



AREA

ASSOCIATED REALTY OF THE AMERICAS

www.areamericas.com

September | October 2015 Newsletter



Diana Bull, Chair
 AREA Liaison Committee
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Comments by Diana Bull

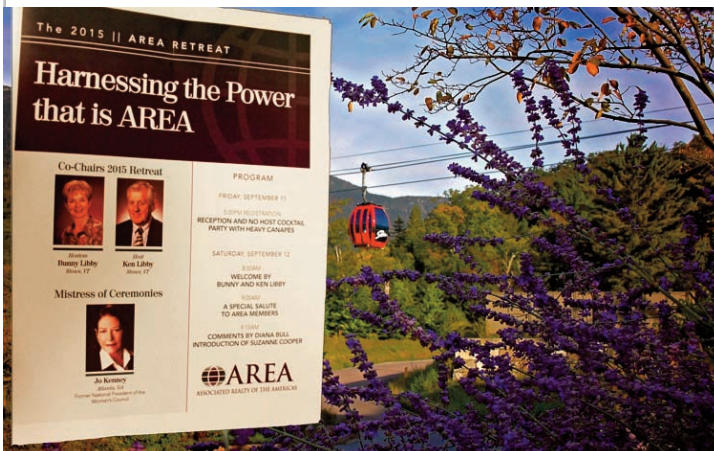
The **2015 AREA Retreat** was a super success. There were so many of our members who made such significant contributions that it would be hard to name them all. Suffice it to say, thanks to all. You gave 110%! But I would like to single out **Ron Phipps** whose panel opened the program with a superb discussion about leadership. Prior to the event he sent out the following request to his panel members:

The agenda is ours and we can do what we want. What is most important is to make it interesting and FUN! I would like your help to start with each of you taking 15 minutes to complete a free online personality profile: <http://www.16personalities.com>. After you take the test, if you are willing, I would like to have you share this information with me. It is a way to demonstrate the range of personalities that make up effective leaders. It is really interesting. If you are uncomfortable after you have taken this, just let me know. Thank you! Ron

I suggest that if you would like to learn about yourself take the test. And then go to the website and learn what the results mean. It is fun, easy and very rewarding. Thanks, Ron and everyone else on that special panel. **Diana**



Ron Phipps, 2011 President of the National Association of REALTORS® was the chair for the panel on Leadership during the opening session



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Thank you to all members who make AREA a leader in international real estate.
We appreciate the contributions of each member, and look forward to new opportunities for all in 2016.
Here are a few of our members that were recognized during the 2015 Awards Ceremony.

**AREA
2015 Special
Recognition
Awards**



Member of the Year
Bunny Libby, Stowe, Vermont



Audrey Novoa,
New York City



Diana Bull, Chair
Santa Barbara, California



Elizabeth Allardice,
Raleigh, North Carolina



Hans Hannson,
San Francisco, California



Suzanne Cooper,
Ridgewood, New Jersey



Leslie Rouda Smith,
*Dallas, Texas (in absentia) accepted
by daughter, Kristin Smith*



Betsy Bradley,
Vail, Colorado



Kaki Lybbert,
Denton, Texas



Don Bullock,
Orlando, Florida



Ryan Asao,
Monrovia, California



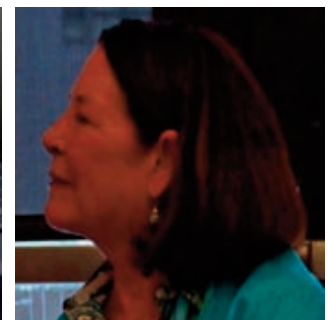
Ken Libby,
Stowe, Vermont



Marcia Price,
Boston, Massachusetts



Jay West,
Cabo San Lucas



Jo Kenney,
Atlanta, Georgia

Leadership



JoAnne Pool *Baltimore, Maryland* and John Smaby *Edina, Minnesota*.

Editors Note:

There were loads of photos taken at the event. They can be found on either the AREA Facebook page or on the AREA blog at www.areamericas.com. If you see a photo on the slide show that is not here and would like a copy, just email Carl at carl@areamericas.com.

Now, down to serious business!



"So this duck waddles into a bar and asks the bartender for a beer..."

Sherri Meadows, *Ocala, Florida* and Gail Hartnett, *Boise, Idaho* enjoying a light comment with Pat Ohmberger, *Lincoln, Nebraska*.



"No Sir. I want a cab not a gondola!"

Brian Smith, Dallas, Texas arranging for passage to the airport.



"Could someone turn on the lights?"

Carl Bosse, Green Valley, Arizona discussing the Power of AREA.



