



e-Professional Edge

A Publication of the Winston-Salem Regional Association of REALTORS®

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From the President's Desk

By George Munford



Some Interesting Happenings in our Industry

Having recently dealt with a complaint from one of our members concerning a Home Inspection problem you might be interested in an update on some of the forms debate at NCAR over the paragraph 12B language in our Offer to Purchase agreements.

Earlier this year, the NCAR Forms Committee and the NCAR/NC Bar Association Joint Forms Committee considered two different proposals – one of them from a local Board of REALTORS® for either revising paragraph 12 (b) or creating a separate inspection addendum to allow for additional items to be covered under 12 (b). Both proposals were discussed at length, but neither of them was ultimately approved. However, the Joint Forms Committee has agreed to consider at its next meeting the creation of a new provision for the Additional Provisions Addendum (form 2A11) that would allow for certain built-in systems to be covered under 12(b). Will Martin, NCAR's General Counsel, suggested during a recent conversation I had with him that part of the answer might lie in better education of clients and cus-

tomers up front about how paragraph 12 of the Contract works from a legal standpoint. For example, when a buyer requests that certain items be repaired, neither the buyer nor the seller may fully appreciate the fact that if the seller refuses to fix one or more of the requested items, the buyer doesn't have a contractual right to back out of the contract if the item(s) aren't covered under the specific wording of paragraph 12 (b).

The bottom line, as I have heard from a number of Home Inspectors, is that too many sellers don't know how to say no. Supply and demand may be causing sellers to take a soft approach but, according to some of the Inspectors, a lot of buyers would close if the seller agreed to do a lot less than they're asked to do. Where this is headed within the state no one really knows. The Forms Committee will study our Association's submittal of a better Radon Addendum this fall.

Thank goodness for our Governmental Affairs Department. In Dearborn, Michigan, a statute was passed in January of this year that a REALTOR® could be cited with a ticket and fine if their listing had an unkempt lawn and/or garbage or trash in the yard. Because of a major personality clash with the Superintendent of Building Inspections in Dearborn, the local REALTORS® had to enlist the Michigan Association of REALTORS® to sue the municipality. The REALTORS® won the lawsuit, removed the statute, the Superintendent resigned (with one year remaining before retirement), and now the REALTORS® meet with the Inspections Division on a monthly basis. Good communication goes a long way quickly. See you at our September elections.

Habitat For Humanity
"REALTOR Raise the Roof"
RAFFLE

**Supports the Homebuilders Association
Vocational Education Fund 2002 Habitat House**

3 CHANCES TO WIN for \$20.00

1st Prize Winner picks

Dinner for 2 at 10 of Winston-Salem's Finest Restaurants

**Including: New Town Bistro, Camel City Café, Outwest Steakhouse,
Noble's, The Vineyards, Fabian's, Diamondback Grill, Cat's Corner,
Bistro 420, Westend Café, Piedmont Club, Lucky 32, Village Tavern,
Ryan's, South by Southwest, Shaffner House, Zevly House,
Cherries, Ginza's, 4th Street Filling Station**

**2nd & 3rd Place each pick dinner for 2 at 5 remaining restaurants, respectively
Please make check payable to "Habitat for Humanity"**

**Call Stephanie Hamberis at
768-5560 for information on how
to get tickets.**

**Tickets may already be available in your
office!**

Governmental Affairs Report

By Chuck Folds

Government Affairs Update- September 2002

Winston-Salem Regional Association of REALTORS®

Bulk Container Collection Fees for Multi-Family:

On July 1st the Winston-Salem Board of Aldermen passed an ordinance amendment relating to bulk container collection. More specifically, apartment complexes, which currently do not pay a fee for bulk container collection, will be charged a fee by the city for collection effective January 1, 2003. Additionally, multi-family developments such as condominiums, town homes, and cluster homes will be allowed one 8 cubic yard container pick up once a week, anything beyond that will incur the same fee. Those who will be affected by this ordinance were notified by a letter from the city dated July 29th.

There are a number of obvious concerns about this fee, which includes the late notification. The most obvious problem is the equity issue; those who live in or own multi-family dwellings (with the exception of those condos/town homes/cluster homes that meet the above mentioned criteria) will be charged a fee for trash pick-up and those who live in single family will not.

