

Alaska REALTOR®

APRIL 2009

A PUBLICATION OF THE ALASKA ASSOCIATION OF REALTORS®

A bald eagle is the central focus of the cover, shown in profile facing right. It has a white head and neck with a prominent crest of feathers, and a large, hooked, yellow beak. Its body is covered in dark brown feathers. The eagle is perched on a branch, and the foreground is filled with out-of-focus green grass blades. The background is a dark, gradient blue.

2009 Legislative Summit

Real Estate Commission Report

Convention Registration Form



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*Cover photo: Bald Eagle - Haines, Alaska
 Alaska Division of Tourism*

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President's Message

*By Art Clark, GRI
 2009 AAR President
 Real Estate Brokers of Alaska*



Welcome to Springtime in Alaska.

Hopefully by the time you read this it will be spring. It seems to be starting already towards the end of March, but we have been fooled before. It certainly has been a busy year so far. Sandy and I have been to Washington D.C., Boise, Idaho, and the entire Board went to Juneau last week.

You will be getting updates on most of these events from others in this newsletter. I will just give an overview from my perspective. The first of February Sandy and I went to the national political action forum in D.C. for two days. There were some RPAC updates, we were involved with some debate as to which issues are currently most important to Realtors, and we met with Senator Begich.

While meeting with Senator Begich we expressed the Realtors' concerns with the stimulus package and asked for his support with our bill to keep banks out of real estate. As you are probably aware most of our points were included in the stimulus package, and the recently enacted budget bill had a provision that will keep banks out of real estate. This means our long running battle on that front is now at an end, and we won. We look to have a real friend in Senator Begich as he is a former Realtor himself.

In Boise we had our Region 12 conference and Board meeting. Joining Sandy and I were Russell Joyce, State President-Elect, State Treasurer Don McKenzie and Glenda Feeken, an ARPAC Trustee from Kenai. The first day of the conference we had RPAC training for Realtor members. This is in lieu of the training that previously took place in Washington D.C. in late January. This new training will be a yearly event to which we look forward to sending

(President's Message, continue on page 19)

Industry Issues Report

"Annual Legislative Summit"

By Dave Somers
AAR Industry Issues Chair
Somers & Associates
Fairbanks



Once a year the Alaska Association of Realtors holds its legislative summit combined with the Board of Director's Meeting and RPAC Trustees meeting. The reason for holding the meeting in Juneau is two-fold. The first, and most obvious, is to lobby our elected officials to either move beneficial legislation or to amend or defeat legislation that would have a negative effect on our membership. The second reason is to remind our elected officials that we are informed, we do participate in the process, and we are an effective political machine. In the political process there are constantly decisions that can go either

way, and it is vital that lawmakers think of us and our capabilities when making their decision in which direction to proceed. Approximately 30 of your fellow Realtors represented you in this process this year. Our lobbyist, Wendy Chamberlain, did a great job in scheduling over 60 appointments with our senators and representatives. Sandy Eherenman had us well equipped with briefing



L-R; Art Clark, Sandy Eherenman, Representative Craig Johnson, Helen Jarratt and Don McKenzie.

papers and bill reference cards for our appointments.

HB 49 adds recreational properties to existing laws that strengthen an individual's property rights from the exercise of eminent domain. Representative Craig Johnson introduced this bill and it is out of the House and in the Senate. It is expected to proceed without any problems. It has helped that Representative Gara did not try to amend the bill this year. He has, however, just introduced HB 198 which, if passed, will achieve the river access he was pushing for originally. More on this later after we review the bill.

HB 129 was introduced by Representative Jay Ramras and would give the Alaska Real Estate Commission the authority to revoke the license of a sales person who is convicted of forgery, theft, extortion, conspiracy to defraud creditors or fraud. The AREC already has this ability with brokers and associate brokers. The bill was in Rules and expected to pass to the Senate without opposition.

(Industry Issues Report, continue on page 5)

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(Industry Issues Report, continued from page 4)

HB 156 would allow municipalities to partially or totally exempt the fee for using a landfill or dumping area to dispose of the waste materials from deteriorated property. We are in favor of this bill because removing derelict buildings improves safety and increases property values. We have heard of no opposition to this bill.

SB 129 was introduced by Senator Menard and is our first controversial bill. This bill exempts single family and two family homes from the requirement of a full blown sprinkler system on all new construction. If not passed, this requirement will be automatic when the state adopts new national building codes. The builders were the initial push behind this bill and we got on board with them. Everyone would like to see safer homes, but mandated residential sprinkler systems will be an extreme burden to affordable housing, create a maintenance nightmare, create a dramatic increase in water damage and therefore mold dam-



L-R; Anna Johns, Judy Cloud, Stacie Krause, House Speaker Mike Chenault, Glenda Feeken, Kari Butler and Mark White.

age with the ultimate increase in insurance rates or cancellation of insurance altogether, and bring the number of new houses coming on line to a trickle. All the fire marshals and building officials, with the help of a lobbyist paid for by the companies that manufacture and sell sprinkler equipment (imagine that), are strongly opposed and could derail the bill. AAR was successful in getting a companion bill introduced from the House with

(Industry Issues Report, continue on page 14)

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Real Estate Commission Report

"Association Liaison Report"

By PeggyAnn McConnochie
AAR Liaison
ACH Consulting
Juneau



New Commissioners! Welcome to Nancy Davis, Broker from Sitka and Barbara Dickson, the newest Public member, from Anchorage! Thank you for volunteering your time and expertise to our industry!

