



*Early Bird Registration Begins Now!*

# **AREA RETREAT**

**2019**

**BOISE, IDAHO JULY 21-23**

**AREA RETREAT  
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To Make Your  
Reservations**

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Early Bird Registration 2019 AREA Retreat Opens  
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Sherlock Holmes ... A word contest from Jeanne Radsick

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*"All the news that fits."*

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*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."*

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## A R E A B O A R D

**Carl A. Bosse**, Green Valley;  
President

**Suzanne Cooper**, Ridgewood;  
Executive Vice President

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**Andrea McKey**, Baton Rouge

**Linda Jones Neil**, Los Cabos

**Ron Phipps**, East Greenwich

**Craig Sanford**, Phoenix

**Leslie Rouda Smith**, Dallas



## Comments from Hagan Stone

Dear Fellow AREA Members:

We were saddened, this holiday season, by the passing of our beloved member, **Bunny Libby**, who entered the gates of heaven on October 26, 2018. May she, and all of the Saints, rest in peace. A Memorial Service was held in Stowe on December 22nd. AREA members attending included **Ron** and **Susan Phipps**, **Chris** and **Teresa McElroy** and **Carl Bosse**, all of whom spoke at the event. Ken was presented with the Memorial Book signed by many of us during the NAR Convention in Boston.

I see a great deal of good occurring in 2019 within the AREA family. To begin, we are all so looking forward to the Retreat this summer in Boise. That will be something very special. Early bird entries are currently being accepted through the end of February.

Also, there are so many members who earned extraordinary honors this past year for their service both state and nationally. We want to congratulate each and every one of them. We are so very proud of our affiliation with you.

**Hagan Stone**  
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# Welcome

## NEW MEMBERS

### NANCY LANE

Proudly recommended by **Janice Shows**



Nancy has owned her Commercial Real Estate business since 2003. Prior to its formation she spent 18 years in the field with another corporation. As a result of her experience, she has worked on almost every level of the industry with both local and national interests.

"The best part of this job is the people," Nancy says of her work. "That may sound basic but it's the truth. I've been honored to have worked with and met so many wonderful people during the course of my career." As but one example, when negotiating a deal to bring the first Wal-Mart to Jackson, Nancy was invited by former Jitney Jungle scion and Mississippi business legend Henry Holman to have lunch with Sam Walton himself.

About her company's transition to Lane-Harkins, Nancy says the benefits have been many.

With an impressive and voluminous list of accolades, awards and leadership roles locally and in the NAR to her credit, Nancy is one of the most experienced professionals in her field in Mississippi as well as nationally. This gives her an incalculable advantage when assisting her clients. A tireless worker, Nancy has been recognized time and time again for her abilities.

But is it all work and no play? "Not at all," Nancy laughs, when asked about interests outside of the office. "I love deep sea fishing," she says, "and have done it for years. I paint, I run and race occasionally still with one full and four half marathons under my belt. I spend a lot of time with my family which includes five granddaughters. I keep busy even when I not working!" she chuckles.

**Nancy Lane**  
*Flowood, MS*  
[nancy@laneharkins.com](mailto:nancy@laneharkins.com)  
601-955-7590

### JIM TAYLOR

Proudly recommended by **Fiona Theseira**



A licensed Realtor for 41 year, he is Co-Founder, Managing Director/ Regional Developer for SVN Asset Advisory Group, and President of Taylor Investment Properties Inc. in Southern California.

Jim also serves as a Commercial Committee and Commercial Regulatory and legislative committee member for the National Association of REALTORS® as directorship in the San Diego Commercial Real Estate Alliance.

At Sperry Van Ness, now SVN Jim earned the Esteemed Partners Circle Award (highest commissions earned) a record seven times, the Achievers Award (3 times), Highest Commission Award, Team Player, pacesetter's (5 times) Humanitarian of the Year, 4400 Club & The Wall Street Journal's SVN "Best in Nation" in 2003, 2005 and 2007. Jim's Commercial, Investment and Land Development team has expertise in every type of Commercial Real Estate transaction and management assignment, Jim personally specializes in Multifamily & Land Development.

