



## 'On Board'

### NFCAR's Biweekly Newsletter

May 19, 2008

Volume 9, Issue 10

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**HAVE YOU VISITED [WWW.NFCAR.COM](http://WWW.NFCAR.COM) LATELY?** Your Association provides a great resource for you and your clients.

#### **NFCAR'S 2<sup>nd</sup> QTR. GENERAL MEMBERSHIP MEETING - JUNE 5<sup>th</sup> *THAT'S ENTERTAINMENT (We Hope)***

Be sure to arrive early! The buffet dinner begins at 6:15pm. The Show begins at 7:00pm! Location: The Portuguese Cultural Center at 65 Sand Pit Road, Danbury (203) 748-1278. You won't want to miss the event that everyone will be talking about for months!

Great Food :: Emil J. Morey Scholarship Winners :: Lots of Laughs & Entertainment

Your \$35 registration will help benefit the Emil J. Morey Scholarship fund, so don't delay! *Buffet includes: Portuguese Pork & Clams, Grilled Chicken, Ziti with Meatballs, Seafood Rice Fisherman Style, Vegetables, Rice, Beans, Fries, Soup, Salad, Bread, Butter & Olives., Coffee, Tea, Dessert and Cash Bar.* To download the registration form, please visit; <http://www.nfcar.com/pdf/ThatsEntRegForm.pdf> and fax it to NFCAR (203) 792-9962 Today, Or call NFCAR (203) 744-7255 to register over the phone...

#### **DANBURY HOUSING AUTHORITY PRESENTS AN INFORMATIONAL SESSION: *May 22<sup>nd</sup>***

If you are a property owner or agent and are interested in renting unit(s) to voucher participants or you are currently participating landlord needing information, you will be interested in attending Thursday, May 22<sup>nd</sup> at 3:00pm. **You must RSVP by May 15<sup>th</sup>.** Questions? Contact Dom Chieffalo, *Chairman of the Danbury Housing Authority* (203) 744-1111. To download the registration form, please visit; <http://www.nfcar.com/pdf/HousingAuthMeeting.pdf>

## **NFCAR's 1<sup>st</sup> 'PLAYDATE' OF 2008 – May 21<sup>st</sup> Cocktails & Hors d'Oeuvres**

Sports & Wellness Center of Danbury *formerly Beaver Brook Tennis* is throwing the NFCAR Members a 'Play Date'! Join your friends and get more information about the center on Wednesday, May 21<sup>st</sup> from 4:00pm – 7:00pm.  
Sports & Wellness Center of Danbury : 17-27 Starr Road : Danbury, CT 06810 : (203) 743-7676  
**YOU MUST CALL NFCAR (203) 744-7255 TO R.S.V.P. – your host will need a 'head count'.**

## **'REALTOR® OF THE YEAR' ANNOUNCEMENT!**

Nominations are now being accepted for this prestigious award. The local award is given annually by NFCAR to a REALTOR® who excels in the following areas:

- Local Association Activity (30%)
- State Association Activity (20%)
- National Association Activity (10%)
- Previous Accomplishments (25%)
- Civic Activity (15%)

The recipient of this award is chosen by a point system, which takes all of the above areas into consideration.

Our selection committee, which consists of past 'REALTOR® of the Year' (ROTY) winners, will also choose a local REALTOR® to be nominated for the State 'ROTY' competition. Candidates may be submitted in both categories ('Local' or 'State'), or either category separately.

Please call or send your nominations to NFCAR (203) 744-7255, or call out current 'ROTY', Betsy Pankulis, at (203)744-5775.  
**Nominations must be received by Monday, August 25<sup>th</sup>.**

## **'ROOKIE OF THE YEAR' ANNOUNCEMENT!**

We are also accepting applications for 'Rookie of the Year'. This award is given to an individual who has started in Real Estate within the past 18 months, has demonstrated success in sales and education, has volunteered time to the Association and the real estate community, and has been active in their community.

The following categories are the criteria in which the 'Rookie of the Year' winner is decided:

- Local Association Activity (50%)
- State Association Activity (10%)
- Local/Civic / Charitable Activity (30%)
- National Association Activity (10%)

If you have any questions, or wish to be considered for this prestigious award, please send your nomination to NFCAR, please call NFCAR at (203) 744 – 7255. **Nominations must be received by Monday, August 25<sup>th</sup>.**

## **'AFFILIATE OF THE YEAR' ANNOUNCEMENT!**

'Affiliate of the Year' nominations are now being accepted! This local award is given annually by NFCAR to an Affiliate member who excels in the following areas:

- Business Accomplishment
- Local Association Activity
- Civic Activity

**Submit your nominations by Monday, August 25<sup>th</sup>:**

Richard Eimicke (203) 744-7255 [richard@nfcар.com](mailto:richard@nfcар.com) or Betsy Pankulis (203) 744-5775 [brokerbetsy@sbcglobal.net](mailto:brokerbetsy@sbcglobal.net)

