

e-Professional EDGE

MAY 2009

Winston-Salem Regional Association of REALTORS® -
Professionalism. Service. Knowledge. Vision.

Serving real estate professionals in the Forsyth, Stokes, Davie, and northern Davidson counties.



PRESS RELEASE:

For Immediate Release for WSRAR MLS Members
May 1, 2009

Contact: Susan Jester
(336) 768-5560
sjester@wsrar.com
www.wsrar.com

WSRAR Members Get DisplayKEYs At Lower Cost And Will Be Able To Exchange The Old AEII boxes for Free

Winston-Salem, NC MAY 1, 2009 —WSRAR was able to negotiate a reduction in the annual fee for their members and their DisplayKEYs. The annual bills have been sent out by SUPRA and you may have noticed the \$6 a year reduction in cost. The issuance fee for new leaseholders has also been reduced to \$50. “WSRAR members will continue to use the DisplayKEYs and we are excited that we were able to reduce the fee for our members,” said President Phillip Rector.

On May 6th and 7th all AEII boxes will be exchanged for new iBoxes at **no charge** to the boxholders at the LJVMC. All boxes, both the new iBoxes and all iBoxes currently owned, are covered under warranty for the full term of our agreement with SUPRA. Please look for more information about the exchange on May 6th & 7th and the exact times in future emails. This exchange will not affect your keypads.

“SUPRA is working hard to ensure a smooth transition to the new boxes and we are excited about the newer technology these boxes bring to our members,” said Penny Boyles the WSRAR MLS Committee Chair.

IN THIS ISSUE:

PAGE 2: FROM THE PRESIDENT'S DESK
PAGE 3: GOVERNMENTAL AFFAIRS REPORT
PAGE 4: KEYBOX EXCHANGE INFORMATION
PAGE 5: CALENDAR OF EVENTS
PAGE 6: 2009 SPONSORS CLUB
PAGE 7, 8 & 9: Membership Report/Totals
PAGE 10: MAY BIRTHDAYS
PAGE 11: REALTORS®-GOOD TO KNOW ARTICLE
PAGE 12: APRIL-RPAC SILENT AUCTION PICTURES
PAGE 13: MAY 6TH BROKER-IN-CHARGE LINGER & LEARN
PAGE 14: MAY 14TH BREAKFAST MEETING
PAGE 15: GREEN DESIGNATION FORM

PAGE 16: TEE OFF VOLUNTEER REQUEST
PAGE 17: RPAC THERMOMETER
PAGE 18: RCA UPDATE
PAGE 19: FROM THE HOME INSPECTOR
PAGE 20: NCAR REALTOR® PARTNER
PAGE 21: APRIL 16TH LUNCH & LEARN PICTURES
PAGE 22: EASTER EGG HUNT
PAGE 23: APRIL EDUCATION SERIES PART 1 PICTURES
PAGE 24: TEE OFF AGAINST CHILD ABUSE
PAGE 25: CE COURSES
PAGE 26 & 27: NAR'S REAL ESTATE TODAY RADIO SHOW
PAGE 28: E-PRO WORKSHOP
PAGE 29: TRIAD MLS



**AEII Boxes
Retired**

**See Page 4
for more
information!**



Phillip Rector

Our April membership meeting was a great success. This meeting was the REALTOR® Political Action Committee (RPAC) silent auction. The auction raised a total of \$10,555! towards our association goal of \$30,000. To

reach this goal will take hard work and dedication and I'm sure we can reach our goal this year with help from all of you.

The WSRAR leadership team and members attended the North Carolina Association of REALTORS® (NCAR) Legislative meetings April 20-22 in Raleigh, North Carolina. The first two days of the meeting are committee and directors meetings. The third day the REALTORS® visit legislative offices. This year's talking points are:

1. **Repeal the Land Transfer Tax**
2. **Approve Homebuyer Tax Credit**
3. **Improve the Home Inspector Licensure Act**
4. **Support the North Carolina Housing Trust Fund**

If you have any question or would like more information on these issues, please contact NCAR governmental affairs staff members, Rick Zechini or Cady Thomas, at (919) 856-9155 or (800) 443-9956.

Next the WSRAR leadership team and members will be traveling May 11-17 to Washington, DC for National Association of REALTORS®

(NAR) Mid-Year meetings. This is also the time that we meet with all of our legislators and discuss issues important to our industry.

I wanted to remind you about NAR's Right Tools Right Now initiative. NAR has taken all the NAR publications, research documents, studies, and other items that are available for sale to members and provided them either free or at very minimal cost while supplies last. NAR is also attempting to get all members to invest in themselves by reducing or eliminating the cost associated with educational opportunities. I encourage all of you to use the Right Tools Right Now website on NAR to take advantage of all the opportunities being offered to you.

I would like to remind you about a few activities this month:

- **May 6th & 7th Keybox Exchange**
- **May 6th Broker-In-Charge Linger & Learn**
- **May 14th Breakfast Meeting**

I encourage all of you to attend WSRAR functions and let us know what you need from us to succeed in your business. As always, visit our website at www.wsrar.com for all upcoming events and details.



Governmental Affairs Director-Nancy Gould, RLA, AICP

ngould@wsrar.com / 336-768-5560, ext. 104

Government Affairs Opportunities Abound

Our goal in the Joint Government Affairs Department is to provide you the best opportunities to stay educated about government affairs and provide you with opportunities to work on issues of importance to you and the building/real estate professions. However, we're not the only ones providing opportunities. Our governments continue to pour forth "opportunities" for all of us to get involved, if we want to make sure our communities grow "smart" for everyone. This spring is no exception, not only are the grass and flowers popping up like mad, but so are local community issues that need Home Builders' and REALTORS® involvement and wisdom. Here's just a sampling of some of the opportunities your Associations and local governments are providing:

You want me to do what? Yes, you will soon have the opportunity to tell HBAWS and WSRAR (and me) anything you want about Government Affairs, how we can best serve our members and what you'd like for us to be working on. In the next few weeks you will receive an on-line survey that will cover such topics as what governmental issues are important to you, any types of problems you have encountered in working with local governments that we need to look into, and how you think we can be more proactive and serve you better. Our Joint Legislative Committee and Associations' Board of Directors will use the survey information in developing future strategic plans and the Joint Governmental Affairs Department work program.

I think that I shall never see an end to Winston-Salem's proposed Tree Ordinance. Actually, we should see adoption of new Tree Ordinance by midsummer, and I am very glad that Winston-Salem's Planning Board and City Council have both taken the time to try and achieve an ordinance that will help maintain tree canopy yet not make some sites unbuildable. Go to HBAWS

and WSRAR's websites to view Dan Besse's proposed compromise version that will be discussed at the City Council's CD/Housing/General Government Committee meeting on May 12, 4:00 PM, City Hall. Let me know what you think.

Access Management Ordinance proposed in Lewisville. Lewisville's Town Council asked its Planning Board to look into an ordinance to better manage the location of driveways in the downtown area. However, the proposed ordinance has enlarged its scope to include all of Lewisville, including new residential areas. This is a fairly complex ordinance that may require owners to first get a permit to put in a driveway, then to remove the driveway if other new access points become available in the future. It also specifies distances between driveways, including single family subdivisions. We have invited Lewisville Town staff to meet with us in May and explain the proposal in more detail. If you are interested in this proposed new regulation, please contact Marty Myers, Lewisville Town Planner, or contact me.

Speak now or forever hold you peace. City-County Planning Board staff will soon be completing work on Southwest *Area Plan*. A draft of the Plan should be available soon on the City-County Planning Board website and a public presentation of the draft plan is scheduled for Thursday, May 21st, 6:30 to 8:30 p.m., Highland Presbyterian Church Fellowship Hall, 2380 Cloverdale Avenue.

To continue to keep up-to-date, go to the Government Affairs Newsletter on the HBAWS and WSRAR websites.

