

Alaska REALTOR®

DECEMBER 2011

A PUBLICATION OF THE ALASKA ASSOCIATION OF REALTORS®

Proposed License Fee Update

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Short Sale Policy Amended



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*Cover photo: Downtown Anchorage
Photographer: Hilde Stappgens, Residential Mortgage*

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President's Message

*By Helen Jarratt, ABR,CRS
2011 AAR President
RE/MAX Properties, Inc.*



We are now in the fourth quarter of 2011. Where has the year gone? I hope your year has been as you hoped for.

I am just returning from the NAR Convention in Anaheim. What a packed 4 1/2 days, so much information to absorb. First, I'd like to say CONGRATULATIONS to PeggyAnn McConnochie for being recognized as the 80th Recipient of the Distinguished Service Award. When you see PeggyAnn, stop and congratulate her. Also I'd like to congratulate The Alaska Association of REALTORS for receiving the RPAC Triple Crown Award. Only four states received this prestigious award. We could not have done this without the leadership of Janice Strong and our RPAC Chair Patty Coan. Great job!!

"RPAC - what does it do for me??? Why should I give?" These are the two most asked questions. On both the local and national level, it helps support candidates that support private property rights. We don't care if they are Democrat, Independent or Republican. We care that they support REALTOR® issues. It allows us access to speak with them should an issue arise that we need their assistance. Case in point: the 149% increase in our biennial license fee. First, I'd like to THANK all of you that participated by sending letters, emails and phone calls to the State Licensing Department and your local legislators. We DID get their attention! We did get a House Committee hearing and we packed the rooms around the State. I know we do not have a final decision as I write this, but I firmly believe our fee will be less than what was proposed. All of this was possible because we DO give financial

(President's Message, continued on page 19)

Alaska Course Catalog



State Requirements

Total Hours:	20
General/Elective Hours:	12
Specialty/Mandatory Hours:	8
License Renewal Period:	2 Years

Course Name	# Total Hours	Elective Hours	Mandatory Hours	Suggested Retail Price	Price
12 hr. Alaska Electives Only Package	12	12	0	\$116.00	\$99.00
Cracking the Code of Ethics	3	3	0	\$0.00	\$29.00
Foreclosures Demystified	3	3	0		\$29.00
Going Green: The Environmental Movement in Real Estate	3	3	0		\$29.00
Keeping it Honest: Understanding Real Estate and Mortgage Fraud	3	3	0		\$29.00
Real Estate Technology: The Professional's Guide to Success	3	3	0		\$29.00
Roadmap to Success - Business Planning for Real Estate Professionals	3	3	0		\$29.00
Short Sale and Foreclosure Risk Management	3	3	0		\$29.00
Today's MLS: New Paradigms, Better Results	3	3	0		\$29.00
Uncle Sam has Homes for Sale: Listing and Selling HUD Homes	3	3	0		\$29.00

Package	# Total Hours	Elective Hours	Mandatory Hours	Suggested Retail Price	Price
12 hr. Alaska Electives Only Package	12	12	0	\$116.00	\$99.00
Cracking the Code of Ethics	3	3	0		Included!
Going Green: The Environmental Movement in Real Estate	3	3	0		Included!
Short Sale and Foreclosure Risk Management	3	3	0		Included!
Today's MLS: New Paradigms, Better Results	3	3	0		Included!

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Real Estate Commission Report

*Submitted By Sharon Walsh
Executive Administrator
Alaska Real Estate Commission*



Update on the Proposed Fee Increase

Well, it's been a tumultuous time around the Real Estate Commission and still as of this writing we have not heard from the Director for the Division, Don Habeger, as to whether or not he will increase the real estate license fee for this next renewal cycle and if he does, to what extent. Will it be the proposed maximum of \$685 or within the realm of what the Commission suggested at their September 7th meeting of \$355 to \$385?


Once a renewal fee is determined all licensees will receive a postcard in the mail with instructions to renew their license. Therefore, please make sure the Commission has your most current mailing information. You can go online to the REC web site and review what is listed as your current mailing address. If you need to make changes, you may email or fax the REC your current information so that it can be updated before you renew.

