



# AREA

## ASSOCIATED REALTY OF THE AMERICAS

[www.areamericas.com](http://www.areamericas.com)

May 2015 Newsletter

## The Retreat at Stowe Mountain Lodge

In the near future the call will go out to make your convention reservations. Having taken a clue from **John Bergman** and Napa's own **Terry Wunderlich**, who co-chaired the 2014 event in Napa; we have taken on the task of making our **Retreat** unique in its own way. If you are planning on attending but have not made a hotel reservation, please call **Carl Bosse 520-625-9207** and he will try and get you the best deal. If you would like to share a room, please make that part of the conversation.

The theme is set and next month we will share with you the entire agenda. The theme is "Harnessing the Power that is AREA" and will be hosted by **Jo Kenney** of Atlanta, Georgia. Guest speakers will include **Jo Anne Poole**, Baltimore, Maryland; **Sherri Meadows**, Ocala, Florida; **Ron Phipps** Greenwich, Rhode Island; **Ryan Asao** of Arcadia, California; **George Harvey Jr.** Telluride, Colorado; **Trinkie Watson** of Lake Tahoe, California; **Tom Metzger**, Denver, Colorado; **Hans Hansson**, San Francisco, California, among others. Plus Bunny has a few little surprises in store and if you try and guess them you may fall into a Trapp. (Couldn't resist that!)

*Bunny and Ken*



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## Welcome AREA's Newest Members

AREA is pleased to welcome **Patti Lawton** of *Brunswick, Maine* and **Mia Burmeister** of *Charleston, South Carolina* and *Mobile, Alabama*.



**Patti Lawton**  
207-522-1444  
plawton@legacysir.com

**Patti** is a REALTOR® affiliated with Sotheby's International in Brunswick, Maine where she has served the NAR at the Local, State and National levels for a number of years, most recently as the *2011 NAR Regional Vice President, 2008 NAR President and Chair of NAR's Housing Opportunity Committee*. She enjoys a sterling reputation among her peers and was recommended by Ken Libby.



**Mia Burmeister**  
251-422-0321  
mia@realestatemia.com

**Mia** is a CIPS, Certified International Property Specialist (a REALTOR®), a TRC, Trained Referral Certified Agent and Trained in Historic Real Estate by the NATIONAL TRUST for HISTORIC PRESERVATION. She is the principal broker for her own company serving Alabama and Charleston. Mia is a member of FIABCI, the international federation of real estate and is proficient in international business and was recommended by Carl Bosse.



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

## Comments by Diana Bull

Sometimes you may ask yourself about why you belong to AREA. I strongly believe that self assessments are a very good thing because they do help us stay on the straight and narrow. So, I would like to give you an example, one of many that keep me excited about this group.

"THE ONLY SURVIVING ANTEBELLUM MANSION ENCIRCLED BY COLUMNS IN THE STATE OF MISSISSIPPI AND A NATIONAL HISTORIC LANDMARK AND NATIONAL REGISTER PROPERTY" is listed by AREA member, **Peter Patout** of *New Orleans*.

Last November **Carl Bosse** attended the **NAR Convention in New Orleans** and stayed at the **Richelieu Hotel in the French Quarter**. He soon found himself on Bourbon St. and seeing **Peter Patout's** house, knocked on the door. Peter was in and Carl, after a very nice meeting, left with a new listing. (See below). Later in the day, while waiting for a room key, another guest saw the brochure and asked if he could look at it. When finished, he introduced himself as being in show business and said he knew the perfect buyer for the property, another show business celebrity. He declined to make an introduction to his friend but said "You can figure out a way." So, working for several months with **Jo Kenney** of *Atlanta* (where the celebrity lives) and Peter, they were able to finally find a way to make an introduction, which happened in April. No one knows if the gentleman's lead will pan out. But it is just one more reason I love this group. It is not what you know, but who you know and our reach is far and wide and all you have to do to take advantage of it is to use your imagination.