Visit the Governmental Affairs Department online at:
<http://www.wsrar.com/gov.html>

Keybox "1 for 1" Exchange

At
NO
Charge!

When: *Wednesday May 6th and Thursday May 7th*

Where: *Home & Garden Building-LJVMC Complex
2825 University Parkway, Winston-Salem*

Why: *The AEII Box is retiring! No More Gray! Trade Them Away! For each gray AEII box you have, you will be able to exchange it at no charge for a new blue iBox during the exchange. The iBox uses infrared technology-just point your key at the box and beam it open! If you already own the blue iBoxes, leave them where they are. No need to bring them with you.*

Cost: *FREE - You can exchange 1 for 1 at no charge! Oh and did we mention that WSRAR negotiated a reduction in your annual fee as well?*

Attention Prudential & Coldwell Banker Triad Agents:
Please see your broker-in-charge for additional informa-

Trade

WSRAR Member Exchange Schedule:

The Winston Salem Regional Association of REALTORS® is converting to Supra iBoxes! We are holding an exchange event to make it easy for you to trade in your old keyboxes (AEII boxes) for new iBoxes. Please bring only your AEII boxes, not your blue iBoxes.

At the event you'll bring in your gray keyboxes (AEII boxes) and trade them 1-for-1 for iBoxes at no charge! Assistance will be available at the exchange in returning in your AEII boxes.

We've reserved an appointment for you. Check the schedule to see where your last name falls alphabetically. If you cannot come at the reserved time, try to trade appointments with another member.

	Wednesday, 5/6/09	Thursday, 5/7/09
8:45 AM	eKEY Windows/Palm	eKEY Windows/Palm
9:00 AM	eKEY Windows/Palm	eKEY Windows/Palm
9:15 AM	eKEY BlackBerry	eKEY BlackBerry
9:30 AM	eKEY BlackBerry	eKEY BlackBerry
10:00 AM		
10:15 AM	AAAA - ALLE	JONE - LAWS
10:30 AM	ALSP - ANDE	LEAM - LONG
10:45 AM	ANGE - BELL	LOVE - MCKN
11:00 AM	BENN - BOLE	MCKO - MILL
11:15 AM	BOYL - BRUN	MINE - MYER
11:30 AM	BURR - CART	NAVE - PARE
11:45 AM	CLOSED for LUNCH	CLOSED for LUNCH
1:00 PM	CASH - CLEM	PARK - PETE
1:15 PM	COCK - CRAV	PETI - RAMS
1:30 PM	CREA - DAVI	RAY - ROBE
1:45 PM	DELA - DUNN	ROBI - SEAF
2:00 PM	DUST - FAIR	SEGE - SIDD
2:15 PM	FALE - FUHR	SISK - STAM
2:30 PM	GAID - GOSS	STAN - SUGG
2:45 PM	GOUL - GUPT	SUPP - THOM
3:00 PM	HAHN - HART	THOR - WALT
3:15 PM	HAWK - HICK	WARD - WHIC
3:30 PM	HILL - HUND	WHIT - YARB
3:45 PM	HUTC - JOHN	YOUN - ZZZZ
4:00 PM	CLOSED	CLOSED



For



Calendar Of Events

May 2009

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3	4	5	6 12:00pm BIC Linger & Learn @TFCU Keybox Exchange at LJVMC	7 Orientation	8 9:30 am Membership Development Committee Mtg	9
10	11	12 8:30 am RCA Breakfast	13	14 8:30 am Breakfast Mtg 3:30 pm Comm. Service Committee Mtg	15 10:00 am Appraisal Task Force	16
NAR Mid-Year Meetings-Washington, D.C.						
17	18 4:00 pm WSRAR BOD Meeting	19 1:00 pm Home Inspection Committee Mtg	20 3:00 pm RPAC Committee Mtg	21 8:30 am CE @ LJVMC 3:30 pm Community Service Comm. Mtg	22	23
24	25  Memorial Day WSRAR Office Closed	26 8:30 am RCA BOD 3:30 pm MLS Committee Mtg	27	28 9:30 am Triad MLS BOD 10:00 am Education Committee Mtg 3:30 pm Community Service Comm. Mtg	29	30
31						

Thank you to our 2009 Diamond Sponsors:



June Membership Meeting

Reminder: There is no May Meeting

WSRAR Sponsor's Fair

Tuesday, June 16th

Lunch-Noon

Twin City Quarter - Hearn Ballroom

More information to come!

Diamond Level - \$3000

Fairway Independent Mortgage Corporation
Granite Mortgage Incorporated
Truliant Federal Credit Union

Emerald - \$1500

BB&T

Keller Williams Realty

Sapphire - \$1000

Allegacy Federal Credit Union
Leonard-Ryden-Burr Real Estate
Prudential Carolinas Realty
Shugart Enterprises, LLC

Onyx - \$750

Piedmont Advantage Credit Union
Piedmont Federal Savings Bank

Citrine Level - \$500

Piedmont Natural Gas
Professional Inspections Associates
Southern Community Bank & Trust

Amethyst Level - \$250

APS Realty Group
Home Real Estate
Old Republic Home Protection

Cubic Zirconia - \$100

AmeriSpec Home Inspection Service

As of 2-19-09

Join the WSRAR Sponsors Club and enjoy the benefits of sponsoring a social event. At the Citrine Level, there is one New Member Mixer event still available.

Citrine Level: \$500

- Sponsor one social event
- Name & Logo on the flyer
- Flyer in two *e-Professional Edge* Newsletters
- Name on www.wsrar.com
- Name on the Sponsors page of the *e-Professional Edge*
- Opportunity to participate in the Annual Sponsors Fair

*Don't miss out on this opportunity!
Contact Nancy today!*

The 2008 Sponsorship Committee has revamped the WSRAR Sponsorship Program. There are many great opportunities when you become part of the sponsors club. This year many of the sponsorships include Breakfast Meetings, Lunch and Learns and Social events. WSRAR will continue to accept sponsors throughout the year. For a list of sponsorship opportunities, please contact Nancy Yarborough at 768-5560 or nancyy@wsrar.com.

Thank you for supporting our membership!

April Membership Report



Membership Changes

New MLS Companies:

Appraisal and Real Estate Associates, Inc. (Thomas Roberts, BIC)
 Diane Barber Homes Realty (Diane Barber, BIC)
 Ellis Barbour & Sons, Inc. (Wayne Barbour, BIC)
 Michael J. Tucker Appraisals (Mike Tucker, Cert. Appraiser)
 NC Sunshine Realty, Inc. (Lynn Gough, BIC)
 Pendleton Appraisals (Ron Pendleton, Cert. Appraiser)

Transfers:

Vicki Bailey (from Lu Tickle, Broker to Realty Executives)
 Pam Boyle (from RE/MAX Realty Consultants to Allen Tate REALTORS®)
 Tobbie Frazier (from T. Frazier Properties to RE/MAX Realty Consultants)
 Tim Lichtenstein (from Miller Hatcher Commercial Real Estate to Signature Property Management)
 Art Newton (Granite Mortgage to Leamon & Associates)
 Tara Riggan (from Realty Executives to Triad Regional Properties)
 Sutton Slawter (from Allen Tate, REALTORS® to Signature Property Management)
 Garrett Spence (from RE/MAX Realty Consultants to Keller Williams Realty)
 Chuck Wiggins (from Allen Tate, REALTORS® to Yost & Little Realty)

Resignations:

Nancy Currie (Prudential Carolinas Realty)
 Michelle Dennis (Michelle Dennis, Broker)
 Ronald Fields (Century 21 Triad)
 Chip Fussell (Freeman Commercial Real Estate)
 Donna Grooms (Keller Williams Realty)
 David Knight (Weichert, REALTORS® - Ridge Top)
 Ashley Maxwell (Coldwell Banker Triad)
 Loumay Mendez (Allegacy Realty)
 Skip Pickett (Collins Commercial Properties)
 Teresa Simmons-Cooper (ERA Piedmont)
 Neal Stevens (Prudential Carolinas Realty)
 Edward Talato (American Dream Realty)
 Shelley Winbon (Re/Max Realty Consultants)

Leave of Absence:

Ian Latimer (Russell Triad Properties)

Transfer & Reinstatement:

Paula Brafford (Keller Williams Realty)



Board of Directors Report

Below are highlights of the April Board of Directors meeting:

- Approved 6 new MLS company memberships
- Approved 13 resignations and 1 leave of absence status
- Approved 1 transfer from another Association
- Heard a report from the Governmental Affairs Director
- Heard reports from division heads
- Approved the President signing a contract with Supra Products
- Appointed Tom Johnson to fill the vacant Secretary/Treasurer position on the Board
- Approved requesting Issues Mobilization Funds for the Southern Legislative Conference to be held in Winston-Salem on August 15-19

Membership Update:

Congratulations to **Rich Hasel** with Prudential Carolinas Realty for earning the **ABR designation**.

