



# PBRR FRIDAY FLASH

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

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



## Friday, May 22nd, 2009

*If opportunity doesn't knock, build a door. ~Milton Berle*

### LEADERSHIP 2009

PBRR PRESIDENT  
PBMLS PRESIDENT

JIM MEIER

PBRR PRESIDENT ELECT  
PBMLSVICE-PRESIDENT

SHEILA RICHARDSON

PBRR/PBMLS  
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SALLY BAKER  
Ex Officio

STAFF  
ASSOCIATION AEO  
SALLY BAKER

ADMIN ASS'T  
AMBER YOUNGS



## MEMBERSHIP

### NEW MEMBER APPLICATIONS

Vicky Ball, ERA Gr. North Properties  
Yvonna Lunkas, Century 21 Progressive  
Connie Barton, Century 21 Benjamin  
Wade Rosted, Northern Leisure Properties

### EDUCATION

**Registration forms and info are at the end of this newsletter.**

#### June 2, 1:00 pm, McGuire's Resort in Cadillac "Land Contracts" and "Lease Options"

sponsored by Paul Bunyan Board of REALTORS® (4 hours of con ed credit which can be used for legal con ed credits or general con ed credits) PBRR Members and REALTOR® members of neighboring REALTOR® Associations are welcome to attend.

#### June 11, 1:00 pm, Coyle's Restaurant in Houghton Lake - "Effective Use M.S.H.D.A. and RD programs"

sponsored by Paul Bunyan Board of REALTORS® Trevor Winterowd, MSHDA, Shelly Collins, USDA (RD) and Northwest Michigan Community Action Agency, Diane Campbell

#### June 25, 1:00 pm, Coyle's Restaurant in Houghton Lake - "Working Short Sales to Success" and "Foreclosures A-Z"

sponsored by Paul Bunyan Board of REALTORS® (2 hours of con ed credit which can be used for legal con ed credits or general con ed credits) PBRR Members and REALTOR® members of neighboring REALTOR® Associations are welcome to attend.



WISHING YOU A FUNILLED AND SAFE  
MEMORIAL DAY WEEKEND

## PBMLS AND LOCKBOX SERVICE

### Important notice re: lockbox maintenance

- One time offer of complimentary battery and wrench set

We will be providing complimentary batteries and wrenches to Broker's participating in the Lockbox Service to distribute to agents in their office. These may be secured by picking them up at the board office or picking them up at locations where educational offerings are being held this month on June 2<sup>nd</sup>, June 11<sup>th</sup> and June 25<sup>th</sup>.

If you carry a battery and wrench with you, it may save you time if you encounter a possible battery failure and Tech Support suggests trying to replace the battery.

If you have a defective lockbox that has been 'ticketed' by Sentrilock Tech Support that needs to be exchanged, we will also have the replacement lockboxes and paperwork at the meetings to make the exchange with you.

- Important Storage Tips

In speaking with other associations using the Sentrilock lockboxes, we learned some important tips to pass along to you to preserve the lockbox battery life. Paying attention to how you store your lockboxes will insure the keypad is not being inadvertently pressed, thereby draining battery cell energy more quickly.

Do not attempt to force a fit of a lockbox between an exterior door and a storm door.

Do not toss lockboxes in your trunk or backseat for storage with things pressing against the keypad or place them with the keypad face down.

Do not store lockboxes stacked in piles and lying flat in your storage area.

# PB MLS AND LOCKBOX SERVICE

## NEW FEATURE ON PARAGON FOR ADDING OFFICE OR FIRM INVENTORY TO THE MARKET MONITOR

The Market Monitor can now be customized to add your Office and/or Firm Inventory to display the same fields as the MLS and Agent Monitor. Just click on **<Change Filter>** in the upper right corner of the Market Monitor. At the bottom of the pop up display click on **<OPEN>** on **<Market Monitor Customization>** and add either **<Office Inventory>** or **<Firm Inventory>**. You are limited to 4 customizations on the Market Monitor. Then make sure you click on **<SAVE and CLOSE>** before leaving the pop up display for this customization.

## Realtors® Get the Right Tools, Right Now



To help Realtors® meet their clients' needs and succeed in today's economic climate, the National Association of Realtors® is offering its roster of business-building resources to members for free or at significantly reduced costs through the association's new "Right Tools, Right Now" initiative.

