



# 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@pbbr.com](mailto:info@pbbr.com) URL: <http://www.pbbr.com>  
Editor: Sally Baker, Executive Officer [sally@pbbr.com](mailto:sally@pbbr.com)

*A think spring*

## April 20th, 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. **We have extended the member registration early bird rate until April 20<sup>th</sup>.**

Registration form is on page 3 of this newsletter and also online at the board website: <http://www.pbbr.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 attitude!**

### 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

#### New Members:

Terry Majors, CA Hanes Roscommon  
Marcia Majors, CA Hanes Roscommon

**Kay Roberts, office staff at Whitetail Realty**, on health leave following surgery. Kay has experienced some reversals in her recovery from heart surgery. You may send cards of encouragement and notes to her at 2879 Kelly Rd, Lake City, MI 49651

Our sympathies to **Paula Winkle, office staff at Quadrant NW Appraisal Service**, on the passing of her father Edwin Dowlyn, on Sunday, April 15<sup>th</sup>, in Cadillac.

#### ➔ 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

/22 Earth Day  
4/25 Administrative Professionals Day (formerly Secretary's Day)  
4/27 Arbor Day

# ODDS AND ENDS

## SENTRILOCK LOCKBOX FAQs FREQUENTLY ASKED QUESTIONS

**Question: What does an Agent need to carry to use the REALTOR® Lockbox system?**

Answer: Agents only need to carry a credit card sized SentriCard®.

**Question: Can the SentriCard® be "erased" with a magnet or magnetic field?**

Answer: No. The encrypted data stored on the SentriCard® chip is secure and cannot be modified or erased.

**Question: How does an Agent access the keys to a listing with the REALTOR® Lockbox system?**

Answer: Agents simply insert their personal SentriCard® into the lockbox, enter their PIN (Personal Identification Number), press the "Enter" button, and remove their SentriCard®. After removing the SentriCard®, the top mounted key compartment's door will open and allow the Agent access to up to five standard sized house keys.

**Question: How often do you need to update the SentriCard®?**

Answer: The Association determines how often the SentriCards® need to be updated. Associations can select a renewal period from 1 to 31 days.

**Question: Can more than one Agent use a card reader in a Broker's office?**

Answer: Yes, multiple Agents can share a single card reader. Agents will use the card reader to update their SentriCards®. The update process takes less than a minute and is very convenient for the "on the go" Agent.

**Question: What is the Homeowner "Do Not Disturb" feature?**

Answer: If your Association elects to include the "Do Not Disturb" feature for their REALTOR® Lockboxes, the homeowner would have the ability to deny access to their home. The Listing Agent can provide the homeowner with a "Do Not Disturb" code at their discretion on a case-by-case basis.

**Question: How does the "Call Before Showing" feature work?**

Answer: The Listing Agent can program the REALTOR® Lockbox with a special Call Before Showing code. Showing Agents cannot access the key compartment unless they enter the Call Before Showing code. Call Before Showing codes ensure that the Listing Agent knows about any showings before they occur. They also provide an additional level of security.

**Question: What testing has SentriLock done to insure that the lockboxes can handle various environmental conditions?**

Answer: An independent environmental testing lab performed a variety of tests on the REALTOR® Lockbox. They designed the tests to put the lockbox in environmental extremes, including temperatures ranging from -40°F to 185°F, moisture, salt air, salt spray, humidity, rain, snow, etc. These tests insure a long product life and high reliability.

**Question: Can I replace the battery. If so, where can I get replacements?**

Answer: Yes, the battery is field replaceable and easy to change. The battery is a lithium battery that is common in many cameras. Batteries can be purchased at most camera shops, office supply chains, and through SentriLock in bulk quantities for your Association.

**Question: Will there be an indication that the battery is getting low?**

Answer: Yes, the REALTOR® Lockbox provides the Listing Agent with plenty of notice. The expected battery life is 5 to 7 years.

**Question: Is technical support available?**

Answer: Yes, our friendly staff provides free technical support via a toll free phone number, e-mail or as a member you can use our Technical Support site. Our current support hours are 8AM-8PM EDT, seven days a week. See what some of our customers are saying about our support staff.

**Question: The shackle looks small to me; will this fit all doors?**

Answer: We designed the standard shackle to accommodate a majority of different door knob types and styles. If you encounter a situation where the standard shackle isn't large enough, you can use our shackle extender.

**Question: Does the REALTOR® Lockbox system record which Agents have accessed my listing?**

Answer: Yes. Agents can view a log of the last 70 times anyone accessed the lockbox. The Access Log includes the Agent's name and the time and date they accessed the lockbox.

# 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! Fulfill your con ed requirement and complete your NAR Code of Ethics Quadrennial Training cycle.

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 registration **has been extended to April 20th**  
\$64 for registrations for non members  
\$70 for all walk-ins (members and non members)

All registration fees must be received with the registration form or billing arrangements made for PBBR members 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 will be allowed if they are received by April 20<sup>th</sup> 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.