

ValleyVoice



New River Valley Association of REALTORS®, 125 Ponderosa Drive, Christiansburg, VA 24073

Phone: 540-381-9354 Fax: 540-381-9358 Website: www.nrvar.com

Calendar of Events

Jan. 6—9:00 a.m. - 4:00 p.m.
Search Committee

Jan. 13-15—FlexMLS Required Training

Jan. 17—FlexMLS “Go Live Date”

Jan. 19— Hotel Reservation Deadline
VAR Legislative Conference

Jan. 26—Awards Nomination
Deadline

Jan. 27—9:00 a.m. - 5:00 p.m.
New Member Orientation

Jan. 27—10:00 a.m. - 1:00 p.m.
Ethics

Jan. 27—2:00 - 5:00 p.m.
Fair Housing

Jan. 28—10:00 a.m.
MLS Orientation

Feb. 8-11—VAR Legislative
Conference

Feb. 16—Deadline for Awards
Applications

**Feb. 16—GRI 407
Early Bird Registration Deadline**

Feb. 24—8:00 - 5:00 p.m.
GRI 407: Managing Risk

March 3—Professional Standards
RoadShow

March 5—6:00 p.m.
REALTOR® Celebration

**March 9—GRI 402
Early Bird Registration Deadline**

March 17—8:00 - 5:00 p.m.
GRI 402: Financing Alternatives

**June 8—GRI 401
Early Bird Registration Deadline**

June 16—8:00 - 5:00 p.m.
GRI 401: Understanding Agency

**Sept. 14—GRI 404
Early Bird Registration Deadline**

Sept. 22—8:00 - 5:00 p.m.
GRI 404: The Cyber-REALTOR®

President's Message...

Hi Folks,

Isn't it great to be out from under the December snows and looking forward to sunny skies.

January marks the launch of our new MLS system with FBS/FlexMLS. Various groups of members have been working through the holidays to test and review the system. Get ready!! Training begins on January 13th, in preparation for our "GO LIVE" date January 17th. We have expanded session time slots to include early evening and Saturday to make training readily accessible. There will be a limited number of online GoToMeeting training sessions for those who cannot attend one of the sessions at the Association office or in Galax. Attendance at training is mandatory before receiving your login.

Our CEO search committee will meet this week to evaluate resumes, narrowing down the candidate pool. Response has been good - and varied. We realize that hiring a new person by the end of February is an ambitious goal taking into account -- interviews, travel schedule, appropriate 'notice' to current employer, etc. We'll keep you posted.

Thanks! to all volunteer, task force and committee members who are invested in our collective real estate success. We appreciate you.

Let's make 2011 a year of renewal and recovery. There's prosperity out there!

**Best,
Dana**

**Dana K. Spraker
President
Phone: 540-616-7411
Email: dspraker@usa.net**



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Welcome

New Applications

Tony Conticelli (DR)
Matt Hicks (DR)
Rhonda Snider
Tom Wilson (DR)

Conticelli & Associates
Summit Ridge Realty
McNeil Real Estate
Prudential Premier, REALTORS®



Member Transfers

Charlotte Alger
Eric Johnson
Toni McSwain
Frank Radford
Sharon Quesenberry

Mountain Sky Property - Hillsville
Long & Foster, REALTORS®
Mountain Sky Property - Hillsville
Prudential Premier, REALTORS®
Prudential Premier, REALTORS®



Congratulations to REALTORS® **Dennis Bane** of Century 21 Valley Real Estate and **Jerry Wilson** of Five Star Mountain Realty. These REALTORS® were recently awarded the GRI Designation.



NRVAR extends condolences and sympathy to the family of association member Appraiser **Pat Ireland**, who recently passed away. Our thoughts and prayers are with them during this difficult time.

2011 Membership Dues

Membership will be subject to suspension if not paid by January 1, 2011, and membership will be terminated if not paid on or before January 15, 2011.

The total dues amount for 2011 is \$415.00. The RPAC Fair Share for Principal Brokers/Principal Appraisers is the same as last year - \$99.00. The RPAC Fair Share for Associate Brokers is \$65.00. The Fair Share for other REALTOR® members is \$35.00. **Your annual dues billing has been sent to your office.**



Deliver, Mail or Fax to:
125 Ponderosa Drive, Christiansburg, VA 24073
Phone: 540-381-9354
Fax: 540-381-9358
E-mail: ehead@realtor.com

Visit us on the web!
Featuring Internet Member Services (IMS)
and Zipforms
www.nrvr.com



MLS Training for Flexmls

Attendance required before Password is activated.

Save the Dates!

