

Alaska

REALTOR®

AUGUST 2009

A PUBLICATION OF THE ALASKA ASSOCIATION OF REALTORS®

A photograph of two women in historical costumes standing on a wooden boardwalk in front of a red building. The building has a sign that says "KELLER'S CURIOS". The woman on the left is wearing a red top and a long purple skirt, and the woman on the right is wearing an orange top and a long orange skirt. The background shows a street scene with other buildings and people.

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Cover photo: Gold Rush Era
Southeast, Alaska

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President's Message

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



Wow, what a summer. I hope you all are enjoying it as much as I am. Also, I hope your real estate business is prospering. June, as is usually the case, was a bit slow for me, but since the first of July things seem to be picking up nicely. The only real draw back has been the spectacular weather we are having.

It seems to be a little difficult to draw buyers in to open houses when the temperature is 70 degrees or better. However, since the first of July the traffic has been picking up. Of course it is also a little difficult for me, if not for you, to keep my focus on the job when the weather is so nice and we know it can't last forever.

Even though we have been having such great weather we have not been completely idle. The State Association and the Anchorage Board were delighted to host our National President Charles McMillan the first week in June. We had a great time with our guest and by all appearances Charles also had a good time.

He got to go fishing with Denny Wood and caught a King salmon on his first trip to the Kenai. He went golfing with Peter Jarratt, Mark Korting and me. While the scores were not as low as we would have liked, we all had a great time. However, his trip was also a working trip.

We had a very good turnout for lunch Monday, the first of June, at which Charles gave a very concise update as to what is happening on the national level. He updated us on what National is doing with in regards to the energy effi-

(President's Message, continue on page 16)

Real Estate Commission Report

"June Meeting in Anchorage"

By PeggyAnn McConnochie
National Director
ACH Consulting
Juneau



Just a short report this month as the AREC meeting in June primarily was in executive session as they deliberated a case out of Fairbanks. Which means that I worked on paperwork while sitting in the hallway or borrowing Sharon's office for the first day and part of the second (thank you again Sharon for use of the desk!). So let's quickly go over what was part of the public portion of the latest Commission meeting:

Errors and Omissions Insurance – State mandated. The Commission met on a conference call to discuss its status. Although Linda Hall from the Division of Insurance was on the call, Mr. Branch, ADJ was not. Ms. Hall indicated to the Commission that getting bids was still possible within a 90 day time frame. The Commission discussed various aspects of the proposed regulations and Sharon Walsh was tasked with speaking to Mr. Branch about the questions that they raised on the call. The question of when a contract will


be signed with an E&O firm is important as the balance of the Surety Fund is now below the Statute required \$250,000 – this means that logically the Commission will need to consider raising the Surety Fund Fee for the next license renewal period even though the law changing the Surety Fund to a Recovery Fund goes into effect in the Spring of 2010. This will be important to watch!

Michele Wall-Rood, Investigator, gave the Commission an update on the 2009 statistics of cases opened to date (64) and cases closed (37). And she gave information on the types of calls her office has been receiving. The vast majority of calls once again were Landlord/Tenant and Property Management questions for March and April. A new area they are getting calls on centers around the issue of contract cancellation fees. (FYI – check out the Risk Management section on www.Realtor.org for information on a recent court decision in the Southeast that dealt with service charges!)

The Commission is working on a new regulation project on property management, cleaning up language problems. There is much work needed to be done on this before it goes out so I will keep you posted.

The Commission worked again, on changes to Chapter 64, sections 12 AC 64.061(c) through a new section 12 AAC 64.961. We should see that come out for public comment soon.

License numbers through the State are down slightly.

As always if you have any questions please let me know! 

Alaska Real Estate



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First-Time homebuyer Credit - Q & A

"American Recovery and Reinvestment Act of 2009"

*By Kris Ashley, Internal Revenue Service
Anchorage Office*

First-Time Homebuyer Credit

The American Recovery and Reinvestment Act of 2009 expanded the first-time homebuyer credit by increasing the credit amount to \$8,000 for purchases made after December 31, 2008 and before December 1, 2009. For homes purchased in 2009, the credit does not have to be paid back unless the home ceases to be the taxpayer's main residence within a three-year period following the purchase. First-time homebuyers who purchase a home in 2009 can claim the credit on either a 2008 tax return, due April 15, 2009, or a 2009 tax return, due April 15, 2010. The credit may not be claimed before the closing date. But, if the closing occurs after April 15, 2009, a taxpayer can still claim it on a 2008 tax return by requesting an extension of time to file or by filing an amended return. The credit phases out for taxpayers with adjusted gross income in excess of \$75,000 (\$150,000 in the case of a joint return).

For more information on the First-Time Homebuyer Credit, please go to www.irs.gov. Resources include Q & A's about the credit, such as those shown below:

Q. How much is the credit?

A. The credit is 10 percent of the purchase price of the home, with a maximum available credit of \$8,000 if you purchased your home in 2009, for either a single taxpayer or a married couple filing a joint return, but only half of that amount for married persons filing separate returns. The full credit is available for homes costing 80,000 if purchased after Dec. 31, 2008, and before Dec. 1, 2009.

Q. Who is considered to be a first-time homebuyer?

A. Taxpayers who have not owned another principal residence at any time during the three years prior to the date of purchase.

Q. I plan to build a home and occupy it in 2009. Can I claim the first-time homebuyer credit now and use the funds toward the down payment or other ongoing construction costs?

A. No. To qualify for the first-time home buyer credit, the residence must be purchased. By statute, a residence which is constructed by the taxpayer is treated as purchased on the date the taxpayer first occupies the residence.

