



ASSOCIATED REALTY OF THE AMERICAS

November 2017

get ready for the **AREA**
RETREAT

2018

NEWPORT, RHODE ISLAND



Comments by
Leslie Rouda Smith

Welcome **NEW MEMBERS**

Dennis Badagliacco **Legal Commentary**

MEXICO REPORT

Sherlock Holmes
contest

Featured sponsor: Pillar to Post

SEE PAGE 4
Make Your Reservations
Now to the 2018
AREA RETREAT
May 29 - May 31



Leslie Rouda Smith

First, another great big thanks to **Sherrí Meadows** and the Florida Association for hosting our AREA Gathering in Chicago this month. Thoughtful, over the top hospitality and so very much appreciated by the many who attended and enjoyed the wonderful event. We are very grateful, indeed.

Thanksgiving and the holiday season are, once again, upon us and it is time to stop, reflect and give thanks for all that we have and share. Having attended the wonderful AREA Gathering earlier this month in Chicago, I was, once again, reminded at just how warm and welcoming it is to be among fellow AREA members. There is something truly very special about our group and, from the bottom of my heart, both Brian and I are so honored to be a part of all of you.

Time is now to make your reservations for the AREA Retreat and pay your fee, thus saving you quite a bit. Please take some time and look over the information regarding the Retreat, timing, location, date and costs and then get with the program. This will be a great one and accommodations are limited.

There will be no newsletter for December. So, our next one will not be until this coming January. So, **Happy Hanukkah, a Merry Christmas and Felix Anno Nuevo.** Again, my thanks to **Carl, Suzanne, the Board of Advisors** and all of you. It is a pleasure.



A Look on the Legal Side

with Dennis Badagliacco

Dennis Badagliacco, who is one of three members serving on the Legal Advisory Board of the NAR, as are other prominent members of AREA: **Diana Bull** and **Patti Lawton**, who is Chair, made the following presentation about current legal considerations facing the NAR.

Dennis Badagliacco then gave his report:

1. The Good news is the NAR has approved a master insurance policy including cyber protection for first, second and third parties and is preparing a "cheat sheet" to show the elements, which should be in any such policy for individual firms.
2. The Santa Barbara Board of Realtors with the help of Pacific Legal Foundation is suing the City of Santa Barbara, which has imposed an automatic house inspection \$475 to occur 5 days after the opening of an escrow. The claim asserts that the City is then able to make arbitrary decisions regarding issues without due process or a warrant for a search thus, potentially, violating the privacy rights of those being inspected.
3. The Federal Government in 1854-55 made an agreement with certain Native American Tribes to insure future unimpeded access through ingress and egress to salmon stocks. The Indian tribes claim the culverts over highways, bridges, rail

ways and other public works, all of which were built by the Federal Government, are impeding the flow of salmon. The 9th Circuit court has ruled that the State of Washington is liable to the tribes for these actions and the state is liable for approximately \$2 billion in retribution. An appeal is underway.

4. PDF Filler is now scrapings ZIP Logic forms and documents from Texas as well as California and then selling the forms to third parties at a greatly reduced rate. The third-party users are also able to modify, what appears to be a standard contract used by all others. Texas is suing PDF Filler and NAR is contributing \$300,000 to Texas to help with case.

5. South Carolina has a standard arbitration clause in its agreements. One party does not like the outcome of the verdict. South Carolina, with help from NAR is joining an Amicus Brief to uphold the Arbitration clause. Most States have a similar clause. It is imperative the Arbitration Clauses be upheld.

Dennis Badagliacco

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Welcome

NEW MEMBERS



Mary Roberts
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Current Treasurer of the Arizona Association of REALTORS® and in line to be Arizona Association President in 2019, began her real estate in Lake Havasu City 1989 at the age of 25 under the guidance of her first broker, her father. Her youngest son joined her team in 2015 at the age of 19. President, Lake Havasu Women's Council of REALTORS

2010, 2015; President, Lake Havasu Association of REALTORS 2013; Region Vice President, Region 1, Arizona Association of REALTORS 2014-15; Treasurer, Lake Havasu Association of REALTORS 2016; Treasurer, Arizona Association of REALTORS 2017 First Vice President, Arizona Association of REALTORS 2018; Member, Business Issues and Policy Committee, National Association of REALTORS 2016-2018; Designations: GRI, CIPS, AHWD.



Janice Shows
Ridgeland, Mississippi
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Received her Broker's license in 1988 and currently serves on several committees for the Central Mississippi REALTORS®, Mississippi Association of REALTORS®, and the National Association of REALTORS®. Graduate of National Association of REALTORS Leadership Academy.

Served on numerous committees with Mississippi REALTORS® committees, Board of Directors, Executive Committee and its 2014 President. Only two-time honoree of Central Mississippi REALTORS®, Realtor of the Year.

She is a wife, mother and grandmother and enjoys spending time with all while at home or traveling.