Flexmls training will be Thursday, January 13th, Friday, January 14th, and Saturday, January 15th. The “Go Live” date is Monday, January 17th. Additional remote “online” training will be available the week of January 17th.

Training is mandatory and must be completed before your password is activated.

You will be able to pick the training slot that suits you, instead of having one assigned to you. Training reservations will be on a first come, first served basis. The training options are below. **Reserve your spot by calling NRVAR at 540-381-9354 or send an email to mls@nrvar.com.**

Thursday, January 13th (all at NRVAR)

9:00 – 10:40 a.m. “Get Started”

1:00 – 2:40 p.m. “Get Started”

5:30 – 7:10 p.m. “Get Started”

Friday, January 14th (first session in Galax)

9:00 – 10:40 a.m. - at The Crossroads Institute in Galax, 1117 E. Stuart Dr., 24333 “Get Started”

2:00 – 3:40 p.m. – at NRVAR “Get Started”

4:30 – 6:10 p.m. – at NRVAR “Advanced”

Saturday, January 15th (all at NRVAR)

8:30 – 10:10 a.m. – “Get Started”

10:30 a.m. – 12:10 pm. “Advanced”

12:30 – 2:10 p.m. “Advanced”

Reserve your spot by calling NRVAR at 540-381-9354 or send an email to mls@nrvar.com.

If you are going to be out of town during the live sessions, call to register for the online “remote” training on:

Monday, January 17th - 10:00 to 11:40 a.m. “Get Started”

Monday, January 17th - 2:00 to 3:40 p.m. “Advanced”

Friday, January 21st - 10:00 to 11:40 a.m. “Get Started”



How to Set the Backlight on the ReaderKEY2

1. Turn the ReaderKey2 on by pressing and holding the red “0”
2. Enter PIN Code when prompted
3. From the menu screen press “3” for menu
4. Press the “2” to scroll through menu options until the menu says “3-Backlight timer Adjust”. Press “3”
5. Choose the time that you would like the backlight on: 1=10 seconds, 2=20 seconds, 3=30 seconds
6. Key will return to main menu

The backlight is now set and will be activated each time a button is pressed.



A Special Thanks to Our 2010 Installation Sponsors

Luncheon Sponsors:

*Bank of America Home Loans
and
Patrick K. Moore, PC*

Installation Patrons:



*Alcova Mortgage
Allied Van Lines/Dunmar Moving Systems
CapCenter Mortgage
Freedom First Credit Union
Inspections, Inc.
Radon Safe
Title Doctors, LLC
Wells Fargo Home Mortgage*

*Brandon Nicely
Page Warner
Sam Albimino
Owen McKinnie
Bob Poff
George Fardell
LeeAnna Shaheen
Marianne Lane*



Presidential Service Award Winners

Diana Blair
Beth Dalton
Frank Kregloe
Kamilia Lawson
Jennifer Sowers

Education Chair
MLS Chair
Technology Chair
DPA Chair
Membership Chair

RE/MAX 8 - Blacksburg
Long and Foster, REALTORS®
Page & Associates Real Estate
CHP Realty LLC
Long and Foster, REALTORS®



Good Neighbor Award Winners

L.T. Simmons
Donna Travis

Long and Foster, REALTORS®
Long and Foster, REALTORS®

Congratulations !!!



Registration for Ethics and Fair Housing

January 27, 2011

New Member Orientation is from 9:00 a.m. to 5:00 p.m.



Ethics: 10:00 a.m. - 1:00 p.m. 3 hours CE & PL Credit
(Satisfies NAR'S Quadrennial Ethics Requirement)
(Instructor: Joseph Jones)

Fair Housing: 2:00 - 5:00 p.m. 3 hours CE & PL Credit
(Instructor: Mally Dryden-Mason)

Registration Fees

Ethics 3 Hours \$20

Fair Housing 3 Hours No Charge

To Register for the January 27th, Ethics or Fair Housing Course
 Contact: mollie@nrvar.com, or by phone 540-381-9354

New River Valley
 Association of REALTORS®

**Down
 Payment
 Assistance
 Program**

DPA - Down Payment Assistance Program Contributions

Chloe Bishop	McCraw Real Estate
Clarke Cunningham	Cunningham Real Estate
Darin Greear	Long & Foster
Ron Kindrick	Ron W. Kindrick, LLC
Todd Linkous	Southwest Appraisal Service
Patty Mosaghimi	RE/MAX 1st.
L.T. Simmons	Long & Foster, REALTORS®

Members Must Update Info to Keep Some REALTOR.com® Features

If members have not supplied an active NRDS ID (National REALTOR® Data System) to REALTOR.com® by the end of the year or identified yourself as a non-REALTOR®, some enhancements added to profile pages will be dropped, and profiles without a NRDS ID will not show up in the Find a REALTOR® search for consumers. Members can update their information from the Control Panel in the Solution Center.

