



AREA

ASSOCIATED REALTY OF THE AMERICAS

www.areamericas.com

July 2015 Newsletter



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

Comments by Diana Bull

In a little over two months many of us will be gathering in Stowe, Vermont for our annual **Retreat**. Thanks to **Bunny** and **Ken Libby** for all they have done and are doing to make this such a special event. You will **note that there is a picture of every member planning to attend the Retreat in this newsletter**. Quite a good looking bunch, if I do say so! And congratulations, **Suzanne Cooper, newly appointed, Executive Vice President of AREA**. We will be learning a lot more about her at the Retreat and I know you will be pleased when you do. We continue to grow our group strategically and with great care. Thanks to all of you who have made suggestions and recommendations. We are not finished recruiting so please keep your recommendations coming!



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The AREA Retreat at Stowe Mountain Lodge

September 11, 12, 13, 2015

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

Our Program

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

Ethics

"When the going gets tough, what do you do?"

Team Leader: **George Harvey, Jr.**

Hagan Stone, Miriam Dunn, Sarah Woelfle, Ellyn Mendham, 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



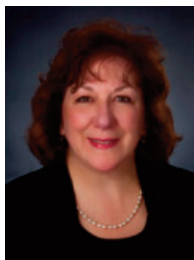
Ellyn Mendham
Calgary, AB



Pat Pipkin
Santa Fe, NM



Kinnaird Fox
New York City, NY



Terry Anderson
Glenview, IL



Sharon Bowler
Chino Hills, CA

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



Kaki Lybbert
Denton, TX



Doug Azarian
Cape Cod, MA



France Addington Lee
Denver, CO



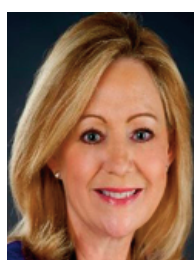
Trinkie Watson
Lake Tahoe, CA



Patti Lawton
Brunswick, ME



Ellen Francisco
Malibu, CA



Cindi Bulla
Denton, TX



John Smaby
Edina, MN



Jim Lee
Portsmouth, NH

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



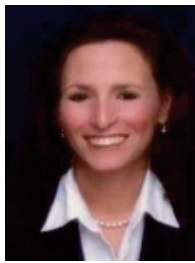
Tammy Newland-Shishido
Los Alamitos, CA



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

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

Listen, React, Respond

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

Team Leader: **Audrey Novoa**

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



Audrey Novoa
New York City, NY



Hans Hansson
San Francisco, CA



Tom Westcott
Calgary, AB



Ken Libby
Stowe, VA
Liaison Vice-Chair



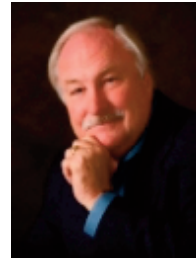
Simon Pedersen
Seattle, WA



Eileen Burns
Fort Lauderdale-
Miami, FL



Jay West
Cabo San Lucas, BC



Bert Meadows
Ocala, FL

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



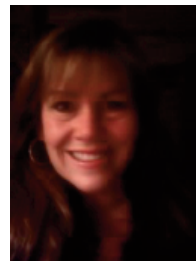
Terry Wunderlich
Napa, CA



Tara Hearn
Victoria, BC



Elizabeth Allardice
Raleigh, NC



Bonnie Smith
Breckenridge, CO



Loretta Arthur
Dayton Beach, FL

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



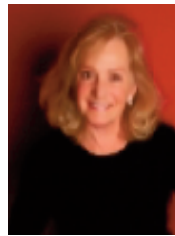
Kristen Smith
Dallas, TX



Brian Smith
Dallas, TX



Peter Patout
New Orleans, LA



Betsy Bradley
Vail, CO
Combo



Gary Brasher
Tubac, AZ
Combo

Welcome AREA's Newest Members



Cindi Bulla

Amarillo, Texas

Broker/Owner Realty Central
cindibulla@gmail.com
806-322-4663

Cindi, a native of this area and a 23 year veteran of the real estate and mortgage business, founded Realty Central in 2006. She is licensed as both a real estate and mortgage broker. Her background includes extensive experience in all aspects of commercial and residential construction, marketing and financing. Cindi is also honored to have served in numerous leadership capacities at the state and local levels of the Association of REALTORS®. She served as the Amarillo Association President in 2012 and enjoys a wonderful reputation among her peers and was highly recommended by Leslie Rouda Smith and Kaki Lybbert.



Kristin Smith

Houston, Texas

REALTOR®
Dave Perry-Miller Real Estate
kristin@daveperrymiller.com
469-608-0824

Although her degree is in psychology, Kristin's real passion lies in residential real estate. Not only is she a third-generation REALTOR®, she owes her very life to the business. Her parents, Brian Smith and Leslie Rouda Smith, met while attending Ebby School. Kristin enthusiastically continues the family tradition. She is serving her 2nd 2 year term on the NAR YPN Advisory Board and is a founding Co-Chair of the Texas YPN Group. She is also YPN Vice Chair for the North Texas YPN.



