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LORI RHYNARD—ASSOCIATION EXECUTIVE

JULIA GRAHAM—ADMINISTRATIVE ASSISTANT

General Membership Meeting

Mark your calendars to attend our next General Membership Meeting and lunch at the Elks Lodge in Alma on February 18th from 11am to 1pm! The guest speakers will be from the Gratiot Homeless Shelter, Hope House, and we will be asking for donations on their behalf.

CENTRAL MICHIGAN ASSOCIATION OF REALTORS

NEWSLETTER

*Slappy
New Year
2020*

VOLUME 12, ISSUE 1

January 2020

Awards Banquet 2019

JANUARY CALENDAR

1st	
<i>Office Closed (New Years Day)</i>	
6th	
<i>Membership Committee</i>	9am
<i>Professional Standards Committee</i>	10am
<i>Grievance Committee</i>	11am
7th	
<i>Education Committee</i>	9am
9th	
<i>Standard Forms Committee</i>	1pm
13th	
<i>Board of Directors 20/20 Vision</i>	9am
14th	
<i>Board of Directors Meeting</i>	9am
17th	
<i>Legislative/Political Affairs/RPAC Committee</i>	9am
20th	
<i>Finance Committee</i>	1pm
21st	
<i>Events Committee</i>	9am
<i>MLS Advisory Committee</i>	1pm
22nd	
<i>Election Committee</i>	1pm
23rd	
<i>Bylaws/Policies Committee</i>	1pm
27th	
<i>Publicity/Public Relations Committee</i>	9am



THE LITTLE RED BOOK
SAFETY RULES
 — to —
LIVE BY FOR REALTORS®

Making money NEVER overrides common sense and personal safety.

Sheila N., Apple Valley, CA

2020

Leadership

PRESIDENT

Paul Bigard

PRESIDENT ELECT

Shelley Kemmerling

PAST PRESIDENT

Adam Vibber

TREASURER

Jim Parsons

SECRETARY

Melissa Gross

DIRECTORS

Tricia Boerma

Gretchen Meeker

Emma Fuller

Sandra Jeffery

Marci Browne

AFFILIATE

DIRECTOR

Lori Young

Directors Corner

Highlights from the December Board of Directors Meeting:

- Presidents Report—December 2019:

Thank you to all that were involved in putting on the Banquet. It was well attended and a great night. I am encouraged by the attendance and the feel of the evening that our association is in a great place! Thank you to all that attended and congrats again to the many award winners!

For those who didn't make it, you missed my speech at the end, and I won't repeat it now except for the Thanks. Thank you to all my fellow board members for all you've done throughout the year. Thank you to Lori and Holly for everything you've done to help me and what you've done for the Association. Thank you to all of the Committee Chairs and all that participated in a committee this year. You are all the why and how our Association functions. And thank you to my office for helping to cover me at times so I could be where I needed to be.

The experience of what I learned and the relationships I built during my year as President far exceeded my expectations. For those who have felt they don't have the time to be involved, you're likely right, but get involved anyway. The reward is far greater than the time invested. There was a common theme during the night from the award winners and those that were celebrating many years of service. "Get involved, Stay involved".

Paul Bigard, we look to you now my friend, lead us well!

- ◆ The board voted to approve final changes to a new Vacant Land Buy/Sell Agreement that was proposed by Larry Bean.
- ◆ AE Lori Rhynard reported that the date for the Pro Standards Day has been set for January 28, 2020
- ◆ The board voted to approve sending AE Lori Rhynard and President Paul Bigard to Achieve in Ann Arbor. Shelley Kemmerling will attend if Paul Bigard is unable to attend.
- ◆ 20/20 Vision Day is scheduled for January 13, 2020 at Bucks Run, Mt. Pleasant, MI.
- ◆ Adam Vibber thanked the Board of Directors for a successful year as President.

CMAR Mission Statement

Central Michigan Association Of REALTORS® is dedicated to serving the community by preserving private property rights and providing educational, ethical, and professional services while holding the REALTOR® to a high standard of accountability.

COMMITTEE HIGHLIGHTS

Education Committee

For the February GMM-Michelyn will handle the scheduling at the Elks Lodge for February 18, 2020. This will be a lunch meeting. The speakers will be from the Gratiot Homeless Shelter, Hope House.

Discussion about education opportunities for 2020:

Jack Waller will be holding a 6 hour legal Con Ed class on March 13, 2020. The cost is \$45 and members will have the opportunity to get a \$40 credit.

Membership Committee

The entire meeting was discussion about the program for the banquet on Wednesday, December 4, 2019 at Bucks Run.

Greg, Diyonn and Krystal were contacting a few recipients who have not RSVP'd to make sure they knew they were being honored in case they wanted to come.

The rest of the program was discussed, and everyone has a role in the event.

Welcome New Affiliate!

Rick Kleinhans, Mr. Appliance

989-572-0800

HAPPY NEW YEAR
SAVE 25%
ON YOUR ONLINE
REAL ESTATE EDUCATION
PROMO CODE **NEWYEAR**

VALID 1/1 - 1/2 UNTIL 11:59PM CST ON ALL PRODUCTS. OH & MD PRE-LICENSING NOT INCLUDED. PRICES, PROMOTIONS, AND PRODUCTS ARE SUBJECT TO CHANGE WITHOUT NOTICE



Toys for Tots 2019



Current offer valid from January 1st-15th

YOUR ACTION:

Log in to the Commitment to Excellence (C2EX) Website and take an assessment

YOUR REWARD:

The Little Black Book: Relationship Rules to Live By for Realtors

[View Reward at mvp.realtor.org](http://mvp.realtor.org)



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MR Legal Lines – Question of the Month

With the help of McClelland & Anderson, we are taking the most recently asked questions from our legal hotline and putting them in E-news. We will be featuring a different question each issue.

QUESTION:

I am a licensed agent, and I will be out of town for one week on vacation. One of my buyers wants to see a home while I'm out of town. Would it be legal for my unlicensed assistant to arrange to accompany by buyer-client on a tour of the home? My assistant would not write an offer or even attempt to answer any questions about the home during the showing.

ANSWER:

NO. Historically, DLARA has taken the position that only licensed agents can show property.

For more Legal Q&A, visit <http://www.mirealtors.com/Legal-Resources>

AE Report

Excerpt from the December Report:

November was the month for all the banquet preparations. The Membership Committee met early and picked the award winners. The awards and gifts were then ordered, and we went to work on the program and registering the attendees. Speeches were written and all the details fine-tuned.

The results were well worth it. I hope that you were able to attend this year. I have not heard a single negative about the evening. The venue and the food, the attendance and the toys, the awards and the speeches were all top notch. We had a good year, worth celebrating.

Adam has done a fine job as President and I think we've had a little fun along the way. Sad to see him done, but looking forward to our next President, Paul. I think he might have some surprises up his sleeve.

I hope everyone takes advantage of this slower time of the year. May the peace of the Christmas season surround you all!

CMAR MONTH SALES COMPARISONS

	December 2018	December 2019
Units Sold	65	88
Average Sale	\$110,772	\$126,327
Total	\$7,958,439	\$11,116,776

4RTH QUARTER COMPARISONS

	Oct-Dec 2018	Oct-Dec 2019
Units Sold	250	288
Average Sale	\$122,405	\$129,358
Total	\$30,601,385	\$37,255,104



COMMERCIAL BANK

www.commercial-bank.com



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