This is a very serious issue for multi-family homeowners associations, apartment complexes, property managers and owners, and those living in this type of housing. The Property Management Division (PMD) of the Winston-Salem Regional Association of REALTORS® and myself are following this issue closely and will have a developed set of talking points and a proposal soon. Please contact me if you have any questions, and more importantly tell your Alderman our concern about this ordinance amendment.

Davie County/Forsyth County Studies:

The North Carolina Association of Realtors has shown its support for the economic impact studies we are conducting in Davie and Forsyth Counties by granting issues mobilization funding to match what the WSRAR has committed to the projects. The studies will be conducted by an economics professor from UNC-Charlotte and should be completed by October. The objective is to determine the economic impact of new housing in the two counties and this association has partnered with the home builders associations from Winston-Salem and Davie County.

Street Standards:

A table of proposed street standards for the growth management areas of Forsyth County has been sent back to a stakeholders group, on which we have representation, to settle some issues raised recently at a planning board hearing. Some concerns included a requirement for a 1" surface to be

applied after construction, curb and gutter possibly in some places that they aren't currently required, and sidewalks in some high-density developments. These standards are being proposed in order to address the "gray areas" of the county in an attempt to reduce conflicts over whose standards will be applied to new developments. In essence, what this table will do is raise the standards above what they currently are in certain parts of the county without sound justification, and become one more additional street standard for the county- basically complicating the problem which this table was intended to solve. Additionally, what initiated this process was a request by the Town of Kernersville to impose their street standards on areas they plan to annex; the current proposal does not address the Town's request.

Union Cross/ Southeast Area Plan:

This plan is still in draft form and there are still a few more meetings of the citizen committee to finalize the land use map and specific recommendations. There are some specific recommendations to require no less than 50' buffers on all perennial and intermittent streams, prohibit traditional subdivisions, and develop a tree ordinance. Nowhere in the draft plan is the issue of housing affordability addressed. Due to the make-up of this committee it has been difficult at best to arrive at a consensus on many issues.

The city/county planning staff has presented the group with a recommended land use map. So far, this has been the best "middle of the road" map presented. The Abbotts Creek Watershed regulations will limit the impervious surface for development to 24%, which will greatly inhibit the development potential of the area. These are state rules and the recommended map reflects these rules.

There was also a draft business park guideline presented to the committee. It was extremely restrictive and the W-S Chamber of Commerce (who has representation on this committee) has expressed enough concern that the guidelines will be redrafted. Due to my position on a committee that will see this guideline, the C&I Division will have representation on this issue. This is important due to the potential for economic development in this part of the county.

NCAR 2002 Annual Convention & Trade Show



"High Elevations, Great Expectations"™
Altitude Affects Attitude™
The Grove Park Inn Resort & Spa
Asheville, NC
September 22-25, 2002

NCAR Convention More Affordable Than You Think **By Bill DePriest, NCAR Chief Operating Officer**

Ask any attendee of previous NCAR conventions if they feel the benefits they received at the meeting outweighed the cost and you'll likely hear a resounding "Yes!" Still, you might be concerned over the cost of attending NCAR's Annual Convention. While we can't eliminate all the costs, we can tell you how to soften the impact - with a little help from Uncle Sam. Consider the example below and I'm sure you'll agree that NCAR's Annual Convention is a bargain you can't afford to miss.

The costs associated with attending the Annual Convention should be considered an "ordinary and necessary" business expense, and should qualify as a deduction on your 2002 Income Tax return. As most REALTORS® are commissioned agents, the deduction would reduce both your Income Tax, and your Social Security or Self-employment tax.

To show you how this works, let's assume the costs for attending the convention are \$1,200, which includes a registration fee, three nights of hotel expenses at the Grove Park Inn, meals and travel costs. Assuming an average federal income tax rate of 27.5 percent, the \$1,200 cost would provide an overall reduction in your total tax of approximately \$570, resulting in an estimated total cost of attending the convention of \$630.

Now let's take a look at all you get for your money: Three nights at the beautiful Grove Park Inn and Resort in Asheville, meals, travel cost, registration, more than 20 education sessions led by nationally known instructors, the opportunity to see cutting-edge products and services at the trade show, and a chance to network with other REALTORS® from across the state. Not too shabby for a net cost of about \$630.

Don't miss your opportunity to realize all these benefits at such an affordable cost.

