



ASSOCIATED REALTY OF THE AMERICAS

October 2017

*get ready for the* **AREA**  
**RETREAT**  
2018  
**NEWPORT, RHODE ISLAND**

*Comments by*  
**Leslie Rouda Smith**

*Welcome* **NEW MEMBERS**

Dennis Badagliacco  
**Legal Commentary**

**National Heritage Awards**

**Sherlock Holmes  
contest**

*Featured sponsor:* **Pillar to Post**

**SEE PAGE 5**  
Make Your Reservations  
Now to the 2018  
**AREA RETREAT**  
May 29th - June 1st



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## Leslie Rouda Smith

There is a great deal happening within our AREA membership. This past week **Diana Bull**, **Gail Hartnett**, **Gary Reggish**, **Sherri Meadows**, **Bonnie Smith**, **Kristin Smith**, **Kaki Lybbert** and **Roger Foster** joined me in Stillwater to attend **Kathy Fowler's** installation as **President of the Oklahoma Association of REALTORS®**. Around the same time **Seth Task** was named **Ohio REALTOR® of the Year**, as was **Colin Mullane** in **Oregon** and **Bonnie Smith** in **Colorado**. Our hats are off to all of you. Congratulations!



**Kathy Fowler**  
 2017-18 Oklahoma  
 ASSOCIATION PRESIDENT



**Seth Task**  
 Ohio  
 REALTOR OF THE YEAR



**Colin Mulane**  
 Oregon  
 REALTOR OF THE YEAR



**Bonnie Smith**  
 Colorado  
 REALTOR OF THE YEAR

When one adds on all of the senior officials in the National Association of REALTORS®, the Canadian Association and AMPI of Mexico, who are also members of AREA, plus past presidents, both nationally and at the state levels, including six Regional U.S. Vice Presidents, a future NAR Association President to be, two Mexican members both previously named "World Realtors of the Year" plus many current and past state Association Presidents, one begins to see that AREA has great reach and influence both on state and national levels.

It is an exciting to be a part of this great group. Thanks to all on the Advisory Board: one previous President of the NAR, several former Presidents of the Women's Council, a major player in the Boy Scouts of America, the first Female treasurer of the State of California Association and previous Chair of this group, the former Chair of the Texas Association etc.; for their time, energy and effort put forth to make sure we continue to grow and thrive in the best manner possible. And, a special thanks to each one of our members. It is my pleasure to be associated with you. By the way, **our next AREA Gathering will be in Chicago during the NAR Convention** on Friday afternoon, November 3rd, hosted by **Sherri Meadows** and the Florida State Association. The exact time and location will be posted later this month.

Planning for the 2018 Retreat is underway and there is an air of great excitement surrounding the event, which has become one of the premier gatherings each year in our industry. This will be our 12th annual Retreat, and in previous

years we have been both east and west, more recently beginning in Napa, then Stowe, then on to Santa Fe and last June, Santa Barbara. A large number of our membership attends these events that solidify our business relationships on a very personal level. As Vice Chair, **Hagan Stone** said on the AREA call this month, "If you have not attended an AREA Retreat you are missing a highlight of lifetime."

The venues are always great, the programs very personal and spot on, the food and entertainment, awesome ... Hope to see you in Newport, Rhode Island on May 29-31. **Ron and Susan Phipps** will be our host and hostess and the program promises to be spectacular, led by our keynote speaker, **Sue Swenson**, Chair of FirstNet. She will share the story with you of how she and others have made it possible for first responders to be able to communicate in real time with each other during times of crises, which was spawned by the tragedies that unfolded during 911 when that degree of communication was not possible. And, that is not all. More to follow in the months to come. May I suggest that you move quickly to get your room reserved. They are limited in number.

Also, thank you to our very special sponsors, this month we feature **Pillar to Post** home inspection serving both American and Canadian clients.

**CATCH  
 Sue's Bio  
 on page 5**

# Welcome NEW MEMBERS



**Andy Twisdale**  
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Andy Twisdale has been a Hilton Head Island resident for 45 years and full time Realtor for 25 years. He was selected 2013 & 1998 REALTOR® of the Year and elected President of Hilton Head Area Association of REALTORS® in both 2000 and 2006. Andy has received numerous real estate related and vocational awards and was recognized as an Outstanding National School Volunteer. Andy has had the pleasure of serving on the Leadership Hilton Head/Bluffton

Board of Regents from 2003 to 2007 and has been a member of the Leadership Hilton Head Alumni Association from 2000-2012. He served on the Board of Directors of the Hilton Head Area Association of REALTORS from 1995-2009. Currently a member of the South Carolina REALTORS® RPAC Board of Trustees for Region 2 and was awarded the 2013 South Carolina REALTOR® Advocate. A member of the Hilton Head Area Association's Legislative RPAC Committee 2009-2012 and served on the Hilton Head Island Bluffton Chamber of Commerce Board of Directors 2006-2012 and a member of the Chamber's Legislative Committee. A REALTOR® since 1992. Associated with Charter One Realty.



