



ASSOCIATED REALTY OF THE AMERICAS

February 2018



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Make Your Reservations
Now to the 2018
AREA RETREAT
May 29 - May 31

Comments by
Leslie Rouda Smith

Welcome
NEW MEMBERS

Dennis Badagliacco
Legal Commentary

AREA RETREAT 2018

You're invited to a real
New England Clambake

Sherlock Holmes
contest



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Leslie Rouda Smith

So many good things are happening to so many members of AREA this year. This is to be expected, especially with the high quality of members we have in our group. Some of us are dealing in markets with an abundance of opportunity, as well as buyers who can sometimes be fickle. We hope to address those situations this coming May at our annual **Retreat**. We look forward to seeing you in Newport, Rhode Island where **Ron** and **Susan Phipps** will host our meetings. Don't forget to sign up for the Clambake. Speaking from experience, it will be worth coming in early to attend.

One of the leading REALTORS[®], **Leigh Thomas Brown** of Charlotte, will chair the meeting. **Hagan Stone** of Nashville, will take over the leadership of the Advisory Board at our annual **Retreat**.

Spring is around the corner. We will see many of you at the NAR Legislative meetings in May. There is a lot to be thankful for and a great deal to look forward this year. Continued best wishes for a great 2018.

Welcome

NEW MEMBERS



Jane Woolley
San Francisco, CA
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415-694-5364

Jane joined Starboard in 2007 with over twenty years experience in the commercial real estate industry. She brings with her skills as leasing director for development company, Grossman Properties, Inc. in Boston, MA; a retail leasing specialist with Hunneman Commercial/Coldwell Banker-Boston; and as an independent consultant to the restaurant and food industry with Restaurant Brokers of America.

Her diversified background has led to successful lease executions with such

national tenants as: Ethan Allen, Talbots, TJ Maxx, Border Books, Staples, Jenny Craig, El Torito, General Foods, Arthur Murray Dance Studios, Andersen Bread and many independent restaurant and retail concepts. Her exclusive relationship with many regional restaurant operators is a specialty she enjoys with great pride. Jane plays an active volunteer advisory role with Foster-A-Dream whose mission is to provide programs and resources for Bay Area foster children and as liaison to Blue Star Moms in the Tri Valley area. She is an active member of the Pleasanton Chapter of National Charity League. Her joys are her two daughters, her husband and the times they all share skiing, golfing, traveling and just being together as life allows!



Nate K. Johnson,
ABR, CIPS, CRS, GRI, SRES
St. Louis, MO
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314-514-9600

Nate is the 2018 President of the Missouri Association of REALTORS[®] and is also President of Real Estate Solutions, a full service commercial & residential real estate brokerage in St. Louis, Missouri. He served as the 2011 President of the St. Louis REALTORS[®]

and chaired several committees. Nate has also served as the President of the St. Louis Association of Real Estate Professionals (SLAREP). On the state level, Nate chaired the Economic Development Council and served as a State Director. In addition to being a National Director, he was appointed to the 2014 Smart Growth Advisory Board by the National Association of REALTORS[®].

Welcome

NEW MEMBERS



Vicki Fullerton
Woodlands, TX
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281-367-3770

Vicki is Immediate Past Chairman of TAR, past president of Houston Board of Realtors, Past Chairman of NAR's Issues Mobility Committee. She is FPC and very connected with Kevin Brady (Chairman of House Ways and Means). Vicki currently sits on NAR's RPAC Disbursements Committee. Vicki is from

Montgomery County and her residence is Woodlands, Texas. She was also past president of the Montgomery County Board of Realtors which later merged with HAR.

Vicki is very involved and will show up at everything. Never a no show.



Chris Bishop
Las Vegas, NV
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Chris, a Las Vegas native, is the President for the Greater Las Vegas Association of REALTORS for 2018. Las Vegas now has almost 15,000 members. Chris is becoming a rising star at not only the NEVADA REALTORS but at NAR and is only 34 years old. He is running for

President Elect of the State Association. Chris partners with his mother Patty Kelley and stepfather, Keith, creating a formidable Las Vegas team second to none. Chris is married and they have a daughter. "My parents loved what they did, and I wanted to follow suit. So glad I did."

A Look on the Legal Side

with Dennis Badagliacco



Dennis Badagliacco
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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 Chair, made the following presentation about current legal considerations facing the NAR.

Staging and potential false advertising. Just a warning to beware that representing something via virtual advertising has inherent risks.

A broker with 13 closings in escrow files bankruptcy. The Judge rules that the escrow checks belong to the bankruptcy court. (Sometimes, you just can't win while losing.)

Yelp is sued to force the disclosure of who gave specific ratings. Their sources remain sacrosanct by ruling of the presiding judge.

A Wine Tasting Room Partnership sells the business, which is later heavily damaged by floods during a catastrophic rain storm. The buyers were unaware this could be an issue. They sold it direct without an agent. The Court rules in favor of the Sellers, as they were not contractors and were not required to fill out a property owner's disclosure. (Several members noted that SPQ's, SPUDS, whatever they are called, are governed by each state, so different may rules may apply. This particular case emanated in California.)