Congratulations to the following members for earning the **Green Designation**:
Susan Ballard
 (Wilkinson & Associates Real Estate)

Gayle Hampton
 (Coldwell Banker Triad)

Francine Taylor
 (Partners for Homeownership)

Continued on page 7

Winston-Salem Regional Association of REALTORS®-
 Professionalism. Service. Knowledge. Vision.

April Membership Report

Terminations: REALTORS®-

- | | |
|----------------------|-------------------|
| Mark Absher | Barbara Kling |
| Michael Amazon | Karey Lynch |
| William Averritte | Dora Matthews |
| Rebecca Backus | Anita McKnight |
| Bobby Ball | Judy McManus |
| James Barney | Scott Miller |
| Joseph Bellissimo | Christi Morales |
| James Bennett | Frank Morris |
| Karen Bennett | Tara Moser |
| Roger Bennett | Susan Myers |
| John Stephen Boyle | Dan Patterson |
| Ursula Britt | Kathy Phillips |
| Corey Brothers | Kimberly Pollock |
| Karen Carter | Edward Puckett |
| Teresa Chalmers | Mary Robertson |
| David Chamberlain | Johnny Royall |
| Annette Connelly | Hap Royster |
| Rebecca Cook | Bitia Salem |
| Mickey Cruse | LaMaretta Salley |
| Carol Darrah | Kimberly Salmon |
| Sharon Ellis-Wiley | Hope San Filippo |
| Teresa Francis | Eric Saunders |
| Wayne Goodson | William Sawrey |
| Lewis Hamby | Kyle Smith |
| Gene Harbuck | Tom Smith |
| Sandra Hedrick | Joyce Standfield |
| Lawrence Henry | Melinda Szeliga |
| Jean Holladay | Tara Tillman |
| William Howard | Tina Townsend |
| Scott Isenhour | James Vanzant |
| Carole Jean Baptiste | John Vickers |
| Freda Johnson | Barry White |
| James Jones | Valerie Whitfield |
| Laurie Jones | Donald Williams |
| Kimberly Keaton | Anna Wilson |
| Arnold King | Peggy Wiseman |
| Carentan Kiskis | |

Affiliates:

- Rick Blackburn
- Slayton Harpe
- Cindy Hodnett
- Brian Maas
- Randall Perry
- Zac Smith
- Erin Turner
- Jeff White

For up-to-date information and calendar of events please visit:

www.wstar.com

April 1, 2009 Fair Housing Kickoff Luncheon



L to R: Dee Oliver, Francine Taylor, Jafonda Johnson & Phillip Rector

Councilman Dan Besse reads the proclamation.

L to R: Wanda Allen Abraha & Dan Besse (City of W-S), Jennifer Chrysson & Phillip Rector (WSRAR)



Christian Stearns, HUD Field Office Director, gives remarks about the 41st anniversary of the Fair Housing Act.



Membership Totals Report

(As of April 30, 2009)

REALTORS®	1278
REALTORS® (Provisional)	26
Affiliates	86
Institute Affiliates	11
Public Service	3
Life Members	37
<hr/>	
TOTAL	1441

Non-Member Licensees	156
MLS Participants	1683
RCA Participants	120
PMD Participants	28

REALTORS® Political Action Committee

Log on to the NCAR Website and make an investment at www.ncrealtors.org

Or Send In A Personal Check Made out to RPAC to:
 WSRAR, 195 Executive Park Blvd., Winston-Salem, NC 27103



2009 RPAC PLEDGE

I want to support the real estate industry and participate in the legislative process by contributing to the REALTORS® Political Action Committee.

Name _____
 Company _____
 Address _____
 City _____ State _____ Zip _____
 E-mail _____

- ★ Golden "R" \$5,000 ★ Dollar A Day \$365
- ★ Crystal "R" \$2,500 ★ Capitol Club \$250
- ★ Sterling "R" \$1,000 ★ \$99 Club \$99
- ★ Governor's Club \$500 ★ Other \$ _____

Payment Options VISA MASTERCARD

Enclosed is a personal check made payable to RPAC
 Credit cards accepted for \$25 and over

Card No: _____
 Three digit code from back of card: _____
 Signature: _____ Exp. _____
 Billing Address: _____
 _____ Zip _____

Please return your pledge card with your contribution to your local board. No corporate contributions can be accepted!



Contributions are not deductible for income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. You may contribute more or less than the suggested amount. You may refuse to contribute without reprisal and the National Association of REALTORS® or any of its state associations or local boards will not favor or disfavor any member because of the amount contributed. 70% of each contribution is used by your state PAC to support state and local political candidates. Until your state PAC reaches its RPAC goal 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a; after the state PAC reaches its RPAC goal it may elect to retain your entire contribution for use in supporting state and local candidates.





May Birthdays

1 Angela Mitchell

George W. Nedriga

Kelly S. O'Dell

2 Rhonda L. Byrd**3** Laverne W. Smoot

Michael K. Thornburg

4 Jon Bruner GRI

Lynn Christensen GRI

Carolyn C. Fredette

Christopher P. Horne

Patrick A. Vaughan

5 Charles R. Beaver

Thomas DiPietro

Kristi W. Meadows

6 Gloria S. Matthews GRI CRS

Ardeicha C. Oliver

Dan Rath ABR CRS

7 Evelyn Haynes

Bob Leak, Jr.

John Manning

8 Frank Fowler

Dawn Hensley

Christopher Stewart

Pamela S. Vidal

Donald Williams

9 John P. Cosgrove

Marie V. Love GRI e-PRO

10 James F. Allison

Mark C. Caudill SIOR

Steve Culler CRB

Marsha R. Floyd

Charles N. Holleman

Brenton V. Morris

Jean Nixon GRI CRS

Jeffrey A. Weir

11 Cynthia C. Christopher

Jill H. Robertson

William E. Sims

Bill Sinclair

12 Hamlin B. Andrews

Penny I. Boyles

Charles Cardwell

Tom Dustrude

Cheryl Fink

Angela M. Fulton

Janel T. Hensley

Michael E. Smith ABR e-PRO SRES

13 John Southard**14** Fred Lewis

John Pridgen

W. Hugh Wilson IV

15 Joe L. Pinnix

Dan Sawyers ABR

Paul T. Speed

16 Tammy A. Watson ABR GRI

Tammy M. Watts Quesinberry

17 Alison Blaum

Donna L. Fiori ABR

Barbara B. Reid

18 Mark E. Fulk**19** Keith Adams

Barry Boyles

Toni M. Phillips

Evenda Whitaker

20 Vicki H. Fleming ABR CRS GRI SRES

Carolyn Hardy CRS

Kay S. Hatcher GRI

William Q. Royall Jr

Jayne Sommer

Clarence Williams

Sherri York

21 James Andrews

Stephen G. Gwaltney

Abe Mendez

Larua Le Vanhoy GRI MAI

Laura Zumwalt

22 S. Derek May GRI**23** James P. Kendrick**24** Rene H. Hutchins GRI

Andrew Reid Scott

Debbie Varner

25 Ranny Lee Clubb

Cheryl R. Spencer Rahman

Brian A. Taylor

27 Barbara Ripple**28** Ralph A. Harding

Laura Stainback

Wendy G. Taylor GRI CRS

Eddie D. Yost CRS

29 Dale Underhill**30** Melodie A. Grimes

Stephen H. Wolfe

31 Barbara B. Bowles

Susan C. Pifer

Cindy Rosenberg

Sue Wearn ABR

Forbes Magazine-April 21, 2009

Home Buyer Alert: No Tax Credit Before Purchase

By Mark A. Luscombe

The Internal Revenue Service has now made it absolutely clear. Taxpayers can't claim the \$8,000 refundable tax credit for first-time home buyers until after they close on their homes. A buyer can't claim the credit first, and then use the \$8,000 check from the government as a down payment.

