



ASSOCIATED REALTY OF THE AMERICAS

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April 2016 Newsletter

## Ken Libby May Be Tagged As New Defense Chief!



**Ken Libby**  
*Stowe, Vermont*

There are unconfirmed rumors floating around Montpelier and Washington, D.C. that Ken Libby could be named Secretary of Defense under a Bernie Sanders presidency; because, if that were to occur, it obviously improves Bernie Sanders chances of getting the

Democratic Presidential Nomination. Chief Libby vehemently denied the rumors and asked them to be squelched. However, we recall that in 2014, he was, surprisingly, named the Honorary Police Chief of Napa, California. Speculation is that event occurred to enhance his political standing on the West Coast. And, there was the private meeting at a Chicago airport with Sanders earlier this year that was so secret that Chief Libby didn't even know it was going to happen. That

clandestine meeting prompted this comment from an unidentified source: "If he can keep that kind of a secret, then it appears to be a sure thing." Stay tuned!

### See inside for the 2016 AREA Retreat Agenda



### In this issue:

Welcome New Members	Page 2
Comments from Diana Bull	Page 2
2016 AREA Retreat Program	Page 3
Sherlock Holmes... New Mystery Puzzle Featuring AREA Members	Page 9
Some Very Important Legal Issues from Dennis Badagliacco	Page 10

## Welcome AREA's Newest Members



**Scott Kesner**  
*El Paso, Texas*  
 Broker/Owner  
 Century 21 The Edge  
 scott.kesner@century21.com  
 915-772-0553

Scott, the **2015 Chair of the Texas Association of REALTORS®** grew up in a small Texas oil town called Ira, which is outside of Snyder, another small town. "The joke is, I was in the top 10 of my high school graduating class – there were only eight," Kesner said. He earned a bachelor's degree in criminal justice from Sul Ross State University, which is where he met and married Paula. Kesner worked as an adult probation officer for three and a half years in his hometown before moving to El Paso, his wife's hometown, and getting his real estate license. He has been involved in various capacities with the Texas Association of REALTORS®, for more than a decade. He has been inducted into the **National REALTOR® Political Action Committee Hall of Fame** and was a trustee for the Texas Real Estate Political Action Committee from 2005 to 2008. He also teaches at the Academy of Real Estate in El Paso.



**Cynthia Carley**  
*Blue Jay, California*  
 Broker/Owner  
 Lake Arrowhead Luxury Properties  
 cynthiacarley@msn.com  
 909-730-1745

Cynthia has been serving Lake Arrowhead out of Blue Jay for nearly a quarter of a century where she is the preeminent residential/recreational REALTOR® in the region. She is an active member of the California Association of REALTORS® as well as on the National level serving in various capacities for the National Association of REALTORS®.



**Paula Kesner**  
*El Paso, Texas*  
 Realtor  
 Century 21 The Edge  
 paula.kesner@century21.com  
 915-772-0553

Born in El Paso, Paula grew up in the Lower Valley until relocating to the West Texas oil town of Imperial where she attended high school excelling as a student as well as athlete. While attending Sul Ross State University she met and married Scott. She happily served as mom and wife to Scott and their three children before, in her next life, joining the Edge Team in the marketing department, advancing on to sales where she is now a top producer.



**Sherri Souza**  
*Livermore, California*  
 Broker  
 In Trust Real Estate  
 sherri@brokerintrust.com  
 925-784-7456

Sherri is a residential REALTOR® and women's advocate in Livermore, CA. "My involvement in the real estate industry keeps me informed and knowledgeable about the industry at large." She believes in the power of PINK! "My passion is **Women's Council of REALTORS®**, a professional business organization that empowers women as entrepreneurs and industry leaders." She is the **incoming 2017 President** of that 12,000 member organization. "There is no better place to live than the United States and no better area than the Tri-Valley and I am blessed to be here!"

## Comments from Diana Bull



**Diana Bull, Chair**  
 AREA Liaison Committee  
*Santa Barbara, California*  
 dianabull@earthlink.net  
 805-689-2855

A tip of the hat is in order for **Pat Fitzgerald** of *Palm Beach, Florida*. She has been named a Commissioner on the Florida Real Estate Commission. Also, Carl Bosse contacted both **Ronna Mae Brand** and **Steve Goddard** on the 6th after the announcement of Nancy Reagan's passing and reminded them both that not that long ago the three of them met for lunch at the Beverly Hotel in Beverly Hills and, after sharing a splendid repast, were personally greeted by Mrs. Reagan who had sat next to them in an adjoining booth. "She smiled, as she passed by us assisted by her walker, and hoped we were having a fine time," stated Carl. "This was something very special that the three of us will never forget for the rest of our lives."