The latest meeting of the AREC occurred in Juneau March 12th and 13th. It got off to an unusual start as the conference room in which they were to meet was occupied until mid morning; so...the resourceful group led by Chairman Brad Cole met in Executive Session in the Commissioner's office and spent time introducing the newest members of the AREC to their duties, and I am sure they gave Nancy and Barbara some historical information that would help them in their deliberations.

Once the meeting re-started out of Executive Session and in Conference Room A in the State Office Building in Juneau, they received under "public comments" a letter from William Reynolds on air quality is-

suues and mold in relationship to the Landlord Tenant Act. The Commission acknowledged his letter, and they indicated that the AREC is not the venue through which to get changes to the statues that govern the Landlord Tenant Act.

Statistics

Total active licensees are currently 2,334 (2,529 active plus inactive licensees). The total number of active licensees is down 29 while the total number of all licensees (which includes inactive) is up 21 over the current reporting period. It interesting to see that there appears to be starting a small trend (from November to mid February) of a decrease in the number of active licensees within Alaska. It is also interesting to note that there were, during the same period of time, a total of 12 new real estate offices which opened throughout the state.

The first formal outside report to the Commission came from Terry Thurbon, Chief Administrative Law Judge. She did a phenomenal job of explaining to the Commission the procedures and processes involved in the hearing process, while also outlining what procedures would be updated through the legislative process. The presentation was educational (I know I am crazy). It would be

interesting I believe, to get Ms. Thurbon to an AAR meeting so she can give to REALTORS® this same information. It was important for everyone to learn the detailed ins and out of the Commissions' own hearing process.

Next on the agenda was Gayle Horetski and Dan Branch, both Assistant Attorney Generals with the State. Gayle delivered the news that the AG's office found problems with several of the new regulations that the Commission had received

(AREC Report, continue on page 7)

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(AREC Report, continued from page 6)

back from public notice, and requested that the Commissioners and Gayle go through the regulations in which they found problems to see if solutions might be created to remove the objections. The regulation changes which presented the problems were 12 AAC 64.128 Home Offices and 12 AAC 64.905 Exceptions for Real Estate License. Gayle proposed some minor language changes that could clear up the questions within the Home Office section; however no acceptable wording changes were agreed upon in the Exceptions Section. This may well be an instance in which AAR can work on legislation to better clarify when a real estate license is not required.

Next, Dan Branch delivered the “exciting news” that the implementing legislation on Mandatory E&O did not contain the appropriate transitional language which would allow the AREC to draft the implementing regulations and go out to bid for the State Mandated E&O as previously planned with a March 2010 adoption. If the language was left alone this would mean that the entire process would be delayed at least an additional year. After much discussion on alternatives to change or speed up the process,

Dave Somers, Member of the AREC and Legislative Work Group Chair for AAR, at the next break called our lobbyist, Wendy Chamberlin. With the assistance of Dan Branch, Dave and Wendy are working through the process to quickly add the necessary “clean up” language to HB 129, which is a bill that we had introduced this year with the assistance of Fairbanks Representative Jay Ramras to clean up an area within the real estate statutes that is causing some problems for the Commission.

Dan brought up one other required change to the State Mandated E&O Insurance regulations. It is that the cost of insurance needs to be tied to the CPI (consumer price index) not the producer price index. This change can be made within the regulations that the AREC will develop after HB 129 becomes law.

The AREC received reports on Surety Fund Claims both open (39) and closed (24). For the 4 newly filed cases in 2009, two are classified under “fraud/misrepresentation,” one is classified under “unlicensed practice” and the other is a “criminal action/conviction.” In other discussion on the Surety Fund it was

(AREC Report, continue on page 15)

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Association News



The National Association of Realtors® knows that the current state of the economy has affected you and your real estate business. We recognize the challenges you are facing and are here to help.

Effective immediately, NAR is launching the Right Tools Right Now initiative for our 1.2 million members.

This Association-wide program provides over 300 NAR publications, resources and services to you for FREE, at cost, or at significantly reduced pricing. Our goal is to make NAR's robust roster of business-building tools available to you Right Now.

The Right Tools Right Now program includes offers and information in the following categories:

- Convention & Events
- Technology Services
- Research Tools
- Enhanced Services
- Online Training
- Educational Tools & Publications
- Articles & Information

Use the following link for complete details on this initiative: www.REALTOR.org/Right-Tools

Here you'll find hundreds of NAR products, resources and services offered for FREE, at cost or at a significant discount. New offers will be made available in the weeks and months ahead

so be sure to check back often.

Contact Information Central at 1-800-874-6500 or access www.REALTOR.org/RightTools should you have any questions on this initiative.

2009 Annual Convention

Plans are underway for the 2009 Alaska Association of REALTORS® annual convention September 15-19 at the Wedgewood Resort in Fairbanks, Alaska.