Q. If I purchase a home in June 2009, and have already filed my 2008 tax return, can I amend my 2008 return or will I have to claim it on my 2009 return?

A. You can either file an amended return to claim it on your 2008 return or claim it on your 2009 return.

Q. If I claim the first-time homebuyer credit for a purchase in 2009 and stop using the property as my principal residence before the 36 month period expires after I purchase, how is the credit repaid and how long would I have to repay it?

A. If, within 36 months of the date of purchase, the property is no longer used as your principal residence, you are required to repay the credit. Repayment of the full amount of the credit is due at that time the income tax return for the year the home ceased to be your principal residence is due. The full amount of the credit is reflected as additional tax on that year's tax return. Form 5405 and its instructions will be revised for tax year 2009 to include information about repayment of the credit.

If you would like to order flyers about the First-Time Homebuyer Credit to give to your customers, please send an email to kris.d.ashley@irs.gov.

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NAR Leadership Academy

By Lisa R. Conner, CRS
Prudential Jack White Vista RE
2009 Leadership Academy
Graduate



You may have heard about the National Association of Realtor's Leadership Academy and what a fantastic program it is. The following information is provided as an overview of the program and strong encouragement for you to apply. If you are interested in learning more about the nine-month, five stage training and development program please contact Lisa Conner at 907.244.2013 or NAR's Rita Baldwin in Chicago 800.874.6500 ext. 8321.

Each year approximately twenty-seven Realtor applicants are selected for the coveted NAR Leadership Academy based on their volunteer and industry experience and desire to serve the organization. The 2009 class was comprised of individuals spanning the globe from Puerto Rico to Alaska and several states in between. The real estate, volunteer, and organization experience was as varied as the individuals. The Leadership Academy advisory group was very effective in their collection of "colleagues whose values, beliefs, communication styles, and even worldview" were significantly different from one another.

The nine-month odyssey begins in Chicago where you have a front-row table reserved at the NAR Leadership Summit. During this initial session you spend time getting to know your fellow members and determining your leadership style. You also attend The Pacific Institute's course, "Excellence in Leadership" where you learn mental habits for personal and professional efficacy (and the significance of that word).

The next session takes you to the NAR Realtors Conference and Expo where you attend a surround sound session to learn more about the national Realtor media campaign and an overview of NAR's organization and scope.

The third session is located in Washington, D.C. with an overview of NAR governance and an introduction to NAR committees. You will attend a portion of the Federal Policy Conference which gives you the opportunity to discuss and learn about federal policy matters critical to Realtors and their clients.

The fourth session takes you back to Chicago to meet members of the NAR Leadership Team and participate in workshops and hands-on sessions concerning technology, international real estate, the importance of RPAC and federal policy, etc. A highlight of this session was the discussion of the movie "We Are Marshall" and how we recognize defining moments in our own lives. I highly recommend you watch this movie more than once and enjoy the nuggets of wisdom (remember the box of tissues).

(Leadership Academy, continue on page 18)

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Association News

2010 Nomination Procedures

Are you a Realtor who is interested in serving in an AAR leadership position? Elections for the 2010 positions will be held during the state convention, September 15-19, 2009 in Fairbanks, Alaska. Deadline to file for office is noon of the last business day immediately preceding the annual meeting and election which is scheduled on Thursday, September 17, 2009 starting at 9:00 am.

Positions for 2010 are President-Elect, Vice President, Treasurer, Secretary and two Directors at Large positions. All terms are one year beginning January 2010. National Director for 2011-2013 will also be elected. The nomination form is included in this newsletter issue and also available at www.alaskarealtors.com.

2009 Realtor® of the Year

The Alaska Association of Realtors® is seeking candidates for the 2009 Realtor® of the Year award. Each year AAR recognizes an active member who has provided outstanding service to their profession and the community during the year. The recipient is announced in September at the annual convention and also recognized nationally at the NAR annual convention. Any member can submit a candidate's name. All entries must be submitted by August 15, 2009 on the ROTY form.

Request for 2011 Convention Proposals

The Alaska Association of Realtors® is accepting proposals for the 2011 Annual Convention. Member boards or individual members need to submit a letter of intent to the Association by August 15, 2009. The letter should include facility specifications, including sleeping, meeting and banquet rooms for consideration.

2009 Credentials Committee

The following members have been appointed to the 2009 AAR Credentials Committee. The Committee is responsible for reviewing the 2010 nominations for elected office in the Association.

Chairman: Shawn Paul, Juneau; Mike McLane, Anchorage; Kirk Maynard, Fairbanks; Philip Alderfer, Kachemak; Esther Chambers, Kenai; Keri Kaune, Kodiak; Debbie White, Juneau; and Kathryn Clark, Valley.

NAR Launches Right Tools, Right Now

The current state of the economy and housing market presents REALTOR® members with significant challenges - and many have turned to their association for help in addressing them. Members need valuable tools that can help them in their daily efforts - today.

How? The National Association of REALTORS® has developed an initiative that will provide a variety of publications, education, services, resources and tools for FREE, at cost, or at significantly reduced pricing, such as:

Equal Opportunity in Housing

Brochure- FREE

Social Media Webinar- at cost

“It’s a Great Time to Buy” brochure - FREE

RESPA Pocket Guide - FREE

Fair Housing Handbook - FREE

Watch for monthly additions to the products and services. All the details and downloadable materials are available at www.realtor.org/RightTools.



Online Continuing Education

Few people can afford to drop everything and go back to school, which is why AAR now has courses online that you can take anytime from anywhere. These self-paced classes utilize the latest technology to provide you with the best real estate education options. These courses have all been approved for CE credit. All 8 hours of designated credit (DCE) along with 28 hours of elective credit (ECE) are offered online at \$10 a credit hour.