# AREA Retreat at La Posada Resort & Spa

*April 17 - 19, 2016 | Santa Fe, New Mexico*

## Agenda

<b>Sunday, April 17</b>	3:00 -7:00	<b>Registration and Reception The Presidential Suite</b>
<b>Monday, April 18</b>	7:45	Buffet Breakfast Main Ball Room
	9:00	<b>Introductions: Jo Kenney Welcome Diana Bull and Ken Libby Future Shock</b> Ron Phipps
	9:10	Break
	10:00	Session Continues
	10:10	Break
	11:00	Session Continues
	11:10	Break
	12:00	Session Continues
	12:10	Break
	12:10	Buffet Lunch – <b>Senior Housing Innovations, Terry Anderson</b>
	1:20	<b>Generational Marketing and Selling, Diana Bull</b>
	2:10	Break
	2:20	Session Continues
	3:10	Break
	3:20	<b>Defining Moments, Ken Libby</b>
	4:30	End of First Day
	5:30	Dinner at Pat Pipkin's
	5:15	First Bus Departs Followed in 15 minutes By the Second
	8:30	First Bus Returns Followed by the Second Bus
<b>Tuesday, April 19</b>	7:40	Breakfast Buffet
	9:00	<b>EMBRACE – CONNECT, Carl Bosse</b>
	9:50	Break
	10:00	Session Continues
	10:50	Break
	11:00	<b>Defining Moments, Ken Libby</b>
	11:50	Break
	12:15	Buffet Lunch
	1:30	Free Time
	5:30	Cocktails
	6:30	<b>Awards Dinner, Ted Hardy Speaker</b>
	8:30	Program Ends

# Official Program

*Mistress of Ceremonies: Jo Kenney*

## Future Shock

*Team Leader: Ron Phipps*

*Participants Include:*

**Colleen Badagliacco**, *Silicon Valley*, Chair, 2015 Strategic Thinking Advisory Committee (STAC) (D.A.N.G.E.R. Study)

**Eileen Burns**, *Fort Lauderdale*, Commercial Broker

**Carlos Gutierrez**, *Miami*, President Greater Miami AOR

**Cindy Bulla**, *Amarillo*, Candidate for State RE Association Treasurer

**Chris McElroy**, *Fort Collins*, President of Colorado RE Commission

**Christian Zarif**, *Kansas City*, President of Greater Kansas City AOR

**Deena Zimmerman**, *Chicago*, YPN, Commercial (1 of only 2 in NAR)

**Missy Stagers**, *San Antonio*, 2010 NAR Tech Chair for NAR

**Todd Hardy**, *Phoenix*, Asset Mgr/Entrepreneur Arizona State University

**Ted Dawson**, *Jackson Hole*, Started Stephan Covey, Australia



**Jo Kenney**  
*Atlanta, GA*



**Ron Phipps**  
*Greenwich, RI*



**Colleen Badagliacco**  
*Silicon Valley, CA*



**Eileen Burns**  
*Fort Lauderdale, FL*



**Carlos Gutierrez**  
*Miami, FL*



**Cindy Bulla**  
*Amarillo, TX*



**Chris McElroy**  
*Fort Collins, CO*



**Christian Zarif**  
*Kansas City, MO*



**Deena Zimmerman**  
*Chicago, IL*



**Missy Stagers**  
*San Antonio, TX*



**Todd Hardy**  
*Scottsdale, AZ*



**Ted Dawson**  
*Jackson Hole, WY*

*The groups' purpose is to discuss the Main Points of the D.A.N.G.E.R. report and then hear thoughts from the entire group about things we should be doing now to prepare for the future.*

