



April

- 1 MLS/Computer Committee Meeting, Board Office 8:30 AM
- 2 Good Friday - Board Office closes at noon
- 4 Happy Easter!
- 8 Public Relations Committee Meeting 9:00 Board Office
- 9 Membership Committee Meeting 9:00 AM Board Office
- 13 Board of Directors, 8:30 AM Board Office



May

- 6 MLS/Computer Committee Meeting, Board Office 8:30 AM
- 9 Happy Mother's Day!
- 11 Board of Directors, 8:30 AM Board Office
- 13 Public Relations Committee Meeting 9:00 Board Office

Chautauqua County REALTORS® Honored

2009 Presidential Awards

39 Members of the Chautauqua County Board of REALTORS®, Inc. were honored at the General Membership breakfast meeting held Tuesday, March 30th at The Chautauqua Suites, Mayville, NY.



Above are the REALTORS® and REALTOR-ASSOCIATES® presented with the Presidential Awards of **Bronze** (Sales Volume of 1 Million or 20 sides), **Silver** (Sales Volume of 2 Million or 30 sides), **Gold** (Sales Volume of 3 Million or 40 sides), **Platinum** (Sales Volume of 5 Million or 50 sides) and **Diamond** (Sales Volume of 10 Million or 60 sides) for the year 2009.

From left to right: **Ginger Johnson**, Gold; **Jennifer Wohler**, Silver; **Renee Pchelka**, Diamond; **Heidi Seddon**, Silver; **Louis Dispenza**, Diamond; **Anne LaPaglia**, Gold; **Edward Miller**, Gold; **Sandy Rater**, Bronze; **Vickie Lee Little**, Bronze; **Jill McFarland**, Bronze; **Mary Beth Holt**, Silver; **Douglas Hooper**, Bronze; **Geary TeWinkle**, Bronze; **Roxanne Fisk**, Bronze; **Nicholas Holt**, Bronze; **Roberta Thompson**, Bronze; **William Carlson**, Platinum; **Marilyn Gruel**, Bronze; **Lou Wineman**, Bronze; **Wayne Weaver**, Bronze; **William Corsi**, Bronze; **Judy Weilacher**, Bronze; **Linda Wolfe**, Bronze; **Sharon Lisciandro**, Bronze; **Sara Vail**, Bronze; **Jane Grice**, Platinum; **Sandra Calalesina**, Silver; **Deborah Rowe**, Bronze

Not Pictured: **Frank Benedetto**, Bronze; **Becky Colburn**, Bronze; **Jeffrey Fellows**, Bronze; **Mary Ford**, Bronze; **Betty Kemp**, Bronze; **Patricia Prusha**, Bronze; **Richard Smith**, Bronze; **Sandra Haines**, Silver; **Wayne Reimondo**, Silver; **Karen Shaw**, Gold; **Karen Goodell**, Diamond.

Pathways to Professionalism:

#7 Avoid the inappropriate use of endearments or other denigrating language.

License Registration Numbers



Milt Sager of ERA Larson didn't find his bag of money! Milt missed his license registration number in last month's newsletter.

Don't forget to look for your license registration number in the newsletter each month. Call the board Office when you find it and receive \$10.00 (ten dollars) cash (if you call before the next newsletter comes

April Birthdays

1 st	Kathy Sullivan	13 th	Brian Hover
3 rd	Michelle Turner	17 th	Julie Edborg-Levinson
5 th	Laine Stewart	20 th	Karen Mathewson
8 th	Scott Walters	21 st	Craig Gleason
8 th	Bill Anderson	24 th	Bonnie Saletta
8 th	Cynthia McCloskey	25 th	Louis Dispenza
8 th	Sharon Lisciandro	29 th	Wayne Reimondo
9 th	Jill Reid	30 th	Marcia Turner
12 th	Connie O'Connor	30 th	Frank Borrello
13 th	Cindy Guiffreda		

NYSAR Education Information

Enhance your career with designation courses

In addition to increased income, designation courses:

- Enhance your career
- Provide continuing education as well as designation credit
- Are facilitated by only top-rate faculty members with extensive experience in the business.