The renewal period this year will only be open for 30 days. It will begin January 1 and end January 31. However, don't wait until the last moment to renew! It has happened before and can happen again, where the system crashed and there were victims, those who weren't able to renew before the deadline. If you have completed your 20 hours of CE, don't hesitate to renew online. If you are unable to renew online because you are required to provide your CE certificate(s), then send those in immediately for processing. Hardcopy renewals can be more cumbersome and require more time to process than online renewals. However, we do our

best to renew your license and have it out to your broker in a timely manner.

Be aware of some changes before you renew your license

Do you plan to "inactivate your license"? You will need to complete the "Application to Change License Status", and pay the \$50 fee to "inactivate". If you are doing this at the same time you are renewing your license, you will also need to pay the renewal fee so you can "renew inactive". When you renew inactive you do not have to pay the Recovery Fund fee until you reactivate. If you don't renew your license in an active or inactive status by January 31, 2012, then you run the risk of incurring additional fees when you want to reinstate and/or reactivate your license. What is different? Licensees, who have allowed their license to lapse due to non-renewal or non-compliance of PLE but still want to practice, will have to pay a \$250 Reinstatement Fee, which became effective September 17, 2011. This means, if you want to reinstate or reactivate your license that is in a lapsed status, you will be required to pay the licensing fee, recovery fee, reactivation fee (if inactive) and the reinstatement fee.

If you have any questions about this process or need additional information about this renewal please, contact the staff at the Commission. We wish you all Happy Holidays!! 

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National Director's Report

"NAR Conference & Expo in Anaheim, CA."

*Submitted By
PeggyAnn McConnochie
NAR Director
ACH Consulting, Juneau*



Sunny skies, warm weather (at least for Alaskans) stayed with us for the most part throughout our meetings in Anaheim. Once again for Smartphone users, Boopsie had a great free app to help attendees of this conference know what to attend and where to go. I highly recommend you get the app when you attend either the May or the November meetings. It helps to keep me organized even when venues change.

The opening meeting, which is called 49 ½ minutes (bowing to the fact that leadership wants to be out of there in an hour), was fairly light. Other than NAR's pitch to insure that we all need to respond to Calls for Action, there was not much substance to this meeting. Typically this is where you will hear what the major issues will be during the conference.

At the General Session where we congratulated our 2011 REALTORS® of the Year (yea, Janice Strong – we are so proud of you!), we were treated to a thought-provoking presentation by the former CEO of Disneyland, Michael Eisner. Personally I think that his presentation was one of the best I have heard in all my years of attending these meetings. (In fact, I am going to purchase his new book, "Working Together: Why Great Partnerships Succeed.") We also had to take out our tissues at the presentation of NAR's Good Neighbor Awards. For the past 12 years the Good Neighbor Awards program has recognized Realtors® who are devoted to strengthening communities through volunteer work and helping those in need. The five individuals named as this year's REALTOR® Magazine Good Neighbor Award winners are truly leading examples of how Re-

altors® value service and are committed to improving communities. Their stories touched our hearts. It was amazing to be in the audience for the presentations.

I am not sure if the trade show is getting bigger or just the individual displays inside the trade show are getting bigger. Consolidation of vendors certainly seemed in evidence even though I wore out my feet going up and down the never-ending aisles. When I eventually found the NAR REALTOR® booth, I spoke to a staff person, and according to that person the number of vendors has indeed decreased as has the attendance at this meeting.

Enough of the fluff. Although a fairly quiet annual conference, some interesting items did crop up in the Board of Directors meeting. I will list them below in no particular order.

- The NAR Appraisal Committee is being reconstituted to be a broader based "real property valuation committee" and will be comprised of appraisers, brokers, and members who understand appraisal issues. They will evaluate, monitor and analyze trends as they relate to real property valuation. It is NAR's intention to be a leader and as the only organization properly positioned, NAR wants to be the advocate for accurate, credible and independently developed valuations of real property. This action comes after a "valuation summit" NAR held in February. NAR also is establishing a work group to further study the Valuation Summit's recommendation for "valuation principles."
- NAR is projecting a budgeted membership number of 1,010,000 for 2012. This is a figure from research done by Lawrence Yun, NAR Chief Economist.
- Professional Standards made several recommendations for changes, which were accepted. The changes to the model association by laws

(Director's Report, continue on page 7)

(Director's Report, continued from page 6)
gives associations discretionary authority to obligate their members to mediate otherwise arbitrable disputes.