The theme of the convention is Gold Fever in the Golden Heart City, Celebrating 50 Golden Years.

A room block has been reserved at the Bear Lodge/Wedgewood Resort at \$80.00 a night. You can make your room reservation by calling 1-800-528-4916. Please reference group code GFBR09.

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GRI 200
April 9, 10, 16 & 17, 2009
Contact the Valley Board of REALTORS®
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MAY/JUNE **Anchorage**
GRI 200
May 26 & 27, June 1 & 2, 2009
Contact the Anchorage Board of REALTORS®
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JUNE **Wasilla**
GRI 300
June 4, 5, 11 & 12, 2009
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for information 376-5080

SEPTEMBER/OCTOBER **Anchorage**
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September 28 & 29, October 5 & 6, 2009
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OCTOBER **Wasilla**
GRI 100
October 15, 16, 22 & 23, 2009
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April 2009 • Alaska REALTOR® 9

Annual Region 12 Meeting

"RPAC Seminar & Caucus"

By Russell Joyce, ABR, CRS, GRI
AAR President-Elect
Prudential Jack White Vista RE
Wasilla



Leadership of the Alaska Association of REALTORS® met with the leadership of our Region including Idaho (host State), Montana, Washington, Oregon and Alaska. Our representation included Executive Officer Sandy Eherenman, President Art Clark, President-Elect Russell L. Joyce, Association Treasurer Don McKenzie, and RPAC Trustee Glenda Feeken.

RPAC Fundraising Seminar

First of all the Idaho Association of REALTORS® staff and Jim Johnston, Region 12 President, did an outstanding job of hosting the RPAC seminar and Region 12 meeting. Their facilities were outstanding, food was excellent, and location perfect. Jim Johnston was a fantastic facilitator and many will remember him from AAR's Leadership training in Anchorage this year.

The RPAC seminar began with a rousing lineup of speakers including NAR VP Moe Veissi, Ronnie Thompson, Washington Assoc. Exec. Steve Franks, and Phil McGinnis all touching on the importance of RPAC and what it does for NAR members and the private ownership of real estate. From NAR Government Affairs and our RPAC Fundraising Rep. Brooke Roth spoke with us about what is available from NAR to assist in marketing to our members and aid that her office has for putting on fundraising events. A new position was announced with RPAC "Whips" whose job is to increase the number of major investors in each state. Major investors levels include Major Givers, Sterling R, Golden R, President's Circle, and Hall of Fame contributors. Highest investors were in the Pocatello, ID area with an average of

\$276 per member in 2008, a far cry above the minimal \$15.00 Fair Share investment asked by NAR. Moe Veissi, whom is expected to be NAR President in 2012, has a 2009 goal of \$10,000,000 in RPAC investment. RPAC is not a donation to any cause, RPAC funding is an investment in all REALTOR's business and in private property rights activism.

Region 12 Caucus

Paul Bishop started off with economic news from NAR and results of the just passed Stimulus Package. Idaho Governor C.L. "Butch" Otter gave an update on happenings in Idaho and his opinion on the economy, both nationally and in his state of Idaho, individual responsibilities and what we need to do for ourselves and not expecting government to do for us. Afterward, Idaho Director of Commerce, Don Dietrich, gave an update on Idaho industries. More info on RPAC by Moe Veissi and updates on RPAC Fundraising efforts from individual State Presidents were given. Phil McGinnis gave a look at involvement at the Committee level and other appointments by NAR leadership. Mike Flynn, the Past Vice President of Region 12, discussed the recent survey that was conducted of our members. Jim Johnson arranged for four families to host our delegation for dinner with an Iron Chef theme.

Next was more information on Leadership involvement and tips from Pili Meyer. A Call to Action was made by NAR's Rick Miller whose department handles those important messages and tracks the effect we have as an organization on legislation. That afternoon was capped off with a Region 12 Business Meeting and Jan Ellingson of Washington was nominated as Region 12 President in 2011.

This was an excellent immersion into the workings of NAR at the greater level than in our state and I appreciate your endorsement to attend.



The Alaska Association of REALTORS®
cordially invites you to a luncheon in honor of
our special guest

*Charles McMillan, 2009 President
National Association of REALTORS®*



**Charles McMillan
2009 President**

Charles McMillan, a REALTOR® from Irving, Texas, is 2009 President of the NATIONAL ASSOCIATION OF REALTORS®. NAR, The Voice for Real Estate®, is America's largest trade association, representing more than 1.2 million members involved in all aspects of the residential and commercial real estate industries.

McMillan, a REALTOR® for more than 20 years, is Director of Realty Relations and Broker of Record for Coldwell Banker Residential Brokerage, Dallas-Fort Worth. He is a member of Omega Tau Rho, honorary real estate society.

McMillan was NAR 2008 President-Elect and 2007 First Vice President. He has twice served as NAR Regional Vice President of Region 10 that includes Texas and Louisiana. He is a member of the NAR Leadership Team, the Executive Committee and the Strategic Planning Committee. He has served as chairman of several panels and committees including the Convention Advisory Group, Communications Committee, State & Municipal Coordinating Committee, and Urban Affairs Committee. From 2002 to the present, he has been a member of the International Operations Division serving as NAR President's Liaison and real estate ambassador to Jamaica. He has also been recognized by NAR as an expert in the areas of agency, antitrust, misrepresentation, fair housing and diversity.