For more info. go to: (<http://solutioncenter.realtor.com/>)



Nominate the Winner!

NRVAR's highest honors bestowed upon an individual member, **REALTOR® of the Year Award** and the **Ethics in Action Award**, will be presented at the REALTOR Celebration, Saturday evening, March 5, 2011. **Nominations for these awards will be accepted until 5:00 p.m., Wednesday, January 26th. SEND YOURS IN TODAY!**

Nominees will be mailed the applicant form to be completed by the applicant and returned by Wednesday, February 16th. The Individual Awards Committee will evaluate the application forms and assign a numerical score for each section of criteria. The winner of each award will be the individual receiving the highest average total. These are lifetime awards and so previous winners are not eligible. Also, VAR Delegates are not eligible. VAR Delegates for 2010 were Ward Angle, Dana Spraker, and Beth Dalton. Previous winners are listed at the bottom of this page.

2010 REALTOR® of the Year Award

REALTOR of the Year recognizes faithfulness to principles of organized real estate, laws and the REALTOR Code of Ethics, efforts to encourage good real estate practice and to inform the public about the real estate profession, participation and service as a volunteer in NRVAR, as well as participation and/or attendance at VAR and NAR activities.

Nominee _____
 Nominee's Firm _____
 Nominated By (optional) _____

2010 Ethics in Action Award

This individual is recognized as an outstanding REALTOR among peers, by clients and customers, and by the Association Leadership; is well trained, in the area of ethics has been influential either in his/her company or in the REALTOR community at large and has shown a commitment to NRVAR with an emphasis on ethics, professional standards and/or education.

Nominee _____
 Nominee's Firm _____
 Nominated By (optional) _____

Mail your nomination to: NRVAR, 125 Ponderosa Drive, Christiansburg, VA 24073 or
 Fax your nomination to: NRVAR at 381-9358.

Deadline: Wednesday, January 26th. by 5:00 p.m.

Current members who are **previous Award Winners** of REALTOR® of the Year and Ethics in Action:

REALTOR® of the Year – Jo Alderman, Louise Baker, Pat Collins, Mike Eggleston, Judy Fithian, Amy Hudson, Joe Jones, Terry McCraw, Joanne Palmer, Glenda von Dameck, Garrett Weddle, and Beth Dalton, and Jennifer Sowers.

Ethics in Action – Jo Alderman, Louise Baker, Lucy Draper, Phyllis Hetherington, Amy Hudson, John Skelton, Glenda von Dameck, Bryan Rice, and Darin Greear.



GRI 407: Managing Risk February 24, 2011



Instructor: Ann Palmateer

Time: 8:00 am – 5:00 pm Check In: 7:30-8:00 am

New River Valley Association of REALTORS®

Learn the sure-fire ways to end up in a lawsuit and how to avoid them. RI 407 students get a crash course in fair housing, equal services, environmental concerns, state and federal regulations. There's a lot of risks in real estate, learn to manage them. **Required.**

(CE Approved for 2 Hours Law; 3 Hours Fair Housing; 2 Hours Real Estate Related)
(PL Approved for 3 Hours Fair Housing and 4 Hours Elective Residential Real Estate)

Instructor's Computer Use/Electronic Device Preferences: Ann Palmateer will allow computers for note taking during class. A designated area will be reserved for participants using computers and other electronic devices. **Please notify the Board office if you plan on using your computer or any electronic device during Ann's class. A space will be reserved for you in the designated area.**

VAR Members: \$90.00 Early-Bird Registration (02/16/11) \$105.00 Regular Registration
Non-VAR Members: \$140 Early-Bird Registration (02/16/11) \$155 Regular Registration
GRI Plus: Members having GRI designation receive a reduced rate of \$35.00

MODULE DATE: _____ **MODULE NO.** _____ **MODULE LOCATION** _____

Name: _____ Nickname for Badge: _____

VA Real Estate License #: _____ Home Phone: _____

Firm Name: _____ Business Phone: _____

Firm Address: _____ FAX Number: _____

_____ E-mail: _____

☐ Non-Member ☐ Member, Va. Association of REALTORS® Primary Board: _____

☐ Check enclosed (payable to appropriate Association) in the amount of \$_____ Charge MasterCard or VISA in the amount of \$_____

