



DECEMBER 2008

From Your President's Desk: Julie Poplin



"Are we there yet?" These four words can illicit many responses especially during this holiday season: panic, dread, tolerance to name a few. As we are torn in many directions, traveling to spend time with families, preparing meals or just trying to get ready for much needed/deserved rest and relaxation, it's easy to be overwhelmed by anxiousness and cry out, "Are we there (done) yet?!"

As the year is coming to a close and I reflect on my experiences serving as WSRAR's 2008 President, I am overwhelmed with that same level of anxiousness. Is the year really over? What about all of the things we'd hoped to accomplish? Has the plunging housing market really reached the bottom and are we doing our part to bring it back around?

In January, I asked each of you to join me for a year-long trip as our industry navigated the housing and financial crises, fought political battles to protect private property rights, and continued to provide member services that are the envy of other associations. Our leadership team has done an incredible job, working together (rowing, gently) to address member needs throughout the year. Getting everyone moving in the same direction was made possible by the hard work of the committee chairpersons, the Board of Directors and our amazing staff at WSRAR. We can look forward to continued forward progress as we rely on our new Strategic Plan and the leadership of 2009 President, Phil Rector and 2010 President, George Bell.

So, I will relax and enjoy the journey as I turn the helm over. Many thanks to you all for your support and kind words along the way. I look forward to continuing to work with you as our association promotes "*Professionalism. Service. Knowledge. Vision.*" as stewards of the real estate industry in our community.

Meanwhile, I hope to see you at Membership Development's Christmas Breakfast on December 11 at St. Paul's Episcopal Church. Until then, Happy Holidays!

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CHIEF STAFF EXECUTIVE REPORT



Glenn Cobb / 768-5560 gcoobb@wsrar.com

Looking Back

As 2008 draws to a close, I wanted to take a moment to thank each of you for the great things we have accomplished together this year. When Julie Poplin was inaugurated in January, she called on us to “row, row, row together” to help guide our Association through what promised to be a difficult year. Due to your willingness to help and be available, we have been able to weather a very difficult storm. Over thirty of you committed to a leadership role as chairs and vice-chairs of various committees. In 2008 you work diligently to raise funds for RPAC and, in spite of very difficult economic times, we have nearly met our goal once again. In government affairs we have had an incredible impact in working with advocacy groups and decision makers to better or to prevent proposed regulations that would negatively impact property rights and housing affordability. Thanks to our consultant Jim Peters, and the dedication of the strategic planning committee, our Association developed and the Board of Directors approved a new, very forward looking three-year strategic plan. Through it all, while other associations were shrinking in size and impact, WSRAR evolved into the fifth largest REALTOR® association in North Carolina. These things only happen when we, indeed, “row, row, row together.”

The new year is now before us. We are anticipating the housing market to continue at current or slightly increased levels through the first two quarters. The mission before us is to embrace our incoming president, Phillip Rector, and help him move us forward. Please consider, during the holidays, what your role can be in 2009. As we implement our new strategic plan, we will need to continue to show real estate agents in our community the value of being a REALTOR®. The Triad MLS is undergoing significant improvements to help you represent your clients better. As the housing market improves in the second half of 2009, many will look toward the WSRAR to help them be more productive. We will need your help in making WSRAR the leader in real estate issues. As our new vision statement proclaims, our members are looking to us to provide “professionalism, service, knowledge and vision”. Please plan on being involved in 2009. Help us make the coming year the best yet to be a member of the Winston-Salem Regional Association of REALTORS® family.



HEY, WHERE'S THE GIFT?

In Winston-Salem alone this year, at least 7 sets of new regulations were, or are in the process of being, adopted that will make building and buying a home harder and more costly than it already is. To name a few, we now have new stormwater quantity regulations, stricter stormwater quality regulations, and tougher Planned Residential Development, Infill and Housing Code regulations. In addition, Winston-Salem is now considering a minimum code that all nonresidential and commercial buildings will have to meet, something we have never had before and which will be quite costly and time consuming on its own. Yes, 2008 has been the *Year of L.N.R.* (Lots of New Regulations).