Monday, June 1, 2009

11:30 am

Petroleum Club of Anchorage

\$20.00 per person

Please RSVP by calling AAR at 563-7133.

RPAC Auction - In conjunction with Charles' visit to Alaska, he will also be a guest at the Anchorage Board of REALTORS® annual REALTORS® Political Action Committee (RPAC) Auction on Tuesday, June 2, 2009 at the Petroleum Club of Anchorage. The auction starts at 5:00 pm.



2009 Convention

"September 15-19, 2009 in Fairbanks, Alaska"

The Greater Fairbanks Board of Realtors is excited to host the 2009 State Convention. This year is our license renewal year and we have some very dynamic speakers scheduled for our convention.

Our keynote speaker is **Troy McClain**. Troy is an



award winning international speaker, professional business coach and celebrated television host. Some of you may remember Troy from the television show "The Apprentice". Troy will present two one-hour classes in addition to his keynote address.

We are pleased to have **Marcie Roggow** join us this year. Marcie was licensed in 1972 and has worked in all facets of the real estate profession: broker-owner, developer, and educator. Marcie will provide six hours of elective credit. Her topic "Extreme Customer Service" will be a very interesting class.




Pat Zaby will also be joining us for convention. Pat Zaby began his real estate career in 1968 and has



been involved in sales, management, commercial, and property management. Pat has taught classes in Fairbanks and his courses are always very beneficial to our real estate career. Pat will provide six hours of elective credit on "No-

to-Low Cost Marketing". This message is perfect timing, and is much needed during these economic times

At the end of convention on Saturday we will provide the eight hours of required education. Come join us at this year's convention, network with your fellow Realtors, and have fun completing your education requirements. 

Convention Schedule

Tuesday September 15, 2009

2:00 - 5:00 PM Board of Directors Meeting
6:00 - 11:00 PM Ice Breaker

Wednesday September 16, 2009

8:00 - 9:00 AM Breakfast
9:00 - 9:15 AM Opening Ceremony
9:15 - 10:15 AM Troy McClain - Keynote
10:15 - 11:15 AM Troy McClain - Ethics Class
11:15 - 12:15 PM To Be Determined
12:15 - 1:30 PM PP/ROTY Luncheon
1:30 - 4:30 PM Marcie Roggow Class
5:30 - 6:30 PM Affiliate Appreciation Hour
6:30 - 8:30 PM Dinner/Affiliate Night
8:30 - 12:00 AM Affiliate Night/Dancing

Thursday September 17, 2009

8:00 - 9:00 AM Breakfast
9:00 - 11:00 AM General Membership Mtg.
11:00 - 12 noon Troy McClain
12:00 - 1:30 PM Lunch on Your Own
1:30 - 4:30 PM Marcie Roggow Class
4:30 - 6:30 PM Trade Show/Reception
7:00 - 8:30 PM Dinner/Auction
8:30 - 12:00 AM ARPAC Night/Dancing

Friday September 18, 2009

8:00 - 9:00 AM Breakfast
9:00 - 12:00 PM Pat Zaby Class
12:00 - 1:00 PM CRS Lunch
1:00 - 4:00 PM Pat Zaby Class
5:00 - 6:00 PM ARPAC Cocktail Party
6:30 - 8:30 PM Dinner/Awards Presentation
8:30 - 12:00 AM Awards Night/Dancing

Saturday September 20, 2009

7:00 - 8:00 AM Breakfast
8:00 - 12:00 PM Education Class
12:00 - 1:00 PM Lunch on your own
1:00 - 5:00 PM Education Class

2009 State REALTOR® Convention Registration Form

All Events are sold on a First-Come, First-Serve basis and are non-transferable.

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Room Reservations

A room block has been reserved at the Bear Lodge/Wedgwood Resort at \$80.00 a night. You can make your room reservation by calling 1-800-528-4916. Please reference group code GFBRO9.

*Registration Day Rate

Registration Day Rate
 A day rate is available for \$99 for anyone who would like to attend only one day. Meal tickets can be purchased separately.

Cancellation Policy

All cancellations must be received in writing. If registration is cancelled before August 25th, there will be a \$25 cancellation fee.

If the request is received after August 25th, no refund will be made.

