



# PBBR FRIDAY FLASH

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

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## Friday, June 5th, 2009

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

### LEADERSHIP 2009

PBBR PRESIDENT  
PBMLS PRESIDENT

**JIM MEIER**

PBBR PRESIDENT ELECT  
PBMLSVICE-PRESIDENT

**SHEILA RICHARDSON**

PBBR/PBMLS  
TREASURER

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PBBR SECRETARY  
**KATHY DAVIS**

#### PBBR DIRECTORS

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PBMLS CORPORATE  
SECRETARY  
**SALLY BAKER**  
Ex Officio

STAFF  
ASSOCIATION AEO  
**SALLY BAKER**

ADMIN ASS'T  
**AMBER YOUNGS**



## MEMBERSHIP

### EDUCATION

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

**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

Doug Merriam, MAR Public Affairs Director, will be on hand after the speakers on June 11th to offer a Q and A session and summary on the First Time Homebuyers \$8,000 tax credit updates. June 11th is a complimentary class for our members, offered by Paul Bunyan Board of REALTORS® and our affiliate sponsors.

**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) PBBR Members and REALTOR® members of neighboring REALTOR® Associations are welcome to attend.

### REALTORS® Credit Union Opens for Business

Since its launch during the Midyear Legislative Meetings in Washington last month, the REALTORS® Federal Credit Union has signed up close to 1,000 members and has made more than \$400,000 in loans. The credit union is all-virtual and makes lending and underwriting decisions based on members' irregular income stream. Opening an account takes minutes.

<https://www.realtorsfcu.org/>

## PBMLS AND LOCKBOX SERVICE

CORRUPTED LISTING DATA IN REMARKS, DIRECTIONS AND LEGAL IN EXPORTS FOR WEBSITE DISPLAYS

Some of our offices have staff who copy and paste remarks from emails and word docs into the MLS Paragon program. If they are using symbols such as elipsis, fractional symbols and the like, it will corrupt the data in the remarks resulting in gibberish when the listing is exported for other uses, including IDX and our board's public listing display. While we understand the time savings and ease of this practice and do not want to advise you not to do this, please make sure what you copy and paste into Paragon has symbols such as the following removed (list is not inclusive):

**... and nearby shopping district too ... (ellipses)**  
**¼ ½, ¾ (fractions)**  
**"as is" or 'as is' (quotes)**

And while we are on the subject of Remarks and free entry data fields, did you know that using ALL CAPS is more difficult for a reader to read? They are more likely to skip over or not comprehend what is written.

[www.wikipedia.com](http://www.wikipedia.com): (paraphrased, people will use Caps lock when expressing one's enthusiasm though text, about a particular topic. On a more practical level, text written in all capital letters may be difficult to read.

[www.typographyforlawyers.com](http://www.typographyforlawyers.com): BUT WHEN A text block IS SET IN ALL CAPS, IT'S MORE DIFFICULT TO READ BECAUSE ALL THE LETTERS ARE THE SAME HEIGHT.

And here is an example of both problems: WONDERFUL LOCATION! ... CURB APPEAL SAYS "YOU NEED TO SEE THE INSIDE!" ... 2 ½ BATHS ... 2 - 2 ½ CAR GARAGE ... FULL BASEMENT!

# PBMLS AND LOCKBOX SERVICE

(CONTINUED)

## REMINDER FOR STATISTICAL REPORTING SPLITS

If you use a listing agent 1 and 2 for your Active listings, remember that the statistical splits for each listing agent is split 50/50. If you are only adding a second listing agent only for the convenience of contact/communications, you will want to make sure you remove the 2<sup>nd</sup> listing agent from the listing when you enter the sold information. Here is a brief summary of how our Statistical Report is calculated:

Because full credit is given to both listing and selling sides, each sale shows 200% on Stat reports (100% for list side, 100% for sell side)



[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. 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

**CHECK YOUR CON ED CREDIT FOR THIS 3-YEAR CYCLE EXPIRING ON 10/31/2009** - The Association does not track or record your Con Ed credits for you. The only pertinent information to the association is that your license information is correct, current and active. Follow the instructions below to pull your records and read them. Then refer to the time line chart through the link above and you should be able to figure out if you have fulfilled licensing requirements for the current cycle. The Association does not track or record your Con Ed credits. The only pertinent information to the association is that your license information is current and active. To verify the education that the State of Michigan has applied to your license so far:

1. Visit the State of Michigan; check a license website.
2. Click the circle next to your choice: "Search by Name", "Search by License Number", or "Search by License Type or Location"
3. On the next page, enter the requested information (note: if searching by name, you must click the circle next to "Search Individuals" AND you must select the "Profession" list box and choose "Real Estate")
4. On the next page, click on the individuals name
5. On the next page, click on "continuing education" link (in blue)

The current license cycle is November 1, 2006 through October 31, 2009. Only courses that begin with the letter "K" are considered toward renewal for this license cycle. You'll need a total of 18 hours of "K" courses that must include the following:

- 2007 Legal Update (2 hours)
- 2008 Legal Update (2 hours)
- 2009 Legal Update (2 hours)

Note: Legal Update courses for this license cycle are "K5xxx".

**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.**

# “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

Check Payable to Paul Bunyan Board of REALTORS®  
9052 E. 13<sup>th</sup> Street, Suite D - Cadillac, MI 49601  
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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

**Check Payable to Paul Bunyan Board of REALTORS®**  
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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 June 18<sup>th</sup>, 2009**