## **NFCAR CLOSE OUT SALE!**

NFCAR is having a close out sale on what we have left in stock! (*while supplies last*)

<b><u>Item</u></b>	<b><u>Original Price</u></b>	<b><u>Sale Price</u></b>
Pocket Dimension Master	\$29.95	\$21.95
Pocket Real Estate Master	\$49.95	\$34.95
Real Estate Master 3X	\$34.95	\$29.95
Qualifier Plus 3X	\$64.95	\$49.00

## CARAVAN CONTACT INFORMATION:

<u>Bethel Caravan</u> Tuesday @ 10:00 am Marilyn Vannucci, Davis & Hoyt GMAC (203) 798-1090	<u>New Fairfield Caravan</u> Call for details Eleanor Cea or Pat Kelly C-21 King; (203) 746-6508
<u>Brookfield Caravan</u> Mondays – call for details Jeanne Garzi and Bev DiScala Davis & Hoyt Hensal Realty GMAC; (203) 775-4561	<u>New Milford Caravan</u> Thurs. @ 9:00 AM; N.M. Rail Station Paul Miller, Newtown Savings Bank (203) 426-2563, ext. 3915
<u>Danbury Caravan</u> Wednesday's at 9:30am Mary Gilbert, McCaffrey Realty (203) 748-0100	<u>Sherman Caravan</u> Every 3rd Tues. of the month Call Irit Granger William Raveis; (203) 803-3748
<u>CONDO ONLY CARAVAN</u> Hosted by: Cornerstone CT Realty 9:30am on Fridays – <i>when a minimum of 6 units are signed up</i> Please call for details; Debbie Blum (203) 312-0731	

*Just a reminder –*

*Caravans are not managed or operated by NFCAR – they are managed and/or operated by REALTORS®. Rules and regulations apply to each of the individual caravans. If you have any questions regarding the caravans, please call the contacts listed above.*

## CTMLS ADVANCED CLASS: May 29<sup>th</sup> 10:00am – 11:30am

The CTMLS/Statewide is offering an Advance Class on May 29<sup>th</sup> at NFCAR's location (15 Stony Hill Road, Bethel)

**Advance:** This course is designed to teach the user how to customize their settings, use the Tax feature, and advanced searches.

\*Please contact NFCAR immediately to reserve your seat, seating is limited\*

## NFCAR'S MAY CE SCHEDULE

NFCAR's May CE schedules are filling up fast! These classes are open to NFCAR members and non members. Courses are being held at the Portuguese Cultural Center, 65 Sandpit Road, Danbury. If you have any questions, please contact NFCAR at (203) 744-7255. To download the registration form for May, please visit; <http://www.nfcар.com/pdf/May2008CESched.pdf>

## 'PRINCIPLES & PRACTICES' COURSE TO START ON July 7<sup>th</sup>

Whether you know someone who's thinking of becoming a licensed salesperson, or if you are interested in converting your license from 'salesperson' to 'broker', this is the course to take.

**Here are the details:**

**Begins:** Monday, July 7<sup>th</sup> - **Ends:** Monday, September 22<sup>nd</sup>

**Runs:** 6:00pm – 9:00pm every Monday & Wednesday

**Salesperson:** \$450.00 / **Broker-Up Grade:** \$349.00

Please visit the following link to download the registration form: <http://www.nfcар.com/pdf/July08RegForm.pdf>

## INTERNATIONAL REAL ESTATE FOR LOCAL MARKETS COURSE

The two-day "International Real Estate for Local Markets" course is being offered in Springfield, Massachusetts on May 22 and 23 with Marcus Wally, NAR's 2007 International Real Estate Trainer of the Year. To access registration material, please visit;

[http://www.rapv.com/uploadedFiles/CIPS%20Intl%20RE%20for%20Local%20Mrkts%20May%2022%2023%2008\(1\).pdf](http://www.rapv.com/uploadedFiles/CIPS%20Intl%20RE%20for%20Local%20Mrkts%20May%2022%2023%2008(1).pdf)

Whether or not a practitioner intends to work toward the CIPS designation, this course is ideal for anyone who may encounter opportunities in their local market to assist in an international transaction. Feel free to contact Ben Scranton at 877-854-6978,

[Ben@RAPV.com](mailto:Ben@RAPV.com) or Ida Tang at 877-854-6978, [ida@rapv.com](mailto:ida@rapv.com) with any questions.

## ONLINE CE AVAILABLE FROM NFCAR *Mandatory's CE Courses Now Available ! As well as 12 others!*

At NFCAR's Recampus – **The 2 Mandatory Continuing Education Courses Are Now Available Online!** We also offer 12 Elective courses; 3 of which cover Commercial Real Estate topics. You can also browse through the largest Online real estate bookstore in the nation, packed with real estate titles delivered in multiple formats for your purchase.