NCAR 2002 Convention Educational Sessions & Registration Information

Educational Sessions

Monday, September 23

Morning

- "Executing the New Basics for Higher Profits"- [Danielle Kennedy](#)
- "Future Trends in Real Estate"- [Mike Brodie](#)
- "Staying Out of Real Estate Jail: Review of the Most Recent Disciplinary Actions of the NCREC"- [Bill Gallagher](#)
- "Part One: Double Your Income By Working with Investment Property Buyers"- [Tom Lundstedt](#)
- "Stay Out of Any Court! Code of Ethics and Legal Issues in Risk Management"- [Bruce Ayd](#)
- "Driving Buyers to Your Website"- [Randy Eagar](#)

Afternoon

- "Legal & Code of Ethics Dilemmas for Buyer Agents"- [Bruce Ayd](#)
- "New Home Sales & the 21st Century Buyer"- [Zan Monroe](#)
- "Part Two: Double Your Income By Working with Investment Property Sellers"- [Tom Lundstedt](#)
- "Getting to the Next Level"- [Mike Brodie](#)
- "Personal Marketing: How Much Should I Spend?"- [Bill Gallagher](#)
- "BICS 2003 & Beyond, What's on the Horizon"- [George Bell](#)
- "10 New Ideas to Kick Your Business into Overdrive"- [Randy Eagar](#)
- Property Management Q&A- [Miriam Baer](#) (NCREC)
- "Due Diligence Issues in Commercial Real Estate"- [Cindy Chandler](#)
- "Pricing Complex Properties"- [Charles Hinnant](#)

Tuesday, September 24

Morning

- "Making Every Piece of Email a Marketing Piece"- [Saul Klein](#) & [Mike Barnett](#)
- "Creating Internet Marketing Strategies"- [Saul Klein](#) & [Mike Barnett](#)
- "Is Your Coffee Regular Roasted or Mixed Blend? An Assessment and Review of Diversity"- [Carolyn Walters](#)
- "Stories of Uncle Adrian: A Guide to Success in Business and in Life!"- [Zan Monroe](#)
- "Is Anyone Out There Listening to Me?"- [George Bell](#)
- "Avoiding Legal Landmines: Case Law Update"- [Miriam Baer](#) (NCREC)

Afternoon

- "Exploring Asheville Art"- Vadim Bora
- "Stress Management"- [Carolyn Walters](#)

Hotel Reservation Request for The Grove Park Inn Resort & Spa

Rooms are \$193 per night for single and double. Hotel Reservation information will be sent to you once paid registration is received and processed. Go to www.ncarconvention.org for the registration form and complete details about this exciting event.

Hotel Contact Info:

290 Macon Ave.
Asheville, NC 28804
(800) 438-5800 or (828) 252-2711

Board of Directors Report:

Below are highlights of the August Board of Directors meeting:

- Approved 27 new REALTOR® members and 1 new Affiliate member
- Approved a resolution in memory of Louis Baldwin
- Received a letter from NAR that states our By-laws are in compliance with NAR policy
- Learned the Parade of Homes Celebration will be at the Adams Mark Hotel
- Heard a report on the Strategic Planning Retreat

Membership Totals Report

(as of August 31, 2002)

REALTORS®	995
Affiliates	76
Institute Affiliates	11
Public Service	4
Life Members	<u>27</u>
TOTAL	1113
Applied for Membership	17
Non-Member Licensees	139
MLS Participants	1177
C&I Participants	102
PMD Participants	32

Important 2003 Election Info

The Election will be held on **September 17, 2002** at the Membership Dinner Meeting at the Benton Convention Center beginning at **5:45 p.m.** Candidates for contested races will be allowed time on the agenda for nominating speeches.

If you are unable to attend the meeting you may vote on **Tuesday, Sept. 10, or Wednesday, Sept. 11 at the Association office from 8:30 a.m. to 4:30 p.m.** If you would like to vote by absentee ballot you need to call the Association office and request an official ballot ASAP. Photo copied and faxed ballots cannot be accepted. **All absentee ballots have to be back at the Association office by Friday, Sept. 13th** and must be signed by the REALTOR Member.