Jason Marquis
Birmingham, Alabama
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Jason Marquis serves the Metropolitan Birmingham Alabama market and the incredible Beach Communities of the Alabama Gulf Coast. He has been a Realtor® since 2007, and is an a very active volunteer on all levels of the Association. His passions for the association are diversity, multiculturalism, professionalism and his greatest passion,

RPAC where he is a Platinum R President Circle member, and an inductee in to the RPAC hall of fame for 2017. Prior to becoming a Realtor® Jason was a full time diplomat at the United Nations where he served in Arusha, Tanzania in the International Tribunal for Rwanda. In his spare time, (which there is very little) he likes to read, cook, travel, spend time with his 9 nieces and nephews and his 4 sisters, as well as his two dogs and his cat who thinks she is a dog. Jason is also a 2017 graduate of the NAR Leadership Academy.

AREA RETREAT 2018

Early-Bird Registration Available!

2018 AREA RETREAT
NEWPORT, RHODE ISLAND
MAY 29-31

**REGISTER EARLY
AND SAVE!**

Registration must be completed
by Dec 31st for savings.

HERE'S HOW TO REGISTER FOR THE EVENT:



**Early-Bird Event
Registration**
Oct - Dec 31st
Rate: \$395



**Event Registration
after Dec 31st**
Rate: \$465

TO PAY RETREAT FEES ONLINE:

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

Go to **make payment** and **follow directions**.

Member \$395/ Guest \$365

HOTEL ACCOMMODATIONS:

Newport Marriott

Special Group Rate: \$249/per night

Click on the button below to make
your reservation.

MARRIOTT RESERVATIONS

If you need stay pre or post, please make your
reservation and then contact

Rachel.Deschenes@marriott.com

with your confirmation number and she
will assist with availability.

LAST DAY TO BOOK MAY 8, 2018

Keynote **SPEAKER**

FirstNet's Chair, Sue Swenson to be Keynote Speaker

The Board of FirstNet (First Responder Network Authority) made it possible for first responders to communicate with one another in real time and at any and all disaster following the disaster of 911 where that could not happen. It's Chair, Sue Swenson, will be the keynote speaker.

Sue Swenson's Background:

Sue Swenson brings extensive experience as a telecommunications and technology executive to the FirstNet Board. She has served as CEO and Chair of the Board of Inseego Corp., a leading

global provider of SaaS telematics solutions from 2015- 2017 and President and CEO of business software provider Sage North America from 2008-2011. Ms. Swenson also served as COO of T-Mobile USA, President and COO of Leap Wireless, International (Cricket Communications) from 1999-2004 and President and CEO of Cellular One from 1994-1999. She started her telecommunications career at Pacific Telesis holding various management roles including President & COO of Pac Tel Cellular from 1990 - 1994. Ms. Swenson serves on the Board of Directors of Wells Fargo and Harmonic Inc.



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John Glaab, CIPS

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MEXICO REPORT <<<

John was born in Canada and received his higher education in the United States. He is Vice President, International Marketing at The Settlement Company®, Mexico's oldest title and escrow company.

Following a successful career in international marketing, John entered the world of international education. As Director of Development and Public Relations at the United World College of the Pacific at Pedder Bay, British Columbia. It is one of twelve United World Colleges spread throughout the globe. As Director of Development and Public Relations, his task was to raise funds to provide scholarships for 200 students from more than 60 countries. John is a Trustee of Pearson College. Moving to San Jose del Cabo in 1991, he became a founding member of the AMPI Los Cabos Section and served on its Board of Directors for a decade. Promoting the Section, he watched it grow from five members to over 400. In 2000, he moved to La Paz and became a member of AMPI La Paz. Several years later he was named Director Emeritus of that Section. A founding member of the Board of Directors of the Global Mexico Real Estate Institute, John is responsible for public relations and increasing the awareness of the Institute, in the global real estate industry.

US Expats and others Making the Mexican Tourism, Medical Economy Boom

Healthcare services are feeling the effects of globalization. Medical tourism is one of the fastest growing industries in the world today. It is a booming sector for various reasons. The increase in the sector has opened up a plethora of business opportunities for foreigners to invest in Mexico.

Instead of vacations in exotic places, foreigners are arriving in Mexico for medical treatment and to buy prescription drugs at a lower cost than in Canada and the U.S. The states of Baja California, Quintana Roo and Yucatan are receiving great economic benefits from medical tourism, in Los Cabos, the new Hospital H has its own laboratory and the medical staff, many from Mexico City are for the most part bi-lingual. The arrival of the hospital has created a mini boom. On one side a new Hampton Inn and Suites is now open and a place for patients and families to stay with great views of the water. In front of the hospital the new Koral Center features boutique shopping, a food court and a "wellness center." There is also a gourmet restaurant in the center.

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Jeanne Radsick
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The Jeanne Radsick "Sherlock Holmes" contest

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

Word of the Month:



Nothing to do with a mass-produced wine fetish.

Last month's winning entry came from **Christy Vail**, who receives a free tour of Park City, Utah

A R E A B O A R D

Carl A. Bosse, Green Valley;
 President

Suzanne Cooper, Ridgewood;
 Executive Vice President

ADVISORY BOARD MEMBERS:

Leslie Rouda Smith, Dallas; Chair

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Gail Hartnett, Boise

Ron Phipps, East Greenwich

Diana Bull, Santa Barbara

Jo Kenney, Atlanta

Ken Libby, Stowe

Craig Sanford, Phoenix

AREA Retreat Sponsor Feature

Pillar to Post

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.