Thinking about all of these new hurdles, their cumulative impact on real estate and building and how they "just keep on com'n," can make me down right depressed. However, once I eventually run out of self pity steam, I remind myself that there is a gift to be found in everything. And, "Yes, Virginia, I learned there is a big gift to be found," - maybe a little hard to see, but none-the-less it's there, even in the *Year of L.N.R.*



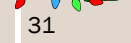
I found it by looking closely at what we accomplished by taking the time to read, understand, ask questions and speak-up about each new set regulations proposed this year. Take for example the many, many hours, months and meetings several Home Builder and REALTOR® members spent working with me and with City staff and Council Members on the Stormwater Quantity Ordinance. Our work resulted in at least three major achievements: (1) Language that was ambiguous or gave discretionary and subjective authority to City staff and Council was removed, and many technical aspects were clarified; (2) City Council members sure can't say they did not understand how adopting this ordinance would make it significantly more expensive to build new housing developments and harder for lower and middle income families to purchase a new home. We made sure they had the facts and; (3) At our request, they promised to revisit these regulations in two years to assess both its positive and negative impacts and decide if changes are needed.

In looking back at the other new regulations, I was pleased to find that we achieved similar improvements. It's like viewing the tip of the iceberg. Looking only at the fact that new regulations were adopted makes our accomplishments appear small. However, they're actually quite large when you look below the surface. Eureka! I found the gift! - to know that even though new regulations will get proposed, if we do our homework, work together and are willing to speak-up and educate our local government staffs and elected officials, we can vastly improve what may eventually get enacted. Not a bad gift at all.

Now that I'm feeling better, I have a great idea! What if in the coming year even more members take the time to learn about government issues and proposed regulations? What if more members ask to be appointed to citizen boards or even run for an elected position? Just think how much more we can accomplish in 2009. What a wonderful gift that would be!

DECEMBER 2008

WSRAR Schedule of Events

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1	2	3 Christmas Social at Big Shotz-Clemmons	4 Orientation	5 Christmas Program at S.E.C.C.A	6
7	8 NCAR Vision Quest	9 RCA Social-Hawthorne Inn	10	11 Christmas Breakfast at St. Paul's	12	13
14	15	16	17	18	19	20
21	22	23	24  WSRAR Office Closed	25 	26	27
28	29	30	31 			

- December 2-3:00pm Community Service Committee Mtg.
- December 3-8:30 am ePro Workshop
- December 4-8:00 am Orientation
- December 4-12:00pm JLC Meeting (HBA)
- December 5-10:00am Christmas Program at S.E.C.C.A.
- December 5-2:00pm Membership Development Comm. Mtg.
- December 8-9 NCAR Vision Quest
- December 8-10:00 am Social Committee Meeting
- December 9-9:00 am PMD Board of Directors
- December 9-6:00 pm RCA Holiday Social @ Hawthorne Inn
- December 10-1:30 pm Education Committee Meeting
- December 11-9-11:00 am Floating Christmas Breakfast at St. Paul's Episcopal Church
- December 12-9:00 am MLS Committee
- December 15-4:00 pm Board of Directors Meeting
- December 16-8:00 am PMD Breakfast @ Quality Inn
- December 16-12:00pm Home Inspection Committee Meeting
- December 18-9:30 am Triad MLS Board of Directors
- December 23-8:30 am RCA Board of Directors
- December 24-25 WSRAR Office CLOSED

Reminder:

There is no membership meeting in December. Happy Holidays!

Our 2008 Diamond Sponsors:



SPONSORS CLUB

Diamond Level

Coldwell Banker Triad	\$2,000.00
Fairway Independent Mortgage Corporation	\$2,000.00
Granite Mortgage, Inc.	\$2,000.00
Keller Williams Realty	\$2,000.00
Prudential Carolinas Realty	\$2,000.00
RE/MAX Realty Consultants	\$2,000.00
SunTrust Mortgage, Inc.	\$2,000.00
Truliant Federal Credit Union	\$2,000.00
Winston-Salem Journal	\$2,000.00

Continuing Education Sponsors

Full Day Professional Inspections Associates

Ruby Level

Allen Tate REALTORS [®] , Inc.	\$1,000.00
Branch Banking & Trust	\$1,000.00
Shugart Enterprises, LLC.	\$1,000.00

Emerald Level

Piedmont Federal Savings Bank	\$750.00
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Sapphire Level

Leonard-Ryden-Burr Real Estate	\$500.00
Southern Community Bank & Trust	\$500.00

Citrine Level

Cannon & Company, LLP	\$250.00
Home Real Estate Co., Inc.	\$250.00

Amethyst Level

APS Realty Group	\$100.00
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As of 4-2-08

Thank you for supporting our membership in 2008!