Some tax practitioners and commentators--as well as some in the real estate industry--had argued otherwise. They pointed out that a taxpayer can claim a deduction for an individual retirement account before actually making the contribution, so long as the contribution is made by April 15, the year following the one the deduction is for. But the IRS' position, expressed in a series of questions and answers it issued earlier this month, shouldn't have come as a surprise. The language of the law clearly required a purchase to have taken place before a taxpayer claimed the credit, and IRS Form 5405, used to claim the credit, has a line requiring a taxpayer to enter the date of the home purchase.

While you can't claim a credit before you close on a house, you can get your money from the government fairly quickly. In earlier guidance, the IRS indicated that taxpayers who buy a credit-eligible home in 2009 may claim the credit on their 2008 returns. If you've already filed your 2008 return, once you've closed on your first house, you can file an amended return claiming the refundable credit. (Refundable means that you can get the whole \$8,000 even if the federal income tax you paid was less than that.)

While the IRS has now stated specifically that the credit cannot be claimed in anticipation of a purchase, it remains unclear what the penalty would be for a taxpayer who claims the credit before being legally entitled to claim it and then closes on a home, making him eligible. For a tax practitioner, however, assisting a taxpayer in claiming a credit on a return before he was entitled to it could result in preparer penalties.

The size of the credit and the confusion surrounding it make it likely that the IRS will be looking at credit claims closely. In a recent report, the Treasury Inspector General for Tax Administration estimated that 7% of those who had claimed the credit so far might not be eligible because "they may have had ownership in a personal residence within the last three years." (The term "first-time home buyer," for purposes of the credit, includes someone who has not owned a home within the past three years.) The TIGTA report also noted the IRS is implementing a system to identify the date of a home purchase--crucial to processing claims because of the way the credit has evolved.

The credit was created by the Housing Assistance Act of 2008, enacted July 30, 2008. Originally, it equaled 10% of the purchase price of a home acquired on or after April 9, 2008, and before July 1, 2009, up to a maximum of \$7,500. But the initial credit had a big catch: It had to be paid back to the government over a 15-year period, starting in the second year after the purchase. In effect, the credit was an interest-free loan from the government. The American Recovery and Reinvestment Act--the \$787 billion stimulus Congress passed in February--made the credit considerably more generous, but only for houses purchased between Jan. 1, 2009, and Nov. 30, 2009. In addition to raising the dollar cap on the credit to \$8,000, the law eliminated the obligation to repay the credit, provided that the home continues as the taxpayer's principal residence for at least three years.

If you got an extension for filing your 2008 taxes in anticipation of buying a home and claiming the credit, you must file by Oct. 15, 2009. If you haven't closed on your new home by then, you'll have to file without claiming the credit. If you do complete your purchase before Dec. 1, you can then file an amended return. You also have the option of claiming the credit on your 2009 return--meaning if you anticipate claiming the credit, you may want to reduce your 2009 withholding tax.

The year in which you claim the credit might be influenced by your income. The full credit is available only to single filers with a modified adjusted gross income of \$75,000 or below, and couples with a MAGI of \$150,000 and below. Above that, it is partly phased out, with no credit at all allowed to singles with a MAGI above \$95,000 or couples above \$170,000. For purposes of determining your eligibility, the IRS will look at your income in the year you claim the credit, not the year in which you purchased the house.

Mark A. Luscombe, J.D., LL.M., CPA, is principal federal tax analyst at CCH Tax and Accounting, a Wolters Kluwer business.

Thank you to the RPAC Committee and all our members who participated in the 2009 Silent & Live Auction. We were able to raise **\$10,555!** Way To Go!

April RPAC Silent Auction



Above: WSRAR BOD member Paul McGill and Mike Moran



Right: Brooke Burr surprised the audience with a cookout at her house with Senator Burr at the grill.



The Chocolate Fondue table was a popular place to be.



L: WSRAR BOD member Ferrell Clay describes her Dinner For 6 item while the DJ, Chad Sain, looks on.



L: Thank you to Joe Hooker for being our live item auctioneer.

R: RPAC Trustee George Munford and WSRAR BOD member Susan Maier



BROKER-IN-CHARGE LINGER & LEARN



May 6, 2009

Pending Legislation Relating to Real Estate

David McGowan, NCAR Political Specialist

12:00-12:30 pm Lunch / 12:30-1:30 pm Program

Location:

Truliant Federal Credit Union-Fred J. Sarda Pavillion Building
3200 Truliant Way, Winston-Salem, NC 27103

RSVP: www.wsrar.com

3 Forsyth County Locations:

370 Knollwood Street, Suite 100
Winston-Salem, NC 27103-1835

110 Oakwood Dr Ste 110
Winston Salem, NC 27103-1522

500 Pineview Dr Ste 201
Kernersville, NC 27284

www.prucarolinas.com

Sponsored By:



Prudential
Carolinas Realty

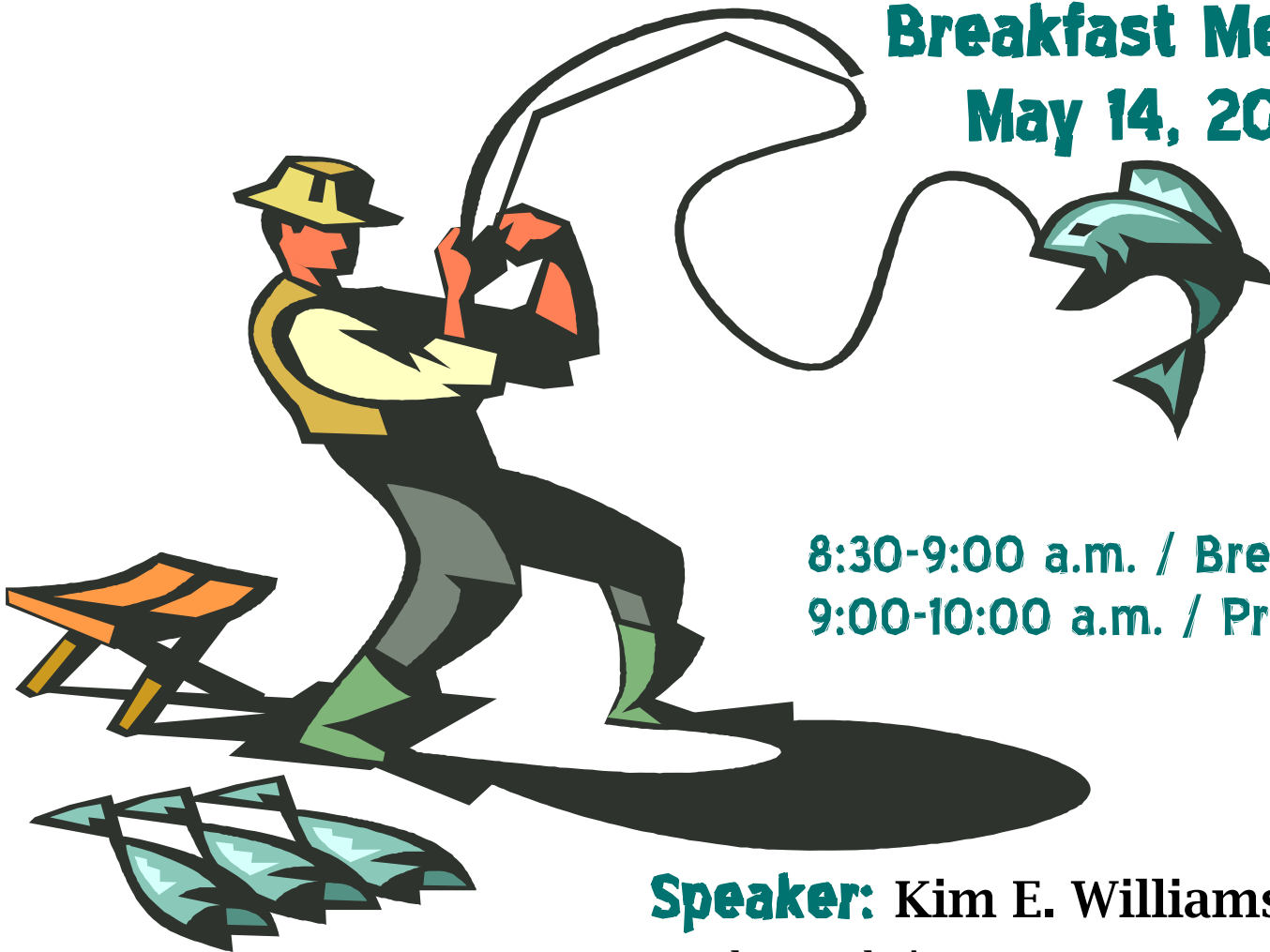


WSRAR Membership Development brings value-added programs to our members.



Casting the Net and Sorting the Catch - The Sport of Networking for Business

**Breakfast Meeting
May 14, 2009**



**8:30-9:00 a.m. / Breakfast
9:00-10:00 a.m. / Program**

Speaker: Kim E. Williams

Vice President, Pike's Home Maintenance Inc.

Location:

**Truliant Federal Credit Union
Fred J. Sarda Pavilion
3200 Truliant Way
Winston-Salem, NC 27103**

RSVP:

www.wsrar.com

**Members Free
Guest \$15**

Sponsor:



Piedmont Natural Gas

Rosie Cox
336-462-0180

www.piedmontng.com
rosie.cox@piedmontng.com



WSRAR Membership Development brings value-added programs to our members.

Date: June 3, 2009
Time: 8:30-9:00 am Check-In, 9:00 am-12:00 pm and 1:00-4:00 pm
Instructor: Bill Bass
Location: Winston-Salem Regional Association of REALTORS®
195 Executive Park Boulevard, Winston-Salem, NC 27103

The National Association of REALTORS® Green Designation is the definition of green professionalism, excellence and leadership for today's real estate practitioners. Specifically designed to address the educational needs of practitioners in residential, commercial, and property management markets, this training program is a true cross-over designation and the only green designation recognized by NAR.

To receive the designation, you must complete the core course AND one of the following electives: Residential (WSRAR Offered Elective), Commercial or Property Management. NCAR is offering the Core Course on May 26th & 27th.

Designation Credit is for REALTORS® Only-But Class is open to all

- Respond to customer trends and preferences for a green home
- Explain the benefits of an energy audit and guide clients in obtaining one
- Demonstrate the cost/benefit value of green-home features in marketing properties
- Compile information on green resources and programs in the community

Please return form and payment to:

WSRAR/Nancy Yarborough
195 Executive Park Boulevard
Winston-Salem, NC 27103

Registration Fee:

\$115 Before May 22nd
\$125 After May 22nd

Or Fax Form with Credit Card # to:

(336) 768-7295

Make checks payable to:

W-S Regional Association of REALTORS®, Inc.

Name: _____
Type or print as appears on license

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ License#: _____ E-mail Address: _____

If you would like to pay by VISA or MasterCard, complete the following information.

Charge to: _____ VISA _____ MasterCard

Account No. _____ - _____ - _____ - _____

Expiration Date _____ / _____ Cardholder's Name _____

Authorized Signature _____

MAKE A COPY OF THIS COMPLETE FORM FOR YOUR RECORDS

In accordance with the ADA, if you have a disability which requires special accommodations, please notify us immediately @ (336-768-5560)
Winston-Salem Regional Association of REALTORS®.

We Are Looking For A Few Good Men & Women.....

Tee-Off Against Child Abuse Volunteers Are Needed:

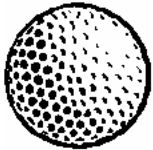
The Community Service Committee is looking for volunteers for the 19th Annual Shugart Enterprises, LLC Tee Off Against Child Abuse Golf Tournament on June 18th. You can have a great time while supporting a great cause at this popular annual event.

Time slots are available from 6:30 am until 2:30 pm.

Please contact **Tina Lien** (Volunteer Coordinator) and let her know what blocks of time you can commit and she will work with you to find the perfect job to suit your schedule and preferences. If you have a preferred assignment from a prior year, please let her know that as well. We will gladly accept your help, if you find out at a later date, that you can volunteer at the tournament.

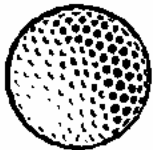
Please contact Tina **ASAP** to fulfill your volunteer slot and if you have any questions.

Here are a list of some of the volunteer positions:



Beverage and Ice Preparation
Set Up & Check In
Distribute Shirts and Golf Balls
Beverage Station-Refill

Mulligan and Throw Sales
Hole In One Monitor
Help Pass Out Lunches
Raffle Sales



Tina Lien's Contact Information:

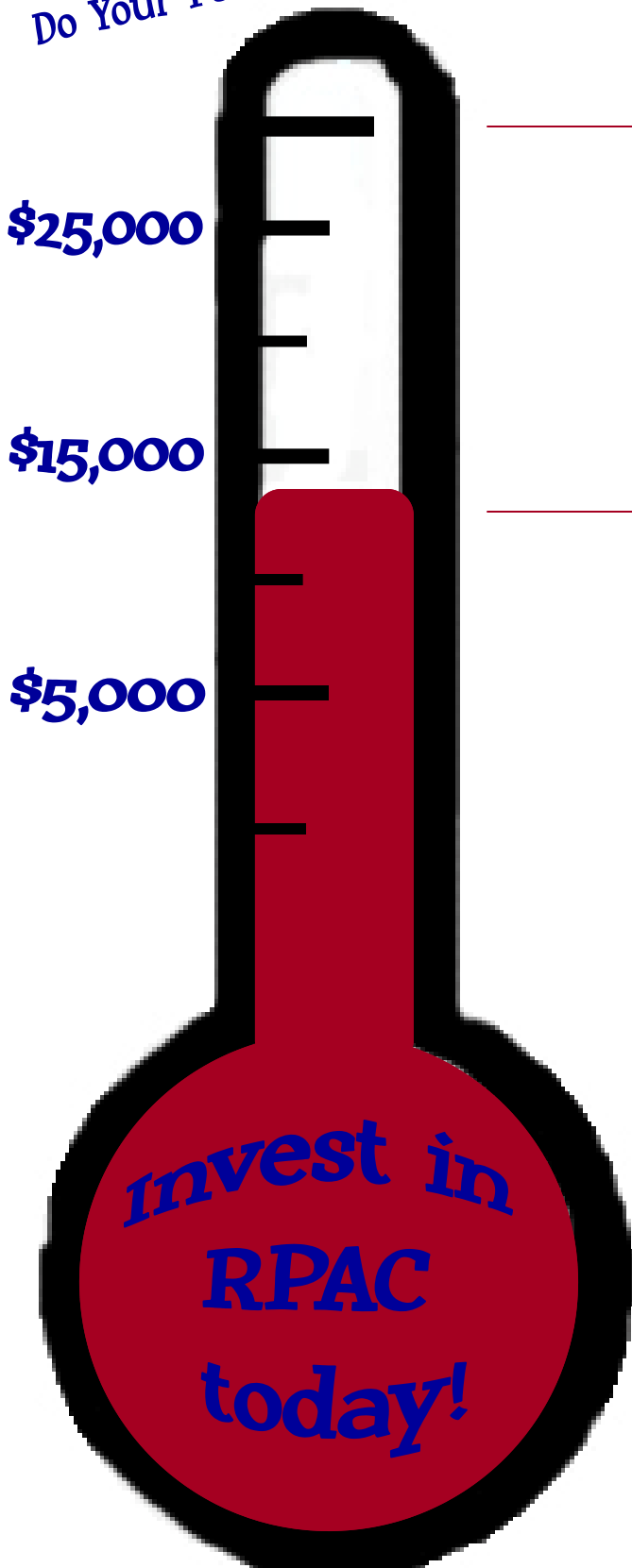
tina.lien@truliantfcu.org

or call her at 293-2398



REALTORS® Political Action Committee

Do Your Part! INVEST TODAY!



2009 Goal

\$30,000

As of 4-30-09

\$13,914.67

Thank you all again who participated in the 2009 RPAC Silent Auction. We did a fantastic job. We are on our way to meeting our goal. If you would like someone from the RPAC Committee to speak at your sales meeting, please contact Heather Miller at hmiller@wsrar.com or 768-5560.

2009 Top Contributors (Over \$200)

Lici Fansler \$1,066.67
 Ted Kelly \$1071.67
 Lou Baldwin \$1,000
 Ruth Hudspeth \$725
 Paul McGill \$500
 Julie Poplin \$266.67
 Clarence Williams \$245
 Nancy Gould \$227
 Gloria Duckworth \$225
 Phil Johnson \$250
 Tom Johnson \$250

Contributions are not deductible for income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. You may contribute more or less than the suggested amount. You may refuse to contribute without reprisal and the National Association of REALTORS® or any of its state associations or local boards will not favor or disfavor any member because of the amount contributed. 70% of each contribution is used by your state PAC to support state and local political candidates. Until your state PAC reaches its RPAC goal 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a; after the state PAC reaches its RPAC goal it may elect to retain your entire contribution for use in supporting state and local candidates.



RCA Update

Upcoming Events:

- **Tuesday, September 22nd** The Greensboro REALTORS® Association will host a Casino Night with all profits to benefit Victory Junction Camp. Please watch for additional information as the date gets closer.



Mayor Allen Joines visited with the RCA membership at their April breakfast Meeting.

Phil Says: Stay Phit



Monthly tip on staying healthy to help you keep your insurance cost down and live a

Try these tips to enjoy outdoor living, gardening, and hiking despite your allergies

- Thick of It:** Is the grass getting high? Wear a mask if you're mowing. Nothing fancy -- an inexpensive painter's mask works fine.
- High and Dry:** Pollen counts are highest on hot, dry, windy days. Check the forecast before making plans.
- Good Scents, Bad Sense:** Allergic to [insect stings](#)? Don't wear scented deodorants, perfumes, shampoos, or hair products. Carry an epi pen when hiking.
- Orange or Red Alert?** Skip outdoor exercise. High pollution levels make allergens even more potent.
- Born to Run?** Move the morning jog (or walk) to evening. Peak pollen and mold time is 5 a.m. to 10 a.m.
- Soothe the Itch:** Relief itching from poison ivy, oak, or sumac. Put wet compresses on the rash. Calamine lotion or [antihistamine](#) pills also help.
- Got Sunglasses?** Don't forget to wear them. Shades keep pollen out of eyes -- plus they protect against harmful UV rays.
- Checking In:** Does a quick jog or a bike ride leave you wheezing and sneezing? Before heading out, check pollen counts. Or join a gym.
- Poison Plant Smarts:** Don't let your pets run in wooded areas near poison ivy, [poison oak](#), or sumac. They can carry the oil home on their fur.
- Preemptive Attack:** Next year, get the jump on allergies. Start allergy medications a few weeks before pollen season starts.
- Back-Up Plan:** Warm, breezy mornings have the highest pollen counts. Cool, rainy days have the lowest. If you love the outdoors, plan your days.
- Ragweed Alert:** If you're allergic to spring pollens, you're likely sensitive to ragweed in the fall. Ragweed flourishes this time of year.
- Just Do It:** Love hiking, golfing, biking? Don't let allergies control your life. See an allergist. Treatment makes all the difference.
- Weather Alert:** When a thunderstorm rolls through, prepare for an allergy attack. The wind stirs up mold spores and tiny pollen particles.
- Rake It In?** If you're [allergic to mold](#), avoid raking leaves -- or wear a mask. Store firewood outside.
- Shower With Love:** Pets bring pollen indoors. It's best to hose down the dog before letting him inside.
- Pollen Patrol:** At the end of the day, a spritz of saline spray clears pollen from nasal lining -- so you breathe easier.
- Drizzly Days:** On cool rainy days, pollen count is lowest. Dress right for the drizzle -- and enjoy your run or walk. What's a little rain?
- Bundle Up:** Cold air can irritate sensitive airways. If you're exercising outdoors on a cold day, cover your mouth and nose with a scarf.
- Face Mask:** If you run, put a bandana over your nose and mouth. Wear goggles. This protects lungs and eyes from allergens.



From The Home Inspector

From the Radon Mitigator, proud affiliate of:



In this issue I will try to address a couple of common questions with Radon and the Real-estate transaction. These as well as other concerns with testing will be discussed @ the Joint REALTOR@Home Inspector Committee meeting the third Tuesday in May.

- **Is radon really a health risk? I've heard it is a scam!**

Yes, radon is a Class A carcinogen, which means it is known to cause cancer in humans. It is the second leading cause of lung cancer after smoking, and results in approximately 21,000 lung cancer deaths in the United States each year. Not everyone who breathes radon will develop lung cancer. Your risk is determined by such things as how much radon is in your home (and/or workplace, school, or other indoor environment); the amount of time you spend in your home (and/or workplace, school, or other indoor environment); and whether you smoke or have ever smoked. The longer you are exposed, the higher the radon level equals the greater the risk.

- **A Home Inspector tested my home for Radon and found it to be 4.5 pCi/l. This is just slightly above the EPA remediation action level and my home tested at 3 pCi/l just three years earlier. Why is this?**

Many things can affect the Radon levels in a home. One very common reason is that if your house was tested before November of 2006 it may have been tested by a slightly different protocol. Pre-November of 2006 many homes were not tested in basements. This was because the protocol said to test in the lowest area of the home that didn't have to be remodeled or finished to live in. The EPA Testing protocol revision in November of 2006 has everyone test on the lowest level of a home that the occupant can use regularly whether it is finished or unfinished.

Another reason could be that recent construction to your home or an adjacent home and has capped more ground surface area around you. This would have blocked Radon gas from escaping to atmosphere and possibly increased the entry to your home. Radon is an inert gas that means it doesn't readily mix with other substances, so it is trying to vent to the outside. Your home could be the easier escape route if the ground around you has been covered.

There could be many more possibilities but the only way you will know is to test your home every couple of years.

- **If I find/fix a radon problem, will I have a hard time selling my home?**

There is always a possibility that a future buyer may be confused about radon and view a mitigation system as a bad thing. However, with positive marketing, a radon mitigation system can be a selling point. Other homes in the area may also have radon problems and the fact that a radon mitigation system already installed can be a selling point knowing that the problem has already been identified and corrected.

