



# AREA

## ASSOCIATED REALTY OF THE AMERICAS

*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.*

### MAY 2017 NEWSLETTER

**Carl A. Bosse**, Green Valley; President    **Suzanne Cooper**, Ridgewood; Executive Vice President

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## Bulletin

### REALTORS® Legislative Meetings & Trade Expo Event

The Virginia Association of REALTORS®

Cordially Invites all AREA Members to Attend

#### An AREA Gathering

**Wednesday, May 17, 2017 3:00 PM - 4:30 PM**

Marriott Wardman Park Hotel

Washington, D.C.

**Hosted by Deborah Baisden and Brad Boland**

at The Virginia Suite

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## The 2017 AREA Retreat

Associated Realty of the Americas June 20 to 23, 2017

You may now make your reservation at the Fess Parker Doubletree Hotel  
Member Registration \$395 each / Guest \$365 each

### Diana's View of the Fess Parker Doubletree - Santa Barbara



[CLICK HERE TO MAKE YOUR RESERVATIONS](#)

A dedicated website is now available for your attendees to book their hotel rooms online.  
Reservations can be made starting now at this web address:  
Booking Website: <https://aws.passkey.com/e/15924109>

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

### 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**

### Sponsored By:



## National Heritage Awards

## 2017 National Heritage Award Nominee

## Peter Patout Listing

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



## Historic Twin Oaks circa 1852 Fully Operational Bed and Breakfast

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.



Natchez, Mississippi



Operating Bed and Breakfast

### For Information About this Historic Commercial Property Contact:

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 peterpatout@yahoo.com • 504-481-4790 • PeterPatout.com

NOT TO LATE TO SUBMIT YOUR PERSONAL NOMINEE!  
 katy1@cfl.rr.com

## Comments from Diana Bull



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

Oh, my Goodness, the Retreat is less than two months off and we have our second Gold Sponsor, **Choice Home Warranty** joining **Pillar To Post**. Wow And now, with this news, let' crack open a bottle of the bubbly and celebrate **Jo Kenney** and her fine work. By the way, if you plan on Para Sailing, please let us know, so we can pre-fit you. Also, *time to get both your hotel reservations and Retreat fees paid ASAP!* **Ron Phipps** and **Leslie Rouda Smith** are working hard on his Committee to produce another great program.

Also, Carl sent all of us a copy of the **Phipps Realty 45 second video promo**, with Ron's suggestion that each of us create our own personal one to be housed in a library on the AREA Website so that when a referral is made, the referring agent may also attach a copy of the video for the recipient. Such a video needs to be personal in nature, where people feel good about your message, in order to be effective, according to the experts.

And a very special thank you to **Deborah Baisden** and **Brad Boland** for arranging for the AREA Gathering to be held this coming May 17th during the NAR Convention. It's right around the corner. Hope to see you there.

## Recipe's from Members

### *Cesar's Original*



Carl Bosse is sharing the following recipe straight from the son of the creator of the original Cesar Salad; when the two of them met in 1968 at Cesar's restaurant in Tijuana, Baja California, Mexico. Here is a brief story on how this came to be:

My father's favorite Christmas dinner was relished by our entire family and consisted of Roast Prime Rib, Yorkshire Pudding and Cesar's Salad. I had heard from my pop that Clark Gable and company, who used to frequent Cesar's in the 30's, had suggested he create a signature dish, and this is what he came up with. So, while there on business, I took a cab to the restaurant, introduced myself, and told that I was there to learn how to make Cesar's famous salad. They were now clearing the afternoon lunch crowd, when this distinguished gentleman appeared, introduced himself as Cesar, son of his late, great father, took me to a private room and then this.

#### **Cesar's Cesar Salad Servings: 6**

##### **Ingredients:**

1 Whole romaine lettuce  
 2 cloves of garlic  
 1 can of flat anchovies  
 1 fresh lemon  
 1 fresh egg (or Egg Substitute)  
 1 part extra virgin olive oil (same amount as a single egg)  
 1 teaspoon of Worcestershire sauce (Couple of shakes of the bottle)  
 1/4 cup of capers  
 1 cup of seasoned croutons  
 One cup of freshly ground parmesan cheese at room temperature  
 Freshly ground pepper  
 Place 6 salad plates, along with 6 salad forks chilled in the freezer. (Critical)

##### **Basic Preparation:**

Pick the entire lettuce into bite size pieces.

(Do not cut with a knife.)

Place the leaves in a vat of ice water for at least two hours.

Longer is preferable.

Remove from the water and immediately dry using a salad spinner.

Take the chilled leaves and place them in a plastic shopping bag in your refrigerator. (Only do this an hour or so before using.)

In a bowl take one drained (throw out the oil) flat of anchovies, along with two cloves of very finely chopped fresh garlic and the juice of 1/2 lemon. Allow that mixture to just sit for a while. Every now and then, using a normal fork, crush the ingredients together. Do this until you are left with nothing but an anchovy colored past. Let it sit until ready to serve.

##### **Final Preparation:**

Add to the paste the egg and an equivalent amount of extra virgin olive oil.