Michael DiMella

Boston, Massachusetts

Managing Partner Charlesgate Realty
dimella@charlesgaterealty.com
857-383-3113

Michael DiMella is a nationally recognized leader in the commercial real estate industry. Among many honors, one he is most proud of receiving is the prestigious 30 Under 30 REALTORS® in America award from REALTORS® Magazine. He is also frequently cited in local and national news publications, like The Boston Globe, The Wall Street Journal, Boston Magazine, and Banker & Tradesman for his insight and perspective on the Boston real estate market. He earned a Master's Degree from Boston University (where he was also a member of the nationally ranked BU Terrier ice hockey team). Michael is very active as a national player in the NAR, having served as President of the Greater Boston Association of REALTORS®. He has served on the Board of Directors at the Greater Boston Real Estate Board (GBREB), the Massachusetts Association of REALTORS® (MAR), and the National Association of REALTORS® (NAR). Michael also served as the Co-Chairman of the 2011 National Association of REALTORS® Conference & Expo.



Brian Smith

Dallas, Texas Park Cities

Broker Associate
Dave Perry-Miller Real Estate
brian@countryconnection.com
214-808-8831

Brian Smith, known as the "Country Connection" specializes in the sale of ranch and country properties. His degrees are in Business and Earth Sciences. He and his wife, Leslie, are owners of an award winning wildlife ranch, "Trinity Bluff Wildlife Ranch", which was the recipient of the Lone Star Land Steward Award in 2011, which recognizes accomplishments in wildlife conservation. He was appointed an International Liaison to Argentina by the president of the National Association of REALTORS® and is an accredited Land Consultant as well as a Certified International Property Specialist.

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 who played a role in the "unforgettable" music video "Call it Poison" by the "Escape Club" circa 1991. Couldn't fool former child star herself, **Ronna Mee Brand**, of Beverly Hills, who correctly named the actor who played the police officer as Steve Goddard, who, today, still carries an active card in the Screen Actor's Guild. Ronna wins lunch with Steve at the Beverly Hotel in Hollywood where they hope to run into Nancy Reagan. Today's photo features three of our own, all of whom played a role in AREA's sixth Retreat. **Who, Where, and When?**



Guess Who and Win Significant Honors and Accolades!

Time to Negotiate Your After Retreat Trip with Trinkie



Trinkie Watson
Lake Tahoe, California
twatson@chaseinternational.com
530-581-0722

Right after the AREA Retreat you will want to hang-out with several AREA members as we join **Trinkie Watson** for a tour of New England in the fall. Day long bus excursions (one, two or all three days – your choice) will leave the Stowe Mountain Lodge early morning and return late afternoon as we see New England (Vermont, New Hampshire and Maine) in all her glory. (Hotel rates remain fixed, if you have made that arrangement with the hotel prior to the event.) And, while you are at it, be sure to find a seat close to Trinkie because you will want to learn all about what she did this spring when she earned a certificate from the Program on Negotiation from the Harvard Law School after attending an in-depth, week-long workshop. (Only a very small number of REALTORS® (5) were in attendance at this world class event with leaders in business and government from around the globe.)

To arrange for the tour, fill in the form on the registration sheet. And if you haven't done it ... but, now, would like to do so; pick up the phone and call Carl at 520-625-9207.

Details of the tour will be published in the August edition of the Newsletter. While we have no idea what it will actually include...lobster, fresh from the sea; a sail around a bay; a waterfall, sparkling colors, great conversation...and your company; all make wherever we go something very special.



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 CAR Newsline reports: TRID EFFECTIVE DATE MAY CHANGE AGAIN

The Consumer Financial Protection Bureau once again is proposing a new effective date for TRID. Just last week, the CFPB proposed delaying the effective date of the TRID rule until Oct. 1. As of today, the proposed effective date would be Oct. 3, 2015. The original effective date was Aug. 1, 2015.

The TRID rule requires additional mortgage disclosure forms and a more complex compliance apparatus for lenders.

The CFPB stated that it believes that scheduling the effective date on a Saturday may facilitate implementation by giving industry over the weekend to launch new systems and to test systems.

The proposal will be open for public comment until July 7.

2. COURT: CALIFORNIA CITIES CAN REQUIRE DEVELOPERS TO BUILD AFFORDABLE HOUSING

Source: CBS

California's state Supreme Court ruled this week that cities have broad authority to require

builders to include a percentage of affordable housing in new projects. The court case stemmed from a 2010 San Jose law that requires some new residential developments to set aside 15 percent of their units for sale at below-market rates. Due to the ruling, affordable housing requirements will be kept intact in cities across the state. Builders in the case argued that the cost of affordable units was being transferred from the public to homebuilders by these requirements.

3. The independent contractor Issue:

We all heard of the "victory" for Independent Contractor Status in Massachusetts. Rob Webber, an attorney reports in his ROB blog: "As my readers know, the recent Massachusetts Supreme Judicial Court ("SJC") handed down its ruling in *Monell v. Boston Pads*. I wrote about that case and cautioned against irrational exuberance from the results, because the results were not exactly a huge victory for the real estate industry's position."

The problem is, *Bararsani v. Coldwell Banker* is the BIG case and the *Bararsani* case may or may not go in favor of the Independent Contractor status of real estate agents.

STAY TUNED....DON'T CELEBRATE YET.