**Jim Taylor**  
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### TIM LUND

Proudly recommended by **Gail Hartnett**



Realtor since 1994; 2001 Montana Broker; Over 20 years of experience in Residential, land, commercial and multi-family. 2015 President of CRS State Chapter of Montana. He has served as Regional Vice President for the National Association of Realtors in 2010; President of the Montana Association of Realtors in 2006; and has served President of the Bitterroot Valley Board of Realtors. REALTOR of the YEAR in 2000, 2003, 2006 & 2009 for the Bitterroot Valley Board of Realtors. In 2006 & 2009 named as REALTOR of the YEAR for the State of Montana. Tim has been working with Coldwell Banker Western States since 1994.

Member of the Bitterroot Valley Board of Realtors; Member of the Bitterroot Valley and Missoula Multiple Listing Service; Member of the Montana Association of Realtors; Member of the National Association of Realtors.

**Tim Lund**  
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# PRELIMINARY 2019 AREA SURVEY RESULTS

The survey sent to all members requested a response based upon the following:

**“We would love to know what you think about the value of our group and how we can improve.**

Please respond, by email, with whatever comes to mind, while knowing that your answers are given in confidence and only used for internal purposes and that whatever you might say, will be taken in the spirit of improving the organization.

Here are some hints:

1. Overall organization and purpose.
2. Website.
3. Retreats.
4. Newsletters
5. Everything else

Please send your comments directly to:  
carl@areamericas.com”

As of the date of publication of this newsletter we have received approximately 15% responses from members. In summary:

1. High marks for the overall quality of the organization and its purpose.
2. The website was viewed in neutral terms with two suggesting an overall overhaul. Most were ambivalent.
3. Retreats received high marks. Some comments about improving the content.
4. Newsletter received, for the most part, two thumbs up with many positive comments regarding Dennis Badagliacco's on going commentary.
5. Everything else centered on referrals and the apparent lack of a quality internal referral program that encourages member participation. This was suggested to be a major topic of the 2019 Retreat. Identifying and recruiting younger talent to our membership was also mentioned.



**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:



Such a nice sound., don't you think?  
Please email Carl with your definition!

There was no winner in November -December

Jeanne's' word for December remains the same  
Sialoquent.

## AREA WOULD LIKE TO THANK



**PROUD SPONSORS OF THE  
2018 AREA RETREAT**

**“I would like to welcome  
all of my AREA friends to  
Boise, the City of Trees,  
and the home of the 2019  
AREA Retreat”**



**Gail Hartnett, AREA'S Cheer Leader EMERITUS,  
and Hostess of the 2019 AREA Retreat  
and Idaho's REALTOR® of the YEAR 2018**

*"As the story goes, Boise got its name when French-Canadian fur trappers arrived in the 1800s and stumbled on the Boise River Valley, thickly lined with cottonwoods. They were so relieved to find shade and water after traveling through Idaho's high desert that they shouted Les bois! Les bois! ("The woods! The woods!") Today, Boise lives up to this moniker, with over 45,000 trees in public spaces spread throughout the valley.*

*"Ever since the influx of Basque immigrants in the 19th century, Idaho has served as an unlikely epicenter of the diaspora outside of Europe. Today, the descendants of those early silver miners and shepherds celebrate their heritage every half decade with one hell of a party, called Jaialdi, along with smaller annual festivals held in July. At Boise's Basque festivals, you can experience the culture through dance, traditional sports, food, and drink. If you miss the party, just head over to downtown Boise's Basque Block where there's a museum, a market, and Basque restaurants — don't miss Bar Gemika's "beef tongue Saturdays."*