"Fortunately, thanks to Doug, I know a guy."

Doug Azarian, Cape Cod, Massachusetts and **Jim Lee**, Portsmouth, New Hampshire enjoying a light moment with **Patty Lawton** of Brunswick, Rhode Island.



Autumn Meeting in Vermont at the Stowe Mountain Lodge

Kaki Lybbert, Denton, Texas, **Hagan Stone**, Nashville, Tennessee, chat with **John Smaby**, Edina, Minnesota while **France Addington-Lee**, Denver, Colorado discusses her upcoming trip to China with **Seattle, Washington's Simon Pedersen**.



"The hills are..."

Vince Malta, San Francisco, California, and **Eileen Burns**, Fort Lauderdale, Florida, urge **Harrison Bull**, Santa Barbara, California, to try singing in harmony!



"And now we know what happened to Ryan."

This telephoto of **Ryan Asao** of Arcadia, California enjoying a swim before lunch.



"It's got mikes and all kinds of things."

Jay West thrills the group with news about his new radio station in Mexico.

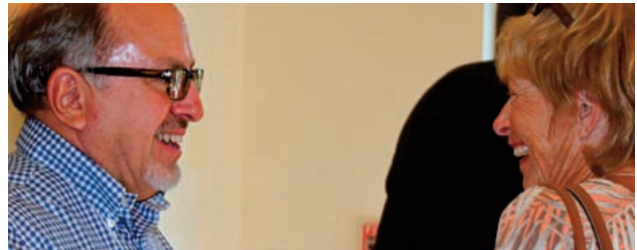
Simon Pederson, Seattle, Washington, **Jay West**, Cabo San Lucas, Host, **Ken Libby**, Stowe, Vermont.



"Reminiscing."

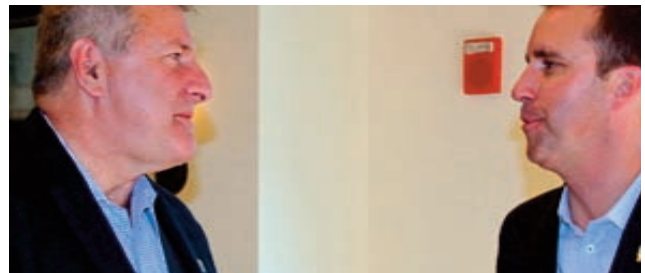
I suppose if I had to do it all over again, I would have either become a professional baseball player or a tour guide. How about you, Trinkie?

Hans Hansson, San Francisco, California and **Trinkie Watson**, Lake Tahoe, Nevada.



"So you think I look like the Pope?"

Peter Patout, New Orleans, Louisiana and Hostess, **Bunny Libby**, Stowe, Vermont.



"Did you ever meet Elvis?"

Ron Phipps, Greenwich, Rhode Island and **Hagan Stone**, Nashville, Tennessee.

Sharing Secrets



Info Talk During a Break
Ken Libby, Stowe, Vermont and **Rod Woelfle**, Aspen, Colorado. "You know I'm to be the New Vermont RA Chair!"



"He's going to be Vermont's new what?"
Jim Monroe, Plano Texas, **Joe Chavez**, Montpelier, Vermont. Mr. Chavez is Director of the Vermont RA.



"Took this class at Harvard and forgot where I parked the caar."
Trinkie Watson, Lake Tahoe, California, **Marcia Price**, Boston, Massachusetts.



"So I bought it. What do I tell him?"
Gail Hartnett, Boise, Idaho, **Barbara Bardach**, Tucson, Arizona.



Christine Hanson, San Francisco, California awaits the bus while **Suzanne Cooper**, Ridgewood, New Jersey, suggests to **Don** and **Katy Bullock**, Florida that once she's on the bus they tell her it is going to Chicago.

Sharing A Wonderful Moment



Neither **Pat Ohmberger**, Lincoln, Nebraska or **George Harvey, Jr.**, Telluride, Colorado knew then that in a few days he would be named **Colorado 2015 REALTOR® Of The Year**. Congrats George!



A famous daughter with her father!
Brian Smith, Dallas, Texas and **Kristin Smith**, Dallas Texas.

Options!

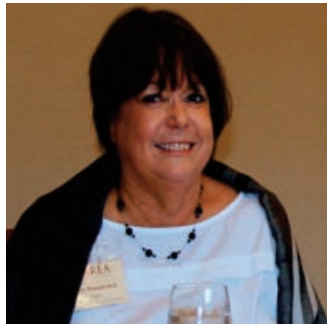


"Barbara thinks I ought to wait until we get home!!"
Cindy Bulla, Amarillo, Texas, **Sherri Meadows**, Ocala Florida, **Barbara Bardach**, Tucson, Arizona, **Gail Hartnett**, Boise, Idaho.