October Membership Report



Membership Changes

New MLS Companies:

Bulldog Real Estate (Michael Willis, BIC)
 Holly Properties (Beverly Holly, BIC)
 Key Appraisals (Sandra Keith, Certified Appraiser)
 MarKam Unlimited, Inc. (Marcia Barney, BIC)
 Property Purveyors, Inc. (Kyle Harper, BIC)
 Prudential Carolinas Realty (Burks Crumpler, BIC)
 Rebecca Doyle, Broker
 R. Lee (Rick Lee, BIC)
 Today's Land & Homes (Danny Hill, BIC)

Transfers:

Wes Bowman (from Sterling Properties to Prudential Carolinas Realty)
 Chad Browder (from Carolina Farms to Yost & Little Realty)
 Hannah Norman (from Keller Williams Realty to Beautiful Homes of NC Realty)
 Karen Scott (from Pope Companies to Yost & Little Realty)
 Stan Washington (from RSVP Properties to Ellison & Howell Properties)

Resignations:

Kelley Chadwick (Coldwell Banker Triad)
 James Crisall (Real Estate Referral & Consultants)
 Jennifer Gentry (Jennifer Gentry, Broker)
 Julianne Hays (Julianne Hays, Broker)
 Mary Marchwinski (Prudential Carolinas Realty)
 Robin Pitts (Tri County Real Estate)
 Amalia Wagner (Amalia Wagner, Broker)

REALTORS® Transferring from other Associations:

Hugh Lafferty (Area Pay Less) - transferring from Charlotte
 Howard Schlicher (Triad Trademark Properties) - transferring from Buck Co. PA

Life Membership:

Jerry Bodenheimer

Leave of Absence:

Wendy Quick

Board of Directors Report

There was no Board of Directors meeting in November.

Congratulations to
Glynis Dobson with The Buyers Network Realty Group on the birth of her first child, a son born on October 22.

We offer our sympathy to the family of **Sharon Fonville Frye**, a REALTOR® with Keller Williams Realty, who passed away in October.



Membership Totals Report

(As of November 30, 2008)

REALTORS [®]	1486
REALTORS [®] (Provisional)	16
Affiliates	100
Institute Affiliates	11
Public Service	3
Life Members	32
TOTAL	1648

Non-Member Licensees	201
MLS Participants	1846
RCA Participants	130
PMD Participants	30



Reminder:

*The WSRAR office will
be closed*

December 24th-25th.

*We wish you and your
families a
Happy Holiday!*



Who would of thought something so small could say so much about you? Tell them, show them, wear your REALTOR[®] pin with pride!

Triad MLS is closed Thursday and Friday (December the 25th and 26th.)



