



# AREA

## ASSOCIATED REALTY OF THE AMERICAS

[www.areamericas.com](http://www.areamericas.com)

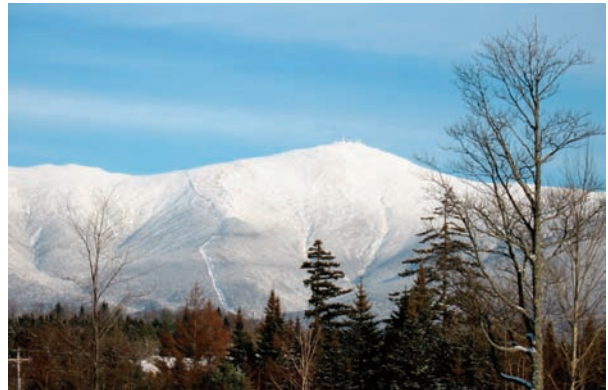
August 2015 Newsletter



**Diana Bull, Chair**  
 AREA Liaison Committee  
 Santa Barbara, California  
[dianabull@earthlink.net](mailto:dianabull@earthlink.net)  
 805-689-2855

### Comments by Diana Bull

I am very excited to see the great planning taking place relative to the post **Retreat** trip being managed by **Trinkie Watson** (Lake Tahoe). It really sounds like a great time as the first day's event will feature great scenery, a trip to Mount Washington, a tour of Breton Woods, New Hampshire, where in 1944 the IMF was founded. This will be followed by a train ride powered by a steam engine right up to the top of the Mountain, which is well known for its many and dramatic weather events occurring almost daily. So, read on and see what else Trinkie and her planning elves have in store. See you in Stowe next month.



*A view of Mount Washington from Breton Woods.*



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# The AREA Retreat at Stowe Mountain Lodge

FRIDAY, SEPTEMBER 11, 4PM --

Registration & Reception - Finger Food and no-Host Cocktails

## Co-Chairs 2015 AREA Retreat



*Hostess*  
**Bunny Libby**  
*Stowe, VT*



*Host*  
**Ken Libby**  
*Stowe, VT*

## Mistress of Ceremonies



**Jo Kenney**  
*Atlanta, GA*  
Former National President of the  
Women's Council

SATURDAY, SEPTEMBER 12

9:00 Welcome by Bunny and Ken Libby

9:10 Comments by Diana Bull and Introduction of Suzanne Cooper

9:25 Panel 1

## The True Meaning of Leadership *"The Troops Eat First"*

Team Leader: Ron Phipps

Pat Ohmberger, Sherri Meadows, Gail Hartnett, Leslie Rouda Smith, Diana Bull, Jo Kenney



**Ron Phipps**  
Greenwich, RI  
Past NAR President



**Pat Ohmberger**  
Lincoln, NE  
Past President  
Nebraska AOR



**Sherri Meadows**  
Ocala, FL  
Past President FAR



**Gail Hartnett**  
Boise, ID  
Past President WCR



**Leslie Rouda Smith**  
Dallas, TX  
2016 Chair TAR



**Diana Bull**  
Santa Barbara, CA  
Past President CAR

10:35 Break

10:45 Panel 2

## Ethics *"When the going gets tough, what do you do?"*

Team Leader: George Harvey, Jr.

Hagan Stone, Miriam Dunn, Sarah Woelfle, Pat Pipkin, Kinnaird Fox, Terry Anderson, Sharon Bowler