Courses Include:

Property Disclosures

2 Hours Required/4 Hours Elective

Ethics in Real Estate

2 hours Required/4 Hours Elective

Buyer Representation

2 Hours Required/4 Hours Elective

Mortgage Fraud

2 Hours Required/4 Hours Elective

Property Management

6 Hours Elective

Electronic Transactions in Real Estate

6 Hours Elective

Go to
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HomeChoice™ seminars are offered throughout Alaska, and we are coming to your area soon. Pre-registration is required. Visit www.ahfc.us/workshops for statewide seminar schedules, or email: register@ahfc.state.ak.us.

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Educational Offerings



CI Intro—Introduction to
Commercial Investment
Real Estate Analysis

Monday - Tuesday, October 19-20, 2009
BP Energy Center, Anchorage
\$275.00

(Class size is limited to 40)

Accelerate your rise to success in commercial investment real estate. This introductory course teaches you the fundamentals of the commercial investment real estate industry and demonstrates how to apply these skills using real-world examples and case studies. You'll have the confidence to answer your client's questions, anticipate their concerns, and plan for their needs when you have a solid commercial foundation from which to start.

After this course, you will be able to:

- Solve investment problems using a financial calculator.
- Understand basic real estate investment analysis tools.
- Perform basic mortgage calculations using compounding and discounting techniques.
- Know how to compare similar properties, project vacancy rates, and estimate absorption figures.
- Identify other ways to make a profit in commercial real estate besides brokerage.

Course credits

This course has been submitted to the Alaska Real Estate Commission for continuing education credit.

Required equipment

Hewlett-Packard financial calculator;
(HP-10BII model is highly recommended)

Additional Information:

Contact the Alaska Association of Realtors to register for the course, (907) 563-7133.

GRI 300 - Anchorage

Monday - Tuesday, September 28-29, 2009

Monday - Tuesday, October 5-6, 2009

BP Energy Center, Anchorage

\$250.00

Course covers:

- Liability & Risk Management
- Taxation
- Residential Real Estate as an Investment
- Business Development Skills

Course Credits

GRI 300 is approved for 12 hours elective/2 hours required continuing education credits.

Additional Information:

Contact the Alaska Association of Realtors to register for the course, (907) 563-7133.

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ALASKA ASSOCIATION OF REALTORS®

2010 Nomination Procedures for Elected Office

Are you a REALTOR® who has served your local Board Association as an elected officer or Alaska Association of REALTORS® Director and have visions for an AAR office? (Note: you may *nominate yourself* for AAR Officer position.)

Elections for the year 2010 positions will be held during the State Convention, September 15-19, 2009. Deadline to file for office is noon of the last business day immediately preceding the annual meeting and election.

A Credentials Committee will review applicants in adherence to the qualifying criteria. Positions available for 2010 are President-Elect, Vice President, Treasurer, Secretary, and two Director at Large positions. All are one-year terms beginning in January 2010. National Director (2011-2013) will also be elected.

----- Today's Date: _____
Candidate for the office of (Circle One)
President-Elect Vice President Treasurer Secretary Director at Large (2) National Director (2011-2013)

List the REALTOR® boards in which you hold membership: _____

Name of Candidate: _____

Name of Firm: _____ Position held with firm: _____

Business Address: _____

Business Phone: _____ Business Fax: _____ Email: _____

Membership as REALTOR® - Number of years: _____ Number of years licensed: _____

Business Specialization: _____
List REALTOR® Institutes, Societies, and Councils in which you hold membership, if any: _____

REALTOR RELATED ACTIVITIES - List the local board, State Association and National Association history of committee service, offices held, or any other areas of service candidate deems appropriate (include dates of service).

OTHER ACTIVITIES - Briefly describe other business related affiliations with other organizations.

Are you aware of the responsibilities and time requirements of service as an AAR Officer/Director? Yes No

Required Signature: _____

Please fax or mail form to the Alaska Association of REALTORS® office: Fax (907) 561-1779 Phone: (907) 563-7133
4205 Minnesota Drive, Anchorage, Alaska 99503

2009 Convention

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

Continuing Education Credits

This year is a license renewal year and we will offer 14 elective hours and 8 required hours of continuing education credits. The following classes have been approved for continuing education credit:

Wednesday, September 16, 2009

Troy McClain - Keynote 1 hr. Elective CE
Troy McClain - Ethics 1 hr. Elective CE

Wednesday - Thursday, September 16 - 17, 2009

Marcie Roggow 6 hrs. Elective CE
(Must take all 6 hours to receive credit)

Friday, September 18, 2009

Pat Zaby 6 hrs. Elective CE
(Must take all 6 hours to receive credit)

Saturday, September 19, 2009 (2 hrs Required CE Each)

8am - 10am Ethics (PeggyAnn McConnochie)
10am - 12 pm Licensing Relationships (PeggyAnn)
1pm - 3pm Property Disclosures (Denny Wood)
3pm - 5pm Prohibitive Conduct (Denny Wood)

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
9:15 - 9:30 AM Opening Ceremony
9:30 - 10:30 AM Troy McClain - Keynote
10:45 - 11:45 AM Troy McClain - Ethics Class
12:00 - 1:15 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 - 9:00AM 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
12:15 - 1:30 PM CRS Lunch
1:45 - 4:45 PM Pat Zaby Class
5:30 - 6:30 PM ARPAC Cocktail Party
6:45 - 8:30 PM Dinner/Awards Presentation
8:30 - 12:00 AM Awards Presentation/Dancing

Saturday, September 19, 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

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2009 State REALTOR® Convention Registration Form

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

| | | |
|--|--------------------------|----------|
| REALTOR® / Affiliate Registrant (Please Print) | | |
| Last Name | First Name | |
| Office Name | | |
| City | State | Zip Code |
| Nickname for Badge | (Area Code) Office Phone | |
| Designations for Badge | E-mail address | |

| | |
|-----------------------------------|------------|
| Guest Registration (Please Print) | |
| Last Name | First Name |

MAIL TO:

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 c/o Alaska Association of REALTORS®
 4205 Minnesota Drive
 Anchorage, Alaska 99503
 (907) 563-7133 phone (907) 561-1779 fax
 Toll Free 1-800-478-3763

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 GFBR09.

