



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.

FEBRUARY 2017 NEWSLETTER

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

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Gail Hartnett , Boise	Ken Libby , Stowe
Ron Phipps , East Greenwich	Craig Sanford , Phoenix

Comments from Diana Bull



Diana Bull, Chair
Chair, Advisory Board
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We hit the ground running this past month and have much still to do in a short time period, prior to the **2017 Retreat in Santa Barbara** the week of June 20th. First, **Gail** and her **Membership team** working in concert with **Seth Task**, **Leigh Brown**, **Judy Zeigler**, **Jeanne Radsick** and **Ken Libby**, among others, has recruited a total of ten new, awesome, members representing five different teams in *Ohio, Massachusetts, California*

and *South Carolina*. Way to go, team! And, some special thanks for the indefatigable **Gail Hartnett** for heading up that Committee. And, **Jo Kenney** reports that **we have landed the incredible home inspection firm of Pillar to Post as Silver Sponsor for the 2017 Retreat.**

The **Finance Committee** of the Advisory Board believes that keeping both annual dues and retreat fees static is an important goal. And so, to begin working along-side the **Sponsorship Committee**, it would like to add a new category called the **Affiliate Committee** to be chaired by **Mark Casey** of *Boulder/Denver*. While there is a distinction between the two, there is one very common element, which is to raise funds for operations as we move forward without hitting up the

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Comments (continued)

membership for increases in dues and fees. We need everyone's help and assistance in lining up potential participants in these two categories.

A Sponsor is one who provides funds to support the Retreat because of the exposure they can receive in doing so. This could be anyone but the base premise of their participation revolves around the Retreat and other promotional opportunities, which may be provided from time to time. Could be a home builder, a sign company, a home inspection company etc.

An Affiliate, on the other hand, is one, who after taking a look at who actually makes up the substance of AREA will come to realize that this is a group where having some influence through an affiliation can bring greater rewards than just those derived by a single sponsorship. For instance, is there not a hotel chain, car rental firm, airline, title company who can be shown that

the real reach of AREA goes well beyond an individual's membership. It actually seeps through to open the window of so many other opportunities simply by virtue of the travel habits of the group, which are more than significant. Outside of travel, a savvy national homebuilder, if properly addressed, cannot help but see the underlying potentially huge benefits involved in becoming an affiliate.

So, this is a shot across the bow. We are going to ask each of you to consider yourself as a de facto member of both these committees and ask your help in helping us get these committees off the ground. For more information please feel free to contact **Jo Kenney, who chairs the Sponsorship program jo@jokenney.com and Mark Casey, the Affiliate chair Mark@TenantWisdom.com .**

Please Welcome Our Newest Members

The ART Team, Columbia, South Carolina



Bradley Allen
Columbia, South Carolina
Broker/Owner The Art Team
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After becoming a REALTOR®, He teamed up with partner, Mary Lane Sloan, to form The ART of Real Estate with the idea that one agent cannot be productive in real estate and give the level of service that the client deserves. Out of the formation of this idea, paired with hard work and ingenuity, we began to expand our team, keeping in mind that quality must equal quantity. Through the development of a strong, diversified team that includes a Listing Coordinator, Closing Coordinator, Client Care Coordinator, Videographer, Photographer and a Lead Coordinator, that helps their agents maintain the customer service clients deserve while selling a high volume of homes. "Maybe it was my years of working in customer service combined with my drive to always learn and master innovation that has allowed me to stay one step ahead of the competition. I use hard work and determination to find new ways to integrate technology with competitive sales tactics to drive the modern real estate industry of the future," said Brad, who has come highly recommended by Leigh Brown.

Accolades and Awards: South Carolina Housing Finance and Development Authority – Commissioner (Governor Appointed and Senate Confirmed Position) 2013; Realtor Magazine, 30 under 30; Consolidated Multiple Listing Service – Vice President; South Carolina CRS – Leadership Chair 2017; CRS Magazine Peer to Peer Spotlight June/July 2016; South Carolina Association of Realtors – Parliamentarian 2017; Downtown Presbyterian Church – Clerk of Session; Agent Mentorships panel speaker – Inman Connect New York 2017; Emerging Technologies panel speaker – National Association of REALTORS® Broker Summit.