- The MLS policy statement 7.58 IDX Policies was rescinded – this takes back the action taken last year to authorize the display of IDX information by franchise organizations. In addition to this action 7.75 Reporting Sales changed, as did reporting sales. These last two amend the existing statement of MLS Policy and the implementing model of MLS rules creating a policy basis for MLSs to require reporting of sale prices by participants. Alaska does not have many board-owned MLSs; however all MLS organizations should take a look at these changes and consider if they may also want to make similar changes. Perhaps the most interesting of the changes includes a statement that MLSs, at their local discretion, may require participants to disclose if a listed property is a foreclosure, bank-owned, or real estate owned (REO).
- The Issues Mobilization Committee funded Oregon to the tune of \$332,140 for the next phase of

their efforts to pass a congressional ballot measure in 2012 to permanently prohibit real estate transfer taxes in Oregon. This is the final phase of their two phase program to get this on the ballot and passed.

One more item from the Board of Directors Meeting: I am proud to tell you that I was awarded with the 80th Distinguished Service Award (DSA). Adorna Carroll was awarded the 79th at this meeting.

NAR established the DSA in 1979 to honor Realtors® who have made outstanding contributions to the real estate industry and are recognized as leaders in their local communities. The award is considered the highest honor an NAR member can receive recipients must be active at the local, state and national association levels but must not have served as NAR president.

I am extremely honored to accept the Distinguished Service Award. I have always believed

(Director's Report, continue on page 11)

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Association News

2012 AAR Officers 2012 Leadership Conference

The Alaska Association of REALTORS® 2012 Leadership Conference will be held Monday - Tuesday, January 9-10, 2012 at the BP Energy Center in Anchorage. This year's Conference will feature guest speaker Matt Jones. ***Matt Jones is a world class professional speaker*** and author. He is committed to inspiring audiences and delivering strategies to help organizations thrive in the midst of adversity and excel to new heights of performance. Matt's story has been featured in both international magazines and on TV shows.


The leadership conference is open to all members. For an agenda and additional information go to www.alaskarealtors.com.

Thank You, Brokers

The following offices have signed-up for the NAR Broker Involvement Program.

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2011 RPAC Results

*Submitted By Paddy Coan
AAR RPAC Trustee Chair
Prudential Jack White Vista RE
Wasilla*



This was an incredible achievement and I want to tell you how we did it. At the Leadership Summit we challenged our members to think about what they get from their membership in Realtors. With the help of Janice Strong and Michael Droege, we made a presentation that went through our Realtor Benefits. The participants got it and got it good!

Congratulations to all who helped make 2011 a success. The year 2011 was a great year for RPAC with the help of all areas of the State and our Trustees; Michael Droege, Anchorage; Denny Wood, Anchorage; Art Clark, Anchorage; Uli Johnson, Valley; Ruth Blackwell, Southeast; Glenda Feeken, Kenai; Debra Leisek, Kachemak; Joni Schneider, Fairbanks and Janice Strong, Valley; who is our National Major Donor Council Member for Alaska.

The Trustees goals for 2011 were to increase the number of participants donating their fair share goal to RPAC (\$20 from each member) as well as increasing the number of Major Donors (a member that contributes \$1000 or more during the year). These were lofty goals but we achieved them. Our participation rate was 53% whereas the national participation rate was 27%. The number of Major Donors was 19 in 2010 and 41 in 2011 which was a whopping 216% increase.

We added an incentive and a payment plan which I think benefited everyone. The incentive was a drawing for an IPAD 2 which was won by Glenda Feeken. The payment plan was a winner because we took an initial investment of \$300 and then the donors had the opportunity to plan to purchase items at RPAC auctions throughout the State or to budget their money. All money had to be collected by September 30th. We found out that many more people could become Major Donors with this plan in place. This will be a program that is ongoing and I ask each of you to think about becoming a Major Donor.

A few other facts that I want to share with you: the National Goal results show we were at 121% and the Alaska Goal on a National level show we were at 421%. Alaska has always done

(RPAC, continue on page 11)


2011 RPAC Score Card

Board	Members (12/21/2010)	2011 Goals (\$20 Member)	2011 YTD Totals	Percentage of Goal	# Member Contributions	Member Participation
Anchorage	762	\$15,420	\$28,523	185%	314	41%
Fairbanks	181	\$3,620	\$12,355	341%	82	45%
Kachemak	62	\$1,240	\$2,629	212%	52	84%
Kenai	57	\$1,140	\$8,652	759%	57	100%
Kodiak	12	\$240	\$1,435	598%	8	67%
Southeast	89	\$1,780	\$8,820	496%	78	88%
Valley	198	\$3,960	\$20,000	505%	124	63%
Totals	1361	\$27,400	\$82,414	301%	715	53%

(RPAC, continued from page 10)

a great job in this arena as we have the good fortune of knowing our Legislators on a more personal level. We understand the impact that we can have on the political process and we are the strongest political action group in Alaska.