Card Holder's Name _____ Expiration Date: _____

Card Number _____

Signature _____ (Signature indicates acceptance of 2011 registration policy and authorization of any MasterCard/VISA charges noted)

NRVAR Cancellation Policy: Cancellation requests will be accepted at the NRVAR Office up until 5:00 p.m. 8 days before the scheduled module. All paid tuition other than the \$20 non-refundable, non-transferable deposit will be refunded. NO REFUNDS WILL BE GIVEN FOR CANCELLATIONS MADE AFTER 5:00 P.M. ON THAT DAY. Requests for refund consideration due to extenuating circumstances must be received in writing by NRVAR within 15 days of the course start date. Extenuating circumstances are defined by NRVAR as: being in an accident, hospitalized, death in the family, or something of this magnitude. The REALTOR® Institute reserves the right to cancel or change any scheduled course at any time. Students enrolled in a course that is cancelled will be notified as far in advance as possible.

Send Registration Form to: NRVAR
125 Ponderosa Drive
Christiansburg, VA 24073

OR Fax Registration Form to: 540-381-9358



Virginia Association of REALTORS® 2011 REALTOR® Institute Schedule



CE-Continuing Education PL- Post License

RI 401: Understanding Agency Required
(CE Approved for 3 Hours Real Estate Agency; 4 Hours Real Estate Related OR
PL 3 Hours Mandatory: Agency Law and 4 Hours Elective)

RI 402: Financing Alternatives Required
(CE Approved for 7 hours Real Estate Related OR
PL 3 Hours Elective)

RI 403: Personal Promotion Optional

RI 404: The Cyber-REALTOR® Required
(CE 7 Hours Real Estate Related OR
PL 4 Hours Elective)

RI 405: Pricing, Listing, & Marketing the Property Required
(CE 7 Hours Real Estate Related OR
PL 7 Hours Elective)

RI 406: What Did I Agree To? Required
(CE Approved for 3 Hours Legal Updates; 3 Hours of Real Estate Contracts; 1 Hour Real Estate Related OR
PL 3 Hours Mandatory: Offer to Purchase & PL 3 Hours Mandatory: Real Estate Law)

RI 407: Managing Risk Required
(CE Approved for 2 Hours Law; 3 Hours Fair Housing; 2 Hours Real Estate Related OR
PL 3 Hours Mandatory: Fair Housing and 4 Hours Elective)

RI 408: Tax & Investment Strategies for Real Estate Optional
(CE Approved for 7 hours Real Estate Related OR
PL 4 Hours Elective)

RI 409: Business Development Required
(PL 3 Hours Elective Residential Real Estate: Business Planning)

RI 410: The Code of Ethics IS Good Business Required
(CE Approved for 3 hours Ethics and 4 Hours Real Estate Related OR
PL 3 Hours Mandatory: Ethics and 3 Hours Elective and satisfies NAR's Quadrennial Ethics Requirement)

RI 411: Successful Settlement- Managing the Transaction Required
(CE Approved for 6 hours Real Estate Related OR
PL 7 Hours Elective)

RI 412: Residential Construction & Selling New Homes Optional
(CE Approved for 7 hours Real Estate Related OR
PL 4 Hours Elective)

RI 413: Psychology of the Sale Optional

RI 414: Negotiation: Working for a Yes Optional
(CE Approved for 7 hours Real Estate Related OR
PL 4Hours Elective)