CONVENTION REGISTRATION

	Circle Choice	REALTOR®	Aff/Guest
Full Convention Package - Includes registration, all meals education and hosted events			
Postmarked by 7/15/2009		250	200
Postmarked After 7/15/2009		275	225
At the Door		300	250
Registration Only - Included education & hosted events			
Postmarked by 7/15/2009		150	100
Postmarked After 7/15/2009		175	125
At the Door		200	150
Day Rate - Includes Education and hosted events			
		99	99
Tuesday, September 15, 2009			
6:00 pm	Ice Breaker Reception (hosted)		
Wednesday, September 16, 2009			
8:00am	Breakfast	\$15	\$15
12:15pm	Past President/REALTOR® of the Year Luncheon	\$25	\$25
5:30pm	Affiliate Appreciation Party (hosted)		
6:30pm	Dinner	\$40	\$40
8:30pm	Affiliate Night (costume contest: Gold Fever theme)		
Thursday, September 17, 2009			
8:00am	Breakfast	\$15	\$15
4:30pm-6:30pm	Trade Show & Reception (hosted)		
7:00pm	Dinner	\$40	\$40
8:30pm	ARPAC Night & Auction		
Friday, September 18, 2009			
8:00am	Breakfast	\$15	\$15
12:00 noon	CRS Luncheon	\$25	\$25
5:00pm	ARPAC Reception (hosted)		
6:30pm	Dinner	\$55	\$55
8:30pm	Awards Presentation		
Saturday, September 19, 2009			
7:00-8:00am	Breakfast	\$10	\$10
8:00am-5:00pm	8 Hours Required Continuing Education - Lunch on your own.		
REGISTRATION + OPTIONAL EVENT TOTALS		\$ _____	= \$ _____ + \$ _____

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AAR is NOT responsible for lost registration forms or incomplete applications.

(Industry Issues Report, continued from page 5)

11 co-sponsors. This show of strong support will help, but we still have an uphill battle. There are some possible amendments being floated that may appease the opposition.

One other issue we worked on intently while in Juneau was getting the regulations project back on track for the new mandatory errors and omissions law going into effect in March, 2010. The short story here is that the Attorney General's office came up with a totally different interpretation of the enabling legislation, HB357, and the commission was told to stop work. At this writing I am told that there may be a solution to get us back on track. Even if we start back on this soon, I believe we can expect a delay in the implementation.

In summary, I can unequivocally state that the meetings were extremely effective and worthwhile. I applaud our association for its forward thinking and understanding of the importance of staying involved in the political process. It is far easier to stay on top of things and make sure that they are going right than to try and fix costly errors caused by our lack of vigilance. 

Using Your Tools - Realtor.org

1. Open up your Internet Connection and go to your Search Engine.
2. At the prompt (blinking cursor) type: www.realtor.org
3. The first listing should be: National Association of REALTORS®.
4. Click on Login. You will be asked to Sign In with a User Name and Password. If you have never signed in you will see a box to the right that says: Click here to register. It will ask for your NRDS (pronounced nerds) ID for which it will guide you in that lookup. If you do not know your NRDS ID it is located on your REALTOR® magazine address label (8 digits), your NAR membership card, or contact your local association Executive Officer.
5. At this point the door is wide open to use this most valuable tool. For example I typed in: multiple offers and received 3,740 results on this topic. There are articles you can print for your Sellers and/or Buyers that give them selling and buying tips and puts you in the seat of professionalism.
6. Make it a point to review this site on a regular basis to keep up on current trends.

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(AREC Report, continued from page 7)

noted that at the Commission's November meeting they may (will) need to consider an increase in the Surety Fund Fee as the current balance in the Fund as of March 3rd, 2009 is \$227,506.35 with open surety fund cases still to be heard. Remember that the Fund must maintain no less than \$250,000, hence the need for an increase in fees for the next license renewal period.

They also heard reports on several license surrender cases and reprimands for continuing education that was not completed as required. (It is important to note here how important it is to make sure that you are completing your continuing education as required by law; otherwise you may be subject to a hefty fine, you will receive a reprimand in your file, and you still have to complete the education! Yuck!)

Also discussed were the new changes to the AREC Website made by Nancy Harris of the REC (Real Estate Commission). I direct you to the following pages which have seen changes:

- Commission Meeting Schedule: shows dates, locations and agenda deadlines;
- Landlord Tenant: adds language "Commission staff cannot offer any legal advice regarding landlord tenant questions";
- Forms: now under Consumer Information Section on the lower left hand side;
- Surety Fund Information: includes a link to Surety Fund Decisions; and
- Consumer and REC Industry Web Resources: now includes links to resources at national, state, city/borough levels as well as links to real estate trade organizations and the real estate exam company used by the AREC.

At the last meeting of the AREC, the Commission asked Sharon Walsh, Executive Administrator of the REC, to investigate how other states deal with "criminal acts." That information was provided for the Commission's review. Information from Missouri, North Carolina, New Jersey, California, Hawaii, Iowa, Oklahoma, West Virginia, Nebraska, and Oregon was interesting "food for thought." I think (I hope) that this may be a discussion item at the next meeting. Great job, Sharon!

A question came up from an Alaskan broker on electronic transfers of trust account funds. The

Commission went on record that nothing prohibits the electronic transfer of trust account funds and will provide that information to the requesting broker.

An interesting report from the Investigator's office included logs of phone calls to the division broken down by type of inquiry. For the months of December, January, and February the top "vote" getter was Landlord Tenant questions. In January and February second on the list was Fraud and Misrepresentation. It is easy to see why the Commission is doing its best to increase awareness of the Landlord Tenant laws not only for licensees who practice property management, but for all licensees whether or not they personally own rental property.