Go To [www.nfcар.com](http://www.nfcар.com) click on the REcampus Icon on the right hand side of our home page

## **OTHER NFCAR ONLINE EDUCATION**

**CRS** - Thinking of earning your CRS Designation, want to start the process online, please visit [www.nfcар.com](http://www.nfcар.com) – click on the yellow 'CRS eLearning' box on the right side of our homepage.

**ePRO** - You can also earn your ePRO certification online as well as receive Six (6) elective 'CE' credits towards your license renewal! Visit [www.nfcар.com](http://www.nfcар.com) today!

**NAR Code of Ethics** - Effective January 1, 2005 through December 31, 2008, and for successive four year periods thereafter, every REALTOR® is required to complete 2 1/2 hours of Code of Ethics training. Visit [www.nfcар.com](http://www.nfcар.com) today

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## **MARKET TRENDS & FORECASTS; courtesy of Dr. Lawrence Yun, Chief Economist NAR**

Dr. Lawrence Yun addressed Fairfield County Realtors on issues relevant to national and local real estate markets on Monday, April 28<sup>th</sup> at the Norwalk Inn, Norwalk, Connecticut. Dr. Yun writes regular columns on real estate market trends, creates NAR's forecasts and participates in many economic forecasting panels. He appears regularly on CNBC and Bloomberg TV. USA Today recently listed him as one of the top 10 economic forecasters in the country. He discussed recent New England home sales data, and trends. His real estate forecast for New England was upbeat and warmly received by all in attendance. To view Dr Yun's PowerPoint presentation please visit; <http://www.nfcар.com/pdf/DrYun4-28-08.ppt>

## **CAR'S 'GATES SCHOLARSHIP' IS AVAILABLE**

CAR's Raymond F. Gates, Jr. Memorial Scholarship applications are now available. Children of REALTORS®, REALTOR-ASSOCIATES®, Local Board/Association Staff and CAR staff members are eligible to apply. **The application deadline is May 22, 2008.** You may stop by the NFCAR office and pickup a copy of the Gates Scholarship application or download the scholarship application, please visit; [http://www.ctrealtor.com/members/protected/gatesscholarship\\_supplement.htm](http://www.ctrealtor.com/members/protected/gatesscholarship_supplement.htm)

## **FIVE WINNERS WILL RECEIVE \$10,000**

Are you a good neighbor... REALTOR® magazine is seeking nominations for the Good Neighbor Awards--a program that recognizes REALTORS® whose extraordinary commitment to volunteer work has helped make their community a better place to live. Five winners will each receive a \$10,000 grant for their community cause, a trip to the 2008 REALTORS® Conference & Expo in Orlando, and will be featured in the November issue of REALTOR® magazine. **Deadline for entry is May 23<sup>rd</sup>.** To read more, please visit; <http://www.realtor.org/rmohome.nsf/pages/rmohome>

## **SUPPORT REALTORS® OWNED & OPERATED COMPANIES & PARTNERS**

NAR encourages members to take advantage of REALTOR® Owned & Operated partner programs and services. Offering the REALTOR® Lockbox, forms software, educational programs, REALTOR® branded merchandise, a transaction management platform and REALTOR.com®, NAR's official real estate Web site. Download PDF...

[http://www.REALTOR.org/files/realtors/promo\\_update/0707\\_ownedandoper.pdf?&WT.mc\\_t=LS050708&WT.mc\\_n>About](http://www.REALTOR.org/files/realtors/promo_update/0707_ownedandoper.pdf?&WT.mc_t=LS050708&WT.mc_n>About)

## **MARKETING TOOLS FROM NAR'S REALTOR® BENEFIT PROGRAM**

Build and enhance your image with high quality products from NAR partners in the REALTOR Benefits® Program, including the Lowe's FREE marketing system, access to fresh leads and mailing lists from Salesgenie.com?, printing and design services from PsPrint, the Talking House® Listings & Leads Program, neighborhood information from eNeighborhoods, To read more, please visit; [http://www.REALTOR.org/realtor\\_benefits/marketing.html?&WT.mc\\_t=LS051408&WT.mc\\_n=Mem](http://www.REALTOR.org/realtor_benefits/marketing.html?&WT.mc_t=LS051408&WT.mc_n=Mem)

## **SPICE UP YOUR LISTING PRESENTATION**

'How to Create and Deliver a Dynamic Listing Presentation' is a set of five CDs to help you secure more listings. The difference between getting the listing and walking out with "We'll think it over and get back to you" is all in your listing presentation. To order, please visit; [http://www.realtor.org/prodser.nsf/products/141-210?OpenDocument&WT.mc\\_t=LS051408&WT.mc\\_n=Sales](http://www.realtor.org/prodser.nsf/products/141-210?OpenDocument&WT.mc_t=LS051408&WT.mc_n=Sales)

## **WCR LINKS**

In CT: <http://www.wcrgfc.org>

National: <http://www.wcr.org>