- **Do Radon testers and Mitigators have to be licensed?**

North Carolina does not require a Mitigator or Tester to be licensed. It is advisable however that they be at least certified by one of the following organizations. This will assure your client that the person performing the work has been trained to follow proper standards and procedures to attain the correct Radon readings and/or reduction of elevated radon levels within the home.

National Environmental Health Association <http://www.radongas.org/>
National Radon Safety Board <http://www.nrsb.org/>

You should always inquire that the person or firm you are dealing with for your Radon services is fully insured, to include General liability, Errors and Omissions and Workers Compensation. As an added benefit I also carry a pollution rider as Radon is considered hazardous waste.

- **If I find a radon problem, what next? (Can it be fixed? Who does this kind of work? What does it cost? What do they do to fix a radon problem?)**

Elevated radon levels can be reduced, but first you should confirm that you really have a problem by conducting follow-up measurements. When a problem has been confirmed, you may want to hire a professional radon mitigation contractor to help you reduce the levels. (Radon mitigation contractors are not licensed in North Carolina, but you are encouraged to use an individual who is certified by the National Environmental Health Association or the National Radon Safety Board.

Occasionally, when the radon levels are fairly close to the guideline of 4 picocuries per liter (4 pCi/l), caulking and sealing radon entry points may be enough to bring the radon down to acceptable levels. However, caulking and sealing does not always provide the reduction you need, and it is seldom a long-term solution to a real radon problem. In most cases, a professional contractor would install a sub-slab depressurization (SSD) system and provide a guarantee of levels below 4 pCi/l. (There are other methods, but SSD is the most common technique used in North Carolina.) The SSD system utilizes a vent pipe and fan to reduce the pressure under your slab (or a vapor barrier in your crawl-space), exhausting radon and other soil gases above the eave of the roof so it can be quickly diluted by the atmosphere.

The cost of a radon mitigation system in North Carolina can vary significantly depending on where you are in the state and who you hire. A typical range in price would be \$1500-\$2400.

Should you need more info Please contact Mark Sheets, Sheets Radon Reduction (336) 767 - 4123, msheets_1@yahoo.com or Mark@PIATriad.com.

More information can also be obtained by contacting one of our associates at:

www.PIATRIAD.com

Proud Members of:

PROFESSIONAL INSPECTION ASSOCIATES

“we’ve got friends in crawl spaces”

NCAR REALTOR® Partner Highlight:

Office DEPOT®

REALTOR® Partner Discount Program

10% off average on most Retail Store Items
(Excluding furniture, business machines/ computers)

Copy and Print Discounts

\$0.02 Black and White Copies

\$0.37 **COLOR** Copies

Up to 35% off on other copy/print services!!

SIGN UP TODAY!

Log-in to www.ncrealtors.org with your member ID, click REALTOR® Partners
OR

Visit: https://odams.officedepot.com/registrations/ncar_welcome.php

Questions? Contact Kristin Miller with NCAR at 800-443-9956 or contact Rochal Blackwell with Office Depot at rochal.blackwell@officedepot.com



**MANAGING
BUYERS'
EXPECTATIONS**



**APRIL 16, 2009
LUNCH & LEARN**



Speakers: Steve Culler, Monte White & Michael Ryden



Door Prize
Winners



R: Tina Lien
& Dianne
Ramano

L: Pauline
Leggatt &
Gloria
Wommack



**SPONSORED
By:**



Keller Williams Realty
1540 Westbrook Plaza Drive
Winston-Salem, NC 27103



WSRAR Membership Development brings value-added programs to our members.



Easter Egg Hunt-April 9, 2009

REALTORS® Help Build Strong Communities



2009 Community Service Committee



Brought To You By The:



Education Series Part 1

Thursday, April 23, 2009

An Open Discussion on Preparing for a Home Inspection



Bill Dillon, Josh Greer, John Guy, Marion Peoples, Ferrell Clay, Julie Poplin, Andy Hilton & Jeff Payne

Bill Dillon & Becky Hutchison



Bryon East, Marie Love, Millard Hodge



L: Crickett Choplin with BB&T and Steve McSwain

R: Julia Grubaugh and Pauline Leggatt



Sponsored By:



Best Bank In Town
Since 1872

BB&T Mortgage
Crickett Choplin
336-733-0405



WSRAR Membership Development brings value-added programs to our members.



19th Annual



Tee Off Against Child Abuse

Thursday, June 18, 2009

All tournament proceeds benefit:

Exchange Club Child Abuse
Prevention Center of North Carolina



500 W. Northwest Boulevard
Winston-Salem, N.C. 27105
336-748-9028, FAX 748-9036

www.teeoffagainstchildabuse.com

Proudly Presented By:

Winston-Salem Regional Association
of REALTORS®

& The
Winston-Salem Mortgage Lenders
Association



2009 Sponsorship Opportunities:

Golf Hat Sponsor	\$2,000	Breakfast Sponsor-(1)	\$700
<ul style="list-style-type: none"> Company name & logo on visor Company name on sponsor board Two players (2) to compete in tournament 		<ul style="list-style-type: none"> Company will host the Continental Breakfast with appropriate signage Company name on sponsor board Two players (2) to compete in tournament 	
Course Sponsorship-	\$1,000	Putt for Cash	\$500
<ul style="list-style-type: none"> Specific Course signage Company name and logo on sponsor board Name on Scorecard (1)-Four player team 	SOLD	<ul style="list-style-type: none"> Sign at the putting green Company name on sponsor board One (1) player to compete in tournament 	SOLD
19th Hole Sponsor-(1)	\$1,000-\$1,500*	Beverage Cart Sponsor	\$475
<ul style="list-style-type: none"> Location of golfer fellowship after tournament Signage or Banner to be hung at 19th Hole location throughout the day (1)-Four player team 		<ul style="list-style-type: none"> Sign with company name on cart Company name on sponsor board One (1) player to compete in tournament 	SOLD
Lunch/Beverage Tent Sponsor-(2)	\$1,000	Ice Sponsorship (1)	\$400
<ul style="list-style-type: none"> Tent location on the course Company name and logo on box lunches Banner at the pick up/beverage location Company name and logo on sponsor board 		<ul style="list-style-type: none"> Company name on ice chest & sign Company name on sponsor board One (1) player to compete in tournament 	
Guardian Sponsor-(Unlimited)	\$1,000	Longest Drive Sponsor	\$300
<ul style="list-style-type: none"> Company will be recognized as a special contributor of the event Opportunity to display your company banner Company name and logo on sponsor board (1)-Four player team 		<ul style="list-style-type: none"> Sign with company name on the course at the long drive hole Company name on sponsor board One (1) player to compete in tournament 	SOLD
Golf Ball Sponsor-(1)	\$1,000	Hole Sponsor-(Unlimited)	\$275
<ul style="list-style-type: none"> Company name and logo on golf ball in the gift pack On-course signage Company name on sponsor board Two players (2) to compete in tournament 		<ul style="list-style-type: none"> Sign with company name at your hole Company name on sponsor board One (1) player to compete in tournament 	
Cooler Sponsor-(1)	\$875	Hole Sponsor-NO PLAYER (Unlimited)	\$200
<ul style="list-style-type: none"> Company name on a collapsible cooler distributed to participants Sign with company name and logo on course Company name on sponsor board One (1) player to compete in tournament 		<ul style="list-style-type: none"> Sign with company name at your hole Company name on sponsor board 	
		Hope Sponsor-(Unlimited)	\$100
		<ul style="list-style-type: none"> Every year in NC, children die from child abuse. Honor their memory and the hope for a better future for all children. 	