Membership Changes:

Transfers:

Ashley Anderson (Prudential Carolinas Realty)
 Fran Briggs (United Triad Realty)
 Mary Dolesh (Prudential Carolinas Realty)
 Kathy Snow (Coldwell Banker Triad)
 Melissa Stowe (Prudential Carolinas Realty)

New REALTOR® Members:

Beth Atkinson (Prudential Carolinas Realty)
 Heidi Carr (Miller-Shaw, Inc.)
 Monica Crawford (Re/Max Hallmark Realty)
 Terri Davis (Coldwell Banker Triad)
 Cynthia Dixon (Coldwell Banker Triad)
 Tiffany Earnhardt (Coldwell Banker Triad)
 Barbara Elliott (Coldwell Banker Triad)
 Ralph Harding (RSVP Properties & Investments)
 Tom Johnson (Graham & Boles Properties)
 Rosetta Kirkpatrick (Miller-Shaw, Inc.)
 Pamela Lowder (Prudential Carolinas Realty)
 Millard Martin (Coldwell Banker Triad)
 Richard Moore (Crowder McChesney & Associates)
 Timothy Orlando (Keller Williams Realty)
 Rhonda Pedersen (Re/Max Realty Consultants)
 Dan Privett (Carolina Life-Style Realty)
 Merie Rector (Pennington and Company)
 Matthew Silmser (Silmser Realty)
 Sue Simmons (Seigler Real Estate, Inc.)
 Darvis Stanley (Coldwell Banker Triad)
 Chris Stewart (Keller Williams Realty)
 Lynn Stewart (Graham & Boles Properties)
 Samuel Stone (Coldwell Banker Triad)
 Dale Terry (HMC)
 Lu Tickle (Landfinder Realty)
 Patricia Vilar (Re/Max Realty Consultants)
 Karen Wall (C-21 Nichols, Inc.)
 Amos Wilson (New Millennium Realty)

Applicants:

Patricia W. Armini (Coldwell Banker Triad)
 Karen Bennett (Seigler Real Estate, Inc.)
 Kristen L. Bodford (Seigler Real Estate, Inc.)
 Robert L. Clendenin (Prudential Carolinas Realty)
 Ifeoma Egbuna (Prudential Carolinas Realty)
 Michelle L. Hartman (Re/Max Realty Consultants)
 Sara-Peyton Joyner (Crowder McChesney & Associates)
 Charlette R. Lindell (Ridge Realty, Inc.)
 Sharon McElveen (Prudential Carolinas Realty)
 Crystal Mendenhall (Prudential Carolinas Realty)
 Jene F. Peiffer (Centex Homes)
 Patricia M. Porter (Prudential Carolinas Realty)
 Frank D. Queen (Prudential Carolinas Realty)
 Shirley Soderstrom (Shirley Jeane Soderstrom, Broker)
 Stephen Stonehouse (Swicegood Wall & McDaniel)
 Sharon F. Thomas (Prudential Carolinas Realty)
 Rebecca C. White (Graham & Boles Properties)

New Affiliate Member:

Bob Schamay (Bank of America Mortgage)

Mortgage Lender's Report

By: Ralph Cates, Cates Mortgage

MARKET UPDATE

September 4, 2002

Good day friends. Okay, how many of you really thought rates would fall this low again after seeing the Fannie Mae delivery rate jump more by more than ¼% between 8/14 and 8/19. We certainly did not. It was looking like the historic patterns of old, hitting a record low and then bounding higher rapidly. From early February 1993 to mid-March rates rose by nearly a full percent.

The Fannie Mae delivery rate closed the week with a very nice improvement of 12 basis points, the third consecutive weekly decline. It would be difficult for us to imagine home loan rates moving lower, but then again we have been fooled before. The delivery rate, still the basis for most fixed rate loans in this country, closed the week three basis points above the record low (one basis point equals 1/100%). As the last day of this past week was also the last business day of the month, overall in August there was a net improvement in rates of 40 basis points from the close of July and we still have trouble accepting this unlikely scenario.

The collective wisdom we have tapped into around the New York and Chicago trading pits think that history will reflect on 2002 as one of the more perplexing years from the perspective of capital formation costs. We simply cannot find a comparable period in the post world War II era that had an expanding economy and, at the same time, record low rates. As has been mentioned more than once before, investors remain overly cautious (a non-judgmental observation) about placing their investment dollars in stocks. Since many investment dollars are out there, money has been invested in mortgages and bonds. It is the "safe haven" investment strategy that has sent mortgage and CD rates and Treasury yields plummeting. However, this cannot continue forever.