"NAR is the most trusted resource for real estate information, and we want to ensure that Realtors® have easy access to these powerful resources in today's market," said NAR President Charles McMillan, a broker with Coldwell Banker Residential Brokerage in Dallas-Fort Worth. "Every NAR division is contributing to this initiative so that Realtors® can better service their clients and enhance their business." More than 300 resources are being offered through "Right Tools, Right Now."

Realtors® can take advantage of education and online training opportunities, access NAR publications and research, attend conventions and events, and obtain technology services for free or at a discount. Local and state associations and boards also have access to resources and materials through the initiative. Among the many useful tools available to Realtors® at no cost are e-Product versions of the 2007 and 2008 NAR Profile of Home Buyers and Sellers and the 2007 Profile of Buyer's Home Feature Preferences, as well as valuable information on short sales, foreclosures, business tips and marketing.

For more information on the products, publications, services and enhancements available through the "Right Tools, Right Now" initiative, visit [www.REALTOR.org/RightTools](http://www.REALTOR.org/RightTools)

Link for the Right Tools Right Now Campaign:

[http://www.realtor.org/prodser.nsf/righttools/toolshome?opendocument&wt.mc\\_id=RT0026](http://www.realtor.org/prodser.nsf/righttools/toolshome?opendocument&wt.mc_id=RT0026)

## Watch for Information on the Michigan Initiative Coming Soon!

**Help is on the way.** A toolkit to help you find your way through Foreclosure and Short Sales, AND dealing with the economic impact on your real estate practice. This project and resource toolkit will be funded by a grant offered to local associations through their state association form NAR.



[http://www.michigan.gov/dleg/0,1607,7-154-35299\\_35414\\_35475-115121--,00.html](http://www.michigan.gov/dleg/0,1607,7-154-35299_35414_35475-115121--,00.html)

**LICENSING CYCLE INFORMATION** - We have been receiving calls about how DLEG is calculating their dates of con ed credit for the 3-year licensing cycle ending this year. Here is the information you need:

In a non-renewal year, the license year (as opposed to calendar year) begins on November 1. In a renewal year, the license year begins on July 1.

- First year: 07-01-06 to 10-31-07
- Second year: 11-01-07 to 10-31-08
- Third year: 11-01-08 to 10/31/09

**July 1, 2009 cutoff for new licensees due to DLEG's policy that dictates if a new license is to be issued for a term of less than 120 days (four months) the licensee will receive the next cycle's expiration date.**

# PAUL BUNYAN BOARD OF REALTORS®

## “Land Contracts” and “Lease with Options”

4 hours of con-ed credit (legal or general, your choice) - Must have Pocket Card and Picture I.D. available!

- What:** “Land Contracts” and “Lease with Options”
- When:** Tuesday, June 2, 2009
- Where:** McGuires Resort, 7880 Mackinaw Trail, Cadillac 49601
- Contact:** Call 231-775-2660 for additional information
- Cost:** \$40\* per person for PBBR Members  
\$45\* per person for REALTOR® members of another Association  
\*If prepaid by end of business May 27<sup>th</sup> by cash or check made payable to Paul Bunyan Board of REALTORS®
- After May 27<sup>th</sup> and/or at the door:  
\$50 per person for PBBR Members  
\$55 per person for REALTOR® members of another Association

**Instructor:** Rick Conley Real Estate Education Professionals of Michigan, Inc.

**12:45 pm check in: Class 1:00pm – 2:40pm Land Contracts – Legal Update**

This class will cover all the details and considerations that go into land contracts. Be the confident professional and make the transaction complete and a pleasant experience for everyone leading to more business and referrals. Also included is a checklist so nothing is missing and also all the necessary forms and addendums for consideration are reviewed.

**BREAK: 2:40 to 3:00 pm**

**3:00 pm - 4:45pm Lease with Options – Legal Update**

Let's iron out all the confusion and zero in on the details of what is really necessary when leasing residential property in Michigan including laws and rights of landlords and tenants. All necessary forms and checklists are included and discussed so you can provide a complete package whether a current listed seller wants to suddenly lease, or you are only leasing an owner's home.