**George Harvey, Jr.**  
Telluride, CO



**Hagan Stone**  
Nashville, TN



**Miriam Dunn**  
Scarsdale, NY



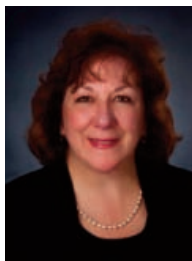
**Sarah Woelfle**  
Aspen, CO



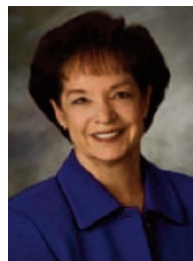
**Pat Pipkin**  
Santa Fe, NM



**Kinnaird Fox**  
New York City, NY



**Terry Anderson**  
Glenview, IL



**Sharon Bowler**  
Chino Hills, CA

11:50 **Lunch - Members and Guests Opening Lunch**

1:00 **Panel 3**

## Best Practices *"All about things that often work, but are not that easy to do!"*

Team Leader: **Kaki Lybbert**

**Doug Azarian, France Addington Lee, Trinkie Watson, Patti Lawton,  
Ellen Francisco, Cindi Bulla, John Smaby, Jim Lee, Tiffany Curry**



**Kaki Lybbert**  
*Denton, TX*



**Doug Azarian**  
*Cape Cod, MA*



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



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



**Patti Lawton**  
*Brunswick, ME*



**Ellen Francisco**  
*Malibu, CA*



**Cindi Bulla**  
*Denton, TX*



**John Smaby**  
*Edina, MN*



**Jim Lee**  
*Portsmouth, NH*



**Tiffany Curry**  
*Houston, TX*

2:15 **Panel 4**

## Improve Your Marketing Skills *"Veni Vidi Vici"*

Team Leader: **Ryan Asao**

**Tammy Newland-Shishido, Gabriel Rojas, Dana Harris, Marsha Price, Rod Woelfle,  
JoAnne Poole, Ann Cummings**



**Ryan Asao**  
*Monrovia, CA*



**Tammy Newland-Shishido**  
*Los Alamitos, CA*



**Gabriel Rojas**  
*San Francisco, CA*



**Dana Harris**  
*Del Mar, CA*



**Marsha Price**  
*Boston, MA*



**Rod Woelfle**  
*Aspen, CO*



**JoAnne Poole**  
*Baltimore, MD,*



**Ann Cummings**  
*Portsmouth, NH*

**3:30 Panel 5**

**A Team Approach to Making Money**  
*Open Discussion*

*Team:* **Don Bullock, Carl Bosse, Jo Kenney**



**Don Bullock**  
*Orlando, FL*



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



**Jo Kenney**  
*Atlanta, GA*

**4:45 Break**

**5:45 Gathering Hosted Cocktails and Finger Food**

**7:30 Concert Featuring...**

**SUNDAY, SEPTEMBER 13**

**9:00 Comments and Welcome by Jo Kenney**

9:15      **Panel 6**

## Listen, React, Respond

*"These are all residential people, I am a commercial agent!"*

Team Leader: **Audrey Novoa**

**Hans Hansson, Ken Libby, Simon Pedersen, Eileen Burns, Jay West, Bert Meadows**



**Audrey Novoa**  
*New York City, NY*



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



**Ken Libby**  
*Stowe, VA*  
Liaison Vice-Chair



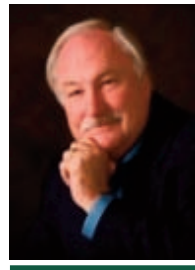
**Simon Pedersen**  
*Seattle, WA*



**Eileen Burns**  
*Fort Lauderdale-  
Miami, FL*



**Jay West**  
*Cabo San Lucas, BC*



**Bert Meadows**  
*Ocala, FL*

10:30      **Panel 7**

## Using AREA to Improve Your Business

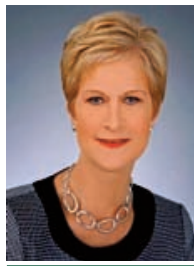
*"Small, wired, inclusive, thoughtful, unconventional!"*