DECEMBER BIRTHDAYS

- 1** Tina Brabandt ABR CRS
Louise T. Campbell
Megan Clement ABR GRI
Cheryl L. Hall
Jean A. Holladay
Rick Murray
Elizabeth Y. Raper
- 2** Calvin Cox GRI
Ellen Grubb GRI SRES
Lawrence Henry
Mary C. Lawler
Stephen P. Long
- 3** Mark S. Absher
Gerard J. Carone
Barbara S. Elliott ABR
Melody Hamm
John J. Mitchell
- 4** Mary K. Coleman
Raymond D. Collins Jr. CCIM
Darlene Strickland e-PRO
- 5** Janice R. Neal GRI CRB
Carolyn J. Woodard
- 6** Therese M. Francin
Michael D. Gwyn
Rick B. Handy
Sally B. McGuire
DaRhonda N. Morgan
Sheryl Weinheimer
- 7** Annette W. Connelly
Jessie D. Draft
Valerie Fricault
Sandra C. Johnson
Ashley E. Lawson
Sarah Olson
Nancy Sipe GRI
- 8** Bernie Clapp
Oscar J. Pearl, Jr.
Carl S. Sanders
Kent W. Slate
Ike Slaughter
Wanda W. Speer ABR
- 9** Jared Bonner
Frances Bonnett
Linda Gutierrez
Judy L. McManus
- 10** Steven C. Baker
Steve Heilman
Robert E. Helms
Glenwood Robinson
William N. Sherrill
Ruby Taylor
- 11** Sandra Hamrick ABR e-PRO GRI SRES
Dawn M. Little
Scott A. Marshall
- 12** Wess L. Markowitz ABR SRES
Tara Moser
- 13** Paul Chrysson
Cindy P. Jones
Jennifer Manner
- 14** Stephen C. Baity
Jimmy Chrysson
Roy G. Crosier e-PRO
Patrice R. Foley
Rebecca M. Jacobs
- 15** Kelly H. Allen
Daniel Choplin
Donna C. Coram
Silvia M. Correa
Jeffrey K. May
Jimmy Melton
Tom Sands
Rosie Shackelford
- 16** Dwanna D. Adams
Michelle E. Bright
Marjorie D. Foster
Julie Holland
Dawn Presley Smith
Monte R. White ABR e-PRO
William V. White
- 17** Neil R. Bowman
Philip G. Doyle CCIM
Ted E. Kelly
Elizabeth M. Lamb
- 18** Carolyn Frost
Jennene M. Kirkland ABR GRI
Helen Polito
Lamar S. Taft
Catherine F. Young
- 19** Elizabeth S. Coalson
Antonio E. Palos
- 20** Bill Howard
Hap P. Royster
- 21** Shayna L. Callahan
Ann W. Flinchum
Julia B. Forrester
Peggy Gheesling
Rene Armand Plante
Michele G. Sawyer
Matthew J. Silmser
- 22** David G. Chamberlain
Michael E. Huggins MAI
Virgil Lessane
John J. Woodmansee
- 23** Maxine S. Boger
Mistie Mock
William D. Patterson
Christine E. Ryals
- 24** Harriet P. Anderson SRES
- 25** Brenda Bellomo
Paula D. Ijames
- 26** Cheryl Biazzo
Charles R. Miller
- 27** Barbara P. Allen ABR
William G. Burns
Patrecia Coble
Kenneth M. Spillman
- 28** Carol Davidson
Blake Jacobs
Holly Prillaman
Douglas W. Tharp ABR e-PRO
- 29** Gregory L. Beckwith
Shannon Blalock ABR
Sunni D. Davis
Goldie M Edwards
Chris F. Gaide
Olivia Kleinmaier ABR
Kenneth D. Meredith
- 30** Richard R. Claytor
Larry L. Eubanks Jr.
Sam Johnson
Brandon LaVallee
Melinda W. Szeliga ABR
John L. Williams
- 31** Debbie D. Burns
Stevan Dupor e-PRO
Rick D. Epperson ALC
Bobbie B. Hendrix
Cecily D. Hooks

November Membership Meeting



2008 WSRAR President, Julie Poplin, presided over her last membership meeting.

Thank you for a wonderful year Julie!

WSRAR Chief Staff Executive, Glenn Cobb, received his REALTOR® association Certified Executive (RCE) designation. There are only 337 REALTOR® executives who hold the RCE designation.



WSRAR Awards

Affiliate of the Year-Bruce Rudd, Rudd Residential Property Manager of the Year Award- Mark Thompson Committee Chair Award-Wendy Butler, Leonard Ryden Burr Real Estate D. June Dinkins Political Affairs Award-Nancy Gould, WSRAR

Presidents Award for Outstanding Service-Frank McGraw, Allen Tate, REALTORS®, Marcia Barney, MarKam Unlimited, Inc. Citizenship Award-Richard Redding, Meridian *(accepted by his wife Leslie Redding)*

A.R. Tuttle Award-Susan Jester, WSRAR

Rookie of The Year-Jeff MacIntosh, Leonard Ryden Burr Real Estate

Thomas W. Lambe, Jr. Hall of Fame Award-Ron Rosenberg, Prudential Carolinas Realty

NCAR Award Recipients:

Lou Baldwin, Outstanding Service Award

George Bell, Service Award for serving on the Information Management Advisory Group

Kristina Farrell, Rising Star Award



2008 Committee Chairs, Co-Chairs and Vice Chairs received recognition with an OAR award for rowing as a team all year long!

Ron Rosenberg accepts the Hall of Fame award and was interviewed by George Munford.



