



# AREA

ASSOCIATED REALTY OF THE AMERICAS

www.areamericas.com

March 2015 Newsletter



**Diana Bull, Chair**  
AREA Liaison Committee  
Santa Barbara, California

## Comments by Diana Bull

I believe that the relationships we have and the connections we share are the two most important ingredients for happiness and personal growth and fulfillment. When I think of the people in AREA who bring so much to the table in terms of their wealth of experience, competence, personal character and desire to share, it is really gratifying that we are surrounded by those who elevate our personal stakes in life. I am honored, therefore, to welcome on board three of our newest members - **Hagan Stone**, Nashville, Tennessee and the team of **Kathryn** and **Craig Sanford**, Paradise Valley, Arizona.

**Hagan** is a highly respected real estate professional, very active in the National Association of REALTORS®, and joins us representing a favorite spot of mine, Nashville. He has been a licensed REALTOR® since 1999 and served as the 123rd president of the Greater Nashville Association of REALTORS® in 2014. He was GNAR's "REALTOR of the Year" in 2010. **Hagan** loves real estate, but his wife and two kids are his heart. He is a residential broker with **Pilkerton Realtors**.

**Kathryn** and **Craig Sanford** are among the "Valley of the Sun's" most innovative real estate professionals, they are both very active in the National Association of REALTORS®. **Kathryn** also happens to be the immediate past President of the Greater Phoenix Board of REALTORS® and is a current 2015 member of that Board. They represent the **Realty ONE Group**.

Join me in giving all three new members a warm AREA welcome.



**Hagan Stone**  
Nashville, Tennessee  
hagan.realtor@gmail.com  
615-423-6191



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Paradise Valley, Arizona  
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# Time to Make Your Reservation for the 2015 Retreat in Stowe, Vermont

## A Message from Bunny and Ken

“Really, this is all you need to know. The 2015 Retreat is in Stowe at the incredible Stowe Mountain Lodge (on the 11-13th of September ending after 9:00 p.m. on the 13th) where we have achieved a smoking deal with some incredible rates. The meeting will be moderated by **Jo Kenney** of Atlanta with an All-star group of AREA members assisting with the finest program we have ever had and that is saying a lot. Couple that with the weather, the location, the time of year and the fact that we will be guests at the Von Trapp Family digs (Yes, the Sound of Music folks) plus some additional incredible events ... plus you, and the word awesome comes to mind! We are promising that you will have the “time of your life”. So, you need to act now using this link: [AREA15](#). We’ll be seeing you!”

*Bunny and Ken*



## THE FINE PRINT

Through their efforts, AREA has been able to secure an incredible rate for the event. The hotel has set aside 10 rooms at \$199 per night. The balance of the rooms, each of which comes with its own fireplace and other amenities is \$229 per night. If you were to book as a regular tourist you cannot book anything for that time period for less than \$349.00 per night. And, you may arrive 3 days early and stay over 3 additional days, should you wish, at the same rate. As an adjunct to that, **Trinkie Watson** (Lake Tahoe) is working on some plans for a group trip to view the foliage either before or after the event. She will be letting us in on that as we get closer to the event.

**The Convention Fee for 2015 will remain at \$390 per attendee** and will include a reception on Friday

evening, two lunches and the gala dinner on Sunday. And you can expect some very special surprises as well.

***The prime issue today deals with the facility, its location, the time of the year and what we are being offered. So, if you are just thinking about attending, we ask that you book ASAP to preserve these rates.***

There is a cut-off date and that date is less than 90 days off, after which you can still book, if rooms are available, but at the market rate. (You do so knowing you retain the option to cancel if need be within the guidelines of hotel's policy.) So there is really nothing to lose.



*Greetings from the  
Stowe Mountain Lodge*





## *Local Attractions*

<b>Within 15 Minutes</b>	<b>Within 30 Minutes</b>	<b>Within 45 Minutes</b>
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- ◇ 39 Miles of Mountain Terrain
- ◇ Stowe Mountain Golf Club
- ◇ Stowe Country Club
- ◇ Stowe Mountain Resort Winter Activities
- ◇ Spruce Peak Performing Art Center
- ◇ Stowe Recreational Path
- ◇ Bike Rentals
- ◇ Horse and Carriage Rides
- ◇ Vermont Ski Museum
- ◇ Bingham Waterfalls

- ◇ Hot Air Ballooning
- ◇ Glider Rides
- ◇ Ben & Jerry's Factory
- ◇ Green Mountain Coffee Tour
- ◇ Cold Hollow Cider Mill
- ◇ Cabot Creamery Annex
- ◇ Fly Fishing
- ◇ Wine & Cheese Tasting
- ◇ Stowe Brewery Tours
- ◇ Horseback Riding
- ◇ Little River Hot Glass Studio
- ◇ Dog sledding

- ◇ Vermont Teddy Bear
- ◇ Shelburne Farms
- ◇ Lake Champlain Chocolates
- ◇ Dakine Farms
- ◇ Downtown Burlington & The Church Street Marketplace
- ◇ Lake Champlain
- ◇ Echo Museum
- ◇ Historic Montpelier
- ◇ Barre Rock of Ages Quarry