We are seeing a nationwide trend shaping up whereby homeowners are returning to the "well" for financing multiple times during the past 18 months. An increasing number of Americans are obtaining home equity lines of credit as a way of tapping into the worth of their homes until portfolio values make a comeback. Many homeowners don't know their homes value due to tremendous appreciation of the past few years.

There was little in the way of surprises in last week's econonews releases. The same cannot be said for the upcoming week. The first week of September draws to a close with the all-important employment report. An unexpected decline in unemployment or a greater than expected job creation level could send home loan rates higher. Prior to getting to that key number there are many releases that could produce an unexpectedly large market move, one way or the other. Current market volatility makes it too tough to call which way things will shake out. Stay tuned.

Thomas W. Lambe, Jr. Hall of Fame Award

Deadline For Nominations: Friday, September 14th 2002

Date of Presentation: November Membership meeting

Award Selection Committee: Last 9 Presidents of the Association

Qualifications for the Award:

- 1) Nominees must be or have been active REALTORS[®] for at least 10 years.
- 2) Nominees must be a member as of January 1st of the current year.
- 3) Nominees should have made contributions to the real estate industry and the REALTOR[®] organization which have had an enduring effect.

1995

Max Dwiggins
 Vernon Ferrell
 Lewis Hubbard
 Ray Johnson
 Sam Ogburn, Sr.

1996

June Dinkins
 Paul Johnson
 Henry Nading
 Cliff Vaughan
 Lanier Williams

1997

Rick Crowder
 Chummy Grubbs
 Mary Ann Parrish
 Gordon Pfefferkorn

1998

Louis Baldwin, Sr.
 David Shaw

1999

Sophia Cody
 Robert Helms
 Kapp Ogburn, Jr.

2000

Charles Freeman
 Carolyn Hardy
 Bob Hartsell

2001

Phillip Johnson
 C.C. Smithdeal, Jr.
 John Gallaher

✂

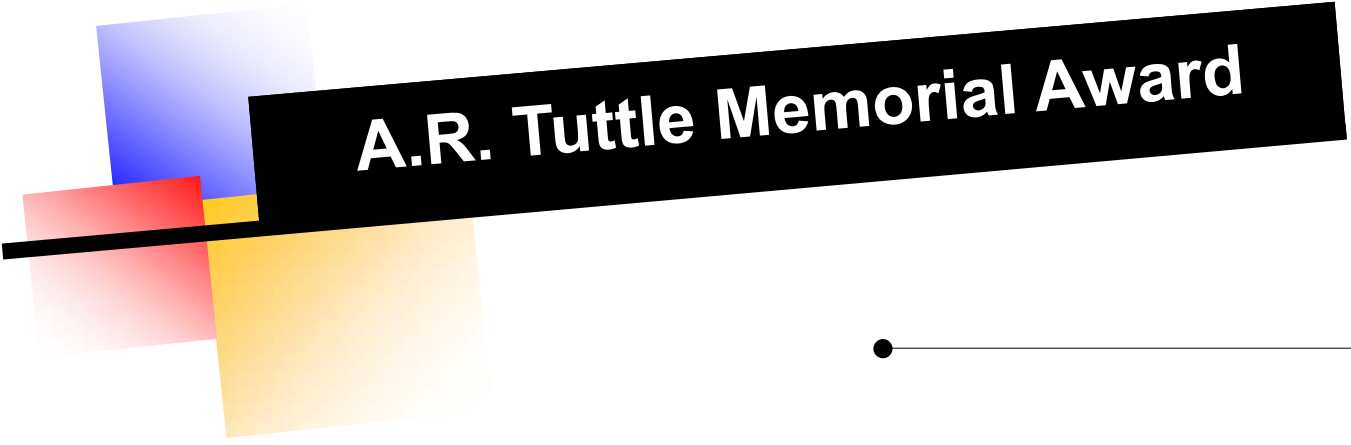
Nomination Form for the Thomas W. Lambe, Jr. Hall-of-Fame Award

Nominee: _____

Nominated By: _____

Please fax to 768-7295, email shamberis@wsrar.com, or mail to:

WINSTON-SALEM REGIONAL ASSOCIATION
 OF REALTORS[®], INC.
 195 Executive Park Blvd. Winston-Salem, NC 27103



A.R. Tuttle Memorial Award

The MLS Board of Directors established the A.R. Tuttle Memorial Award in 1985 to be awarded on yearly basis.