Exceeded Our Expectations!



"100% can't be wrong."
Sharon Bowler,
Chino Hills, California.



Terry Wunderlich,
Napa, California.



Suzanne Cooper,
Ridgewood, New Jersey.



**The real Perry Mason and his
Della Street,
Robert Foster, and Kaki Lybbert,**
Denton, Texas.



Final Answer: "It can wait!"
Gail Hartnett, *Boise, Idaho* with husband **Lt. Col. Ron Hartnett**
USMC (Ret).



He also knows a great woman!
Aleta and Doug Azarian, *Cape Cod, Massachusetts.*

Thrilled to be here!



The Ken Libby Five - Blowing Their Own Horns!



Ron Phipps, *East Greenwich, Connecticut* and **JoAnne Poole,**
Baltimore Maryland.



Sam Von Trapp addressing members during lunch at the Von Trapp Family Lodge.

Good Folks, All!



Betsy Bradley,
Vail, Colorado.



Salvador Novoa,
New York City.



Sarah Woelfle,
Aspen, Colorado.



Fielding Questions

"That is very difficult, and, apparently, just another attempt at a "gothcha" question! Nonetheless, in the final analysis, we prefer cider over sasparilla."

Hagen Stone, *Nashville, Tennessee,* **Pat Pipkin,** *Santa Fe, New Mexico,*
Sharon Bowler, *Chino Hills, California.*



Enjoying the sights and sounds of the Gala Evening Dinner

Miriam Dunn, *Scarsdale, New York,* **Elizabeth Allardice,** *Raleigh, North Carolina,* **Katy Bullock,** *Ponce Inlet, Florida,*
Judith Bundshuh, *Austin, Texas.*



George and Becky Harvey, *Telluride, Colorado.*

Dance Contest Finalists

The winner will be announced next month.
Hint: who had a world class ballerina as a partner?



Bunny Libby, *Stowe Vermont* and **Audrey Novoa,** *New York City.*

Welcome AREA's Newest Members



Leigh Brown, CRS
Concord, North Carolina
 Owner/Broker
 RE/MAX Executive Realty
 leigh@leighsells.com
 704-705-7036

Leigh is a 3rd generation REALTOR® in the 15th year of her full-time residential real estate career. She is extremely active in the National Association of REALTORS® where she enjoys a national reputation for her service and willingness to share. Her team is amazing and super-responsive to emails, texts, Facebook messages, and telephone calls (and by the way, they are all CRS too!). They pride themselves on telling the truth to their clients and it's been the main reason so many clients use them repeatedly.



Linda Jones Neil
CIPS, ABR, TRC, SRES, RSPS, PIC
Mexico at Large
 REALTOR®
 linda@lindaneil.com
 1-877-214-4950 ext. 102

Linda has more than 35 years' professional real estate experience. She is a member of NAR International and was the 2012 International REALTOR® of the year. She has many accolades and awards including being a member of AMPI, founder of the Los Cabos AMPI, where she is also a past President. She is a co-founder of the GLOBAL MEXICO REAL ESTATE INSTITUTE and of The Settlement Company®, Mexico's first title and Escrow Company.



Barbara Bardach
Tucson, Arizona
 Broker Associate
 Long Realty
 barbara@bardach.com
 520-275-3867

Barbara was a Director of the Tucson Association of REALTORS® Board of Directors (2008-2009 & 2011-2012); Chairman, annual fundraiser for local teen charity "Youth on Their Own" (2007-2010); Sponsor and volunteer for the Stone Canyon Community Foundation (focused on helping Tucson youth). Ranks in top tier of all Tucson agents (top 1%). Professional emphasis on the quality rather than the quantity of transactions facilitated. Her prior experience includes Silicon Valley hi-tech storage networking business development and sales executive (18 years), 3rd party neutral (3 years), public sector labor relations negotiator (3 years), and educator (5 years).



Vince Malta
San Francisco, California
 Broker/Owner
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 415-386-6657 ext. 101

Vince Malta is a third-generation REALTOR® and the CEO of Malta & Co., Inc. He is a graduate of the University of San Francisco and the University of San Francisco School of Law. Malta has been in the real estate business for over 31 years and has served the industry in countless roles. On the national level, Malta has testified before Congress multiple times on behalf of NAR on issues such as the impact of increasing conforming loan limits, insurance reform, and housing policy. He has served on the NAR Board of Directors from 2002 to present. Since 1988, Malta has been involved with the California Association of REALTORS® (C.A.R.). In 2002 he became an Honorary State Director for Life, and in 2006, C.A.R. elected him President. He was awarded REALTOR® of the year for the State of California in 2007. Malta sat on the Board of Directors of the San Francisco Association of REALTORS® from 1987-1994, was its Treasurer in 1990 and President in 1993. The San Francisco Association awarded him REALTOR® of the Year in 1996.