## A Look on the Legal Side

with Dennis Badagliacco

**Dennis Badagliacco**  
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**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.

First of all, an explanation for why I missed the AREA business call this month: I had the wrong call in number!

One legal issue which is now surfacing is the **transmissions of information to our clients**. Many States have a law stating a Real Estate Agent cannot accept information received from another person, such as the seller, as being true, and transmit it to clients without verifying the information or disclosing to the client the data has not been verified.

Next attorney Shannon Jones warns against the **"potential dangers of Next Door"**. Next Door is a website connecting neighbors and allowing members of a neighborhood to communicate with each other on a variety of topics. Let's say one person reports a sex offender is in the neighborhood and the information is

NOT verified. A Realtor is damned if they do and damned if they don't. If you report an unverified issue you could be liable and if you don't report the fact and it is true, you could also have liability. The only possible path is for the Realtor to report the issue as unverified. What a crazy world!

**The NAR is participating in two legal briefs** on behalf of our members. One brief addresses **the unequal taxing of internet sales** (should a state receive taxes on internet sales). The second legal brief is an appeal to the US Supreme Court because the 9th Circuit Court has ruled on handicapped websites stating that even though the regulations for compliance have not been issued, **a website must be ADA compliant**. The issue, of course, is how you can comply with a regulation which has not been issued!



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**Andrea McKey**  
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## THE NATIONAL HERITAGE AWARDS™

This year will mark the 3rd consecutive year that AREA members will be nominating special properties throughout North America to honored for their historic significance and simple grandeur. Begun by **Katy Bullock** of Ponce Inlet, we have already honored several special properties, and those who nominated them have been privileged to present a very special award to the recipients and to receive the commensurate positive publicity associated with the event.

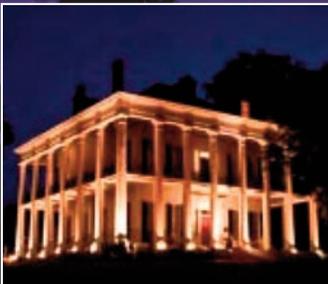
This year we will be presenting awards in Newport, Rhode Island during our annual Retreat this coming May, and you can be a very special part of this if you wish. It costs you no money, the award, itself is very nice, and it is simply a perk of membership in our very prestigious organization. The criterion? Your good judgment! This is for newly discovered, unique properties that you personally feel should be honored because they mean something to you and your community.

We can all use a little free publicity to promote our efforts. This is the perfect chance to do just that while making a significant contribution to your local area.

To make a nomination please contact me at miriam@nyrelocation.com or give me a call at (914) 523-8638 or contact our Co-Chair Andrea McKey of Baton Rouge, andrea.mckey@coldwellbanker.com, 225-241-2800. Thank you. Due to limited space and time, we will be limited to presenting up to three new awards this year. So, time is of the essence for 2018.

**NOMINATE TODAY!**  
 Winner will be  
 announced at the  
 2018 AREA RETREAT!

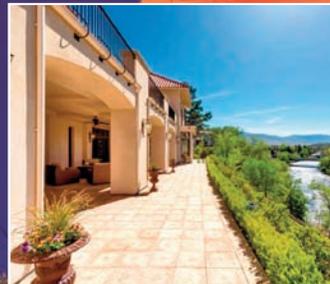
### PREVIOUS WINNERS



Dunseith Mansion  
 B&B Conversion  
 Natchez, Mississippi



Chauvet  
 Converted Hotel  
 Glen Ellyn, California



Nixon Mansion  
 Residence  
 Reno, Nevada

# 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

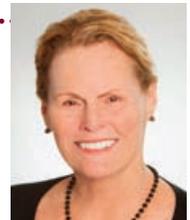
### FirstNet's Chair, Sue Swenson to be Keynote Speaker

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 Inseege 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.



Sponsored by:



**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.



**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:



Like vents on the ocean bottom.

**Fernando Cortes** was last month's winner and receives a free Uber ride anywhere in Naples, Florida.

### 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

**Hagan Stone**, Nashville; Vice Chair

**Carlos Gutierrez**, Miami

**Linda Jones Neil**, Los Cabos

**Gail Hartnett**, Boise

**Ron Phipps**, East Greenwich

**Diana Bull**, Santa Barbara

**Jo Kenney**, Atlanta

**Ken Libby**, Stowe

**Craig Sanford**, Phoenix