## Generational Marketing and Selling

**Moderator: Diana Bull**, Santa Barbara, Chair, 2016 NAR Liaison Law & Policy

*Panelists:*

**Staci Caplan**, Santa Barbara, 2016 CAR Legislative Chair

**Gail Hartnett**, Boise, Former President of the NAR's Women's Council

**Kerri Hartnett**, Portland, Principle KW Broker in Oregon

**Leslie Rouda Smith**, Dallas, Chair of the Texas Association of REALTORS®

**Kristin Smith**, Dallas, YPN Leader and REALTOR® of the YEAR

**Cindy Bulla**, Amarillo, Candidate for Treasurer of the TAR

**Cristine White**, Amarillo, New Construction Owner/Rep

**Terry Wunderlich**, Napa, CAR Honorary Director for Life

**Chris Wunderlich**, Napa, 2015 Napa Valley REALTOR® of the Year



**Diana Bull**  
*Santa Barbara, CA*



**Staci Caplan**  
*Santa Barbara, CA*



**Gail Hartnett**  
*Boise, ID*



**Kerr Hartnett**  
*Portland, OR*



**Leslie Rouda Smith**  
*Dallas, TX*



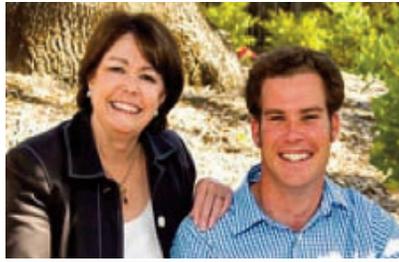
**Kristin Smith**  
*Dallas, TX*



**Cindy Bulla**  
*Amarillo, TX*



**Cristine White**  
*Amarillo, TX*



**Terry and Chris Wunderlich**  
*Napa Valley, CA*

## Other Presenters

### Defining Moments

**Ken Libby**, Stowe, 2016 President of the Vermont Association of REALTORS®



**Ken Libby**  
*Stowe, VT*

## Embrace and Connect Programs

**Carl Bosse**, *Green Valley*, Chair, President of AREA  
**Suzanne Cooper**, *Ridgewood*, Sr. Vice President AREA  
**Hans Hansson**, *San Francisco*, President Trade Addresses  
**Jim Osgood**, *Seattle*, Vice President Trade Addresses