Discussion continued on the draft fine matrix which will cover complaints and disciplinary sanctions for a variety of violations. Members again discussed the proposal presented, as well as what may be missing. They indicated that additional education needed to be included in every instance and the violation of the continuing education requirements should also be included. They will review the updated draft matrix again at the next meeting.

The AREC also received information from Lorrie Saunders-Irwin on her efforts to encourage a college in Anchorage to include real estate education (especially appraisal education) in their curriculum. The Commission will indicate that they in general support education for all licensees and appraisers in a letter to be sent to Lorrie.

I think that I have rambled on long enough. If you have any additional questions please let me know!



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News Bites from Around the



Anchorage

The Anchorage Board of REALTORS® conducted a Broker Forum with 10 brokers in attendance.

Education Schedule

September 28, 29, 30, 2009

20 Hour Marathon

November 16, 17, 18, 2009

20 Hour Marathon

December 7, 8, 9, 2009

20 Hour Marathon

January 20, 2010

8 Hour Designated

GRI 200 – May 26, 27 and June 1, 2, at BP Energy Center.

GRI 300 – September 28, 29 and October 5, 6, at BP Energy Center.

The Legislative Committee interviewed all mayoral candidates over a two-day period and recommended funding for Dan Sullivan.

We have moved to a new location at 3340 Arctic Blvd., Suite 101. Phone and fax remain the same.

Get a sneak preview at our new website at www.ancboard.com.

To review the 2009 Code of Ethics, please go to REALTOR®.Org

ABR conducted another successful mediation in March. One Grievance Committee hearing has been scheduled.

We are accepting donated items for the annual RPAC event to be held on June 2 at the Anchorage Petroleum Club. NAR President Charles McMillan will be joining us that evening.

Fairbanks

Part of the GFBR Strategic Plan involves getting more feedback and having more involvement with our local brokers. We're seeing lots of changes out there, and we want to make sure that we're offering the types of services and benefits that our members need to remain successful. This is also a chance for them to express concerns and tell us about their challenges.

Our committee chairs met last month and agreed on the direction that GFBR will be focusing on this year. The chairs will give committee updates at each of our general membership meetings. We recently updated our purchase agreement forms, and are in the process of developing a mold disclosure and a commercial purchase agreement form.

We continue to hold quarterly press conferences on the local housing market, and have begun running radio and print ads promoting the \$8000 first time homebuyer tax credit. Our market appears to be improving with pending sales up 50 percent from December to February (from 80 to 120). We currently have about a 7 months supply of inventory, and are seeing homes sell in all

price ranges. Prices seem to be stabilizing and we are seeing fewer price reductions than in previous months.

Kenai

It has been a busy first quarter for the Kenai Peninsula Association. On average, during the week we are having 3 to 4 committee meetings! At the Leadership Meeting in January, we adopted several of Adorna's suggestions and have put the "leg-work" of the items to go on our agendas for our committees to address. It has been an interesting process, but in the long run will put more responsibility on Membership input through our committees.

The Association purchased a Biz-Hub to increase our ability of going green and to save the Members money on their printing costs.

We are making strides in educating our Membership about RPAC. We have Glenda Feeken, Myla McFarland, and Sam Barnes working hard to get the benefits heard. Our goal is to have 100% participation in the fair-share portion for the state and at least 40% of \$99 donation. So far we have 23 REALTORS® participating in the \$99 donation, more than half way to our goal, but are still look-

(Newsbites, continue on page 18)

(Newsbites, continued from page 17)

ing for the 100% participation in the fair-share portion.

We finished the GRI 100 and GRI 200 cycle, and came out with 5 new GRI designees: Mark White, Ron Moore Company; Ed Oberts, Redoubt Realty; Brandy Culp-Washburn, Alaskan Homes and Property Realty; and Gail Caldwell, Redoubt Realty. We look forward to having other educational classes to help our Members get their required and elective hours for the year.

Our Annual Hospice Fundraiser is in full swing of the planning stage. We are going to be busy to make as much or more money than last year's \$15,738! We are looking to have a fun and competitive tug of war game, lively auction sales, a fun putting contest, and of course Raffle a greenhouse! Do you want to get in on the fun? Email Kari at kpar@alaska.net!

Our Awards Banquet is slated at the Soldotna Senior Center on December 5th. Our theme is KPAR's Holiday Sock Hop. We hope to have a swell time with our "back to the fifties" gathering.

This quarter doesn't seem to be slowing down any with Legislation in Juneau, Association Executive's Institute in Colorado, Mid-Year NAR Legislation in Washington DC, Hospice Fundraiser in May, and our normal day to day activities! Our website is www.kenaipeninsularealtors.org and our email is kpar@alaska.net


Southeast

The Southeast Board enjoyed hosting the members of AAR that took the time to visit their legislators in the capital city. A good time was had by all, and too much of a good time by a few! Southeast members recently made two donations: \$250 to the Glory Hole (soup kitchen) and \$250 to the Boy Scouts. We are conducting a drive to collect old towels and blankets for the animal shelter. Continuing education classes for our members are being planned and scheduled for the coming months.