[CLICK HERE](#) to learn more

REALTORS® Honored - continued from page 1.....

Additional Outstanding Sales Awards were given to:

1st Place # of Transactions for the Year 2009 went to **Louis Dispenza** with 84 closed transactions.

2nd Place # of Transactions for the Year 2009 went to **Renee Pchelka** with 71 closed transactions.

3rd Place # of Transactions for the Year 2009 went to **William Carlson** with 50 closed transactions.

And.....

1st Place Sales Volume for the Year 2009 went to **Karen Goodell** with \$20,457,004. in closed sales volume.

2nd Place Sales Volume for the Year 2009 went to **Jane Grice** with \$6,869,000. in closed sales volume.

3rd Place Sales Volume for the Year 2009 went to **Louis Dispenza** with \$6,499,500. in closed sales volume.

Pepper & Crandall Co. Cattaraugus/Allegheny Counties

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MEMBERSHIP COMMITTEE

The Membership Committee met March 19th, 9:00 AM at the Board Office.

In Attendance: Nancy Gleason, Chair; Cindy McNallie; Donna Crandall; Kris Whitmore, Membership; and Jan Murray, Executive Officer.

New Members - Daniel Kyser, Kyser Realty; Dale Babski, Coldwell Banker Phil Mathyer; and Amy Mayfield, Hunt Real Estate Corp.

2010 Meeting Dates:

March 30th (Presidential Awards) Chautauqua Suites gave us a price of \$12.58 (tax and tip included) for Scrambled Eggs, Bacon, Potatoes, Assorted Breads and Breakfast Pastries, Fresh Sliced Fruit, Coffee, Tea and Juice. Donna is looking into Sponsors for the meeting.

August 19 (Picnic) - Lawn Social at the Lenhart Hotel. Music was discussed & decided it was not needed. Would like games. Suggestions for games were: Charades; Keys (collect for anyone saying "house", etc; paper plates. Next meeting will decide food and games.

September 28th (Voting Meeting) Cindy has arranged for White Horse Inn, Cassadaga for \$9.95 pp (inc. tax and tip) cost to Board.

November 18th (Installation Banquet) An hors d' oeuvres cocktail reception is planned rather than a sit down dinner. It was decided to hold it at the Yacht Club in Lakewood.

Additional Business was discussed to have a Casino Night as the picnic for next year at Bemus Point Fire Dept.

The next committee meeting will be Friday, June 11th 9:00 AM at the Board Office.

The meeting adjourned at approximately 10:00 AM as there was no new business.

MLS/COMPUTER COMMITTEE REPORT

The MLS/Computer Committees did not meet in March.

The next scheduled (40EL) meeting will be April 1st.

LEGISLATIVE COMMITTEE REPORT

Dual Agency in the Forefront

"The law never intended that REALTORS® couldn't represent both sellers and buyers, it was intended to make sure the parties to a real estate transaction understood who was representing whom," notes CCBR Legislative chair Randall J. Brown. "And many instances that can be both."

But, the NYS Department of State does its audits of real estate brokers looking for lack of documentation - and fee income.

Agents are left hanging in the balance with conflicting information about dual agency from their brokers: the broker doesn't want to get fined by the state, the agent doesn't want to get admonished by the broker

One of this year's NYSAR priorities is to get the issue better clarified in (1004999) law.

Legislators are being solicited to sponsor a bill that would make clear that buyers and sellers, or landlords and tenants, have an absolute right to agree to dual agency. An important aspect of the legislation would eliminate the need to have both signatures on the same disclosure form; real estate agents would have to produce the form that simply indicates the party as to who they are representing in a transaction.

"That makes a lot more sense," Brown said of the legislation that also would eliminate a need for a REALTOR® to present an agency disclosure form "when they are in the presence" of another agent.

Brown said who is representing whom is important in protecting the public interest and well-established agency law, but "regulations should not exceed the law to impose fines on real estate brokers" and "citizens should have the right to choose" whether or not they are willing to accept a dual agency arrangement.