Seymour and Ron Rosenberg



IF YOU MANAGE RESIDENTIAL OR COMMERCIAL PROPERTY, HAVE YOU CONSIDERED JOINING THE ASSOCIATION'S PROPERTY MANAGEMENT DIVISION?

The Winston-Salem Property Management Association (PMD) is a Division of the Winston-Salem Regional Association of REALTORS®, Inc. The purpose of the Property Management Division is to promote professional standards and cooperation between property managers and owners.



IF YOU MANAGE PROPERTY, ARE YOU AWARE OF:

- * the implication of the Fair Housing Act on the rental of properties?
- * the only legal way to hold security deposits under the North Carolina General Statutes?
- * due process of law?
- * the summary ejection procedures?
- * the required duties and responsibilities of landlords under the North Carolina General Statutes?
- * the requirements of state and local Housing Codes?

These and many other issues are of crucial importance to managers of residential, retail, office and commercial properties. The Property Management Division works hard to keep its membership informed on the many complex and constantly changing responsibilities of the property manager.

BENEFITS OF PMD MEMBERSHIP INCLUDE:

- * highly informative bi-monthly meetings
- * quality guest speakers covering topics essential to property managers
- * organized "roundtable" discussions of mutual concerns and ideas
- * the shared expertise of some of Winston-Salem's most successful and experienced property managers

DUES AND FEES:

The Initiation Fee to join PMD is \$75.00. Semi-annual dues are \$75.00 for Designated Members and \$40 for Associate Members.

MEETING INFORMATION:

The Property Management Division meets bi-monthly on the third Tuesday at 9:00 a.m. at the Winston-Salem Regional Association of REALTORS® office located at 195 Executive Park Blvd.

If you are interested in joining the Property Management Division, please call Tracy at 768-5560 or email troberts@wsrar.com or visit our website at <http://www.wsrar.com/Forms/2005%20PMD%20Application.pdf>



**EQUAL HOUSING
OPPORTUNITY**



REALTORS® Commercial Alliance Update

Karnes listings now on Commercial Source website

Karnes has teamed up with NAR's Commercial Source to provide our RCA members with national exposure for their listings. Commercial Source is a new web-based property exchange that features properties from local CIE's all over the country. They are affiliated with RCA, IREM, Realtors Land Institute, CCIM, CRE, SIOR, and NAR. Please visit www.commercialsource.com.

For more information about this fantastic, free service, or for information about subscribing to Karnes, the Triad's commercial information exchange, please contact Susan Jester, sjester@wsrar.com

"How to Take Your Commercial Real Estate Business to the Next Level in 2009"

This is an on-line webinar session hosted by Peter Droubay and Bob McComb, the co-creators of the Top Dogs™ programs. The course will cover the basic concepts of:

- What to do in changing markets
- The keys to powering up your PR
- Become the recognized market expert
- Build and enhance relationships with key players in your market
- Learn about dozens of proven lead generation methods
- Organize and systemize your practice to earn more and work less
- How to get things done quickly and effectively

The event will be brought to you on December 10, 2008 2 PM at a reduced price for RCA members of just \$49 per person (non-RCA members' price: \$89). The session will include a Q & A period after the presentation. Enrollment is limited so be sure to enroll immediately to ensure your place in the program. To register: go to <https://realtor.webex.com/>. The registration deadline is Tuesday, December 9, 2008.

Upcoming Events / Meetings

RCA Holiday Social

December 9, 2008

Hawthorne Inn / 6:00 pm



The Membership Development Committee
of the
Winston-Salem Regional Association of REALTORS®
invites you to a Christmas Breakfast

Thursday, December 11, 2008

Floating 9:00-11:00 a.m.

St. Paul's Episcopal Church

520 Summit Street

Winston-Salem, NC 27101

Reservations Required - www.wsrar.com or 768-5560

Thank you to our 2008 Sponsors!

Dennis Miller, Wade Journey Homes

Jay Lawson, Progress Environmental, Inc.

Allen M. Upchurch, Jr., Piedmont Aviation Credit Union

Vicky Slate, Truliant Federal Credit Union

Brent Johnson, Brent Johnson & Associates, Inc.

Hal Meyers - Punch List Services, Inc.