MONTH	DATE	MODULE NO.	LOCAL ASSOCIATION (LOCATION)
January	1/11/11	409	Hampton Roads (Chesapeake)
	1/19/11	401	Richmond
February	2/2/11	409	Fredericksburg
	2/8/11	410	Hampton Roads (Chesapeake)
	2/16/11	402	Richmond
	2/24/11	407	New River Valley (Christiansburg)
March	3/3/11	401	Northern Virginia (Fairfax)
	3/8/11	411	Hampton Roads (Chesapeake)
	3/16/11	414	Richmond
	3/17/11	402	New River Valley (Christiansburg)
April	4/6/11	402	Prince William (Woodbridge)
	4/12/11	413	Hampton Roads (Chesapeake)
	4/13/11	406	Greater Piedmont (Warrenton)
	4/21/11	411	Roanoke Valley (Roanoke)
	4/20/11	404	Richmond
May	5/10/11	401	Hampton Roads (Chesapeake)
	5/12/11	409	Northern Virginia (Herndon)
	5/18/11	405	Richmond
	5/25/11	407	Prince William (Woodbridge)
	5/26/11	406	Roanoke Valley (Roanoke)
June	6/2/11	410	Northern Virginia (Fairfax)
	6/7/11	402	Hampton Roads (Chesapeake)
	6/15/11	406	Richmond
	6/16/11	401	New River Valley (Christiansburg)
July	7/12/11	403	Hampton Roads (Chesapeake)
	7/14/11	411	Northern Virginia (Herndon)
	7/20/11	407	Richmond
August	8/4/11	401	Prince William (Woodbridge)
	8/9/11	404	Hampton Roads (Chesapeake)
	8/17/11	408	Richmond
September	9/7/11	410	Prince William (Woodbridge)
	9/8/11	406	Northern Virginia (Fairfax)
	9/13/11	405	Hampton Roads (Chesapeake)
	9/21/11	409	Richmond
	9/22/11	404	New River Valley (Christiansburg)
October	10/6/11	402	Northern Virginia (Herndon)
	10/11/11	406	Hampton Roads (Chesapeake)
	10/13/11	411	Fredericksburg
	10/19/11	410	Richmond
	10/20/11	405	Roanoke Valley (Roanoke)
November	11/3/11	405	Prince William (Woodbridge)
	11/8/11	407	Hampton Roads (Chesapeake)
	11/16/11	411	Richmond
	11/17/11	409	Roanoke Valley (Roanoke)
December	12/1/11	404	Northern Virginia (Fairfax)
	12/7/11	403	Richmond
	12/13/11	412	Hampton Roads (Chesapeake)

Current as of 12/9/2010

CE—16 hours of continuing education are required; 8 of the sixteen required hours **must** include a minimum of 2 hours of fair housing laws, 3 hours ethics and standards of conduct, and at least 1 hour in state real estate laws and regulations, real estate contracts, **and** real estate agency. The remaining hours can be in either mandatory or real estate related topics. Brokers require an additional 8 hours in Broker Management.

PL references are directed to those in their first year of license: New licensees need to take 30-hours of post-license education in lieu of taking any continuing education courses in the first year after they receive their license. New Salespersons must wait until their first two-year licensure term ends and renew their license to begin taking Continuing Education courses.

(Current as of 12/9/10)

Mail/Fax your registration form to the corresponding cosponsor for the module location you are registering for.				
REALTOR® Institute Module Location	Checks payable to:	Mailing Address for Payment (may be different than Module Location)	Fax Number (Credit cards only)	For information call
Fredericksburg Area	FAAR	FAAR, 2050 Gordon W Shelton Blvd., Fredericksburg, VA 22401 Register Online: http://www.faarmembers.com/	(540) 736-0301	(540) 373-7711
Hampton Roads (Chesapeake)	Alpha College of Real Estate	Alpha College of R.E., 638 Independence Parkway, Chesapeake, VA 23320 Register Online: http://www.alphacollegeofrealestate.com/designations/gri.php	(757) 430-4487	(757) 427-1740
New River Valley	NRVAR	NRVAR, 125 Ponderosa Drive Christiansburg, VA 24073	(540) 381-9358	(540) 381-9354
Northern Virginia	NVAR	NVAR, 8407 Pennell Street, Fairfax, VA 22031 Register Online: http://nvar.com/	(703) 207-3270	(703) 207-3244
Prince William	PWAR	PWAR, 4545 Daisy Reid Avenue Woodbridge, VA 22192 Register Online: http://www.pwar.com/	(703) 565-0039	703) 565-0033 - X206
Richmond	RAR	RAR, 8975 Three Chopt Road Richmond, VA 23229-4656 Register Online: http://www.rarealtors.com/about/education/default.aspx	(804) 422-5052	(804) 422-5000
Roanoke Valley	RVAR	RVAR, 3130 Chaparral Drive Ste. 202, Roanoke, VA 24018	(540) 772-8058	(540) 772-0526
Greater Piedmont (Warrenton)	VAR	VAR, 10231 Telegraph Road, Glen Allen, VA 23059	804) 212-1415	(800) 755-8271
VAR will be handling registrations for the Greater Piedmont Area Association only.				



Important Information

Registration Check-in: 7:00 - 8:00 a.m.

Class Hours: 8:00 a.m.-4:30 p.m.

Students may not miss more than 15 minutes of any one module

Examination: Exams will be given at the end of each module day from approx. 4:30 - 5:00 p.m.

Module Tuition Information: Registration

* Early-Bird Registration

** Regular

VAR Members

\$ 90

\$ 105

Non VAR Members

\$140

\$ 155

*Registrations received in appropriate office 8 days preceding course start, space permitting.

** Registrations received less than 8 days preceding course start or at the module site, space permitting.



Before You Mail or FAX Your Registration:

Note that most of the local Association cosponsors of the REALTOR® Institute modules in 2011 will be handling registration for the modules held in their areas. Please be sure that you are mailing or faxing your registration to the **correct location**.