Mix thoroughly.

Add the Worcestershire sauce, capers and mix into the dressing.

Add the romaine and toss thoroughly.

Place an equal amount of salad on each of the six frozen plates.

Add the croutons to each salad.

Add the freshly ground pepper over each salad

Sprinkle with the parmesan.

Serve immediately with the chilled forks and a glass of merlot.

Simple: But I will tell you that Cesar was emphatic. Mess up on any step and this will not be world class. And, future efforts were to prove how right he was.

Bon Appétit!

## Please Welcome Our Newest Members



**Michael Landreth, ALC**  
*Eagle, Colorado*  
 President/BROKER:  
 Landreth Ranch & Land Co., LTD  
**Michael@weknowranches.com**  
 970-390-3123

A regional and national leader in the land brokerage industry for many years, Michael has been the driving force behind his company since its inception decades ago. In addition to being a nationally-recognized expert in mountain ranch property in the Rocky Mountains, Michael has also served as National President of the REALTORS® Land Institute, of the National Association of REALTORS®, an exclusive national organization whose members include the most prominent land brokerage professionals in the industry.

Michael is a Professional. He's a Nationally-Recognized and highly experienced Ranch Broker & Land Consultant, in the business for 29 years, with the transactions, volume, and honors to prove it. Specializing in Buyer Brokerage of large ranch and land tracts in the Western United States, Michael has a proven knack for cruising the market for value, and for using specialized tools he has developed specifically for his Buyer Clientele.

He holds the coveted Accredited Land Consultant (ALC) designation from the REALTORS® Land Institute, one of only 45 in the entire 5-state Rocky Mountain Region and only 22 in Colorado. He was the National President of that REALTOR® organization in 2008. And twice he's been honored as the Colorado Land REALTOR® of the Year.

Michael's national and regional leadership roles have helped him develop an extensive network of ranch brokers; a large and tangible benefit to his clients in that he truly knows the market, the players, and the network to get your job done. His unique focus on buyers, combined with his penchant for ongoing education, guarantee you an unequalled level of service AND insight.

In addition to ranch transactions, Michael has substantial experience with ranchland development and shared ranches. He has consulted for and sold numerous preserved ranchland community projects over the years, ranging from 700 to 6,000 acres.



**Diana Galavis**  
*Jacksonville Beach, Florida*  
 Watson Realty Group  
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 904-435-1910

Originally from Pennsylvania and raised in Florida. I grew up swimming and playing softball in Jacksonville and watching my mother in the Real Estate business. After high school, I attended the University of north Florida and studied Political science and Philosophy. Not long after graduating college, I met my husband and began working in the construction industry. Side by side we ran a successful business with 30 employees. We then moved to the Dominican Republic and traveled the Caribbean and part of South America. Upon moving back to the States I made the decision to enter the Real Estate family. I am a second-generation REALTOR and see the benefits of giving back to community. My attention to detail and professionalism shows my passion for Real Estate.

At Home With Diversity Certified  
 Broker Price Opinion Resource  
 Certified International Property Specialist

Florida REALTORS Risk Management Chairperson  
 Florida REALTORS Honor Society  
 Northeast Florida Association of REALTORS Legislative Chairperson  
 Global Business Council Member

## About AREA Retreat Sponsors

### Pillar to Post



*Pillar to Post featured cover story in Real Estate Magazine*

Buying a home is one of the most significant decisions and one of the biggest investments you will ever make. A Pillar To Post home inspection will give you a clear, unbiased evaluation of a home's condition, answer any

questions you may have, and help give you peace of mind.

An inspection of the home you are considering will help you make an informed decision during the purchase process. It will also provide you with the information you will need for any repairs and maintenance your new home may require. A professional home inspection will allow you to buy with confidence.

A pre-listing home inspection can detect previously unknown problems or potential upgrades that you may wish to address prior to selling your home. Being aware of issues in advance will also allow for disclosure of problems when selling your home, which can result in a smoother transaction for both parties.

### Choice Home Warranty



Choice Home Warranty plans offer comprehensive protection against the high cost of repair or replacement of properly maintained major systems and appliances. A policy holder calls our claims center and pays a modest service call fee per claim when a problem or repair need arises.

At Choice Home Warranty, we strive to always offer our customers fast and simple solutions, along with excellent

service technicians. Customers are looking for value for their money, and we believe we provide outstanding customer satisfaction and protection against the high costs of home and appliance repairs on covered items. \*

When you decide to purchase a Choice Home Warranty, you will work with a knowledgeable, dedicated team that will service your covered home repair needs swiftly and efficiently. \*\* With many home warranty companies, your claim is assigned to a clerk in a large department, rather than having a personable, dedicated team processing your service request. With a CHW Warranty, you will have a dedicated team of two or three representatives, who will always be thoroughly involved in your claim and available to help you with any questions that your may have.



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

### The Jeanne Radsick "Sherlock Holmes" "

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

**Betsy Bradley** knows a lot about our members than most because she wins last month's contest with a perfect score. Thanks, Betsy.

For doing so she wins a trip to Vail, Colorado.

### Word of the Month: BANALITY

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