Team Leader: **Diana Bull**

**Suzanne Cooper, Gail Hartnett, Terry Wunderlich, Tara Hearn, Elizabeth Allardice, Bonnie Smith, Loretta Arthur**



**Diana Bull**  
*Santa Barbara, CA*  
Liaison Chair



**Suzanne Cooper**  
*Ridgewood, NJ*



**Gail Hartnett**  
*Boise, ID*



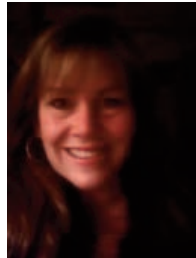
**Terry Wunderlich**  
*Napa, CA*



**Tara Hearn**  
*Victoria, BC*



**Elizabeth Allardice**  
*Raleigh, NC*



**Bonnie Smith**  
*Breckenridge, CO*



**Loretta Arthur**  
*Dayton Beach, FL*

- 11:45      **Adjourn**  
12:00      **Bus Departs**  
12:30      **Lunch at the Trapp Family Farm**  
2:45      **Tour of the Trapp Family Brewery**  
3:45      **Bus Departs**  
4:15      **Arrive at Stowe Mountain Lodge**  
6:00      **Cocktail Reception**  
7:15      **Banquet and Awards - Carl Bosse and Suzanne Cooper**

### **Additional Member Attendees You Will Get to Know**

**Judy Clark Monroe, Jim Monroe, Kristen Smith, Brian Smith, Peter Patout, Betsy Bradley, Gary Brasher**



**Judy Clark Monroe**  
*Plano, TX*



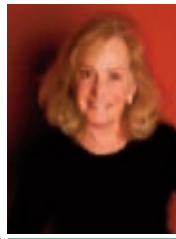
**Jim Monroe**  
*Plano, TX*



**Brian Smith**  
*Dallas, TX*



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



**Betsy Bradley**  
*Vail, CO*  
Combo



**Gary Brasher**  
*Tubac, AZ*  
Combo

## Welcome AREA's Newest Members



### **Tray Bates, CCIM, SIOR, CIPS**

*Houston, Texas*

Owner/Broker

Bates Commercial LLC

tray@batescommercial.com

361-434-0036

Tray heads up this third generation old Corpus Christi firm. His father, William (Bill) Bates, is known for many good reasons, among which is that he helped establish the Corpus Christi Botanicals Gardens. His grandfather, W. L. Bates was a major influence in establishing Corpus Christi and the Coastal Bend region as a major industrial center. Tray carries on the legacy with zest and competency and is widely recognized as being one of the most skilled commercial brokers in Texas.



### **Judith Bundschuh, CPA**

*Austin, Texas*

Broker/Owner Catalyst Realty

judith@catalystrealtytx.com

512-306-7325

Judith has lived in Austin for nearly 20 years and is the holder of both Accounting and Economics degrees from the University of Texas at Austin and is a Certified Public Accountant. She has been a REALTOR® for the past 12 years and also has extensive experience in mortgage lending. Her commitment to real estate extends beyond her personal business as she is a very active volunteer leader in the Austin and Texas Boards of REALTORS®, having served as Chairman of the Board of the Austin chapter in 2011. She was the 2014 recipient of the REALTOR® of the Year award given by the Austin Board of REALTORS®. In addition she is a strong advocate for private property rights through the Texas Real Estate Political Action Committee (TREPAC).



### **Christian Zarif**

*Kansas City, Kansas*

The Bowers Home Team

christian@kansascityhomes.com

913-661-2395

Christian Zarif was named 2012 REALTOR® of the Year by the Kansas City Regional Association of REALTORS®. Over the past 5 years, she has served on many industry-focused committees and task forces, including a past seat on the KAR Board of Directors and a chair on the current KCRAR Board of Directors and Executive Committee. In addition, she has served the Kansas City Regional Association of Realtors Board of Directors 2012-2014 (elected position); Chairperson and founder of the Kansas City Young Professionals Network (Real Estate Industry Professionals) 2011-2012; served as a Board of Director for the Kansas Association of Realtors® 2008-2011; recognized in 2008 as the KCRAR Newcomer of the Year. Christian has also served on many committees and task forces for the local (KCRAR) and state (KAR) associations. Christian is a graduate of the University of Kansas, with a degree in Journalism/Advertising. She was also a member of the KU Swimming and Diving teams.