Visit

<http://www.varealtor.com/GRIRegistration> to see all the locations.

If you have any disabilities which require special accommodation, including the provision of auxiliary aids and services, please contact the sponsoring Local Association's Education Department at least two weeks prior to module start.

The REALTOR® Institute reserves the right to cancel or change any scheduled course at any time.

Students enrolled in a course that is cancelled will be notified as far in advance as possible.

Please note that the Institute is not responsible for any out-of-pocket expenses (lodging, airfare, etc.) students may incur when a course is cancelled.

All registrations processed on a first-come, first-served basis

2011 REALTOR® Institute Registration Form – Please Print Clearly

VAR Members: \$90 Early-Bird registration
\$105 Regular registration

Non-VAR Members: \$140 Early-Bird registration
\$155 Regular registration

MODULE DATE: _____ **MODULE NO.** _____ **MODULE LOCATION** _____

Name: _____

Nickname for Badge: _____

NRDS Number: _____

Home or Mobile Phone: _____

Firm Name: _____

Business Phone: _____

Your Mailing Address: _____

FAX Number: _____

City, State, Zip _____

E-mail: _____

☐ Non-Member ☐ Member, Virginia Association of REALTORS®

Primary Board: _____

☐ Check enclosed (payable to appropriate Association) in the amount of \$_____ Charge MasterCard or VISA in the amount of \$_____

Card Holder's Name _____ Expiration Date: _____

Card Number _____

(Signature indicates acceptance of 2011 registration policy and authorization of any MasterCard/VISA charges noted)

Signature _____

Note: Please be sure to send your registration and payment to the correct address.

Visit the following page to see all the locations. <http://www.varealtor.com/GRIRegistration>

REALTOR® Institute Policies

ATTENDANCE POLICY:

Class will begin promptly at 8:00 a.m. NAR REALTOR® Institute Policies and Procedures required that attendance at 87 of the 90 course hours is required in order to obtain credit and, consequently, the GRI designation. Students may not miss more than 15 minutes per module. Students missing more than the allotted 15 minutes will be disqualified for credit.

PAYMENT POLICY:

Guarantee yourself a seat in the GRI module of your choice by accompanying your completed registration form with full tuition payment (which includes a \$20 non-refundable, non-transferable deposit)

CANCELLATION AND REFUND POLICY:

Cancellation requests (written or phoned) will be accepted through 5:00 p.m. 8 days preceding each module. All paid tuition other than the \$20 non-refundable, non-transferable deposit will be refunded. No refunds will be given for cancellations made after the close of business on that day. (Requests for refund consideration due to extenuating circumstances must be received in writing within 15 days after module start date.) Cancellation requests will be handled only through the office which handled your registration.

NRVAR CANCELLATION POLICY:

Cancellation requests will be accepted at the NRVAR office up until 5:00 p.m. 8 days before the scheduled module. All paid tuition other than the \$20 non-refundable, non-transferable deposit will be refunded. **NO REFUNDS WILL BE GIVEN FOR CANCELLATIONS MADE AFTER 5:00 P.M. ON THAT DAY.**

Requests for refund consideration due to extenuating circumstances must be received in writing by NRVAR within 15 days of the course start date. Extenuating circumstances are defined by NRVAR as: being in an accident, hospitalized, death in the family, or something of this magnitude.

STANDBY POLICY:

Once classroom space for any course of the REALTOR® Institute Program has been filled, registrations for the course will be accepted on a standby basis only. Policy pertaining to the processing of standby registrations is as follows.

1. As standby registrations are received, the registrant is assigned a standby number on a first-received, first-served basis. This number indicates the registrant's position in line for any openings that may occur in the course.
2. Any standby registrant not contacted prior to the session is to assume that class openings are not available. All tuition payments will be promptly returned at the end of the module.
3. If on the day of the module, there are registrants who do not show up for the course, standby registrants who are present will be admitted in order according to their position on the standby list. (The 15 minute window should pass before standby registrants are admitted.)

EARNING AND USING THE GRI DESIGNATION

TO earn the GRI designation in Virginia:

You must complete the nine "required" modules and take three of the five "optional" modules or equivalent credit.

You must receive a passing grade for each module examination and you may not miss more than 15 minutes of any one module session.

You must hold membership in the National Association of REALTORS®

You must complete the GRI Designation Application and pay the one-time fee of \$25 (application will be mailed to you upon completion of the last module).

You may make use of the GRI Designation on business cards, stationary, etc. only when you have completed all of the steps listed above.



