



AREA

ASSOCIATED REALTY OF THE AMERICAS

*Our members are 110% committed to excellence in our real estate profession.
Our mission encompasses: Sharing BEST Practices with our colleagues; treating all referrals with the utmost of care,
honesty and integrity; and being involved in organized real estate for the betterment of our profession.*

APRIL 2017 NEWSLETTER

Carl A. Bosse, Green Valley; President **Suzanne Cooper**, Ridgewood; Executive Vice President

ADVISORY BOARD

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Diana Bull , Santa Barbara, Chair	Leslie Rouda Smith , Dallas; Vice Chair
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Bulletin

REALTORS® Legislative Meetings & Trade Expo Event

The Virginia Association of REALTORS®

Cordially Invites all AREA Members to Attend

An AREA Gathering

Wednesday, May 17, 2017 3:00 PM - 4:30 PM

Marriott Wardman Park Hotel

Washington, D.C.

Hosted by Deborah Baisden and Brad Boland

More to Follow

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"All the News that fits"

www.areamericas.com

Please Welcome Our Newest Members



Matthew Phipps
East Greenwich, Rhode Island
 REALTOR®,
 Communications Director
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Matt Phipps, CRS, E-PRO, SRS, SFR is a fourth-generation real estate practitioner from Providence, Rhode Island. Licensed in Rhode Island and Massachusetts, Matt was recognized as one of *REALTOR® Magazine's 30 Under 30* in 2008. He was appointed the Chairperson of the National Association of Realtors' (NAR) Communications Committee in 2009 (the youngest chair in the organization's history) and had also served as a member of Research, Equal Opportunity/Cultural Diversity, and Strategic Planning committees for NAR. In 2014, Matt served as **NAR's Young Professional Network's (YPN) Chairperson**, overseeing 35,000+ members in 300+ networks throughout five countries. Phipps co-founded the Rhode Island YPN group and has been a national YPN member since its inception. After earning a degree in Journalism from American University in Washington D.C., he applied his media knowledge and skills as the creator/producer/host of Providence's ABC6/RI News Channels' "Real Estate Minute," and also produced/created the Fox Providence/The Rhode Show's "House Talk." He has been featured and quoted in several local and national publications including The Washington Post, The Real Deal (NYC), USA Today, Real Estate Times, and The Providence Journal. Taking lessons from a decade of experience, Matt has spent the last few years earning his stripes as a teacher, creating courses for the Rhode Island Association of REALTORS®, and serving as a national speaker.



Christine Hansen
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Christine, who will be the **2018 President of the Florida Association**, has served as the District XI Vice President of the Florida Association of REALTORS® (FAR) and a Past President RAGFL. A full-time broker with more than 25 years of real estate experience, Christine owns Century 21 Hansen Realty, Inc. - a full-service real estate brokerage with three locations serving South Florida. Her extensive service to the RAGFL Board includes nine years as a member of the RAGFL Honor Society, terms as Vice President, Treasurer, as well as Chair of many committees and task forces including: Audit & Finance, Leadership Development Program and Grievance. At the national level, in addition to serving as a Director for the National Association of REALTORS® (NAR) since 2005, Christine is a current and past member of key committees including Professional Standards and the Directors Forum. As well as holding two professional REALTOR® designations – CRB and GRI, Christine is an active and proud member of the Women's Council of REALTORS® (WCR). As a strong believer in giving back to the community, Christine has been involved with many organizations including: Henderson Mental Health Holiday Toys for Children program, the Easter Seals, the American Cancer Society, Kids in Distress and Challenge Air, to name a few.

AREA Member Survey Underway

AREA would like to create a picture of the reach that AREA offers to potential sponsors and needs your assistance in order to do so. Last week we sent out a questionnaire asking for

100% participation. Please answer the questionnaire ASAP. Please let Suzanne Cooper know if you have any questions or comments about the survey: suzannecooper@kw.com.

Comments from Diana Bull



Diana Bull, Chair
Chair, Advisory Board
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This is a very personal note for each and every member of AREA to read.

I think one of the things that we take the greatest pride in while being members of the National Association of REALTORS® is having a base, the Code of Ethics, from which to assist in making judgments about what is fair and right and then following through to always do the right thing, remembering that our allegiance to our clients is paramount. I bring this to our attention because Carl prides himself in having created a real estate referral group where character, trust and integrity are not only paramount but also, givens. Let us not forget that we each signed the Participation Agreement, and, if nothing else, it is a sacred obligation; one we share with one another in everything we jointly

do be it referring or serving on committees or just by being a member of this great organization.

Oh, my Goodness, the **Retreat** is less than three months off. Staci and I have been feverously working with Carl to make sure the fun parts are really fun. And, if you plan on parasailing, please let us know, so we can pre-fit you. Also, time to get both your hotel reservations and Retreat fees paid ASAP! **Ron Phipps**, program chair, is working on the program, and this year's Mistress of Ceremonies, who will also be taking over the reigns as head of the Advisory Board, **Leslie Rouda Smith**, will be working with Ron and his Committee to produce another great program.