**Carl Bosse**  
*Green Valley, AZ*



**Suzanne Cooper**  
*Ridgewood, NJ*



**Hans Hansson**  
*San Francisco, CA*



**Jim Osgood**  
*Seattle, WA*

## Additional List of Attendees



**France Addington Lee**  
*Denver, CO*



**Elizabeth Allardice**  
*Raleigh, NC*



**Terry Anderson**  
*Chicago, IL*



**Dennis Badagliacco**  
*Silicon Valley, CA*



**Deborah Baisden**  
*Virginia Beach, VA*



**Barbara Bardach**  
*Tucson, AZ*



**Sharon Bowler**  
*The Island Empire, CA*



**Betsy Bradley**  
*Vail, CO*



**Don Bullock**  
*Orlando, FL*



**Katy Bullock**  
*Ponce Inlet, FL*



**Eileen Francisco**  
*Malibu, CA*



**Eileen Burns**  
*Fort Lauderdale, FL*



**Mark Casey**  
*Boulder, Denver, CO*



**Sharon Cohan**  
*Naples, FL*



**Meri Crandall**  
*Utah-at-Large*



**Russ Crandall**  
*St. George, UT*



**Miriam Dunn**  
*Scarsdale, NY*



**Steve Goddard**  
*Manhattan Beach, CA*



**Wes Graham**  
*Clovis, NM*



**BJ Harris**  
*St. John US Virgin Islands*



**Sonja Huntsman**  
*Sun Valley, CA*



**Linda Neil**  
*Mexico-at-Large*



**Keith Kelley**  
*Las Vegas, NV*



**Patti Kelley**  
*Las Vegas, NV*



**Bunny Libby**  
*Stowe, VT*



**Kaki Lybbert**  
*Denton, TX*



**Joan Mantecon**  
*Stinson Beach, CA*



**Tammy Newland**  
*Los Alamitos, CA*



**Audrey Novoa**  
*New York City*



**Peter Patout**  
*New Orleans, LA*



**Pat Pipkin**  
*Santa Fe, NM*



**Marcia Price**  
*Boston, MA*



**Jeanne Radsick**  
*Bakersfield, CA*



**Heidi Rickerd Rizzo**  
*Marin County-Sonoma, CA*



**Doreen Roberts**  
*Fremont, CA*



**Craig and Kathryn Sanford**  
*Paradise Valley, AZ*



**Phil Schaefer**  
*Tustin, CA*



**Brian Smith**  
*Dallas, TX*



**Jeremy Starr**  
*Eugene, OR*



**Hagan Stone**  
*Nashville, TN*



**Trinkie Watson**  
*Lake Tahoe, CA*



**Judy Zeigler**  
*Palm Desert, CA*

## 2016 National Heritage Award Winners



Dunleith – Natchez Mansion  
Historic B&B Residence



The Chauvet – Glenn Ellen  
Converted Hotel



Stone House – Sahuarita, AZ  
Residential Community



The Nixon Mansion – Reno  
Private Residence

## The 2016 National Heritage Awards

### Preserve and Protect



Todd Hardy

The **2016 National Heritage Awards** will be presented at the AREA Retreat during the Gala Dinner on Tuesday evening, April 19th. Making the presentation will be **Todd Hardy, Senior Economic Development Advisor, Office of Knowledge Enterprise Development Arizona State University, Tempe, Arizona.**

An attorney, he is well regarded nationally as championing through the courts the early stages of satellite television reception issues making it possible for Direct TV and Dish etc. to exist. Today Hardy leads the OKED Economic Development unit at SkySong, the ASU Scottsdale Innovation Center, where he is also responsible for the development of real estate assets that advance the missions of ASU, as the vice president of assets for the ASU Foundation. That additional role includes the direction of strategic planning for the development of SkySong, a 1.2-million-SF Class "A" office development built to promote economic development and corporate collaboration with ASU.

## The Jeanne Radsick "Sherlock Holmes" Let's Make A Difference!



**Jeanne Radsick**  
Bakersfield, California  
jeanne@radsick.com  
661-319-6555

Our monthly contest is designed to match members with something in their background. If you play and send your list to [carl@areamericas.com](mailto:carl@areamericas.com) You will be placed in a pool for a special drawing at the end of the year.

### The Answers to Last Month's Contest | March

**Terry Anderson**  
**Deborah Baisden**  
**Carlos Gutierrez**  
**Michael DiMella**  
**B. J. Harris**  
**Sue Jordan**  
**Joan Mantecon**  
**Bert Meadows**  
**Kenny Parcell**  
**Marsha Price**  
**Missy Stagers**  
**Judy Zeigler**

1. Cubs Fan
2. Former Museum Curator
3. Speaks four languages
4. Recently forgot where he parked the car
5. Captain of her own ship
6. Spent time on Alcatraz
7. California Surfer Girl
8. Certified Dive Master
9. BYU Defensive Back
10. Scientist in her spare time
11. U.S. Navy Sleuth
12. She was REALTOR® of the year

### MATCH THE NUMBER TO THE PERSON – EMAIL YOURS TO CARL

#### Contest 3 | April

**France Addington-Lee**  
**Colleen Badagliacco**  
**Don Bullock**  
**Mark Casey**  
**Patti Fitzgerald**  
**Patti Lawton**  
**Jane Woolley**  
**Sarah Woelfle**  
**Vince Malta**  
**Heidi Rickerd Rizzo**  
**Hagan Stone**  
**Brian Smith**

1. DANGER Report Chair
2. Often mistaken for a News Anchor
3. Named after an Mediterranean Country
4. Tired looking 34 year old
5. Travels Incognito
6. His Star is Bright
7. Celebrated his 73rd by not parachuting
8. The Exchange Guy
9. Wounded Warrior Supporter
10. Chinese Checker
11. Loves Lobster
12. Bay Area Commercial

As Penance, this one is purposely hard because, unfortunately, no one got all 12 correct last month. So the prize, like the Power Ball is simply rolled over until next month. Persons who entered the contest are in the year-end drawing automatically.

And if you don't believe we give out cool awards, check out below the photo **Ken Libby** sent of his new Lamborghini, which he won last year by making a correct guess that many others also got, only to arrive too late since we could only afford one. Tax payment was included in the prize.



Ken Libby's Lamborghini. Photo by Theresa Merelman



## 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**, Vice Chair of the Committee.

### **Dennis Badagliacco**

*San Jose, California*  
dennisb@legacyrea.com  
408-218-1800

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**His column returns in May.**