*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 After 7/15/2009 | | 275 | 225 |
| At the Door | | 300 | 250 |
| Registration Only - education & hosted events not included | | | |
| 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 | | \$ _____ | = \$ _____ + \$ _____ |

PAYMENT METHOD ALL FEES ARE US DOLLARS

Check Enclosed (Make checks payable to: Alaska REALTOR® Convention)

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

Association Bylaw Changes

"To Be Voted on at the Annual Convention in September"

Deletion = [] Additions = bold and underlined

1. Combine the Secretary and Treasurer position and reduce the number on the Board of Directors by one. This would go into effect at the 2011 election.

2. ARTICLE V - Board of Directors

Remove the Key Work Group Chairs as members of the Executive Committee.

Section 4. The Executive Committee of the Board of Directors shall be composed of the President, President-Elect, Vice President, Treasurer, Secretary and Immediate Past President, plus one member selected by a Board which has achieved two or more Directors on the Board of Directors by virtue of Article V, Section 1 [and the Chairmen of the Key Working Groups.] The Executive Committee shall provide for implementation of the Strategic Planning and transact business of an emergency or delegated nature and administer the finances and business of the Association between meetings of the Board of Directors and shall report the substance of such action to the Board of Directors at its next meeting. The Executive Committee may conduct official Association business by telephone conference call. The Executive Committee may retain legal and other professional advisors and fix the terms of compensation thereof. A majority of the Executive Committee [and the Chair people of the Key Work Groups] shall constitute a quorum. This Committee shall make recommendations to the Board of Directors, and shall report such actions in full to the Board of Directors at its next meeting.

3. ARTICLE VII - Key Work Groups, Committee and Forums, Section 1. Remove the following Committees:

Issues Mobilization – Now part of Industry Issues
Legal Action (Standing Committee)
MLS Advisory Committee (Standing Committee)
Insurance Trustees (Standing Committee)

4. Delete Section 14.

There shall be Insurance Trustees who shall be otherwise governed by their bylaws.

5. Make the following changes to the election procedure.

Elections of Officers – Article VIII - Section 2

No less than two months before the annual membership meeting, [the President, with the approval of the Board of Directors, shall appoint a Credentials Committee composed of one member from each Member Board. The Immediate Past President of the Association shall serve ex-officio as Chairman.] the names of the members of the Credentials Committee shall be [mailed] distributed to the Member Boards and the Individual REALTOR® Members by the Secretary. [within ten (10) days after their appointment.] **The Credential Committee Chairman will be the immediate past president of the Association and the members will be the current local board presidents. The next available Past President will serve as Chairman in the absence of the appointed Chairman. If the local president is not available, the President-Elect will serve in their place.**

All applications from candidates must be received by the Credentials Committee 21 days prior to the election. The Credentials Committee **Report** shall be [mailed] **distributed** to each active member [thirty (30)] **fourteen (14)** days prior, and delivered to the floor of the annual meeting and elections prior to the annual membership meeting. If the current President-Elect was selected at the prior annual meeting by vote of the membership, he or she shall serve as President the succeeding year. **Final** applications to the Credentials Committee for a position on the Board of Directors must be filed with the Chairman, by noon on the last business day immediately preceding the annual meeting and elections. **These names will be added to the ballots as write-in candidates.**

(Bylaw Changes, continued from page 14)

Election of Officers - Section 3

Only [Board Members and Individual] REALTOR® Members shall be eligible to hold office in the Association, provided, however, that any person holding the elective office in the Association shall have been a [Board Member or Individual REALTOR® Member in good standing.] **REALTOR® member for at least two (2) years prior to his or her term taking affect on the Alaska Association Board of Directors.**

All eligible candidates must have served as either an Officer or Director for a minimum of one year on the local board and be a member in good standing prior to serving on the Alaska Association Board of Directors.

6. Delete the following Section:

[ARTICLE XVII - Authorizing MLS as a Subsidiary Corporation

Section 1. Authority: The Alaska Association of

REALTORS® may maintain for the use of its members a Multiple Listing Service which shall be a lawful corporation of the State of Alaska.

Section 2. Purpose: A Multiple Listing Service is a means by which the Participants make a blanket unilateral offer of compensation to the other Participants (acting as either subagents, buyer agents, or in other agency or nonagency capacities defined by law); by which cooperation among participants is enhanced; by which information is accumulated and disseminated to enable authorized Participants to prepare appraisals, analyses, and other valuations of real property for bona fide clients and customers; by which Participants engaging in real estate appraisals contribute to common databases; and is a facility for the orderly correlation and dissemination of listing information so participants may better serve their clients and the public. Entitlement to compensation is determined by the cooperating broker's performance as a procuring cause of the sale (or lease).