Nominations may be made by the membership and nominees *do not* have to be a licensed real estate person. The nominees can be anyone involved in the real estate industry who has supported or contributed to the real estate industry. Nominations must be received at the Association office no later than October 15, 2002.

The MLS Board of Directors will make the final selection of the recipient.

My nomination for the A. R. Tuttle Memorial Award

Nominee: _____

Nominated by: _____

Comments: _____

Please fill in the blanks and return to WSRAR, 195 Executive Park Blvd., Winston-Salem NC 27103, fax (336) 768-7295, or e-mail sjester@wsrar.com.

September BIRTHDAYS



1 Harriet B. Phillips GRI
Joshua B. Vernon

2 Alice M. DeLancy
William P. Isley
Carvel Lawson
James F. Lovette Jr.
Patricia L. Messick-Burns
Cheryl B. Mooney GRI CRS
Mason W. Reilly

3 Mary W. Gaines
Robert L. Hendrix

5 Patsy Griffin GRI CRS

6 Tammy Chipman
V. Shannon Conrad GRI CRS
Brenda T. Matthews GRI

7 Shirley P. Craver
Caren Kiskis

8 Doug Cooke
James Crisall
Julie Poplin

9 Carolyn Boyles

10 Gray Brewer GRI
Ann A. Reagan

11 Charles Miller
John Nagel

12 Brad Millsaps
Larry Williams

13 Paul F. Shoaf
Kathi C. Wall
Marie White
Amos U. Wilson II

14 Glenn Cobb
Tiffany Earnhardt
Martha S. Wood ABR GRI
John L. Young

15 Kathy King

16 Karen Lawson GRI CRS

17 Lorita O. Crews

18 Lucy S. Cadd
JoAnn M. Greene
George A. Munford Jr. GRI CRS ALC

19 Louise Z. Austell ABR
Donald R. George
Brant Godfrey GRI
Gray Kiger
James Vanzant

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Dale B. Cox
Janice Harley
Steve M. Owens
Kent Tucker
Mark Decker
Janie Green
G. Buck Horn
Pamela R. Lowder
Amanda L. Miller
M. Susan Parker

Beverly Godfrey GRI CRS
Carol M. Hudson GRI
Bita S. Salem
Brian Sprinkle
Melissa Stowe
Jo Ann L. West GRI

Sam J. Carson
Mabelline Mitchell
Mike Moran

Grace M. Andronica GRI
Lara Carpenter
Mary Gettys Hardwick GRI CRS
Tamara Parsons ABR GRI

Michele Y. Browning GRI
Bruce Hubbard GRI
Rosetta B. Kirkpatrick
Sam Ogburn Jr GRI CPM CRB CRS CCIM
Beatrice Phibbs
Nicoleta Vasilescu

John R. Bost
Sherri M. Coram
Bonnie S. Lawson GRI ABR
Lane Young

Raelene J. Morris
Sharon C. Duvall GRI
Shelby W. Hill
Tom D. Honeycutt
Billye Keith Jones GRI CRS
Garland Pryor

From the Triad MLS Helpdesk

Export Your Ad Copy from Tempo™

The standard report called “ad information” found in the list of available reports is still under construction. Normally, this report would show the ad copy for the selected property. While this report is unavailable there is an easy work-around. It involves creating a custom search and downloading the results in a custom report format to be imported into a spreadsheet such as Microsoft Excel. It is a three step process.

First, you will need to create a custom report with the fields containing the information you would like to see in the download. To create the custom report, point to “search” on the black navigation bar and select “custom search and reports”. Click on the “create custom report” button. Then select the fields you want to download making sure one of the fields is “ad copy”. Name and save the report and you will be returned to the previous screen. This report will now become a part of your available reports.

Second, you will need to create a custom search and include the fields for the criteria you would like to search on. To create a custom search, select the “create custom search” button. If you want all the listings in your office, you would add the field, “Listing Office ID”. Once you have named and saved the search, you can enter the criteria and search on it. Once the results have been returned you will need to select the properties you want to see in your report by placing a check in the box to the left of the MLS number. If you want to select all properties, there is a button at the bottom of screen to “check all listings.” Scroll down in the “available reports” and find the custom report you created in the first step and click on it. The selected listings will be displayed in your custom report format.