Our New Members (continued)



Mary Lane Sloan
Columbia, South Carolina
 Associate/Owner The Art Team
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 803-760-9106

As co-owner of The ART of Real Estate, Mary Lane has the unique pleasure of working alongside like-minded professionals who all share in the common goal of bettering the real estate experience. Together their commitment to provide a full-service experience that strives to exceed the expectations of the customers they serve while positively impacting the Midlands communities. Mary Lane loves living in Columbia, and she is passionate about community service and community involvement. She is a member of the National Association of REALTORS®, several local organizations, such as The Columbia Junior League, Presbyterian College Young Alumni Board, The USC Dance Board, The Midlands Homelessness Coalition, and has served on launch team responsible for founding several local churches. In her free time, Mary Lane enjoys cooking, exercising, spending time with her family and friends, being outdoors, and of course, watching the Gamecocks play football.



Donna O. Smith
Greenville, South Carolina
 Broker in-Charge
 C Dan Joyner REALTORS®
 Berkshire Hathaway Home Services
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 864-288-4048

Donna O. Smith has enjoyed a life of real estate for almost 40 years. Through those years of service I have focused mainly on residential sales with an in-depth knowledge of new construction and development. Having amassed 21 years of sales and have served the last 20 years as a Broker in Charge for C. Dan Joyner, REALTORS®, her role is to help people discover their belief bounties and achieve their goals in the life of real estate.

She has served as **President of our local association and state association**; a **director for the National Association of REALTORS®** and on the **National Association of REALTORS® Executive Committee**. She has been honored by her local association as REALTOR® of the Year in 1997 and 2013 and by the state association in 2006. She has testified before Congress on the importance of National Flood Insurance.



Derek Sprague
Bakersfield, California
 Vice President of Sprague
 Real Estate Group
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 661-846-2203

Derek is a commercial real estate broker focusing on sales and leasing of real property investments across California's Central Valley. He has earned the Certified Commercial Investment Member (CCIM) designation, which is generally awarded to recognized experts who have demonstrated their proficiency of the commercial and investment real estate industry. Derek has advanced his passion for real estate by representing the industry on boards and committees at a local, state, and national level as part of his commitment to his affiliation with the National Association of REALTORS®.

He was **REALTOR Magazine's 30 Under 30 Honoree, Class of 2015**, **National Association of REALTORS® 2016 REALTOR of the Year**, **Bakersfield Association of REALTORS®**.

Education: Bachelor of Science in Business Administration-Marketing
 2007 California State University Bakersfield.

Affiliations: National Association of REALTORS, Member California Association of REALTORS®.

Our New Members (continued)



Gloria Cannon

Columbus, Ohio

Berkshire Hathaway Home Services
Columbus Grandview
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614-419-2623



Cole Cannon

Columbus, Ohio

Berkshire Hathaway Home Services
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Peter Kopf

Cincinnati, Ohio

Co-Owner President
Kopf Hunter Haas REALTORS®
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Heather Kopf

Cincinnati, Ohio

Co-Owner
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Team Cannon, Columbus, Ohio

Residential Realtor with business partner and son Cole Cannon.

Central Ohio born and raised – First generation American, parents fled communist Cuba. Fluent in Spanish. 2016 Columbus Realtor of the Year; 2016 Ohio Realtor of the Year; 2013 NARLA Graduate. Co-Founded Ohio Association of Realtors Leadership Academy which just graduated its first class! This is a member driven initiative and is completely run by the advisory board of which she is chair. NAR RPAC Supporter Serve on Major Investor Council (Ohio) strong believer in protecting Private Property Rights

In 2014 Gloria won "Last Realtor Standing" sponsored by WCR – got to perform stand up at the local Funny Bone in front of a packed house!

Past Vice President of Professional Development for her company where she loves to train!

Team Kopf, Kopf Hunter Haas Realtors® Cincinnati, Ohio

Pete & Heather Kopf are Owners of Kopf Hunter Haas Realtors® featuring 20 full time Realtors® and 4 staff members. A unique factor of Kopf Hunter Haas Realtors® is a collaborative working relationship where all agents work as partners. Six Partners of Kopf Hunter Haas Realtors® have served as Directors of the Cincinnati Area Board of Realtors (CABR) including Pete Kopf, President of the Ohio Association of Realtors for 2017.