Section 3. Governing Documents: The Board of Directors shall cause any Multiple Listing Service established by it

(Bylaw Changes, continue on page 19)

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Heather Randell
Escrow Manager
Direct Phone: 777-0509
Fax: 222-7409
Email: heathers@stewartak.com



Sherri Bahma
Senior Escrow Officer
Direct Phone: 777-0518
Fax: 222-7418
Email: sherrib@stewartak.com



Jeni Phillips
Escrow Officer
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Brenda Staats
President of
Stewart Title of Alaska

(President's Message, continued from page 3)

ciency legislation and their thoughts on the health care issue. He also updated the lunch attendees on the new Realtor Credit Union, which seems to be doing very well so far.

Later that evening we had a reception at Don McKenzie's home which was also well attended by industry leaders. Both events had Realtor members from the Valley and Kenai Boards.


The following evening the Anchorage Board put on their annual ARPAC event which was very well attended and quite successful. I believe that the Anchorage Board got over halfway to their yearly goal. Again, having Charles there to show-case no doubt helped with the attendance and the success of the event. We all really enjoyed Charles' visit and it's great to have another of our national leaders knowing more about the great state of Alaska.

As I write this I am preparing to visit the Fairbanks Board of Realtors in my home town.

I understand that they are having even warmer weather there than we are (no surprise there). I just hope the forest fires are more or less under control while I am in town.

While I am there I will no doubt be getting an update on their plans for the State Convention in September. I am sure that it will be a great time for everyone as we celebrate our 50th Convention. Make sure that you set aside time to attend. Fairbanks always throws a great party.

In the meantime we will be making plans for what we want to accomplish during the next legislative session. Things are a little unsettled right now due to the recent changes in Juneau. But, we are hopeful to get a little more accomplished in the next session.

I hope you all enjoy the rest of the summer and all of our businesses pick up a little more. Take care and, as always, it is my privilege to be serving as your President. 

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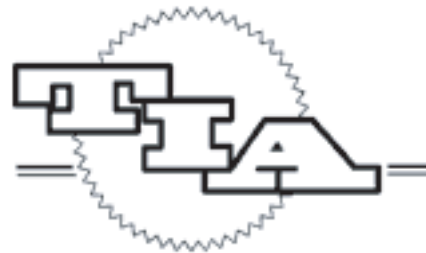
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News Bites from Around the



Anchorage

A broker forum was held this summer with eight in attendance including Sharon Walsh of the Real Estate Commission. Sharon gave an update on current matters before the AREC board.

ABR will be offering three 20-Hour Continuing Education Marathons at the BP Energy Center:

September 28, 29, 30

November 16, 17, 18

December 7, 8, 9

Also offered will be 8 Hours DCE on January 20, 2010. A schedule will be published in August.

Twelve REALTORS® participated in GRI 200 in May. GRI 300 will be presented September 28, 29 and October 5 and 6.

An ethics complaint was successfully resolved through mediation in lieu of proceeding to a professional standards hearing. Two mediations are scheduled for July.

ABR's annual RPAC event and auction was sponsored by Sourdough Transfer and Homes and Land. Net proceeds are \$8,556. Thank you to all who participated.

ABR presented its first webinar – a three hour introduction to the e-Pro designation.

ABR is developing Phase II of the updated website. Please visit

our website and offer your suggestions. www.ancboard.com.

Kenai

We currently have 89 REALTORS®, and 23 Affiliates. We have many different committees that are meeting here and doing the leg work for the association. It is wonderful to see so many people involved!

It has been a busy summer! We are looking forward to the Convention in Fairbanks and then in San Diego, as well as going to Leadership in Chicago! The annual General Membership Meeting will be on August 21st, and we will be electing 7 new board members! Our Awards Banquet in December will be a sock hop to remember!

KPAR's RPAC Committee approved a raffle for a 2 carat diamond tennis bracelet valued at \$500. Tickets went on sale June 1st and the raffle ticket will be pulled at the Annual General Membership Meeting on August 21, 2009. Tickets will be \$25 each for the Alaska Fair-share and 5 tickets for \$99. We hope to increase our Fair-share participation to 100%, and increase our 99 – club to at least 40% of our membership.

As most of you may know there was a terrible car accident and Cindy Rehm, wife of Saylor Rehm, passed away immediately and Saylor passed away later. They left many loved ones behind,

and a minor child, Danielle, who is sixteen. The Kenai Peninsula Association of REALTORS® set up a scholarship fund for Dani, in memory of her parents. Please donate by either going to our website: www.kenaipeninsularealtors.org and by giving via PayPal, or going to your local Wells Fargo, account #7758546811. Thank you for your support.

Our Annual Hospice Fundraiser is completed for one more year. We are hoping to beat last year's amount at \$15,738, but we will have to wait for the Annual General Membership to find out! Thank you to all who donated their time, money and goods to this event! By the way, there is still time to donate money for Hospice of the Central Peninsula!

You can visit Kenai Peninsula Association of REALTORS® many ways! We twitter – KenaiRealtors (not very well yet), we Facebook – www.fbook.me/KPAR, and then there is KPAR's website www.kenaipeninsularealtors.org and our email is kpar@alaska.net. Become a friend or follower.

Have a great summer and don't forget to support your local RPAC and affiliates.