I do want to also point out that Alaska won the RPAC Triple Crown Award again for 2011.

Our group has been very effective and we want to continue to spend your hard earned dollars to support the candidates for political office – our future decision makers. RPAC donations are the singular way we can interact in that arena. Our group interviews candidates throughout the State, attend forums, study the issues and make recommendations to those parties that make or change laws that affect our careers. We will continue to find ways to enhance your business through positive means. Please continue to support our cause with your RPAC dollars. 

(Director's Report, continued from page 7)

in the principle of service above self (a Rotary principle), which is a value I believe all Realtors® strive to live by. I'm so proud to be a part of a profession and organization that helps build strong communities and works toward improving people's quality of life through the right to own and use real property. I am also so proud to have helped my community and my state in a variety of volunteer positions.

I would not have been able to contribute to the extent that I did if not for all the help of the Southeast Board and the Alaska Association of REALTORS®. Thanks to each and every one of you – too many to name, but you know who you are...thank you from the bottom of my heart!

You do these things not for the notoriety, but because you believe that you as an individual can make a difference in the lives of others. 

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Debbie White**Valley****\$500**

Jesse Tanner

\$250Anne Curtis
Nancy Lamson
Linda Lincoln
Debbie Mihelich
Karen McMaster**\$99**Traci Barickman
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Cora Carleson
Kevin Crozier
Annie Davenport
Kirsten Forbess
Gary Gearhart
Patty Gebauer
DeAnn Gleason
Kelly Harris
Dawn Houston
Colleen Huston
Russell Joyce
Jean Kay
Jane Larson
Mark Lee
Kibe Lucas
Duane Mathes
Sandra McMillian
Sherri Mulhaney
Fitzy O'Hare
Mike Rogers
Lizabeth Spikes
Holly Stinson
Kristi Tanner
Devon Thomas
Ethan Williams
Lucinda Ziegler


Freddie Mac Amends Short Sale Policy

During the recent Risk Management Committee meeting the Committee engaged in an important discussion of the issues associated with various short sale affidavits developed by firms servicing Freddie Mac loans. These affidavits, based upon a policy implemented by Freddie Mac in October, had the potential to impose serious and unwarranted liability on brokers forced to sign the affidavit in order to close on the transaction. NAR, together with ALTA, requested Freddie Mac modify the policy to treat everyone involved in the transaction more fairly while still allowing Freddie Mac to protect itself against fraud in the transaction. On Friday Freddie Mac announced a change in its position on the affidavits which substantially addresses all of NAR's concerns with the affidavits. Below is an announcement from NAR regarding the changes and summarizing their effect. You should feel free to share this announcement with your state and local associations and other members involved in short sale transactions. NAR Risk Management committee staff

On November 18, 2011, at the request of NAR and the American Land Title Association (ALTA), Freddie Mac amended its policy regarding its mandatory short sale affidavits. The purpose of the affidavit is to prevent fraud by requiring the buyer, the seller, the real estate broker, the escrow/closing agent, and any transaction facilitator to make various certifications (including that the short sale is an arm's length transaction and the buyer will not resell within 120 days unless there are substantial improvements). Servicers are required to implement the changes by January 1, 2012, but are encouraged to do so immediately. Each servicer covered by the policy must update its forms to comply with the revised policy. NAR

members are encouraged to make sure they are signing an updated form and, if presented with an old form, are well-advised to request the servicer to update or allow amendments to the form before they sign, to avoid potential liability issues.


Here are the key changes

- The certification is made based on “the best of each signatory’s knowledge and belief.” Freddie has retained the statement that a signatory making “a negligent or intentional misrepresentation” agrees to indemnify the servicer and Freddie Mac for losses. The addition of the knowledge standard significantly reduces this liability.
- Only a signatory who makes a negligent or intentional misrepresentation, based on the best of his or her knowledge and belief, is responsible for indemnifying the servicer and Freddie Mac for any loss. No signatory is responsible for the certification of any other signatory.
- Although Freddie Mac is requiring all signatories to sign one affidavit, the amended policy no longer allows the affidavit to be an addendum to the sales contract. NAR members are advised not to sign a document implying they are parties to the sales contract. 