Pete is a third-generation Realtor® and is proud to of his consistent ranking as one of the top performing Realtors® in the Cincinnati Marketplace. Pete is actively involved in his community and is a co-founder of the Cincinnati Golfers for Charity (CGC). CGC has raised over 1.1 Million dollars for local children's charities since its inception in 2008.

Heather has been licensed since 2003 and was recently recognized to be in the top 5% in sales production of all Greater Cincinnati Realtors®. Additionally, Heather is actively involved in the CABR's Realtors® with Heart Committee, which promotes heart safety in the Greater Cincinnati Community through CPR & AED Training, AED placement and advocacy. Heather is also an active Board member of the local chapter of the Arthritis Foundation, promoting awareness and funding for programs that impact children who suffer from Juvenile Arthritis.

Pete & Heather reside in the Hyde Park community of Cincinnati and are **most proud of their three children: Georgia, Gus & Lilee.**

Our New Members (continued)



Annie Blatz CRB, CRS, CIPS, ABRM,
RSPS, GREEN, AHWD
Cape Cod, Massachusetts
Kinlin Grover Real Estate
Branch Sales Manager
Designated Broker
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508-896-4387

Team Blatz, Cape Cod, Massachusetts

2016 President – Massachusetts Association of REALTORS®

Cape Cod, Massachusetts has been home to **Annie Blatz** for over 4 decades. Drawn to the Cape by the lifestyle, artistic community, and beautiful natural resources, she chose this area as a remarkable place to raise a family. She became a REALTOR® and has been in management with Kinlin Grover Real Estate for many years. In 1985 and has served as President of Cape Cod and Islands Association in 2006-7, and President of the Massachusetts Association of REALTORS® in 2016, as well as serving on many committees and the Board of Directors at the National Association of REALTORS®.

As a family, she, Peter and the kids have also enjoyed attending Cape Cod Baseball League games. They opened their home to house baseball players from this league for many years and watched aspiring college athletes rise to play in the major leagues.

One of Annie's passions is bringing diversity to her community and to her profession. She is a proud member of the Asian Real Estate Associates of America, the National Association of Real Estate Brokers, the National Association of Hispanic Real Estate Professionals, and the National Association of Gay and Lesbian Real Estate Professionals.



Peter Blatz CRS, ABR, GRI, RSPS
Cape Cod, Massachusetts
Kinlin Grover Real Estate
Associate
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Peter, formerly a building contractor and a Brewster resident since 1972, is a Certified Residential Specialist (CRS) and has been a Realtor since 1990. He has attained real estate designations of Accredited Buyer Representative (ABR), Graduate Realtor Institute (GRI), and (RSPS) Resort and Second Home Property Specialist.

He has enjoyed participating in Habitat for Humanity builds, including a week-long project in post-Katrina Alabama with the Massachusetts Association of REALTORS®.

His love of sports brought him to involvement in the Cape Cod Baseball League – the premier college summer baseball venue for the brightest rising stars of baseball. He has served his local team – the Brewster Whitecaps – as well as the League for many years. In addition, he and his wife, Annie, have provided a home for players with the team for numerous summers.

Photography is Peter's avocation and he is especially active in photographing birds and flowers in the exceptional environment on Cape Cod and sharing them on line and in social media. And he has an impressive collection of sunrise and tropical flower photographs taken on their frequent Bermuda trips.

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
Member Registration Fee \$395



[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.



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, made the following presentation about current legal considerations facing the NAR:

His column returns in March.

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The Jeanne Radsick "Sherlock Holmes" "She is well known for seeing things that others may miss"



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What is the truth!

Again this month, I am asking each of you to send me three things about you, two of which are true and one, of which is false.

Last month's contest showcased **Judith Bundschuh, Hagan Stone, Sonya Huntsman, Shad Bogany** and **Paula Kesner**. Each told two things about themselves that were true and then a giant false hood. Here now is the truth! But, before we share that information with you, sadly, no one was able to make a perfect score. Our winner of this month's contest is **Patti Lawton** of *Brunswick, Maine*. Thanks to all who played. Remember it's not who won or lost, but that you played the game. And now the fun!



Judith Bundschuh, (Austin) we learned, while she was never the star of an advertising program for home-builder; once, during her 20 years in the real estate business, was handcuffed and interrogated by the police, for over an hour.