Dean Pate, Homes & Land Magazine

REALTORS® Land Institute, Chapter 33

Tim Sullivan, The Professionals

Mike Bailey, Attainable Mortgage, Inc.

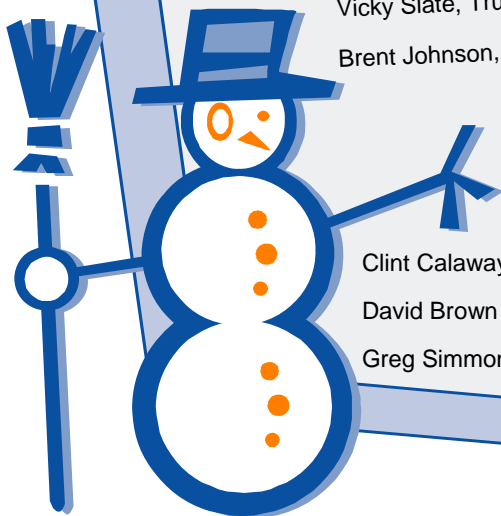
Suzy Baxter, Nissen Building Apartments

Ann Tucker, Granite Mortgage, Inc.

Clint Calaway, The Law Office of Clint Calaway

David Brown - Brown Termite & Pest Control

Greg Simmons - A-Pro Home Inspections



WSRAR Membership Development brings value-added programs to our members.



ECONOMY BUSTERS LUNCH & LEARN



Steve Rayburn of the Sandler Sales Institute was the speaker.



Wayne Tharp, Frank McGraw, Pauline Leggatt and Ann Tucker



Writing Exercise



Allen Tate's Kernersville agents



Lew Hamby (right) won a \$50 Village Tavern Gift Certificate.

Bonner Thomason, Darlene Strickland and Jerry Gray



Sponsored by:

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From the Home Inspector:

In Review

As 2008 comes to a close it's hard not to highlight what we believe to be a successful year for the WSRAR Joint REALTOR®/Home Inspection committee. Highlights of this year were:

- Addressing issues and concerns regarding the new septic regulations
- Discussing how buried oil tanks need to be reported and this information needs to be conveyed to buyers and sellers
- How the Radon in granite tops are presently not a concern to the EPA
- Held discussion, conversation and assisted to start a REALTOR® CE course on the Home Inspection
- Assisted in revitalizing this type of committee in other associations within this area
- Several guest speakers to better inform the committee on city housing code, American Home Shield Warranty and heating and air

The committee held two very successful "Lunch and Learns". Having over 150 REALTORS® gaining knowledge of the Home Inspection process and how the Home Inspection relates to the offer to purchase and contract were well received. More events of this nature will follow in 2009.

This list could continue for pages but we will be eco friendly. With all that being said, we must say thank you to our sponsors, WSRAR staff and board, Home Inspector members and a very knowledgeable, hardworking and respected committee members. WOW, what a team.

As REALTORS® and Home Inspectors our endeavors must stretch beyond 2008. Our level of education must rise to protect the families and lives we touch everyday as our industry is continually changing.

We would recommend that if you want to be better educated and informed join the WSRAR Joint REALTORS®/HOME Inspection committee. We, as chairs of this committee, wish again to say thank you to all of our supporters and to the committee members. It has been our distinct pleasure and honor to serve as your co-chairs.

Bill Dillon
Brad Hunter
Co-Chairs 2008



REALTORS® Political Action Committee

2008 NCAR State Goal:
\$24,090

2008 Total:
\$22,148

538 Contributors
 as of 11-24-08

We are almost there! The deadline to contribute is December 16th! We can make our state goal...Protect Your Industry today!



To Contribute:

Log on to the NCAR Website and make a contribution at www.ncrealtors.org

Or Send In A Personal Check Made Payable to RPAC to:
 WSRAR
 195 Executive Park Blvd.
 Winston-Salem, NC 27103



2008 RPAC PLEDGE

I want to support the real estate industry and participate in the legislative process by contributing to the REALTORS® Political Action Committee.