## The Jeanne Radsick "Sherlock Holmes" Deductive Reasoning Test



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

**Jeanne** is AREA's representative in *Bakersfield, California* and an aficionado of Sherlock Holmes. Last month she floated a picture of three charming ladies asking the question of Whom, Where, and When? We couldn't fool **Hans Hansson** who immediately recognized his San Francisco high school chum; **B. J. Harris**, of the *U.S. Virgin Islands*, as she participated along with **Sarah Woelfle** (Aspen) and **Trinkie Watson** (Lake Tahoe) in a panel discussion to determine the world's finest vacation spot during the **2011 AREA Retreat** held in San Antonio, Texas. The debate, which went on for 16 hours, ended in a three-way tie, with Bakersfield, California finally being named the compromise winner.



Only one person in this photo is not a member or related to a member of AREA. Can you I.D. that person? When and where was this photo taken? (Oh, the lady with the dark glasses in the red ... bonus points awarded if you can I.D. her. Hint, her last movie was mystery about a blind Parisian art dealer.)

## To Preserve and Protect



**Terry Anderson**  
Glenview, Illinois  
terryandersonhomes@gmail.com  
847-510-5015

### THE FIRST ANNUAL: THE GROVE CRAFT BEER & WINE FESTIVAL

Chaired by **Terry Anderson**, AREA's residential member in Chicagoland

Each and every member of AREA makes a difference and we are very proud to be affiliated with one another because we know we are not only among the finest real estate professionals, we know that each member really cares about the important things in life.

In 1976, after a contentious battle with real estate developers, an organization, The Grove Heritage Association, came into being to preserve and protect a very special and historic property in Glenview, Illinois.

The Grove National Historic Landmark is a 143 acre Illinois Nature Preserve and public museum owned and operated by the Glenview Park District. Home to visionary horticulturalist and educator, Dr. John Kennecott, who settled on this land in 1836, and son Robert, a noted naturalist, The Grove was designated a National Historic Landmark by the U.S. Department of the Interior in 1976 and is on the National Registry of Historic Places. It has been a partner with the Illinois Department of Natural Resources; Illinois Nature Preserves Commission, Open Lands, The Smithsonian Institution, The U.S. Fish and Wildlife Service and Chicago Wilderness.

As time has passed this ecological wonder has served to teach children and adults of all ages about the heritage of the Illinois prairie and the vital role it plays in balancing nature. Recently, it was determined that new sources of funding needed to be secured do to the downsizing of government funding in such projects.

This article is a salute to AREA member, Terry Anderson, who, working within the Grove Heritage Association, was the 2015 chair of the first ever and highly successful "The Grove Craft Beer and Wine Festival" held this past July 17th just north of Chicago, in beautiful Glenview. Our sincerest congratulations!





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

# A Look on the Legal Side

with Dennis Badagliacco

**Dennis** reminds us that he is not an attorney. "I work for a living". He is one of two members of AREA honored to be serving on the NAR Legal Action Committee, the other being **Diana Bull**.

**Here are a three legal issues of importance to AREA members:**

**1. The Bararsani v. Coldwell Banker has reportedly settled out of court.**

This is one of the lead independent contractor vs employee cases. The apparent reason the settlement is Bararsani was a Commercial Agent, not a Residential Agent. The plaintiff did not feel the class action would stand up for such a small class. Stay tuned for more cases on the issue.

**2. Great News!**

GeoAssurance's case regarding fee payments for services ordered by brokers has settled.

**3. Bad News**

The City of San Jose case requiring builders to provide low income housing in any project has been decided in favor of the City of San Jose. There is some talk of a run to the US Supreme Court. Builders are forced to provide low income housing and pass the costs on to the buyers of all the other homes.