**All sponsors are encouraged to supply promotional items for golfer goody bags. Items must be provided to WSRAR no later than June 10th.*

2009 Player Opportunities:

Individual Player-(288)	\$85	Team Discount: \$320	\$340
<ul style="list-style-type: none"> One (1) player to compete 		<ul style="list-style-type: none"> Four (4) players to compete 	

Turn over for more tournament details

Entry form and checks MUST be submitted before June 8, 2009

Name: _____

Company Name: _____

Address: _____

City: _____

State: _____ Zip: _____

Home Phone: _____

Business Phone: _____

E-Mail: _____

My Playing Partners are:

1. _____

2. _____

3. _____

Please pair me with a team yes no

Sponsor Level: _____ or

Number of Players: _____

Return Entry form and make check payable to:

Tee Off Against Child Abuse —195 Executive Park Boulevard —Winston-Salem, NC 27103

Questions about the tournament:

Contact Heather Miller at (336) 768-5560 phone / (336) 768-7295 fax, or email at hmill@wsrar.com

www.teeoffagainstchildabuse.com



Continuing Education

WINSTON-SALEM REGIONAL ASSOCIATION OF REALTORS®, INC.
(SPONSOR #1037)

ALL COURSES ARE NC REAL ESTATE COMMISSION
APPROVED FOR CONTINUING EDUCATION

2008-2009 Update and Elective Courses – 4 hours credit per course

DATE	COURSE	TIME	PLACE	INSTRUCTOR	COURSE #
May 21	Update	8:30 am-12:30 pm	LJVMC	Vicki Ferneyhough	9909
May 21	BICAR ELECTIVE ONLY BIC'S WILL RECEIVE CREDIT FOR THIS COURSE	2:00 pm - 6:00 pm	LJVMC	Vicki Ferneyhough	2011
June 6	Update	8:30 am-12:30 pm	LJVMC	Tom Mahlum	9909
June 6	1031 Tax Free Exchange	2:00 pm - 6:00 pm	LJVMC	Tom Mahlum	2230

Please visit <http://www.wsrar.com/2009%20Documents/2008-2009%20CE.pdf>
for a Continuing Education Registration Form.



Residential Elective Course

June 3, 2009

For more information and the registration form, please see page 15 of the newsletter!

CANCELLATION POLICY:

NO REFUNDS are available for C/E courses sponsored by the Winston-Salem Regional Association of REALTORS®. We will apply funds to another Winston-Salem Regional Association of REALTORS® C/E course within the current licensing year if written notice is received no later than three (3) business days prior to the scheduled course.



REAL ESTATE TODAY

The Voice for Real Estate®

Realty Bite

*Real Estate Today
is everything you
need to know about
owning a home.*

Introducing – Real Estate Today

Real Estate Today is the two-hour weekend program that opens doors for buyers and sellers.

Hosted by award-winning broadcaster Gil Gross, the program delivers everything you need to know about your home, from buying and selling tips and financing issues, to home improvements and other value enhancements, to the current state of the local real estate market.

It's fast paced and fact packed with experts, interviews, call-ins, and field reports... even a local market conditions segment.

Real Estate Today is backed by the unparalleled credibility and resources of THE NATIONAL ASSOCIATION OF REALTORS®.



1520^{AM}
Our HOMETOWN
SOURCE
WDSL
1520wds1.com

Sunday's
12:00-2:00 pm

1520 WDSL

Our Hometown Source

130 NC HWY 801 South, Advance, NC 27006

Office 336.998.5747 Fax 704.873.6921

www.1520WDSL.com

Gil Gross, Host

Gil Gross is an award winning radio journalist who has reported the news to millions of Americans and interviewed pop culture icons and heads-of-state alike.

In addition to hosting Real Estate Today, Gil shares his broad knowledge of local, national, and international issues weekday afternoons with listeners across the Bay Area on San Francisco's legendary KGO AM 810. As a newsman and humorist he has also combined his talents as Paul Harvey's chief substitute at ABC and as the main substitute for Charles Osgood at CBS.

A journalist for more than three decades, Gil became the youngest anchorman in ABC News history at age 23. All the while he worked as morning news anchor on WLS Chicago. He went on to win a string of investigative and journalism awards for international reporting covering major events of our time from 9/11 to the War in Iraq.

He has worked at iconic New York radio stations such as WABC, WCBS, WOR, and hosted his own national program for a number of years on CBS Radio.

Gil lives with his wife, actress-singer Rhoda Bodzin, and their son, Spencer Darrow Gross, three cats and an ever-growing collection of over ten thousand LPs and CDs.



GIL GROSS, HOST
REAL ESTATE TODAY



**Sunday's
12:00-2:00 pm**

For Advertising Opportunities Click Here:

<http://www.wsra.com/2009%20Documents/1520%20WDSL%20REAL%20ESTATE%20TODAY%20Opportunities.pdf>

1520 WDSL

Our Hometown Source

130 NC HWY 801 South, Advance, NC 27006

Office 336.998.5747

Fax 704.873.6921

www.1520WDSL.com



gopro!

The rules of business are changing, especially in the real estate industry. **NAR's e-PRO® Certification Program** is designed to help REALTORS® thrive in the exciting and rewarding world of online real estate.

The Program provides the insight needed for you to remain at the forefront of the online real estate industry.

Learn:

- Options and requirements to Get Connected
- Best practices for e-mail communication and online marketing
- How to create and maintain your Internet Marketing and Practices Plan

Plus:

- Connect with an Online Community and Nationwide Referral Network
- Earn CE credit (available in several states)
- You have six months to complete the course, at your own pace, wherever and whenever you choose



Randall Fullerton
e-PRO

Don't miss this FREE e-PRO® Workshop presented by Certified e-PRO® Trainer Randall Fullerton. Randall is a small business owner who specializes in IT services and consulting to small businesses and the Real Estate market. At this workshop, Randall will give you a number of technology tips you can put to use right away to help differentiate yourself from the competition.

e-PRO® | connect:compete

Date: Wednesday, June 10, 2009

Time: 1:30 PM to 3:00 PM

Location: Winston-Salem Regional Association of REALTORS®

Address: 195 Executive Park Blvd., Winston Salem, NC 27103

Register Now! Seating is Limited!

To register, simply visit <http://ePROworkshop.InternetCrusade.com> or call toll free 1-866-ePRONAR (1-866-377-6627).

e-PRO® is also recognized for elective credit in the designation requirements for:





Triad MLS Training Tempo™ Classes & Training Schedule

Each Monday (except holidays)

9:00 a.m. – 1:00 p.m. - Basic Training (Required class, now includes CMA and Realist)

1:30 p.m. – 2:00 p.m.- Add/Edit

Triad MLS registration process for training classes: When new members receive their email from Triad MLS containing their username and password, they will be advised to either email or fax Triad MLS to register for a training class. We hope this registration process will make things easier for new members and prevent anyone from being turned away from a full class. If you would like further information about this policy, please see the Tempo Welcome Screen or call Triad MLS at (336) 841-1337.

Triad MLS will conduct advanced Tempo Training Classes once a month going forward. They will schedule these classes on a middle Wednesday of every month starting in November. This class encompasses Reports (Hot Sheets, Statistics and Agent Reports), Prospecting (Detailed usage of Prospecting including the Client Gateway), and CMA Wizard including CMA History reports). A minimum of 5 persons is required to hold the class.

DIRECTIONS: From Winston-Salem on I-40: I-40 East to Exit # 210 at NC HWY 68/PTI Airport, turn right at the exit ramp light onto NC HWY 68 going south towards High Point, go straight through 3 Traffic Lights and turn left on to Piedmont Parkway/Clinard Farm Road. Then, make an immediate right into the parking lot of One Piedmont Center.

Triad Multiple Listing Service, Inc.
4000 Piedmont Parkway
Suite 332
High Point, NC 27265
Telephone: 336-841-1337

e-Professional Edge Newsletter is a publication of the
Winston-Salem Regional Association of REALTORS®

Serving real estate professionals in the Forsyth, Stokes, Davie, and northern Davidson counties