLS databases!

A committee has been created and will be working on formats and offering sponsorship opportunities very soon. Three Lakes Abstract and Title and Cadillac Title have already offered sponsorship support and assistance.



### APRIL FUN CALENDAR



4/13 Friday the 13<sup>th</sup>!

4/16 Stress Awareness Day

4/22 Earth Day

4/25 Administrative Professionals Day  
(formerly Secretary's Day)

4/27 Arbor Day

# ODDS AND ENDS

## HGTV Series - Bought and Sold

Starting Sunday night, April 29th at 10 pm eastern standard time.

### About the Show

What's your seller's real estate agent really thinking behind that smile?

Wish you could climb into the head of the buyer's agent to find out what's going on with the contract? It's an inner circle with its own secrets. Competitive, calculating and colorful ... meet the brilliant real estate brokers at the center of this entertaining and informative new HGTV series, all about buying and selling residential property. Bought & Sold is the reality of real estate, focusing on the stories and high drama behind the sales and the lengths brokers will go to just to do the deal.

### Meet the Cast

They are 12 tough realtors in one of the toughest markets in the country, northern New Jersey. They come from a wide variety of backgrounds

### Other real estate related shows on HGTV

#### House Hunters

Go behind the scenes as individuals, couples and families learn what to look for and decide whether or not a home is meant for them.

#### Curb Appeal

The experts share great ideas for making the most of a home's exterior appearance.

#### Designed to Sell

A team of pros points out simple updates that could make a big difference in the bottom line.

## **BROKER'S SUMMIT - IT'S NOT TOO LATE TO REGISTER**

April 17-18, 2007 marks the fifth annual Broker Summit, the largest broker event in Michigan. Gain knowledge, perspective and insight into the issues facing your brokerage as MAR brings you a conference designed to rejuvenate you with information about major trends and technological innovation that will impact your business.

Don't miss the opportunity to also hear from an elite speaker lineup of industry leaders. Featured presentations include "Tips to Sizzle Your Next Sales Meeting" "Get the Edge: Innovative Products and Industry Trends Update", "Online Expertise, Your Competitive Advantage", "The Ultimate Broker Advantage" and the CE approved legal session, "What You Don't Know That May Hurt You". Find more information and the registration form at: <http://www.mirealtors.com/brokersummit/2007.html>



### **Convention & Expo**

**September 26-28, 2007, Soaring Eagle Casino & Resort  
Mt. Pleasant, MI**

Mark your calendars for the MAR 2007 Convention & Expo! MAR is back at the Soaring Eagle Casino & Resort. Listen to elite speakers, earn CE credit and network with real estate professionals from around the state. Stay tuned for more information.

# Sponsored by PAUL BUNYAN BOARD OF REALTORS®

## 6-hour CON ED and NAR Code of Ethics Quadrennial Training Membership Requirement for 2005-2008 cycle

Take advantage of this great opportunity to take two classes at the same time and for the price of one! Members and Non-Members welcome!

Date: Tuesday, April 24<sup>th</sup>, 2007

Time: 9 a.m. - 3:30 p.m. • Check-in at 8:30 a.m. with coffee or tea provided

Location: McGuire's Resort in Cadillac

Registration: \$54 for Paul Bunyan Board members registrations prior to April 13<sup>th</sup>

\$64 for registrations for non members and any PBBR member registering between April 14<sup>th</sup> and April 23<sup>rd</sup>

\$70 for all walk-ins (members and non members)

All registration fees must be paid or billing arrangements made no later than April 20<sup>th</sup>. Any NSF checks will be charged a \$25 re-processing fee.

Lunch included: Pizza Buffet, Salad, and Pop (12-12:30 p.m.)

To register, please fax registration form to: FAX to (231) 775-0462 or mail to Paul Bunyan Board of REALTORS®, 9052 E. 13<sup>th</sup> Street, Suite D, Cadillac, MI 49601

TAKE ADVANTAGE OF THIS GREAT OPPORTUNITY!

6 hours of Con Ed and NAR Code of Ethics Quad Training → Paul Bunyan Board of REALTORS®  
April 24<sup>th</sup>, 2007 - McGuire's Resort in Cadillac

Name \_\_\_\_\_ Firm \_\_\_\_\_

Address \_\_\_\_\_ City/Zip \_\_\_\_\_

License Number \_\_\_\_\_ NRDS# \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail address \_\_\_\_\_

Enclosed is my check# \_\_\_\_\_ for \$\_\_\_\_\_, made payable to Paul Bunyan Board of REALTORS®.

Pd by cash

Please bill me at my office address (a late fine will be added to any payments received after May 1<sup>st</sup>)

Please check here if you are disabled or require special services. Attach explanation.

Refund requests received through April 20<sup>th</sup> will be honored excluding a processing fee of \$20. No refunds will be granted after that date.

Instructor: John Tousciuk (NCI affiliated)



# *Presents:* **TERRY** *Watson*

*Terry Watson doesn't just say he is different,  
his audience evaluations prove that he IS different.*

## *Why be Normal!*<sup>TM</sup>

Do you need a little clarity? The difference between good and great often lies in subtle unconscious things we do to sabotage ourselves. Many times awareness is curative. In this high energy, informational, motivational session, Terry will explain and demonstrate the simple things you must do TODAY to be who you know you are. You will learn why you should never let perfect get in the way of better. Expect to laugh, expect to ponder, and expect to be moved!

## *Join Us:*

**Ogemaw Heights Auditorium  
960 South M-33 • West Branch, MI**

**Date:** May 17, 2007 (Thursday)

**Time:** 6:00-7:30 PM

**Tickets:** \$10.00 / person

**Contact:** Yvonne DeRoso - 345-9900



## **ABOUT TERRY:**

...Terry is quickly becoming one of the most sought after trainers in North America. His infectious can-do attitude, his joyous sense of humor, and his uncanny ability to reach and involve all types of individuals make him and his course content memorable and useful. In fact, not only is this educator a natural-born, well-known, and diversified facilitator and speaker, he is also an experienced and highly motivated sales professional who really knows the business.