Valley

The Valley Board of Realtors has been focusing on this year's legislative initiatives. Our Legislative Committee and RPAC Trustees have been working closely with the Alaska Association of Realtors on our upcoming lobbying trip to Juneau. In addition, we have been working with the Mat-Su Borough and the Mat-Su Homebuilders Association on the Borough's proposed Impact Fee Ordinance and their new Zoning Ordinance.

Education has also been a priority for VBR this year. We are offering continuing education classes the last Friday of each month. And, we have GRI 100, 200 and 300 scheduled. We are investigating the possibility of offering a special Designation course this year as well. The VBR Education Scholarship applications are now available, and can be downloaded at www.matsurealtors.com, click on "documents."

Our new building is exceeding our expectations! Our bright, cheery classroom can accommodate up to 50 students. Don't forget, we still have two 900 sq. ft. rental units available on the lower level of our building. For more information please contact VBR. 

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(President's Message, continued from page 3)

more of our membership. We had a great exchange of ideas for fund raising and on the political climate in other states of our region.


While we were in Idaho we had the privilege of hearing from several national speakers including Moe Veissi, 2010 NAR First Vice President Nominee, former Regional Vice Presidents Ronnie Thompson and Phil McGinnis, Brooke Roth from NAR RPAC staff and Paul Bishop, managing director of research for NAR.

Dr. Bishop, who is an economist, told us that Region 12 is doing the best in the country at the moment. This is in spite of Washington state having had a 30% drop in Realtor membership in the last year. The other states in the region are having declines in membership also, but not to the extent that Washington is having. Meanwhile, our membership is showing a decline, but not a lot. We budgeted for a loss in membership, but the numbers so far indicate we will not lose as many as we predicted.

At the conference there was quite a bit of discussion regarding the RPAC major donor program.

This is for donors in excess of \$1,000. NAR is putting on a big push to increase the number of major donors and has instituted a new position to help facilitate that process. This position is the State RPAC Whip, and I'm pleased to announce that I have asked Janice Strong to fill that position and she has agreed to do so. I hope you will all congratulate Janice and support her. Our RPAC fund raising efforts continue to be successful. Last year we were second in the national per capita, and in recognition of that effort we will be receiving a U.S. flag that has flown over the Capitol Building. However, we can not afford to let up now.

In closing I would like to thank all of the Realtors that took the time to come to Juneau this year, especially as we are all having to work a little harder to keep up. It is an important part of what our Association does and we need to persevere. I hope the year continues to improve for all of you. Keep up the good work.

If you have questions or comments you can email me at artclark@alaska.net. Thank you for the opportunity to serve. 

Meet Our Anchorage Escrow Team



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The View From Here

By Denny Wood, CRS, GRI
Alaska CRS Chapter President



As we get through winter and start thinking about spring, our thoughts go to warm weather, sunshine and getting outside for some exploring, fishing or just driving and seeing the buds popping out. That time will be here very soon. We also think about spring cleaning. What does a REALTOR® do to start spring cleaning? A group of your peers attended CRS 200 Business Planning with Gee Dunsten in February and are now using the ideas and systems he imparted to clean up their business and make it more efficient and run more smoothly and most of all to treat it like a business. Everyone who attended came out with high praise of not only the course, but also the instructor. He came down to everyone's level and showed them just how to make the ideas work.


On August 6, 2009 we will be sponsoring Ninja Selling III with Mike Selvaggio. Ninja Selling is a system based on a philosophy of building relationships, listening to the customer, and then helping them achieve their goals. It is less about selling and more about helping people buy. Ninja Selling III offers the most current information and thinking of Larry Kendall and The Group, Inc. It incorporates the elements of the Ninja Selling I and II, and adds an important "communication skills" piece. It focuses on asking the right questions and following the right "Ninja Routines" to increase your "flow" with friends and clients. You will not want to miss this course, it will make you way more efficient in your business.

Don't miss our October 14 and 15 CRS 206 Technology Course offering with Mark Porter.

20 Alaska REALTOR® • April 2009

Today's internet-enabled real estate market requires sales agents to work faster and be more responsive than ever before. The ability to quickly access and exchange information – anywhere, anytime – can be the difference between making and breaking a transaction. The Technologies to Advance Your Business course guides students through a process for analyzing the technology needs of their business. Course topics focus on using technology tools that enable sales agents to become more productive, increase their profits, and differentiate themselves in the marketplace. This course combines targeted discussion topics, technology demonstrations, and engaging activities to prepare students to select the right technology tools and systems to advance their business.

In May we will be headed to Washington, D.C. for the NAR Midyear Meetings. We will be doing the business of CRS at the national level to bring more enhancements for your business to you. Besides the CRS meetings, there will be approximately 8000 REALTORS® there to meet with all of the Congressmen and Senators to push the American Dream of home ownership. This is a very powerful event for your business and American homeowners. This is an example of your dues dollars at work. The reason we have the perks of homeownership is largely due to these meetings and the use of RPAC dollars to support candidates who support REALTOR® issues.

Again, I want to thank our many wonderful sponsors. You are a very special group to us and our mission would lack if not for this generous support. Corporate level: First American Title and Residential Mortgage; educational sponsors: 1st National Bank Alaska, Alyeska Title, Homestate Mortgage, and Pacific Northwest Title and our many luncheon and event sponsors. I would ask that you give our sponsors some of your business as a way of saying thank you. 