Education Calendar as of 1-3-11

New River Valley School of Real Estate
125 Ponderosa Drive, Christiansburg 24073



January 27, 2011	New Member Orientation	9:00 a.m. - 5:00 p.m.
January 27, 2011	Ethics	10:00 a.m. - 1:00 p.m.
January 27, 2011	Fair Housing	2:00 - 5:00 p.m.
February 16, 2011	GRI 407: Early Bird Registration Deadline	
February 24, 2011	GRI 407: Managing Risk	8:00 a.m. - 5:00 p.m.
March 9, 2011	GRI 402: Early Bird Registration Deadline	
March 17, 2011	GRI 402: Financing Alternatives	8:00 a.m. - 5:00 p.m.
June 8, 2011	GRI 401: Early Bird Registration Deadline	
June 16, 2011	GRI 401: Understanding Agency	8:00 a.m. - 5:00 p.m.
September 14, 2011	GRI 404: Early Bird Registration Deadline	
September 22, 2011	GRI 404: The Cyber-REALTOR®	8:00 a.m. - 5:00 p.m.

The Code Meets Today's Realities

The **REALTOR® Code of Ethics** is a dynamic, living document that guides our professional activities and our relationships with other practitioners.

[By Cliff Niersbach](#) | January 2011

The REALTOR® Code of Ethics is a dynamic, living document that guides our professional activities and our relationships with other practitioners. Here's a look at some of the changes for 2011.

No discrimination on the basis of sexual orientation. For many years, the Code has assured the public that REALTORS® would not deny any person equal professional services based on their race, color, religion, sex, handicap, familial status, or national origin. In response to the recommendations of several state associations, Article 10 and Standard of Practice 10-3 were amended to add sexual orientation as a protected category.

A greater duty to share information. Article 3 obligates REALTORS® to cooperate with other brokers to promote our clients' interests. New Standard of Practice 3-9 explains that the duty to cooperate includes a duty to share information about listed property and to make property available to other brokers for showing to prospective purchasers. Standard of Practice 3-7 was clarified, substituting "relationship with the client" for "representational status," which acknowledges that a REALTOR® performing an appraisal may be seeking information about property yet not actually "representing" a buyer or seller.

Linking to key disclosures on the Web. The Professional Standards Committee continues to consider how the Code applies to the Internet and mobile technology. Standard of Practice 12-5 requires REALTORS® to disclose the name of their firm in all advertising of real estate services and listed property. But in some cases, only a very limited amount of information can be displayed via electronic communication; consider posts on Twitter. Standard of Practice 12-5 was amended to take these limitations into account, and now provides that these displays are exempt from the requirement to disclose the firm's name, but only if they are linked to all required disclosures.



If it's not working, axe it

Make a New Year's resolution to identify money-losing activities

By [Bernice Ross](#), Tuesday, December 28, 2010.
[Inman News™](#)

What are your New Year's resolutions for 2011? If one of your resolutions is to make more money, a great place to begin is by expanding what is working and by dumping any activity that is losing money.

There are two ways to make money: You can earn more or you can spend less. The easiest way to earn more is to expand your existing profit centers. For example, if you have a successful farm area, expand into a neighboring area. If you regularly convert Internet leads, expand the scope of your website or drive more traffic using pay-per-clicks. If you like representing first-time buyers, spend more time prospecting rental housing. The key point is to build on your strengths.

While many agents focus on earning more, few focus on eliminating non-revenue-producing activities. In some cases, market conditions change. What was profitable yesterday may be a money-waster today.

A major part of the challenge is that most agents fail to track where their leads originate. Unless you track how much money each of your prospecting activities generates, you will find it difficult to recognize what really works and what is a waste of money.

If you're ready to rake in more money in 2011, take a careful look at your business to determine your personal money-wasters. The list below is a great place to begin.

1. Are you wasting money on "up time"?

How many transactions did you close in 2010 from sitting on the "up desk"? If you didn't close at least four transactions, chances are that "up time" is a money-waster. The challenge with "up time" is that it is passive. You wait for the lead to call you. In contrast, engaging in proactive prospecting activities (e.g., holding first-time-buyer seminars, knocking on doors, or calling on expireds and FSBOs) puts you in charge of your lead generation activities. When you're waiting for the phone to ring, you're at the mercy of others rather than controlling your time and business.

2. Be a specialist, not a generalist

Most top producers focus exclusively on two or three niches where they specialize. Common niches include geographical farms, new homes, estates, relocation, etc. If you are still trying to be everything to everyone, you are probably wasting money by spreading yourself too thin.