(Leadership Academy, continued from page 6)

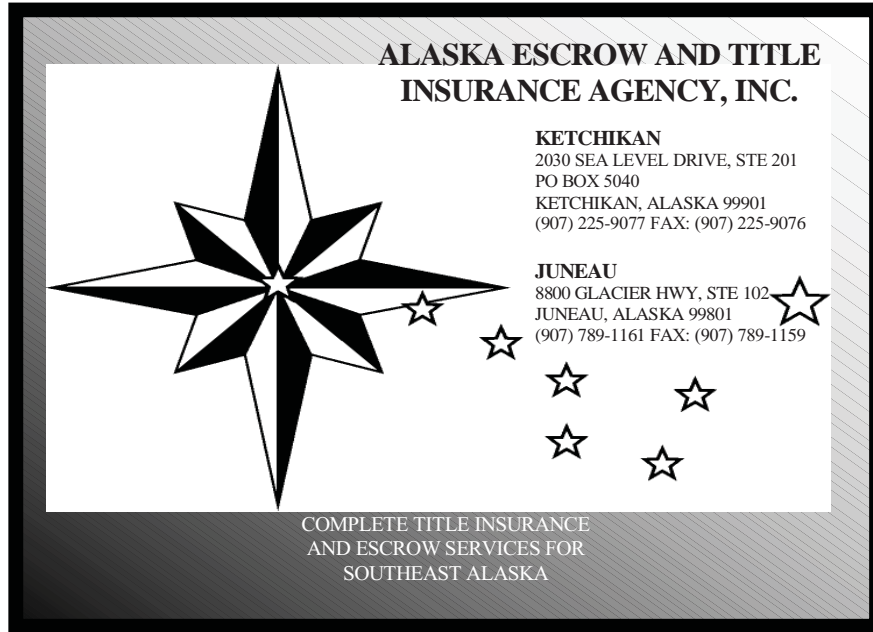
The fifth and final session occurs in D.C. during the Midyear Meetings and it focuses on leadership ethics and integrity. This is an action-packed week of higher level discussions, meetings, networking, and flying high on the adrenaline of graduation. The program concludes with a sentimental graduation ceremony and an official presentation of the Academy

graduates to the NAR Board of Directors.

NAR promises Academy participants that you will graduate with an understanding of NAR's vision, you will gain institutional knowledge, you will come to know the commitments and the rewards of leadership at the national level, you will achieve a higher level of personal effectiveness, you will improve your communication skills, and you will shape your leadership message.

Mission accomplished! I can say with great humility, honor, and gratitude that NAR accomplished each one of its goals for the 2009 Leadership Academy class and so much more. What NAR does not promise is the life-changing personal experiences and revelations that occur and lifelong friends and colleagues that form for life.

The NAR Leadership Academy experience requires a small financial and intellectual commitment, but the return on your investment is tenfold. To learn more visit www.Realtor.org/LeadershipAcademy. 



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(Bylaw Changes, continued from page 15)

practices and procedures at all times to the constitution, bylaws, rules, regulations and policies of the NATIONAL ASSOCIATION of REALTORS®.

Section 4. Participation: Any REALTOR® of this or any other Board who is a principal, partner, corporate officer, or branch office manager acting on behalf of a principal, without further qualification except as otherwise stipulated in these bylaws, shall be eligible to participate in multiple listing upon agreeing in writing to conform to the rules and regulations thereof and to pay the cost incidental thereto. However, under no circumstances is any individual or firm, regardless of membership status, entitled to Multiple Listing Service “membership” or “participation” unless they hold a current, valid real estate brokers license and offer or accept cooperation and compensation to and from other Participants or certified by an appropriate state regulatory agency to engage in the appraisal of real property. Use of information developed by or published by a Multiple Listing Service is strictly limited to the activities authorized under a Participant’s licensure(s) or certification and unauthorized uses are prohibited. Further, none of the foregoing is intended to convey “Participation” or “Membership” or any right of access to information developed by or published by a Multiple Listing Service where access to such information is prohibited by law.

Mere possession of a broker’s license is not sufficient to qualify for MLS participation. Rather, the requirement that an individual or firm offers or accepts cooperation and compensation means that the participant actively endeavors during the operation of its real estate business to list real property of the type listed on the MLS and/or to accept offers of cooperation and compensation made by listing brokers or agents in the MLS. “Actively” means on a continual and ongoing basis during the operation of the participant’s real estate business. The “actively” requirement is not intended to preclude MLS participation by a participant or potential participant that operates a real estate business on a part-time, seasonal, or similarly time-limited basis or that has its business interrupted by periods of relative inactivity occasioned by market conditions. Similarly, the requirement is not intended to deny MLS participation to a participant or potential participant who has not achieved a minimum number of transactions despite good faith efforts. Nor is it intended to permit an MLS to deny participation based on the level of service provided by the participant or potential participant as long as the level of service satisfies state law. (Adopted 11/08)

The key is that the participant or potential participant actively endeavors to make or accept offers of coopera-

and compensation with respect to properties of the type that are listed on the MLS in which participation is sought. This requirement does not permit an MLS to deny participation to a participant or potential participant that operates a “Virtual Office Website” (VOW) (including a VOW that the participant uses to refer customers to other participants) if the participant or potential participant actively endeavors to make or accept offers of cooperation and compensation. An MLS may evaluate whether a participant or potential participant actively endeavors during the operation of its real estate business to offer or accept cooperation and compensation only if the MLS has a reasonable basis to believe that the participant or potential participant is in fact not doing so. The membership requirement shall be applied in a nondiscriminatory manner to all participants and potential participants. (Adopted 11/08)

Section 5. Access to comparable and statistical information: Members who are actively engaged in real estate brokerage, management, mortgage financing, appraising, land development, or building, but who do not participate in the MLS, are nonetheless entitled to receive, by purchase or lease, all information other than current listing information that is generated wholly or in part by the MLS, including “comparable” information, “sold” information, and statistical reports. This information is provided for the exclusive use of Members and individuals affiliated with the Members who are also engaged in the real estate business and may not be transmitted, retransmitted, or provided in any manner to any unauthorized individual, office or firm except otherwise specified in the MLS Rules and Regulations. Members who receive such information, either as a Board Service or through the Board’s MLS, are subject to the applicable provisions of the MLS Rules and Regulations whether they participate in the MLS or not.