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New Consumer Website - www.YourNewAlaskaHome.org

Submitted By Art Clark
IRA Gribin Grant Chair
Real Estate Brokers of Alaska
Anchorage



Well, we are almost there. We are in the final process of finishing our new First Time Home Buyers Website for the Alaska Association of Realtors. We had a great roll out of the preview version of the Site at the State Convention. While there we had a great deal of fabulous input from our membership.

Due to that input we changed the name of the site to not conflict with a member's website. The new name is www.YourNewAlaskaHome.org. When we made the change we took steps to ensure that most variations of this wording are controlled by AAR. We continue to meet to finalize the website and to continue to make it more user friendly. We wish all the membership to understand that this is going to be a dynamic website and continue to grow and change as circumstances dictate.




The final steps are to finish establishing the links to our various partner groups and to finalize navigation around the site for the ease of the target audience. We have continued to receive input from members and some first time home buyers that have tested the site on our behalf.

I want to again thank all the stalwart members of the committee that have been so instrumental with the grant process and in the planning, design and implementation of the website.

These members are Helen Jarratt, Russell Joyce, Kathy Westerburg, Kevin Cross, Christine Timms, Amy Krier, Casey Steinau, Kim Sexton, Sherrie Simmons (since retired from Alaska Housing) and of course our beloved Sandy Eherenman. We couldn't have done anything without the extraordinary efforts of this great group of committed Realtors.

Our next steps will be finalizing everything on the website and rolling it out at the first of the year. We will be meeting shortly with various media groups to purchase, and hopefully get some, free media exposure. We will be looking to advertise the site in print, radio and cable. Look for our ads either in late December or after the first of the year.

I think you all will be proud of this website and we believe that we are coming in on time and under budget. Please continue to let us know if we have areas that we can improve. 

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News Bites from Around the



Anchorage

The Annual Meeting was held in October. 2012 Officers and Directors are as follows:

Kevin Cross, President
D'Ette Owen, President-Elect
Michael Droege, Past President
Debbie Mumma,
Secretary-Treasurer
Sally Carman-Goodrich, Director
Laura Dufour, Director
Erin Eker, Director
Eva Loken, Director
Edgar Lytle, Sr., Director
Laverne Pettigen, Director
Lew Ulmer, Director

ABR will offer 20 hours of CE in December and 8 hours DCE in January. In October, First American Title Insurance partnered with ABR and the Association to present 8 hours of continuing education.

Kenai

It has been a busy year! We are most proud of our AAR Highest Participation Award for RPAC for 2010, with 100% participation! Start your year out right and make a plan to give to RPAC. If you gave your FairShare last year, try the \$99 club this year; set your sights and go for it! What does RPAC do for your business? Since 1969 RPAC has been promoting the election of REALTOR® friendly candidates across the United States. During the last federal election cycle, RPAC contributed over \$12 million to RE-

ALTOR® friendly candidates to Congress. RPAC is not a charity. RPAC is a business. RPAC is the only political group in the country organized for REALTORS®, run by REALTORS® and exists solely to further issues important to REALTORS®. RPAC contributions are an investment. RPAC is your only insurance against poorly designed small business and real estate legislation. If you're not giving your FairShare to RPAC, you're not doing all you can to better your profession, your business, and yourself.

The Kenai Peninsula Sport Rec and Trade Show is beginning to take shape for 2012. In May, we got our feet wet and held a successful show for 2011. We were able to accomplish our goal for the Membership to lower our dues! This year we hope to continue our low dues and donate money to the community and bring low cost classes to the Peninsula.

We are in the process of hiring a new CEO as Kari has resigned. We wish her the best of luck and she will be missed. Hopefully, by this printing we will have hired a new CEO.

Wishing you a safe and happy holiday from the Kenai! Do not forget to visit us online at www.kenaipeninsularealtors.org or find us on Facebook.

Southeast

*Submitted by Mimi Rothchlid
2011 President*

The October Walk-A-Mile in Her Shoes event was a roaring success. We had 90 participants and a record number of men in heels. We had good representation from our SE members and it was wonderful to see so many of us out supporting events in the community and making a difference! Each step was one taken against domestic violence!