Jared Mitchell
Bakersfield, California
 Commercial Agent
 Tobias Real Estate
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 661-654-1656

Jared was born in Ventura California and raised in Bakersfield and is a graduate of San Diego State University where he majored in Public Administration. He began his career in 2004, and in 2006, Jared recorded the, then, biggest sale in company history while with McKenzie. In 2013 Jared, moved his license to locally owned and operated, Tobias Real Estate where he now works side-by-side with Amy, his beautiful wife of ten years. He is a sustaining member of the National Association of REALTORS®, as well as a strong family man spending time with Amy and their four year old son Lucas, building Legos, playing with the dogs, and watching cartoons. Jared gives special thanks to Jeanne Radsick, a sterling residential member of the Tobias team and a member of Associated Realty of the Americas, for the introduction to that incredible organization where he now has the ability to guide and assist anyone with any and all of their commercial real estate needs throughout North America.

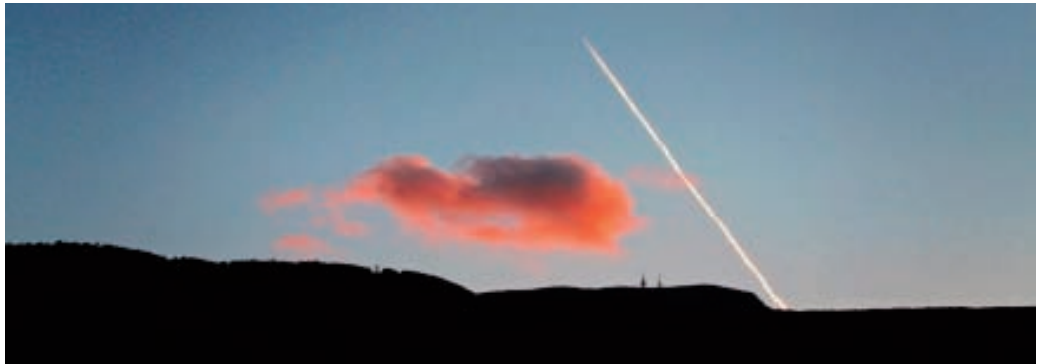
The Jeanne Radsick "Sherlock Holmes" Deductive Reasoning Test



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

Jeanne is AREA's representative in *Bakersfield, California* and an aficionado of Sherlock Holmes. In August, she floated a group photo asking the question of **who, where, and when?** We couldn't fool **Betsy Bradley** who immediately recognized the dastardly **Pierre S. Cargot**, played by the debonair French Canadian born, **Gordon McDermott** of *Stowe Vermont*, President of the one of the world's leading cultural consulting and translation service companies Auracom International. For giving the correct answer, Betsy wins a trip to Vail, Colorado.

September | October 2015 Question



What, when and where was this photo taken? Most original guess will receive \$10,000 or the equivalent in free publicity, whichever the editor chooses is the most rewarding for the winner!



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A Look on the Legal Side

with Dennis Badagliacco

Dennis reminds us that he is not an attorney. "I work for a living". He is one of two members of AREA honored to be serving on the NAR Legal Action Committee, the other being **Diana Bull**.

Everything below, whether or not related to California law does or will have national implications.

Independent contractor vs. employee status:

Let me begin by saying that Uber and Lift are fogging up the courts with agent suits over their status and I would like to shoot a canon ball across the bow of the Inman ship, which is not exactly a stalwart supporter of the hand, which feeds it, by having only employees and a single broker. So, my lament is that this is not over.

Inclusionary Ordinance in San Jose: This provides for 15% of any new projects be made available to low income persons and has been supported in the courts. It is being challenged on a higher plane by NAR and CAR who argue that it is a targeted forced

subsidy resulting in an improper tax on the project and those who buy there.

LA County has a "**Supplemental Assessment Law**" on the books, which is designed to obtain taxes after the fact when properties are sold and the benefits are passed on to the children. Again, CAR is very opposed to this kind of legislation, which it believes, is detrimental to the real estate industry as a whole.

Lastly, **the Army Corps of Engineers and the EPA now have the power to regulate** any land that, at some point in history, was a navigable water way, regardless of its current situation. This contradicts the private ownership rights of the many. And, the same group now has jurisdiction over new channels to be built. Who is to say we are not drowning in regulations because it sure can't be water!