To see if specializing will work in your business, try this experiment for 90 days: Focus exclusively on expanding your three top income-producing activities. Because you are working with your strengths, there is a high probability that your business will increase.

3. Do you have a productive farm?

Have you closed at least four transactions from your geographical farm in the last 24 months? If not, it's time to do more face-to-face follow-up or to replace this activity with something that is profitable.

4. Is your networking really netting you money?

Be honest: Are your networking activities generating leads? If you network to generate leads, look at how many transactions you closed in 2010 from your networking activities. If the answer is "none," you need to openly solicit leads (i.e., stop being a secret agent) or dump this activity because it's both a time- and money-waster.

5. Clean up your database

Examine your database to determine which members you contact on a regular basis. Delete anyone who has been in your marketing program for more than 24 months and has not sent you a lead or done business with you. Spend your money on the people who refer you business and stop wasting time and money on those who don't.

6. Forget the experts -- do what works for you!

Are you knocking on doors, calling on FSBOs, or trying to convert expireds and not succeeding? If so, stop. If you hate doing an activity and it does not generate leads, spend your energy elsewhere. Each agent is different. Build on what you do well and stop worrying about what someone else says you should be doing.

7. Should you spend your Web marketing budget elsewhere?

Has your website produced more than one closed transaction in the last year? Are your listings current? Can potential sellers find you easily on the Web? If you answered "No" to any of these questions, upgrade how you are marketing on the Web. A great strategy is to hire a virtual assistant to handle this for you. If you hate Web marketing, spend your Web marketing budget where it will produce better results.

8. Are your open houses a waste of time?

Unless you actively solicit visitors to your open houses by door-knocking, an open house is a passive activity. Even if you prospect, do you have a strategy for gathering names and numbers? (One easy way is to have a drawing for a gift certificate or movie tickets.) According to the National Association of Realtors, 98 percent of all agents do not follow up on open house leads. If you do not follow up with your open house leads, stop wasting your time doing this activity in 2011.

There's no better time than the beginning of the year to dump tired approaches that no longer work and to capitalize on what is working right now in your business.

Bernice Ross, CEO of RealEstateCoach.com, is a national speaker, trainer and author of the NAR #1 Best Seller, "Real Estate Dough: Your Recipe for Real Estate Success." Hear Bernice's five-minute daily real estate show, just named "new and notable" by iTunes, at www.RealEstateCoachRadio.com. You can contact her at Bernice@RealEstateCoach.com or [@BRoss](https://twitter.com/BRoss) on Twitter.



The Washington Report

New Data Security & Privacy Toolkit Available from NAR

[Melanie Wyne](#) 202-383-1234, , [Ken Wingert](#) 202-383-1196

Trust is at the heart of the real estate business. In today's digital economy, trust has taken on new dimensions that impact how we collect, share and protect information. NAR has created a new Data Security and Privacy Toolkit to educate members on the need for data security and privacy; and to assist you in complying with legal responsibilities. It also provides information about state laws and pending federal regulations regarding data security and privacy protection that may affect your business.

For more information go to: <http://www.realtor.org/letterlw.nsf/pages/1010datasecurityprivacytoolkit>

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The REALTORS® Political Action Committee, RPAC, supports and educates candidates on legislative issues that affect your business. These candidates share the vision of the "REALTOR® Party" to promote and protect the American Dream of homeownership, the rights of real property owners and the quality of life in communities across the nation. RPAC keeps REALTORS® on the field and in the game.

25 Common Legal Hotline Questions + Answers

By Blake Hegeman and Lem Marshall

January Focus: Question # 10 - Contract Formation

10. If an offer has been accepted and signed, how must delivery occur?

Delivery, as a part of acceptance, is a requirement for the creation of a bilateral contract. Delivery can occur in many ways, and unless the offer specifies some sort of physical delivery (fax, actual document, etc.), then verbal communication of the fact of acceptance is adequate in Virginia.

Therefore, if an offer has been fully executed with the intent of accepting the offer, and the agent notifies the other side of that fact, you will ordinarily have a contract. A phone call, e-mail, voicemail, or fax will all work, assuming you can demonstrate you actually sent the notice.



Agriculture

Agricultural Economics Leon Geyer 231-4528

Attorneys at Law

Diane L. Bibb Diane L. Bibb 674-6500
 Frank, Spicer, & Cox John Spicer 552-0007
 Patrick Moore, PC Patrick Moore 633-1590
 Shaheen & Shaheen, PC Arthur Shaheen 552-3390

Banking and Financial Institutions

Alcova Mortgage Brandon Nicely 552-7150
 Atlantic Bay Mortgage Tom Kulis 639-9711
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