Section 6. Subscribers: Subscribers (or users) of the MLS include non-principal brokers, sales associates, and certified appraisers affiliated with Participants.]

7. Add the following to the bylaws under Article XV Amendments:

When Bylaws amendments are mandated by National Association of REALTORS® policy, these Bylaws may be automatically amended to reflect the mandate as of the effective date of the mandatory policy authorized by the National Association of REALTORS®. The membership will be notified of the mandatory changes to the bylaws.

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The View From Here

By *Denny Wood, CRS, GRI*
Alaska CRS Chapter President



What a beautiful summer! It is hard to work when the weather is as nice as it is this year, especially compared to last summer. Like the weather, our business is always changing and new market conditions always require new strategies. We are now dealing with short sales in more abundance than before. There is even a new addendum in MLS for short sales. Some used to wonder what a short sale was. Now, if you are working at all you have been exposed to the possibility of involvement with a short sale. I personally believe the name would be more appropriate as a “long sale” considering the extra time required to close one. We also have the First Time Homebuyer \$8000 tax credit and the different ways to use that in a sale. There are many other things to consider now in a real estate transaction and in building your business into a viable, sustainable and possibly sellable business. Since we, as members of the Council of Residential Specialists, continue to be the leaders in our profession, it only makes sense to stay up on the most current information out there to enhance our knowledge of this business.

On August 6, 2009 we will be sponsoring Ninja Selling III with Mike Selvaggio. Ninja Selling a system is 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”


20 Alaska REALTOR® • August 2009

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. 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.

Don't miss our annual business meeting / luncheon at the Petroleum Club at 11:30 on August 19, 2009. We will be electing our 2010 Board of Directors.

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.

If you are not a Certified Residential Specialist, now is the time to make the move. National statistics show REALTORS® who have a CRS designation earn nearly \$100,000 more annually than those who do not. 