### DUNLEITH HISTORIC INN

The Charles Dahlgren House "Dunleith"  
Natchez, Mississippi  
26 Rooms, 55.4 +/- Acres  
The Queen of Plantation Houses  
on the Mississippi River  
Built in 1856  
Offered at  
\$6,800,000

## An Interview with Ruth Kruger 2015-2016 FIABCI-USA President

AREA member, **Ruth Kruger** who specializes in commercial properties in Aspen and luxury resort properties worldwide, was installed as the USA President of that world-wide organization during a luncheon held at the United Nations in New York City this past March. A number of AREA members were on hand to see the installation, which, according to Ruth "was a terrific thrill and great honor."

This past month the **AREA Newsletter** caught up with her between two of her many trips on behalf of serving FIABCI.

**Q: What do you enjoy most about your membership in FIABCI?**

**A:** *I have traveled the world learning best practices in Asia, Russia, Europe, and most states in the US while serving on the FIABCI-USA Board of Directors for six years. I privileged to be the founding Chair of the Grand Prix of Real Estate, FIABCI's awards program that celebrates the best in US real estate development. This has brought international recognition to many USA projects.*

**Q: What is the highlight of being involved?**

**A:** *I now have very good friends and deep associations from all over the world from Beijing to Zambia and Lagos to L.A. I feel most fortunate for the time I have spent with my friends across the globe and for the experiences they have shared with me. Among many events, I have been to a private tour and a ballet in the Hermitage Museum, enjoyed cocktails with fellow world members in an ancient castle in Italy and most recently toured of the State Department with my FIABCI friends. These are opportunities accessible only through the privilege of being a member of FIABCI.*



FIABCI USA President Ruth Kruger

**Q: What are your plans for the coming year?**

**A:** I am extremely excited to take the lead for FIABCI-USA at this time of tremendous change and opportunity. We have only just begun to capitalize on the vast resources and business connections that FIABCI brings to the international real estate community. I plan to strengthen ties between professionals in North, Central and South America and to help members raise their profile as trusted and credible global experts in their local markets.

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*Ruth may be contacted directly at [ruth@krugerandcompany.com](mailto:ruth@krugerandcompany.com) or by calling her directly at 970-404-4000. AREA members wishing to learn more about FIABCI, its mission and how it can improve your bottom line please feel free to contact Bill Endsley, Secretary General FIABCI-USA at [bill@fiabci-usa.com](mailto:bill@fiabci-usa.com) 202-809-1933.*



## The Jeanne Radsick "Sherlock Holmes" Deductive Reasoning Test



**Jeanne Radsick**  
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**Jeanne** is AREA's representative in *Bakersfield, California* and an aficionado of Sherlock Holmes. Last month she floated a picture of **President Dwight Eisenhower** in a motorcade on his way to a Midwestern university to receive an honorary degree. On a roof deck, over-looking the motorcade, were a couple of current AREA members, whom she asked to be identified. **Ken Libby** called in with names of **Don Bullock** and **Carl Bosse**. And, as Bunny said, "For once he got it right!" By the way, the university was **Notre Dame**.

Today's photo features one of our own who played a role in the unforgettable music video "Call it Poison" by the "Escape Club" circa 1991. Who, using your deductive skills, among this trio of stars, could it be?



Guess Who and Win Significant Honors and Accolades!

### AREA to Partner, Once Again with The Special Olympics at the 2015 AREA Retreat

**Ronna Mee Brand**, *Beverly Hills, California* and **Hans Hansson**, *San Francisco, California* present a check from AREA to Special Olympics Chairman, world champion decathlon athlete **Rafer Johnson** last January.



**Both featured  
writers are on  
assignment.  
Look for  
their columns  
returning in  
June.**



## The Tech Corner

with Dana Harris



## A Look on the Legal Side

with Dennis Badagliacco

## Letters to the Editor



**Trinkie Watson**  
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Dear Editor,

I would like to give us all a reminder that when the leaves turn in New England you, too, can be there to enjoy this glorious event of nature. Please join me for a wonderful three day excursion as we explore one of New England's great treasures in luxury and style while returning each evening to the Stowe Mountain Lodge (where our rates are the same as the Retreat) to refresh and enjoy! Call me or Carl and we will fill in the details.

I will be leading our tour together with a number of AREA members, carefully planned by Ken and Bunny. Won't you join us?

**Trinkie Watson**

530-581-0722

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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.*