We have been holding lots of educational opportunities which have been sponsored by First Bank and First American Title. We are certainly very thankful that our affiliates are taking such a supportive role in our continuing education. More classes to come in the next 2 months to make sure everyone can get what they need. Remember, we do still have the web based attendance available, we just need advance registration!

Our Nominating committee has put together a great slate of officers so we are gearing up for our election on December 2 and looking forward to our Annual Event on December 3! Once again, lots of fun is planned with a great dinner and our annual RPAC/charity auctions. Get your tickets!

(Newsbites, continue on page 18)

Risner Appointed to the Commission


Stacy Risner, Director of Operations for Madden Real Estate in Fairbanks, has been recently appointed as a commissioner for the Alaska Real Commission. Stacy is replacing former commissioner and Realtor® Gene Duval who recently resigned from the Commission.

Stacy been in real estate in Alaska since 1997. She has worked as a licensed assistant for several years before progressing up to work as a Realtor®. She obtained her associate broker's license and served on the multiple listing committee and the board of directors of the Greater Fairbanks Board of Realtors during this time. In September, 2003, she accepted the position as the Association Executive for the Greater Fairbanks Board of Realtors. During this time, she was very involved in all aspects of the organization, which included affiliations with the Alaska Association of Realtors® and the National Association of Realtors®. She began serving on the Multiple Listing Issues Committee of the National Association of Realtors in 2008 and still serves on this committee, which creates the policies and rules governing the multiple listing services of the National Association of Realtors' member organizations.

In December, 2009, she transitioned to her current role as Director of Operations of Madden Real Estate in Fairbanks. In addition to being an associate broker, she manages the day-to-day operations of the company, human resources and directly supervises the administrative staff. She is also currently President of the board of directors



for Fairbanks Neighborhood Housing Services.

As you can see, Stacy has a broad range of experience in the real estate industry, from front desk reception to associate broker to executive officer of the local board of Realtors® and will be an asset to the Alaska Real Estate Commission. 

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(President's Message, continued from page 3)


support through RPAC to our legislators. We not only had Committee members attend, but we had other legislators there for the whole hearing! That is unheard of! Congratulations for being heard! So even if you only invest your fair share, \$25, to RPAC, we will be that much stronger and when we, REALTORS, have an issue, we will be heard and we DO make a difference.

NAR has a five point plan to help REALTORS continue through these hard times. Go to www.realtor.org for the details.

Do you do Short Sales? Have you closed any by Freddie Mac since August? Did you sign their addendum sent out by Freddie Mac just before closing? I had the opportunity to sit on the National Risk Management Committee this year And it was brought to our attention that any agent that signed that addendum had just guaranteed the servicers that if the seller or buyer committed fraud, then you, the agent, will be responsible

for the short sale amount! The NAR attorneys are working on getting this changed. If you have signed this form, please contact me.

I am so thankful NAR is there to be our eyes and ears so that we can continue to help families purchase and sell. But NAR needs our help! When a Call to Action comes about, please respond immediately! Talk to your clients about the possible upcoming changes, sign them up at www.HouseLogic.com. House Logic not only gives homeowners great articles on remodeling, decorating and home maintenance, it also informs them of upcoming items in Congress regarding issues that could affect their home values.

As my year comes to an end serving as your President, it has been an honor and a humbling experience. I want to say a special Thank You to each member of the Board. What a great team to work with. When you see any of these members, please stop and thank them for their service. May 2012 be your best year yet. 

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*By Lisa Conner, CRS
Alaska CRS Chapter President
Keller Williams Realty
lisa@lisaconner.com*




The time has come to pass the proverbial baton of leadership to the 2012 CRS Alaska Chapter President Vivian Coleman, CRS. For the past four years, I have served the board and membership sincerely and passionately. It has been an honor to walk among those who rank as “giants” in our industry within both the local and national real estate communities. The experience has transformed me in many ways, but most importantly, it has helped me recognize my ultimate purpose in life, which is to inspire others to realize the power of their own unique influence. In 2012 I am committed and dedicated to working “behind the scenes” as Immediate Past President while respectfully illuminating our new and inspired leadership. I will serve as mentor (a.k.a. Chief Inspirational Officer) with renewed enthusiasm and support for my CRS family, including the Board of Directors, membership, sponsors, broker partners, and affiliates.