"It needs to be the decision of the client and the customer, not that of the government," he says.

Cooperative apartments and condominium transactions are currently exempt from state law regarding dual agency disclosure.

"There is pressure in the state legislature to include cooperatives and condominiums in dual agency disclosure, so there is an opportunity to make the law fit the reality as to how real estate transactions get done," Brown said. "Day in and day out, REALTORS® work hard for their clients and customers.

"Why should they or their brokers have to worry that they haven't filled out the right paperwork to prove it?"

WESTERN NY SCHOOL OF REAL ESTATE
(courses taken at the Board Office)

1. Fair Housing in New York 3½ hrs \$35/\$55
2. Green Building Certificate 7½ hrs \$75/\$95
3. Architectural Initiatives, Interior Decorating & ...Historic Landmarks in New York State 22½ hrs
...\$159/\$179
4. Home Inspection: Theory & Practices 22½ hrs
...\$159/\$179
5. Keeping Out of Trouble: Understanding New YorkLaws
22.5 hrs \$159/\$179
6. Real Estate Topics for the Decade 7½ hrs \$75/\$95
7. Mold, Lead & Radon in the Home 4¼ hrs \$40/\$60
8. Understanding Covenants & Surveys 3¾ hr \$40/\$60
9. Assessments, Taxes & Exemptions 3 hrs \$30/\$50
10. Wall Street vs. Main Street 22½ hrs. \$159./\$179

Call the Board Office - 484-9426

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New York Home Page

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<http://affiliate.careerwebschool.com/new-york/real-estate/broker-pre-license/618/> Broker Qualifying

<http://affiliate.careerwebschool.com/new-york/real-estate/remedial/618/> NY Remedial "Gap" Course

<http://affiliate.careerwebschool.com/new-york/real-estatecontinuing-education/618/> NY CE

WNY School of Real Estate

Apr 23 **Your House is Just a Dead Old Tree** (Includes Fair Housing) 22½ Hr CE Fridays 9:15am-5:15pm \$149

May 24 **75 Hr. Real Estate Salesperson Qualifying Course**
5/24-28 and June 1-5 9:15am-5:15pm \$519

www.wnyschoolofrealestate.org

633-9009 for info.
or to Register

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NYS Qualifying Courses

- Apr 6 **R-10 Residential Report Writing & Case Studies** 4/6,7 15 hrs 8:30am-4:30pm \$229
- Apr 13 **15 Hr National Uniform Standards of Professional Appraisal Practice (USPAP)**
4/13,14 15 hrs 8:30am-4:30pm \$319
- Apr 19 **NYS Salespersons 75 Hr Qualifying** \$499
4/19,21,24,26,28,5/1,3,5,8,10,12,15 75 hrs
5:30 pm - 10:30 pm & Sat 8:30am -5 :00pm
- Apr 20 **R-11 Advanced Residential Applications & Case Studies** 4/20,21 8:30am-4:30pm \$229
- Apr 27 **SMF Statistics, Modeling & Finance**
4/27,28 8:30am - 4:30pm 15 hr \$229
- Apr 28 **Radon Measurement Operations Course**
4/28,29 16 Hr 8:30am - 5:00pm \$459
(if registered before 4/16)

NYS Continuing Education Classes

- Apr 1 **Property Management Basics** 7½ Hr
9:00am - 4:30pm \$75
- Apr 16 **How Land Use Regulations Affect Use & Transfer of Property** 7½ Hr
9:00am -4:30 pm \$75
- Apr 23 **Real Estate Practices & Procedures: Financing & the Credit Market** 7½ Hr
9:00am - 4:30pm \$75
- Apr 30 **Residential Construction Basics** 7½ hr
9:00am - 4:30pm \$75

www.virtualclassrooms.com

Call 683-4080 for info. or to Register

SUNY College at Fredonia

Call 673-3177 for info or to Register

JCC- Jamestown

665-5220 ext 2409 For Info. or to Register

JCC- North County

366-2255 For Info. or to Register

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Questions? Email Manfred RE Learning Center:
info@manfredrelc.com with "75 hr Online Question" in subject line.