And a very special thank you to **Deborah Baisden** and **Brad Boland** for arranging for the AREA Gathering to be held this coming May 17th during the NAR Convention.

And, also, a special thanks to **Peter Patout** our Bourbon Street member from the Big Easy. He sends this, with love for all, in honor of his late mother.

Recipe' Courtesy of Peter Patout **Peter's Crawfish Étouffée**

A recipe from Barbara Roane Patout (1922-2008), Peter Putout's Mother



Servings: 3

Ingredients:

1-pound peeled crawfish tails with bacon fat (if possible)
1/2 to 1 stick butter
1-cup green part of shallots + 2-tbs chopped white part of shallots
1/3 medium yellow onion, chopped
1/2 medium green bell pepper, chopped (Mama never added bell pepper, but I do!)
Salt and red pepper to taste
2 cups uncooked rice
1 bunch of fresh parsley, chopped.

Directions:

Saute white part of shallots, chopped onion and bell pepper in butter for 5 minutes.
Add green parts and saute.
Add crawfish tails & fat and simmer 3 minutes, keep cover on pot.
Add salt and red pepper, keep cover on pot.
Simmer 3 more minutes.
Turn off fire and add chopped parsley.
Serve over steamed rice, and a dash or two of Tabasco Sauce never hurt

My dear mother had deep roots in Louisiana; her ancestors were among the first settlers of Louisiana over 300 years ago. She was an extraordinary cook who brought forth her ancestor's culture in mastering the finest Creoles cuisine where we lived on Bayou Teche in South Louisiana. Her crawfish étouffée recipe is the simplest and most basic étouffée recipe that she shared with her friends and family, always conscious of quality. As we do now, she looked forward to crawfish season and served it with love. I am happy to do the same.

Peter W. Patout
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New Orleans, Louisiana
March 2017

The 2017 AREA Retreat

Associated Realty of the Americas June 20 to 23, 2017

You may now make your reservation at the Fess Parker Doubletree Hotel

TO PAY RETREAT FEES ON LINE:

Go to the AREA website and enter: **Your password** – the first initial of your first name and your entire last name.

Your user name = the last three letters of your last name.

Member \$395/ Guest \$365

Eagle's View of the Fess Parker Doubletree - Santa Barbara



[CLICK HERE TO MAKE YOUR RESERVATIONS](#)

A dedicated website is now available for your attendees to book their hotel rooms online.

Reservations can be made starting now at this web address:

Booking Website: <https://aws.passkey.com/e/15924109>

For special questions please contact Jocilyn Schumacher, Sales Manager directly at (805) 884 8508.

Pillar To Post to be a Sponsor of the AREA Retreat in 2017



Jo Kenney, the Advisory Board Chair of the Sponsor and Affiliate programs announced that the award-winning home inspection company, **Pillar to Post**, will be a major sponsor of the **2017 AREA Retreat** in Santa Barbara, California. "I am thrilled to have this fine company become the first sponsor of the event this year and hope that members will recommend other sponsors. **They will be in the Silver category, leaving the coveted gold position still available. More in the coming months.**

National Heritage Awards

Last year, under the leadership of **Katy Bullock** the National Heritage Awards was inaugurated in Santa Fee where four distinguished properties representing four distinct types of real estate, were honored during the awards dinner, where Todd Hardy, President of SkySong, Arizona State University, incubator operation for start-ups, made the presentation. **This is an AREA program designed to honor special properties, who, for their own historic reasons, have become national treasures and, otherwise, might not receive such recognition.** AREA members must provide the nominations, which are then run by Katie's Committee for consideration. Special plaques, suitable for placement on the property, will be awarded to the member who recommendation was accepted and the property owners, themselves, should they be available to attend. Member of the Committee include **Miriam Dunn** of Scarsdale and **Andrea McKey** of Baton Rouge.

If you have or know of such a special property (old church, B&B, hotel, special home, special preserve etc.), please contact **Suzanne Cooper**, Executive Vice President suzannecooper@kw.com or **Carl Bosse**, carl@areamericas.com to make your submission. For our current submission, please see the attachment.



Legislative Issues That Affect You – Cynthia Carley



Cynthia Carley
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Cynthia Carley serves on the Federal Taxation Committee at NAR, as a Federal Political Coordinator and as Public Policy Liaison at the California Association of REALTORS®.

IMPORTANT!

Kenneth Barney, national syndicated columnist headlined in this week's column "MORTGAGE-INTEREST DEDUCTION MAY GO AWAY". Please take a few minutes to write or call your Senators and Congressman and tell them that such a vote is not only horrible for the economy, as a whole, but also for home ownership aspirations of so many of their constituents. We will be paying close attention to their actions regarding this.



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A Look on the Legal Side

with Dennis Badagliacco

Dennis Badagliacco, who is one of three members serving on the Legal Advisory Board of the NAR, as are other prominent members of AREA: **Diana Bull** and **Patti Lawton**, who is Vice Chair.