- ★ Golden "R" \$5,000
- ★ Crystal "R" \$2,500
- ★ Sterling "R" \$1,000
- ★ Governor's Club \$500
- ★ Dollar A Day \$365
- ★ Capitol Club \$250
- ★ \$99 Club \$99
- ★ Other \$_____

Name _____

Company _____

Address _____

City _____ State _____ Zip _____

E-mail _____

Payment Options VISA MASTERCARD

Enclosed is a personal check made payable to RPAC

Credit cards accepted for \$25 and over

Card No: _____

Three digit code from back of card: _____

Signature: _____ Exp. _____

Billing Address: _____

Zip _____

Please return your pledge card with your contribution to your local board. No corporate contributions can be accepted!



Paid for by NC RPAC. NC law requires political committees to report the name, mailing address, job title or profession and name of employer or employer's specific field for each individual whose contributions aggregate in excess of \$50 in an election cycle. Contributions are not deductible for income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. The amount suggested is merely a guideline and you may contribute more or less than the suggested amount. You may refuse to contribute without reprisal and the National Association of REALTORS® or any of its state associations or local boards will not favor or disfavor any member because of the amount contributed. 70% of each contribution is used by your state PAC to support state and local political candidates. Until your state PAC reaches its RPAC goal 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a; after the state PAC reaches its RPAC goal it may elect to retain your contribution for use in supporting state and local candidates.



Charitable Fund

The Charitable Fund will go to areas such as affordable housing, homeownership, and Habitat for Humanity.

Mission

TO POSITIVELY
IMPACT OUR
COMMUNITY
AND STATE
THROUGH
GIVING.

Core Values

1. Stable, healthy homes are the building blocks of strong communities.
2. Housing should be affordable and available to all regardless of race, color, religion, sex, familial status or national origin.
3. Everyone should have the opportunity to own their own home.
4. REALTORS® should have the opportunity to give together.

Vision

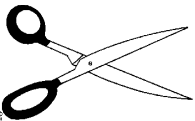
WE BELIEVE
EVERY FAMILY
DESERVES A
STABLE,
HEALTHY HOME.

REALTORS® Giving Back

What will your legacy be as a REALTOR®?

If you would like information on donations or the fund please contact Heather Miller, Marketing Director, at (336) 768-5560. Please take the time to invest in your community's future. Checks may be made payable to The Winston-Salem Foundation for the WSRAR Charitable Fund. Gifts are tax deductible to the fullest extent of the law.

Log onto www.wsrar.com for a brochure.



2008 Charitable Fund

I want to support the Winston-Salem Regional Association of REALTORS® Charitable Fund and give back to my community.

Name: _____

Company: _____

Address: _____

City: _____

State: _____ Zip: _____

Phone #: _____

My 2008 contribution is:

\$15.00 \$50.00 \$100.00 \$500.00

\$25.00 \$75.00 \$250.00 \$1,000.00

Other _____

Payment Options:

- Checks may be made payable to The Winston-Salem Foundation for the WSRAR Charitable Fund

* We are working on online payment options in the future

I would like to talk to someone about the fund, real estate options, planned gifts and/or memorials.

Triad MLS Training Tempo™ Classes and Training Schedule

There are NO Tempo training classes in December

Triad MLS is closed Thursday and Friday (December the 25th and 26th.)

Each Monday (except holidays)

9:00 a.m. – 1:00 p.m. - Basic Training (Required class, now includes CMA and Realist)

1:30 p.m. – 2:00 p.m.- Add/Edit

Triad MLS registration process for training classes: When new members receive their email from Triad MLS containing their username and password, they will be advised to either email or fax Triad MLS to register for a training class. We hope this registration process will make things easier for new members and prevent anyone from being turned away from a full class. If you would like further information about this policy, please see the Tempo Welcome Screen or call Triad MLS at (336) 841-1337.

Triad MLS will conduct advanced Tempo Training Classes once a month going forward. They will schedule these classes on a middle Wednesday of every month starting in November. This class encompasses Reports (Hot Sheets, Statistics and Agent Reports), Prospecting (Detailed usage of Prospecting including the Client Gateway), and CMA Wizard including CMA History reports). A minimum of 5 persons is required to hold the class.

DIRECTIONS: From Winston-Salem on I-40: I-40 East to Exit # 210 at NC HWY 68/PTI Airport, turn right at the exit ramp light onto NC HWY 68 going south towards High Point, go straight through 3 Traffic Lights and turn left on to Piedmont Parkway/Clinard Farm Road. Then, make an immediate right into the parking lot of One Piedmont Center.



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Telephone: 841-1337