Third, you will download the data and import it into a spreadsheet. From the custom report display screen select “download” at the bottom of the page. You will be prompted to save and name the file. Make sure to remember the name of the file and where you saved it. Next you will open your spreadsheet software. If you are using Microsoft® Excel, you will select open from the file menu and then navigate to the location of the file you just created. Once you select the file and choose open, the “text import wizard” will appear. In step one, select “delimited”, then “next”; in step two, select “tab”, then “next” and in step three, select “general” and then “finish”.

Finally your ad copy data will be in a spreadsheet format and ready to be viewed or sent out for publishing.

Link to other newsletters from the Triad MLS web site at www.triadmls.net.

Edited By:
Darrin D. Edwards, MBA
Executive Vice President
Triad MLS, Inc.

EKEY/DISPLAY KEY REMINDER

Please remember any problems with your DisplayKEY or eKEY should be reported to SUPRA (877) 699-6787. Technical support is available 9 a.m. - 10 p.m. Please also be advised most boxes operate only under the following hours (unless programmed for 24 hour access): 7 a.m. - 9 p.m. standard, 8 a.m. - 10 p.m. daylight savings. If you receive a ‘not authorized’ message on your keypad, scroll to ‘error codes’. Please report this error code to SUPRA technical support (877) 699-6787. Please remember to use the cradle to update your keypad. While you can obtain an update code by calling KIMvoice or using www.supraekey.com <<http://www.supraekey.com>>, this should be done just for emergencies. Showing activity will only be updated by using the cradle; it is also the only way to keep the key battery charged. Also, if you get continuous update codes, your key’s memory will become full resulting in data corruption on the key.

RPAC REPORT : Contributions Over \$19,000

Why Contribute??: To have a voice, a choice with your elected officials, and make an impact. Legislators at all levels of government continually try to pass legislation that impacts the issues relevant to the real estate industry . NC RPAC has addressed many legislative issues for REALTORS!!

\$1,000 Contributors

June Dinkins
Robert Helms
Lewis Hubbard
Brent Bruner

\$500 Contributors

Katy Boles
Tonda Burr
Paul McGill
Sam Ogburn Sr.
Mike Moran

\$250 Contributors

Rick Crowder	Beverly Godfrey
Bruce Hubbard	Tom Johnson
Trip Smithdeal	Deanne Lentz
Nat Taylor	Douglas Dillard
John Mark Mitchell	Rod Eller
Rosena Dillard	Ted Kelly
Lanier Williams	

\$100 Contributors

Lou Baldwin Jr.	Will Blackwell	Darla Mullican	Heather Mullican
Gray Brewer	Richard Miller	George Boss	Cindy Blackwell
Lici Fansler	Ferrell Clay	Leigh Cortesis	Dee P. Parker
Charles Freeman	Randy Honeycutt	Treasure Faircloth	Ginger McCollum
C.J. Hyatt	Charles Miller	Carol Hudson	Buster Robertson
Elizabeth Ogburn	Mary Robertson	George Munford	Lee Ross
James Salzwedel	Sutton Slawter	Ron Rosenberg	Mary Preston Yates
Jay Luke	Courtney Slawter	Larry Biggs	Rod Hatcher
Stephen Culler	John P. Cosgrove	Phil Johnson	Audrey M. Fuhrmann
		Vickie F. Bell	David Shaw
			Elizabeth Perkinson
			Phyllis East
			Nancy S. Herr
			Jo Caubre
			Curtis Leonard
			Martha Sturkie
			Emma Graham

\$99 Club

May Kinlaw	Jerri Russell	Sandee Lawless	Linda Sherrill	Virginia Newell
Linda Umstead	Liz Rudisill	Wendy Taylor	James Williamson	Don Wall

Other Contributions:

