



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.

SEPTEMBER 2017 NEWSLETTER

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	Diana Bull , Santa Barbara
Linda Jones Neil , Los Cabos	Jo Kenney , Atlanta
Gail Hartnett , Boise	Ken Libby , Stowe
Ron Phipps , East Greenwich	Craig Sanford , Phoenix

Comments from Leslie



Leslie Rouda Smith
Dallas, Texas
leslieroudasmith@gmail.com
214-522-3838

2018 AREA RETREAT

The Advisory met last month for the purpose of deciding when and where the 2018 Retreat will be held. It will be May 29-31, 2018 in Newport, Rhode Island. Thanks to Ron Phipps who did yeoman work in getting us into Newport. 2019 will be the Midwest; 2020 The Far West; 2021 Nashville.

RELIEF EFFORTS

September 2017 will be remembered for two gigantic hurricanes which devastated most of southeast Texas and the entire state of Florida as well as the Virgin Islands and Puerto Rico, among other Caribbean locations; as well as the terrible fires in the great Northwest. This touches us all and I know we are up to the task of giving and sharing as best we can to assist those members of AREA and their communities, which have been so terribly affected. Brian and I encourage each of us to go through the NAR programs designed to provide financial relief and give generously. We are all very blessed. Let us thank

the Lord for the blessings and pass along whatever we can both in good will and friendship, but also with our personal financial assistance.

Missy Stagers of San Antonio has put together an AREA Committee to study the status of each of our members and provide directed help wherever we can, long with **Diana Bull, Ken Libby, Hagan Stone, Dave Wluka** and **Suzanne Cooper**.

For those in need, please send the information on the form below. For those not in need, but willing to jump in and help, please email Carl what you would like to do and we shall coordinate your offer with the needs and offers we receive in the best way we know how.

For those affected, the information you are asked to provide will be kept only to those within the committee. If you believe that you would prefer not share your most personal needs with the group, but feel comfortable sharing with Carl, we have agreed that shall be honored and your confidentiality will be intact. Regardless, please direct your information to Carl and share as much as you can, with whatever instructions or reservations you may have.

If you are not affected, please respond and let us know what you would be willing to do: Reverse Referral

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"All the News that fits"

www.areamericas.com



Comments from Leslie *(continued)*

Commissions, Travel and Service, direct donations to particular individuals in need, are part of that. We will not be accepting money but only coordinating. Whatever it is, it will be appreciated. And, if you prefer to remain anonymous, we are not keeping records and are making no judgments one way or another. Each of us will do what we can, in our own way.

AFFECTED MEMBER QUESTIONNAIRE

1. Your full name, email, phone number and location.
2. General overview of the immediate damage in your locale.
3. Specific damage you have incurred: (Please describe as best you can)
4. What specific immediate needs do you personally have?
 - a. Are you in need of Short term funds? If so, how much?

- b. Do you have water, food, electricity, cell etc.
What would you like us to do in that regard?
- c. Can we notify anyone on your behalf?
- d. Do you need medicines and prescriptions? If so, please explain. Who is your pharmacy?
- e. What do you believe are your long-term needs? Please be thorough.

Finally: What else do we need to know or to do.

For information, to provide information or to provide assistance:
 Carl Bosse
 (520) 625-9335
www.areamericas.com

Welcome Our Newest Members



Joan Irish
Murphys, California
 Century 21 Sierra Properties
joanirish.com
 209-743-4421

Joan Irish, a commercial and residential REALTOR® from Murphys, California, has been a director of her local Association board for over 6 years and president for the past two years. She has served as a Director for CAR for the last 3 years and plans to continue her service to her fellow REALTORS® at the CAR and local level for years to come.

Joan grew up gold mining in Alaska every summer, which taught her the value of hard work, as she is thought to have discovered the original vein leading to the Nirvana Gold Mine, richest of all. Unfortunately, when that occurred she suffered an eye injury while peering at the sun during an eclipse and has been unable to locate the entrance since. Each summer she returns in efforts to complete that task.

Joan has a BA in Fine Arts and loves Photography.



Coy Knapp
Modesto, California
 Sales Manager
 Cold Re
coyknapp@att.net
 209-526-1010

Coy was raised in Deer Park Washington. His grandfather was a Rodeo Stock Contractor and he grew up loving the sport of Rodeo and competing. He won the state high school championship in 1982 and 83 in Saddle Bronc Riding. After High School, he chased the dream of being a Professional Cowboy and realizing it was going nowhere. He, then enlisted in the United States Air Force and was going to be a Law Enforcement Officer. Became a Special Forces Op, instead. He was injured 3 years later ending his career in the military. Coy then went to Washington State University to receive a degree in accounting. Shortly after completing his degree, luck and because of training, he was hired as private security for the entertainment industry. He traveled many miles and experienced a life time of weird and fascinating experiences. (Now do you know anyone else you would rather be marooned with?) Burning out on that life style, he moved to California in 1995 and that's when he obtained a Real Estate license. The rest of the story comes down to one quote: "I love real estate. this business is my passion."



A Look on the Legal Side

with Dennis Badagliacco

Dennis Badagliacco

San Jose, California

dennisb@legacyrea.com

408-218-1800

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 Vice Chair, made the following presentation about current legal considerations facing the NAR, Dennis and Colleen are on vacation in Europe for the month of September. So, if you have questions why not call Patti or Diana, because they will have the answers.

The last month has been active in the Real Estate judicial world. Here are some of the cases with some significance for Realtors:

1. A law suit was brought against Zillow regarding the inaccuracy of "Zestimate's". The judge threw the case out and agreed with Zillow that the valuations given are guesses based on market information (i.e. square footage) and not intended to be an appraisal or a market valuation.

2. Real Estate Teams are the rage. As most of you know the "team" forms around a core (usually one or two agents). The team tries to get business based on their size and "dominance" in a market. IN MANY CASES THE TEAM CAN BE OPERATING WHILE VIOLATING THE LAW. The team concept is difficult to bring under the Independent Contractor Status Laws which most of us desire. However, once

the team determines place of work, hours, duties, etc. it is difficult to not have "employee status". Employee status requires a whole new can of worms from payment of withholding taxes, Federal and State taxes, etc. BEWARE if you are a team or are a broker housing teams. GET STRONG LEGAL ADVICE AND FOLLOW THE ADVICE. The penalties in this area a very LARGE.

3. California had an interesting case. Belinda Skulason v California Bureau of Real Estate: the short story is that Belinda Skulason had a DUI when she was very young. The Court later "expunged" the conviction. The Bureau of Real Estate refused to take the case off Belinda public record even though a court had removed the conviction. The California Court of Appeal upheld the Bureau of Real Estate! The case seems unfair to the licensee, BUT WHO SAID COURTS ARE FAIR?



The Jeanne Radsick "Sherlock Holmes" "

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

Donna Smith was last month's winner and receives a guided tour of Greenville, South Carolina's best fried chicken restaurants, some of the South's finest.

Word of the Month: Mabble

Something REALTORS® Like to do at a Closing.

Jeanne Radsick

Bakersfield, California

jeanne@radsick.com

661-319-6555