Dennis's Column returns in May.

As a footnote, Patti Fitzgerald pointed out a major problem, which may well begin sweeping the country dealing with law suits being filed over the use of photographs in situations not specifically covered by agreement. More about this later.

Travel Tips – from Members Only

Most of us travel a great deal. Please share an adventure. Next month **Don** and **Katy Bullock** tell us about their recent African Safari; in May, we hope to

have a story from **Suzanne Cooper** on her family's vacation trip to Thailand. We encourage anyone with a story to tell, please share.

This month: John Glaab

Uruapan: The Place to Spend Semana Santa in Mexico

John K. Glaab - BanderasNews.com | March 27, 2017



Uruapan has numerous cultural events during the year, but the premiere event takes place during Semana Santa, when 1,300 artisans from 47 villages come to exhibit and sell their wares in the main plaza.

Uruapan, Michoacán, Mexico - The city of Uruapan, best known as the Avocado capital of Mexico, has numerous cultural events during the year. Among those are *Noche de Muertos* and *Fiesta de Velas* (Candle Fest). But, the premiere event takes place during Semana Santa (Holy Week). This year's dates are April 8th to 23rd.

More than 1,300 artisans will display and sell their wares in the four-block-long main city square. It is the largest exposition of its type in Latin America. Forty seven communities will be represented. They are from several indigenous backgrounds. Among them are Purepecha, Mazahua, Otomi and Nahuatl.

Among the products to be displayed and sold are: ceramics; copper (from Santa Clara del Cobre, where items produced range from ash trays, copper furniture and church bells are crafted); palm and carved wood items; and embroidered fabrics, shirts and blouses.

Works will be displayed and judged at the *Antigua Fabrica San Pedro* (formerly a cotton mill) and the *Casa de la Cultura*. At the latter, there will be colorful dances each night. Dancers will come from Uruapan's 8 barrios wearing traditional pre-Hispanic costumes.

There will also be several parades and religious processions. Two of the most popular are the parade of

the artisans and the parade of the water carriers. In the latter, women dressed in traditional costumes will carry clay pots on their shoulders. They will fill them at the *Rios Cupatitzio* and walk along one of the main streets to the *Templo Inmaculada* where the water will be blessed.

On Palm Sunday, hundreds of weavers will be seen on the plazas of the two large churches opposite the plaza. They will be weaving palm into religious tokens and other objects. There will also be a re-enactment of the sentencing of Christ by Pontius Pilate.

Accommodations:

If you want to be in the center of the action, Casa Serenity is the best place to stay. It is a nearly 450 year-old adobe, historic home. On Calle Corregidora, it is a short walk to all of the activities you will want to enjoy. Check out the website CasaSerenity1.com

About the Author:

John Glaab is active in international real estate circles. John is a member of Associated Realty of the Americas, (AREA) Mexican Real Estate Association (AMPI) and the National Association of Realtors® (NAR). In 2012 he was named the International Member of the Year by NAR. you can contact John at [john.glaab\(at\)settlement-co.com](mailto:john.glaab(at)settlement-co.com).



Jeanne Radsick
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The Jeanne Radsick "Sherlock Holmes" "

She is well known for seeing things that others may miss"

What is the truth!

This month we begin a new contest in the "WHAT'S THE TRUTH!" saga where we feature our members telling two things about themselves that are true and one that is not and then give you an opportunity to guess what is the truth. After reading their questions, I am anxious to meet them all, if I haven't already. Our contestants include:



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TO PLAY

Choose the one you think is false and then email your answer to carl@areamericas.com.

Amazing prizes, yet to be disclosed, may be awarded.

- Peter Kopf**
1. He won \$5,000 hitting a half-court shot at a Cleveland Cavaliers game during a halftime contest!
 2. He was a spirit leader at Northwestern U. basketball games and ran around the court exciting the crowd during time-outs with his face painted purple and white!
 3. He was the first official dog mascot of the Cleveland Browns and resigned on Art Modell when he announced moving the team to Baltimore
- Marianne Bornhoft**
1. She rented a loft condo to Andy Garcia.
 2. She has skied with Josh Hartnett.
 3. She was in a TV show called Amazing Grace.
- Micah Mruwat**
1. She once floated on the Dead Sea
 2. She has Snow Skied in Colorado
 3. She has Interviewed Lisa Ling
- Don Bullock**
1. Was an Army officer in the US Special Forces
 2. Was a captain of a Great Lakes Sailing ship, the Andrea Dorian.
 3. To celebrate his 70th birthday he jumped out of airplane, head first, and opened his eyes well before Katy did, just as he landed in alligator swamp.
- Gary Brasher**
1. He was once a candidate for Governor of Arizona
 2. Before becoming an FBI, Agent, he was a defensive back for the Colorado Buffalos
 3. He is considered by his peers to be a world-class, senior, tri-athlete.