**Check Payable to Paul Bunyan Board of REALTORS®  
9052 E. 13<sup>th</sup> Street, Suite D - Cadillac, MI 49601  
Voice: (231) 775-2660 FAX: (231) 775-0462**

## REGISTRATION FORM FOR JUNE 2, 2009

Name: \_\_\_\_\_ Email: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Cell Phone: \_\_\_\_\_ Company phone: \_\_\_\_\_

\_\_\_\_ Member of Paul Bunyan Board of REALTORS®

\_\_\_\_ Member of another REALTOR® Association: \_\_\_\_\_

Check#: \_\_\_\_\_ Amount: \_\_\_\_\_ Dated: \_\_\_\_\_ Rec'd: \_\_\_\_\_ Cash \_\_\_\_\_

**No refunds after May 27<sup>th</sup>, 2009**

# “Utilizing MSHDA and Rural Development Programs to Maximize Your Business”

## PAUL BUNYAN BOARD OF REALTORS®

Complimentary Program for Paul Bunyan Board of REALTOR® Members  
\$15 charge to members of other REALTOR® Associations



Thursday, June 11<sup>th</sup>, 2009 - 1:00 p.m. check in  
Class time: 1:30 to 4:00  
Coyle's Restaurant – Houghton Lake

Trevor Winterowd, MSHDA  
Shelly Collins, Rural Development (USDA)  
Diane Campbell, NWMCAA (locally)

### SPONSORS

Paul Bunyan Board of REALTORS®  
Genisys Mortgage Group

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## REGISTRATION FORM FOR JUNE 11th, 2009

Name: \_\_\_\_\_ Email: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Cell Phone: \_\_\_\_\_ Company phone: \_\_\_\_\_

\_\_\_ Member of Paul Bunyan Board of REALTORS®

\_\_\_ Member of another REALTOR® Association: \_\_\_\_\_

Check#: \_\_\_\_\_ Amount: \_\_\_\_\_ Dated: \_\_\_\_\_ Rec'd: \_\_\_\_\_ Cash \_\_\_\_\_

**LIMITED SEATING - REGISTRATION DEADLINE: June 5<sup>th</sup>, 2009**

# PAUL BUNYAN BOARD OF REALTORS®

## “Working Short Sales to Success” “Foreclosures – Beginning to End”

2 hours of Con-ed credit (legal or general)

**When:** Thursday, June 25, 2009  
**Where:** Coyles Restaurant, 9074 Old US 27, Houghton Lake, MI 48629  
**How:** Call 231-775-2660 for additional Information  
**Cost:** \$30\* for PBBR Members  
\$35\* for REALTOR® members of another Association

Must be prepaid by June 18<sup>th</sup>, end of business day by Cash or check made payable to Paul Bunyan Board of REALTORS®. Must have Pocket Card and Picture I.D. available!

After June 18<sup>th</sup>:  
\$35 for PBBR Members  
\$40 for REALTOR® members of another Association

Instructor: Rick Conley - Real Estate Education Professionals of Michigan, Inc.

**Registration 1:00pm check in and Class begins at 1:30 pm – 4:15pm**  
**Working Short Sales to Success and Foreclosures Beginning to End**

**(3 hours class time provides 2 hours LEGAL or Regular CE Credit)**

This HOT topic class is not the “WHAT IS,” but the “HOW TO” class everyone needs. This three hour course will educate sales agents on foreclosures and how to go after the short sale market with skill and confidence leading to successful closings. You will be rewarded and gain future referrals as you impress sellers, buyers, and banks with your well-prepared short sale package. Your class comes complete with a 50 page book loaded with information, forms and addendums, and all the steps involved making it easy to take listings and write sales contracts the right way covering all your bases including your commission. Also included in the course are resources and the new “Mortgage Forgiveness Debt Relief Act. (H.R.3648)” and IRS forms 1099c and 982.

### REGISTRATION FORM

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\_\_\_\_ Member of another REALTOR® Association: \_\_\_\_\_

Check#: \_\_\_\_\_ Amount: \_\_\_\_\_ Dated: \_\_\_\_\_ Rec'd: \_\_\_\_\_ Cash \_\_\_\_\_

**No refunds after June 18<sup>th</sup>, 2009**