On behalf of the CRS Alaska Chapter I wish to extend my sincerest appreciation to our 2011 sponsors for their continued financial and professional support. CRS Alaska is a non-profit organization and funded solely by membership dues and sponsorships. Our sponsors make each event possible, so please take a moment to express your gratitude to the following businesses: First American Title, Corporate Sponsor; Quality Home Inspections, Luncheon Sponsor; Broker Partners Prudential Jack White/Vista Real Estate, RE/MAX Properties, and Keller Williams Realty Alaska Group; Course Sponsors Prudential Jack White/Vista Real Estate, Homestate Mortgage, and Alyeska Title. A heartfelt thanks to all of you for making CRS a success.

We are very excited to make an early announcement that the following businesses have already committed to supporting us in 2012: First American Title and Alaska USA Mortgage as Corporate Sponsors and Quality Home Inspections as a Luncheon Sponsor. We have several opportunities for your business or favorite affiliate to join CRS in bringing quality education and speakers to our membership by sponsoring events. Let’s thank our sponsors in the traditional CRS way by sending them business and referrals!!!

We are honored to announce that Cecelia Nims, CRS of Prudential Jack White/Vista Real Estate in Anchorage, has received the 2012 CRS of the Year Award for Alaska. Cecelia has served the Alaska CRS Chapter enthusiastically for several years and continues as the Education Chair for the Board of Directors. She is responsible for scheduling, negotiating, and arranging all of the professional CRS courses provided in Alaska. Cecelia has done a tremendous job attracting and securing high caliber instructor talent to our state and we are so proud of her accomplishments. Congratulations, Cecelia, and thank you for your dedication to CRS!

In 2011 thirteen REALTORS earned their CRS designation and took their business to the next level: Peggy Pepper French, CRS; Marci Bouchard, CRS; Darlene Williamson, CRS; Melissa Bidwell, CRS; Stacie Krause, CRS; Janis Tolbert, CRS; Michael McLane, CRS; Whitney Boese, CRS; Wesley Madden, CRS; Michelle Nelson, CRS; Charlene Moss, CRS; Philip Alderfer, CRS; and Karen McMaster-Skogstad, CRS. Congratulations!

Thank you all for enriching my CRS journey. I strongly encourage each of you to explore your passion for knowledge and leadership, with a sense of inspired curiosity, by joining the CRS Alaska Chapter today (<http://alaskacrs.com>). I promise you will receive more gifts, in a wider variety of packages, than you can imagine. 

Highlights from Anaheim

Over 40 REALTORS from Alaska attended this year's NAR REALTOR conference and Expo in Anaheim, CA. "Seize the Day" was NAR President Ron Phipps theme for the conference. With the last few years of challenges in the real estate industry, the conference was a great opportunity for the 20,000 in attendance to refocus on their professions. There were over 100 education courses available and nearly 400 exhibitors shared new products, services and ideas at the trade show.




Alaska Association of REALTORS® receives the RPAC Triple Crown Award. L-R; Michael Droege, Kevin Sears, NAR RPAC Trustees Chairman; Janice Strong, Sandy Eherenman and Don McKenzie.

Alaska for the second year in a row won the RPAC Triple Crown Award. Only 4 states were recipients of the award this year. It is given to the states that have reached their fair share goals, their major investor goals and reached their participation goals. Thank you to everyone who gave to RPAC this year.

PeggyAnn McConnochie, from Juneau, Alaska, has received the National Association of Realtors® 2011 Distinguished Service Award. Out of 1.1 million Realtors®, no more than two are recognized with this award each year. The recipients were announced in Anaheim, Calif. during NAR's annual REALTORS® Conference & Expo.

NAR established the DSA in 1979 to honor Realtors® who have made outstanding contributions to the real estate industry and are recognized

as leaders in their local communities. The award is considered the highest honor an NAR member can receive. Recipients must be active at the local, state and national association levels, but must not have served as NAR president. NAR President Ron Phipps presented the award to McConnochie.

Michael Eisner, former Disney Chairman and CEO was the keynote speaker at the general session. He shared his insights on what it takes to run a company that must grow and innovate. It was a perfect fit for the "seize the day" theme. 



PeggyAnn McConnochie is recognized as a DSA at the NAR Board of Directors Meeting. L-r; Gary Thomas, Moe Veissi, PeggyAnn McConnochie and Ron Phipps.

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