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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.*

JUNE 2017 NEWSLETTER

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— The 2017 AREA Retreat —

June 20 - 22, 2017 | Santa Barbara, California

[CLICK HERE TO MAKE YOUR RESERVATIONS](#)



Make your reservation at the Fess Parker Doubletree Hotel
Member Registration \$395 each / Guest \$365 each

TO PAY RETREAT FEES ON LINE:

Go to the AREA website 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.

Member \$395/ Guest \$365

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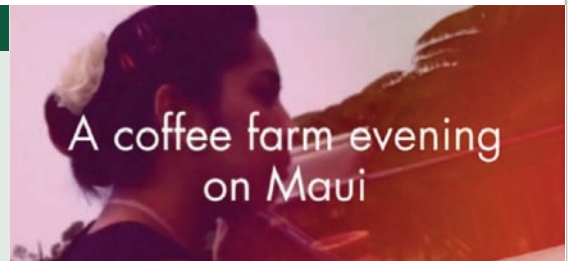
Reservations can be made at this web address:

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For special questions please contact Jocilyn Schumacher,
Sales Manager directly at (805) 884 8508.

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[CLICK HERE TO WATCH VIDEO](#)

P R E V I E W

2017 National Heritage Award Winner**Peter Patout Listing**

Katy Bullock, Chair, Miriam Dunn and Andrea McKey Committee Members

Historic Twin Oaks *circa 1852*
Fully Operational Bed and Breakfast**Natchez, Mississippi**

Twins Oaks, once called "White Cottage," sits well back and elevated above an old regional thoroughfare, now Homochitto Street. Extensive lawns, traditional plantings and old trees (particularly the pair of old oaks which give the house its name, enhance the site. It is a large masonry structure (a gabled cottage in form) with dormers at the front roof face. The front is stuccoes and scored to resemble cut stone in a more formal gesture. The front block (façade) falls into the Greek Revival period stylistically. Lacking conclusive documentary references relating to the exact

date of construction, it can be assigned to the period of the flourishing of this style in the lower Mississippi Valley: 1830-1850. Windows in the front block of the house are six-over-six sash of typical proportions and are furnished with their original fixed-vane shutters. Preceding the front is a well-proportioned, architecturally correct portico encompassing the three central bays of the structure, with wood box columns. A finely detailed entranceway repeats the Doric order of the portico including a heavy, four-panel door with sidelights and transom sash.

**Operating Bed and Breakfast****For Information About this Historic Commercial Property Contact:**

Peter Patout of Talbot Historic Properties, New Orleans
 peterpatout@yahoo.com • 504-481-4790 • PeterPatout.com

Comments from Diana Bull



Diana Bull, Chair
Chair, Advisory Board
Santa Barbara, California
dianabull@earthlink.net
805-689-2855

Time. What hasn't been said about how quickly it passes. The 2017 Retreat is upon us and this year, we have been able to retain the same high quality of the past by adding the support of two wonderful sponsors **Choice Home Warranty** joining **Pillar To Post**.

And another very special thank you to **Deborah Baisden** and **Brad Boland** for arranging for the wonderful AREA Gathering held this past May 17th during the NAR Convention held in D.C. Great to see everyone there and the event, itself, was perfect.

Need a ride? AREA will send out information on how you might hitch a ride at LAX plus return without having to rent a car. Stay tuned.

Here is an overview of the event. By the way, all attendees will be asked to serve on panels during the event and detailed information will follow in a few days as we finalize who will be attending.

Monday June 19th

All are invited to attend a gathering at my home located at 2531 Santa Barbara Street, Santa Barbara, CA 93105 beginning around 6:00 P.M. For full information, please call Carl or Suzanne or go to the AREA Member Suite at the Hotel and directions and transportation assists will be provided. Carl's cell is 520-591-3415.

Tuesday June 20th

All are invited to visit the AREA Member Suite, which will be opened all day until 2:00 when it will close for our Advisory Board Meeting. It will then be open until for member personal meetings by request.

4:00 P.M. Reception and Registration
5:00 P.M. Cocktails and Canape's (Cash Bar)
7:00 P.M. Dinner on your own

Wednesday June 21st

7:30 A.M. Group Breakfast
8:30 A.M. Welcome **Diana Bull**: Introductions **Leslie Rouda Smith**
8:50 A.M. First Session – Keynote Address **Ron Phipps** plus panel
10:00 A.M. Break
10:15 A.M. Second Session
11:30 A.M. Defining Moments **Ken Libby**
12:00 P.M. Group Lunch **Pillar To Post**
1:15 P.M. Split – Residential and Commercial Program
2:45 P.M. Split Session
Break
3:00 P.M. Reconvene and Recap
4:15 P.M. Defining Moments **Ken Libby**
4:45 P.M. End of Session One
5:30 P.M. Travel to Mexican Restaurant
6:00 P.M. Fiesta Time Ala **Diana** and **Staci** (Cash Bar)

Thursday June 22nd

7:30 A.M. Group Breakfast
8:30 A.M. Fourth Session
9:30 A.M. Fifth Session
10:30 A.M. Break
10:45 A.M. Recap
11:15 A.M. Defining Moments **Ken Libby**
12:00 P.M. Group Lunch **Choice Home Warranty**
2:00-5:00 P.M. Shark Lark, Team Meetings.
6:00 P.M. Cocktail Reception
7:00 P.M. Awards Banquet

Please Welcome Our Wonderful Sponsors



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The Jeanne Radsick "Sherlock Holmes" "

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

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

Word of the Month: Mendicant

Now this is something that no one in our group can be accused of possessing.
Do you know what that is?