Photo: Charles Knowles



## **AREA RETREAT 2019**

**BOISE, IDAHO JULY 21-23**

### **HERE'S HOW TO REGISTER:**



**Early-Bird  
Registration  
Rate: \$395/ea.  
Thru Feb 28th**



**Event Registration  
after Mar 1st  
Rate: \$475/ea.**

### **TO PAY RETREAT FEES ONLINE:**

**Go to the AREA website [areamericas.com/makepayment](http://areamericas.com/makepayment)  
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



### **HOTEL ACCOMMODATIONS:**

#### **Elegant Grove Hotel**

Rooms may now be secured by  
clicking on the link below:

**GROVE HOTEL RESERVATIONS**

# UP AND OVER: GARAGE DOOR KNOW-HOW

I D E A S   F R O M   P I L L A R   T O   P O S T

Overhead garage doors may be the largest moving object in most homes and can weigh up to 400 pounds. For safety and reliability, homeowners should be sure that it's up to date and kept in proper working order.

Older garage doors often lack some of the safety features required in newer installations. These include spring systems designed to prevent flying metal in case of spring failure, and automatic openers that can operate in reverse if the door closes onto an obstacle. Automatic openers must also have sensors, usually a pair of electric eyes, that will stop and reverse the door if a person or pet moves across its path. It is sometimes possible to retrofit existing openers to include these sensors without replacing the entire system, but it may be worth it to just upgrade the opener overall. Children should be taught that the garage doors are dangerous, and that toys, bikes, etc. should never be left in the way.

What about getting the door open during a power outage? For several decades now, automatic openers have featured an emergency release that will disengage the opener, allowing the door to be opened by hand. In most cases it will be a short red cord that hangs down close to the center of the door, inside the garage. Homeowners should learn in advance how to operate the release in case they need to get a car out of the garage during a power outage.

Maintaining the door is important for safety and for quiet, smooth operation. A garage door specialist can provide periodic maintenance, or homeowners can do much of this themselves including lubricating the springs and hinges. The



track itself, where the wheels run, should never be lubricated for safety reasons. A professional can also check the door balance and alignment and make any needed adjustments.

When moving into a home, the new owners should change the remote control code immediately for security purposes, just as they would re-key or change the home's door locks. If the remote is not reprogrammable, chances are it's an outdated system and should be upgraded for safety reasons. A garage door and opener, with proper maintenance, will help ensure safe operation and should last for many trouble-free years.

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**PILLARTOPOST**

*Silva Stermasi*  
Marketing Coordinator, Pillar To Post Inc.  
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# Legal Update

with Dennis Badagliacco past Chair of the Legal Advisory Committee of the NAR

**1.0 Wire fraud continues to be a very hot topic for all Realtors.** The number of wire frauds appears to be increasing! The California Association of Realtors is recommending the following language be given in WRITING to your clients for each transaction:

*A. The real estate industry has recently experienced a high number of wire fraud instances. I have attached our Wire Fraud Advisory to remind you of this issue. Please review the Advisory carefully. Please also note that as an agent, I will NOT provide you with wiring instructions. If you receive an email that appears to be from me with wire instructions, it is fraudulent and do NOT wire the money. Escrow companies send wiring instructions pursuant to secured emails. If you receive an unsecured email from an escrow company, it is likely fraudulent. Call your escrow officer immediately upon receipt of any email with wiring instructions to confirm its validity.*

The FBI has so many complaints there is NO guarantee the FBI can spend time on smaller claims under \$500,000!

**2.0 Not all contracts are equal.** For instance ZIP forms and other standard form products are written to be used for Realtors representing sellers and buyers. Companies who only representing one side in a transaction very often have "one sided" clauses and can expose your client to risks.

**3.0 Security: NAR Providing Data Security and Privacy Toolkit.** It's available on the NAR site under Legal Issues and is free to all members.

**4.0 Rent Control:** Various localities are threatening to pass ordinances forcing landlords to consider the income from Section 8 when choosing a tenant. In other words, they are trying to force a landlord to take a Section 8 tenant. The unanswered question is can a jurisdiction force a landlord to sign a 27 page contract giving control of the property to the County or City?

**Dennis Badagliacco**  
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