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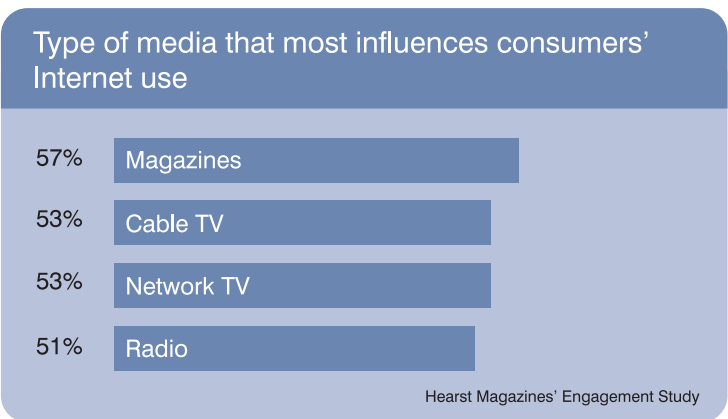
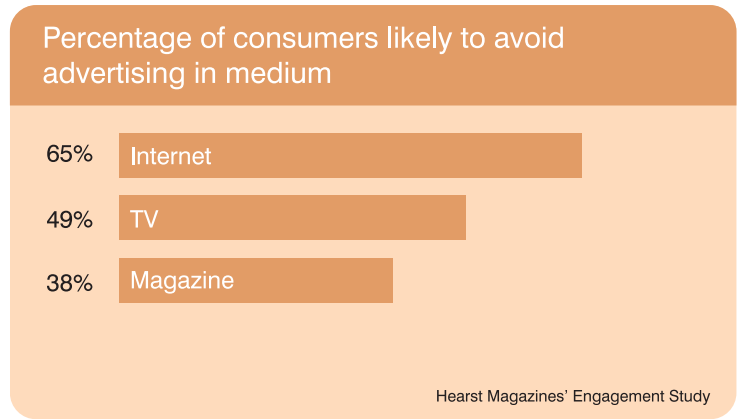
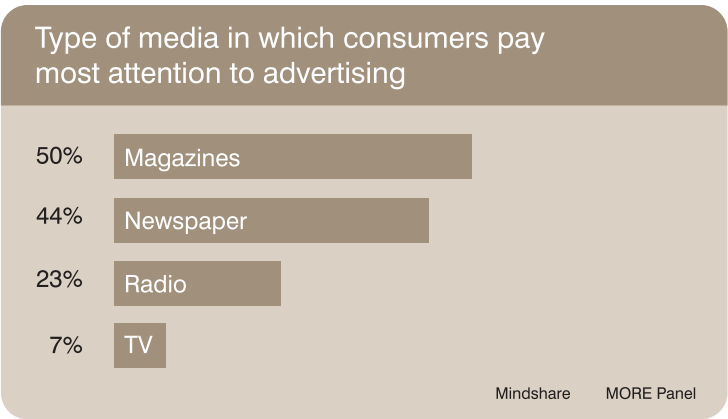
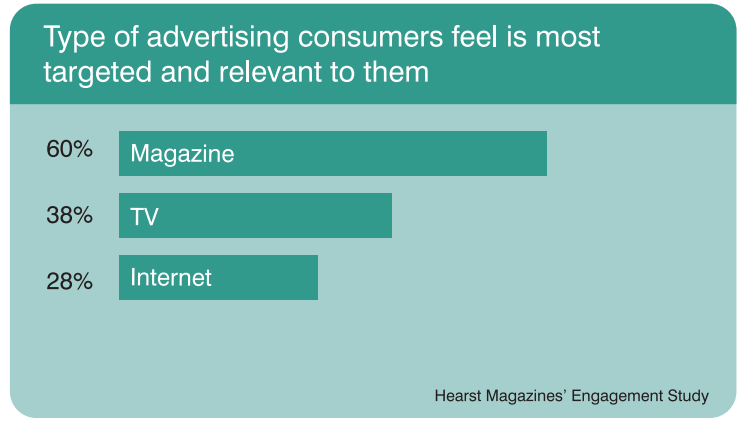
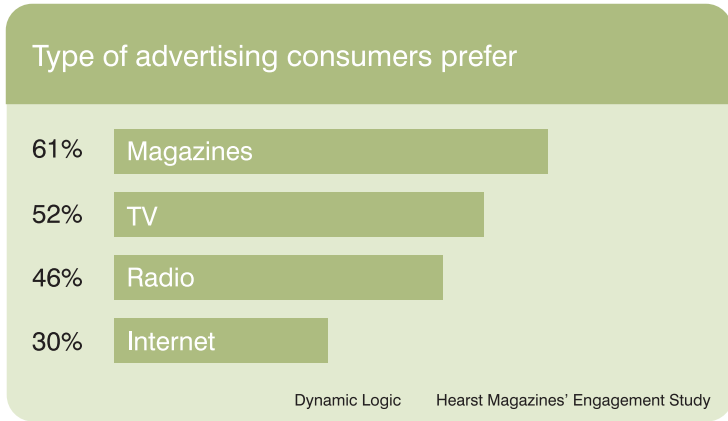
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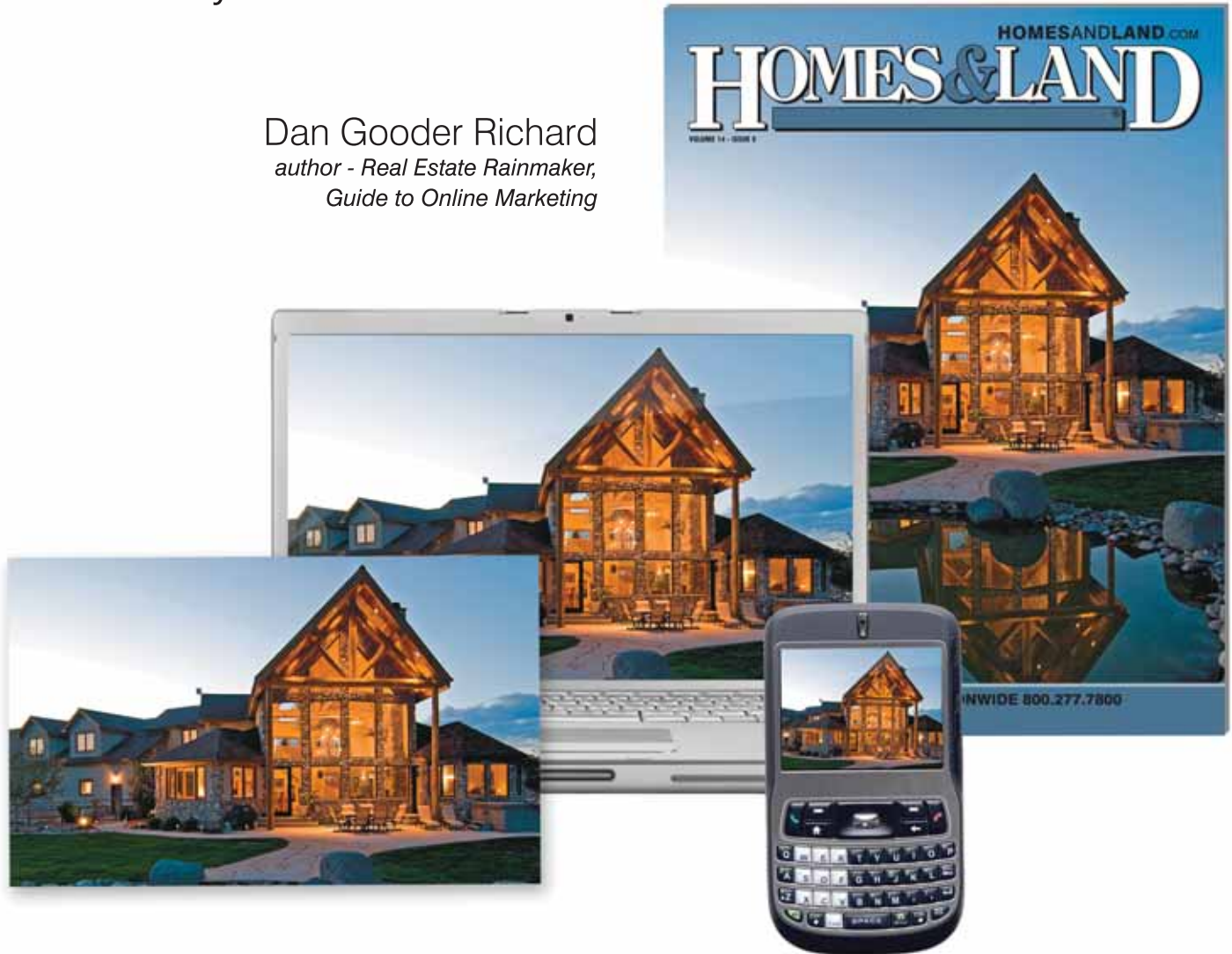


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