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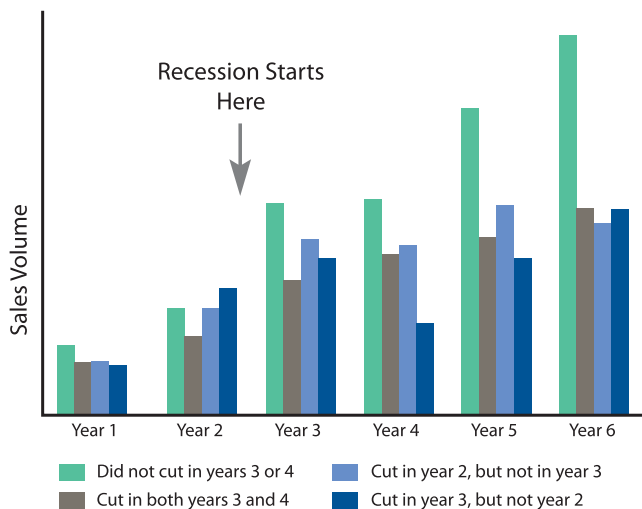
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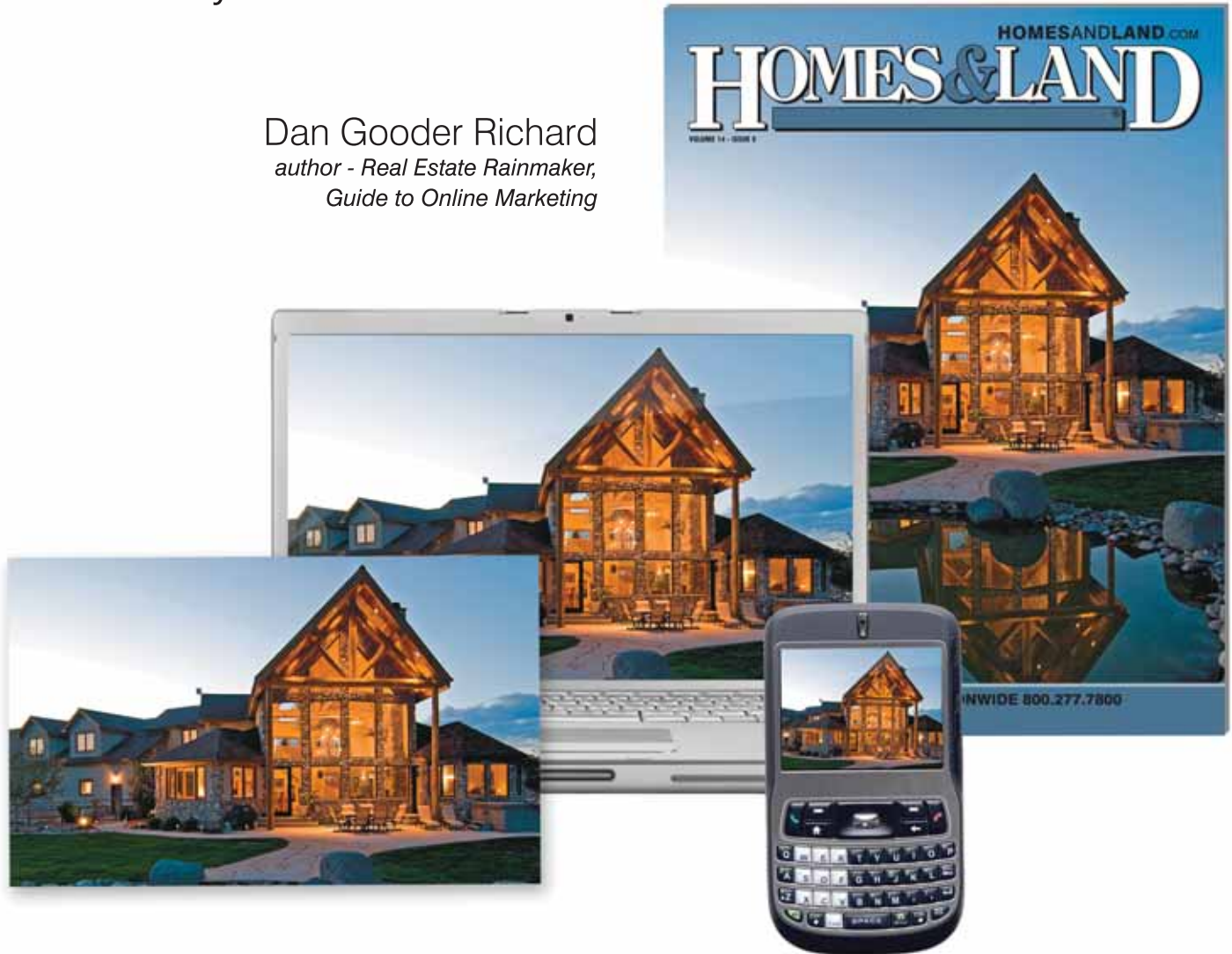
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