Zana Bentz, Mary Darezzo, Lara Carpenter, Cathy Samuels, Louise Sohmer, Doris Hohman, Elizabeth Fulk, Jacqueline Coulston, Andrew Scott, Pat P. Dinkins, Debbie Pennington, Eleanor R. Bell, Susan Carter, Ken Sales, Michael R. Bradshaw, Jane Whitlock, Mary Ann Paschal Parrish, Cecily Murray, Gena Cline, Gloria Matthews, Kimmera W. Poore, Walter Nail, William C. Nichols, Rebecca White, Tammy Boyd, Butch Ray, Jerry Gray, Mary Howard, Chris Livengood, Ruth Prongay, Linda Bailey, Fannie Fleming, Jeanette Humbert, Julia C. Howard, Darvis Stanley, Linda Liu, Bev Supple, Brenda Shoaf, Marie Horton, Sandy Dyson, Paula Robinson, Phyllis Wilcox, Sharon Thomas, Alice M. Johnson, K. Anna Wilson, Sandra Hedrick, Nancy Phelps, Ellen Grubb, Andrea Suggs, Margie Cashion, Elizabeth Swicegood, Carolyn Hodge, Douglas Teague, Beverly Russ, Julie Holland, Mary Ann Cinc, Lee Nolan, Dorothy Pritchard, Mary Nell Humes, S.E. Foust, Carol Ray, Rosemary Shackleford, Diane Foster, Donna Fiori, Harold Weaver, Jr., Janet Masters, Brenda Liles, Curtis Johnson, Chris Gaide, Mary Baysinger, Daniel Zimmerman, Evelyn Haynes, Rebecca Cook, M.J. Randall, Peter Heaven, James Baucom, Judith Sidden, Evelyn B. Ferguson, Gilbert Boger, Harry Roberts, Mike Hendrix, Troy McDaniel, Connie Kowalske, Kathi Wall, Edward Maxwell, III, Julie Wilson, Martha Waggoner, Terry Hedrick, Michael S. Ryden, Denny Farrimond, Louise Z. Austell, Dorothy Leonard, Olivia Kleinmaier, Brian Sprinkle, M. Chris Perry, Mary Louise Wilson, Bradley E. Jacobs, Merry Barber, Denise Jenkins, Judy Ricardo, Julie Poplin, Beverly Atwell, Shannon Conrad, Donna Poe, John Petitto, Nancy Mershon, Mary Hardwick, Ellen Styers, Nancy Davis, Martha Wood, Alice Hall, Mary Coan, Patricia McCormick, Linda Helsabeck, Nancy B. Sipe, Vicki Fleming, Mindy Smith, Mary Nell Humes, Paula Stephen, Catherine Rothrock, Lamar Taft, Leslie Porter, Shirley Ramsey, Laverne Smoot, Suzie Speas, Martha Rollins, John Stack, Jason Severt, Arthur Spaug, Jessie Draft, LaMaretta Salley, Jeanette Porter, Bronda Martin, Dennis Nichols, Sherrie Hill, James Singletary, Teresa Ozburn, Tim Hymes, Ritha Tuten, Robin Weant, Rita Crews, William White, Everette Griffin, Benny Mayfield, Gwendolyn Hill, Steven Fowler, Susan Myers, Brad Millsap, Carma Miller, Sharon Cotton, Jack Nelson, Jim Whitehouse, Mark Hartsell, Amanda Miller, Lynn Stewart, Marvin J. Luck, Jennifer Davis, Paula Mosteller, Rosanna Clark, Patsy Griffin, Mickey Cruse, Susan Martin, Jane DeSantis, Heidi Eller, Linda Gutierrez, Oscar Pearl

September REALTOR® Membership Meeting

**Program:
ELECTION OF OFFICERS & DIRECTORS FOR 2003**

Date: September 17, 2002
Time: 5:45 p.m. RSVP REQUIRED BY SEPT. 9th
Place: Benton Convention Center
Cost: WSRAR Members - No Charge
Guests - \$20.00

RESPOND BY FAX 768-7295 or email ftaylor@wsrar.com
 CANCELLATIONS NEED TO BE RECEIVED BY Noon on September 13th

Spanish Classes Being Held

The Winston-Salem Regional Association of REALTORS® Education Committee is offering:
Beginner Spanish Classes

Dates: Tuesday: October 1, Tuesday: October 8, Thursday: October 17 & Tuesday: October 22

Place: Winston-Salem Regional Association of REALTORS® office (195 Executive Park Blvd.).

- Fee structure is \$60.00 per student (minimum of 20 students) for all 4 classes
- Each class will begin at 7:00 p.m. and will be an hour in length - with additional time after class for review
- Mr. John Ashburn will be the instructor



Spanish Class Enrollment Form

Name: _____

Address: _____

Phone Number: _____

Email Address: _____

Please make check payable to WSRAR. Mail Enrollment Form with \$60.00 check to:
 WSRAR
 195 Executive Park Blvd.
 Winston-Salem, NC 27103

Please contact Nancy Yarborough @ nancy@wsrar.com or 336.768.5560