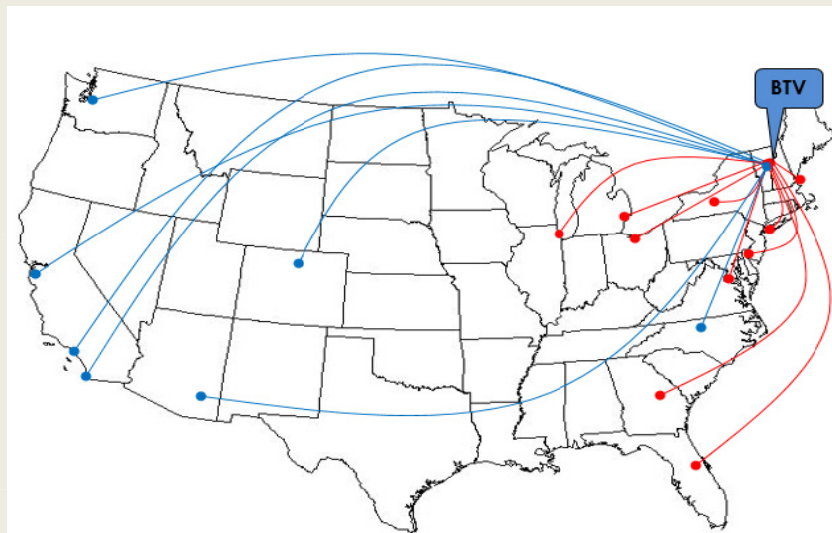


## Transportation

### Burlington International Airport (BTV)

Burlington International Airport  
1200 Airport Drive  
South Burlington, VT 05403

*Stowe Mountain Lodge is a scenic 45 minute drive from Burlington International Airport.*



Non-stop   1 layover\*

\*While all cities in the US are accessible to BTV with just one layover, the cities on the map in blue are prime examples.

#### Non-stop flights:

- ◆ New York (LGA)
- ◆ Newark (EWR)
- ◆ Orlando (SFD)
- ◆ Chicago (ORD)
- ◆ Philadelphia (PHL)
- ◆ Atlanta (ATL)
- ◆ Detroit (DTW)
- ◆ Washington DC (DCA)

802.760.4700 [stowemountainlodge.com](http://stowemountainlodge.com)  
7412 Mountain Road, Stowe, Vermont 05672



## The Jeanne Radsick "Sherlock Holmes" Test



**Jeanne** is AREA's representative in Bakersfield, California and is well known in her family as a great admirer of the Sherlock Holmes character made famous through the writings of Sir Arthur Conan Doyle. From time to time she

will float a quiz for us, testing our individual deductive reasoning skills. Here is her first:

One of our AREA members is a former Show Skier at Cyprus Gardens. Who is it? And can you point her out in the photo?

*Look for both columns in next month's April Fool's edition!*



### A Look on the Legal Side

with Dennis Badagliacco

Dennis Badagliacco at 408-218-1800 or [dennisb@legacyrea.com](mailto:dennisb@legacyrea.com)  
*San Jose - Silicon Valley, CA*



### The Tech Corner

with Dana Harris

Dana is AREA's resident Guru on the practical use of the Internet. He can be reached at [dana@coastlifeteam.com](mailto:dana@coastlifeteam.com).  
*Del Mar, CA*

# Letters to the Editor

Dear Editor,



Telluride, Colorado

All of the ski areas mentioned in the January/February newsletter are great. However, if you want to ski and see the most beautiful, drop dead, majestic mountains in the U.S while your skiing, Telluride is number one in that category. Also, Conde Nast readers picked Telluride as their choice for best ski area in the U.S three years in a row! Clearly, we all have to ski them all.

Thanks,  
**George Harvey Jr.** | Telluride  
 george@theharveyteam.net

Dear Editor:

The best skiing in North America is right out our back door at the ever beautiful Ponce Inlet in East Central Florida. Yes, we know that snow skiing is a big deal. But nothing is more invigorating than water skiing in shark infested waters. I know from personal experience! So, if you or any AREA members are ever in the area, please call Katy and me and we will be glad to take you out in our boat, provide the skis and have you join in the fun.



There goes Katy!

**Don and Katy Bullock** | Ponce Inlet/Orlando  
 Dbullock2@cfl.rr.com

Dear Editor:

I wish I could comment on the skiing controversy but, being from Cabo San Lucas, we do not get snow. So I guess pointing out that Cabo has become the most popular sunshine and beach destination for vast numbers of skiers in North America would be inappropriate. So I just won't mention that fact. Just remember

to bring your sunscreen and sun glasses with you and expect a very warm welcome!



Cabo San Lucas

**Jay West** | Cabo San Lucas  
 jaywest@windermere.com

Dear Editor:

I am miffed that in all this chatter about skiing you forgot to mention that Las Vegas now has the world's biggest observation wheel and it operates year round. And, properties in our city are among the most sought after in North America. How about a little more of a fair and balanced approach?



**Keith Kelley** | Las Vegas  
 kkelleylv@yahoo.com

Dear Editor:

The other day I had the privilege of sitting down with AREA's newest residential agent in Denver, France Addington-Lee. We had a splendid conversation and I must say how impressed I am that every time I reach out within our group I run into to some of the finest people one can possibly meet. France has an incredible background in international business and great contacts throughout the world including Asia. She is also someone all of us can feel very comfortable in dealing with on any level. So, my hat is off to the selection committee. Once again they have done an outstanding job.



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*To send us your comments, simply write an email and note it is for letters and send it to [carl@areamericas.com](mailto:carl@areamericas.com). We will make every attempt to publish them.*