This occurred while she was in the process of driving customers to show them a home; when she was suddenly pulled over by a very aggressive police office, who had mistaken her for a 450 pound female of Filipino decent, wanted for robbery. Judith calmly talked the overly aggressive officer back to reality and ended up closing a sale. True story, folks!



Hagan Stone, (Nashville) is very much a thrill-seeking sky diving, hand gliding, hiker in the American Southwest, who, indeed, has represented 20 Grammy Award winning clients during his 20-year career and never

was a runner up to Justin Timberlake for a role on the Mickey Mouse Club. Catch him occasionally on the Discovery Channel if you can bear to watch him jump off a cliff into the abyss.



Sonja Huntsman, (Sun Valley) while scuba diving over 200 times and being on the US Olympic Ski Team, fibbed about being born in Jacksonville. There is a rumor, though, that she was actually born on the planet Krypton. She

refused to give that any credence, laughing it off just as she left

our interview and jumped over a tall building. However, we did look at the employee register of the Daily Planet and found a reporter; A. Huntsman had once worked there. Coincidence? We do not speculate in this column. What do you think?



Shad Bogany, (Houston) of course Shad was, for 16 consecutive years, ERA's number One Selling Agent in Houston and, yes, twice he was All-Texas, in that regard. Just ask the 2017 by Houston Black Real Estate Association Branch of the National Association of Real Estate Brokers, whom they just named their 2016 Realist of the Year! And, he does have a collection of 800 or so toy soldiers from the Crusades to Desert Storm. But his baseball career, sadly, never got off the ground by, what his mother might say, was anything but a lack of talent.

our interview and jumped over a tall building. However, we did look at the employee register of the Daily Planet and found a reporter; A. Huntsman had once worked there. Coincidence? We do not speculate in this column. What do you think?



Paula Kesner, (El Paso) was never the West Texas Rodeo Queen, although she is still hopeful that may someday occur. She was, though, one of eleven children accounting for the fact that during her senior year in high school she was Student

Council President, editor of the School Newspaper and marched in the band while wearing her cheer leading costume at half time of the football games. She, modestly failed to mention that she also collected tickets, cleaned up the stands after the games and helped manage the parking lot prior to game time, all the while overseeing operations of the concession stands. There is more but we have run out of column space.

The Jeanne Radsick "Sherlock Holmes" (continued)

The February Contestants Are...



Ken Libby
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 802-253-8484

1. I was the winning pitcher in a 3-1 win against the Boston Red Sox retired all stars.
2. I spent a few hours in 1991 with Jason Patric & Julia Roberts giving them a tour of Stowe and visiting at their home.
3. I ski, golf, play tennis & etc. but my best sport is sky diving!!



Jay West
Cabo San Lucas, BCS
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 855-877-2226

1. I had lunch with Paul McCartney during his third U.S. Tour.
2. While living and studying in Berlin, I saw both President Kennedy and Premier Khrushchev in person as they delivered what would become historic speeches.
3. In China during the 1980's, I worked in the development of a computer hard drive factory and a 16,000-acre cattle ranch.



Cindi Bulla
Amarillo, Texas
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 806-322-4663

1. Before selling real estate, I sold farm equipment.
2. I once went pheasant hunting with Texas Governor Ann Richards.
3. I was a stock drag race driver in the '70's.



Sharon Cohan
Naples, Florida
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 239-370-2323

1. I am an real estate instructor in Florida who will be teaching the CE course for agents and brokers of Florida real estate on a cruise ship in April and December.
2. I was a respiratory therapist.
3. I was the film star in a privately produced movie film.



Elizabeth Allardice
Raleigh, North Carolina
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 919-624-3423

1. It's official, I just got my entry confirmed and will be competing in the Iron Man this year!
2. I am the chairwoman for a philanthropic group raising money for research at Duke University Medical, Department of Anesthesiology.
3. I have three wonderful daughters, all accomplished musicians. One will be performing soon with the Boston Philharmonic.

Truth or Not?

Statement 1. Statement 2. Statement 3.

Ken	Yes No	Yes No	Yes No
Jay	Yes No	Yes No	Yes No
Cindi	Yes No	Yes No	Yes No
Sharon	Yes No	Yes No	Yes No
Elizabeth	Yes No	Yes No	Yes No

Please send your ballot to carl@areamericas.com for processing.