RETREAT UPDATE:

Planning for the 2018 AREA Retreat is underway and we would like any and all who may have an idea of something you would like to see on the agenda to let us know. Just send an email to carl at carl@areamericas.com. The preliminary agenda will be published in April, so please let us know at your earliest convenience.

As of February 20th we have 93 confirmed reservations and several holds. If you have not registered please do so ASAP.



Ron Phipps
Newport, Rhode Island
AREA Retreat Chair



AREA RETREAT 2018
NEWPORT, RHODE ISLAND
MAY 29-31

**LAST DAY
TO BOOK IS
5/8/18**

HERE'S HOW TO MAKE YOUR EVENT PLANS:



EVENT REGISTRATION:

Register with AREA for the Event:
Registration Costs: \$465

TO REGISTER FOR THE EVENT:

Access the AREA Website, in the upper right-hand corner, enter your

Username =

first initial of your first name and entire last name

Password =

last three letters of your last name

Go to **make payment** and **follow directions**.



MAKE HOTEL ACCOMMODATIONS:

Newport Marriott
Special Group Rate: \$249/per night

Click on the button below to make your reservation.

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Rachel.Deschenes@marriott.com

with your confirmation number and she will assist with availability.

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You are cordially invited to attend a New England Clambake Monday, May 28th

[VIEW YOUR PERSONAL INVITATION HERE](#)

Ron and Susan Phipps have organized a genuine **New England Clambake** for Monday, May 28th in Olde Buttonwoods, Warwick Rhode Island (our neighborhood).

Buttonwoods, a peninsula on Greenwich Bay, was established 1871 and modeled after Oak Bluffs on Martha's Vineyard as a beach community.

EJ Ryan is the "Bake Master" and He is also a local Realtor and Appraiser. He will start the bake in the late morning and we would anticipate that it would be cooked and ready to serve about 4PM. It would include all of the elements of a true New England Clambake: lobster, steamers, mussels, potatoes, corn-on-the-cob, sausage, white fish, etc. There is significant capacity for attendees.

EJ is willing to do the bake for \$60 a person. Susan and Ron will provide the place, the beverage, and the warm hospitality. We would need a count of attendees by May 13th.

To register for this event on line through the **MAKE PAYMENT** button on your individual home page.

Your Username: the first initial of your first name and entire last name

Your Password: the last three letters of your last name

Reservations must be made and paid for on or before May 13, 2018.

This event will be held not far from the Providence Airport. Arrangements for overnight accommodations can be made at the Best Western Airport Inn Warwick, R.I. or you may contact the Newport Marriott to check availability that weekend.

Newport Marriott:

25 America's Cup Ave. Newport, RI 02840
Direct: 401-848-6964
Email: rachel.deschenes@marriott.com

Best Western Airport Inn

2138 Post Rd, Warwick, RI 02886
Direct: 401-737-7400

Or, you may find accommodations at a number of close by area hotels, which you can find through Google. As we close in on the event, we offer transportation suggestions from the Providence Airport. If one is flying into Boston, renting a car is suggested.

Keynote SPEAKER

FirstNet's Chair, Sue Swenson to be Keynote Speaker at AREA Retreat



The Board of FirstNet (First Responder Network Authority) made it possible for first responders to communicate with one another in real time and

at any and all disaster following the disaster of 911 where that could not happen. It's Chair, Sue Swenson, will be the keynote speaker.

Sue Swenson's Background:

Sue Swenson brings extensive experience as a telecommunications and technology executive to the FirstNet Board. She has served as CEO and Chair of the Board of Inseego Corp., a leading global provider of SaaS telematics solutions from 2015- 2017 and President and CEO of business software provider Sage North America from 2008-2011. Ms. Swenson also served as COO of T-Mobile USA, President and COO of Leap Wireless, International (Cricket Communications) from 1999-2004 and President and CEO of Cellular One from 1994-1999. She started her telecommunications career at Pacific Telesis holding various management roles including President & COO of Pac Tel Cellular from 1990 - 1994. Ms. Swenson serves on the Board of Directors of Wells Fargo and Harmonic Inc.

**Sue Swenson, recipient of the
AREA 2017
Humanitarian of the Year Award,
will be the keynote speaker.**



Jeanne Radsick
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The Jeanne Radsick "Sherlock Holmes" contest

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

Word of the Month:



The following is a hint: The antithesis of Meri Crandall

January's winning entry came from **Meri Crandall** who receives a sky diving adventure at the Hurricane Airport.

Proud Sponsor of the 2018 AREA Retreat

Pillar to Post

Buying a home is one of the most significant decisions and one of the biggest investments you will ever make. A Pillar to Post home inspection will give you a clear, unbiased evaluation of a home's condition, answer any questions you may have, and help give you peace of mind.

An inspection of the home you are considering will help you make an informed decision during the purchase process. It will also provide you with the information you will need for any repairs and maintenance your new home may require.

A professional home inspection will allow you to buy with confidence.



A R E A B O A R D

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