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GENERAL MEMBERSHIP MEETING

Picnic in the Park

June 21, Wright Avenue Park in Alma

**Lansing Legislature Changes
 and how it's affecting Michigan Real Estate**

MAR Guest Speakers **Rob Campau** and **Brad Ward**

3:30 Meeting 4:30 BBQ

Dessert Contest! Bring in your favorite dessert and see if it's chosen to be the best!

Bring you lawn chair and any lawn games you might have for a relaxing afternoon of networking and socializing



CENTRAL MICHIGAN ASSOCIATION OF REALTORS®

CENTRAL DISPATCH

From our new **FaceBook** page...

Check out CMAR's BLOG

Have you checked out our new BLOG yet!? Use the link below to do so, and be sure to leave us a comment on the Blog with what you would like to see posted there!

[Http://cmiar.blogspot.com](http://cmiar.blogspot.com)

Are You Our Friend?

Don't forget to friend us on FaceBook and "like" our CMAR page in order to get up-to-date, interactive information on mid-Michigan realty news!



www.facebook.com/cmiar

2010-2011 LEADERSHIP

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Maggie Murphy

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JUNE EVENTS

June 1st

Forms Meeting in Alma

3:00pm

June 7th

Tools for Success

1:00pm

June 9th

Legislative Meeting

9:00am

June 10th

PR Committee

9:00am

June 14th

Board of Directors

8:30am

June 16th

Golf Meeting

8:30am

June 21st

Equal Opportunity Meeting

1:30pm

Gen. Membership Meeting Picnic in Alma

3:30pm

(Association office will close at 3:00pm)

June 28th

MLS Committee

9:00am



WELCOME ABOARD

A warm welcome to our New Members

Tina Marie Alwood, Century 21 Bowerman/Peake

David Hart, Century 21 Bowerman/Peake

Kal Cotter, The Douglas Day Property Group

Michael Ward, Broadway Realty

WELCOME BACK

Donna Kolar, American Dream Properties



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SALES COMPARISONS

	<u>May 2010</u>	<u>May 2011</u>
Units Sold	94	68
Average Sale	\$80,308	\$95,394
Total	\$7,548,996	\$6,486,797



REALTORS®
P o l i t i c a l
A c t i o n
Committee

Your Best Investment In Real Estate

What do they do?

Represent Michigan REALTORS in Lansing and all REALTORS in Washington, DC to protect our interest

Who is RPAC?

REALTORS Political Action Committee and it supports candidates who support the Real Estate Industry.

Why do we need them?

Having a PAC makes REALTORS a player in the political process. NAR wants to be at the table when bills are introduced that effect the Real Estate industry and the way you conduct your business. RPAC helps to open doors and encourages lawmakers to keep an open mind about our issues. RPAC is also an advocate for home ownership.

When can you contribute to RPAC?

RPAC donations can be made all year long. You can make a donation during dues renewal or make a pledge and make payments throughout the year.

MAR UPDATE

WALL LICENSE LEGISLATION

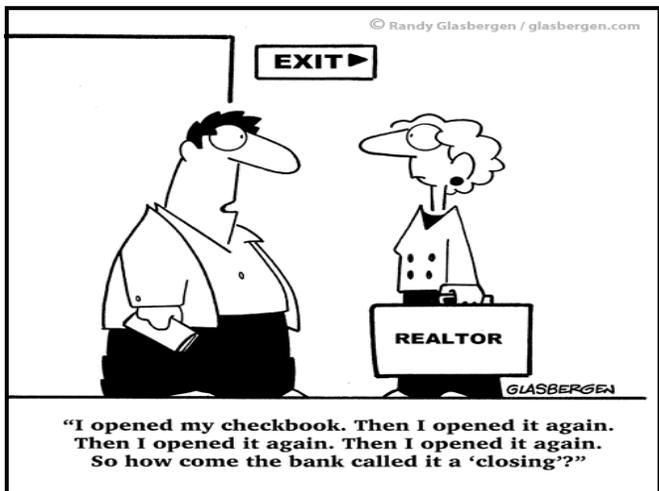
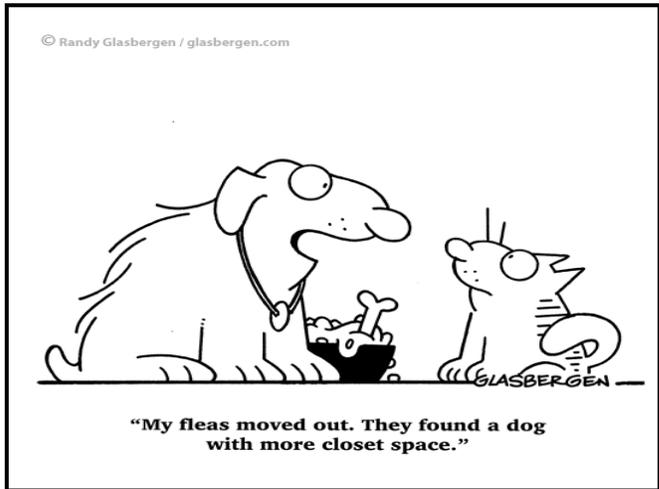
The Senate has passed legislation eliminating the requirement for Wall Licenses. Representative Nancy Jenkins (R-Dover Twp) sponsored House Bill 4113, which is the next step in the progression of licensing standards and keeping up with today's technology.

Currently, the Occupational Code requires a real estate broker to display his or her broker's license and the license of each real estate salesperson that he or she employs. Nowadays, people will rarely go into an office off the street to verify that their broker or agent is licensed.

The MAR has been working with the Licensing and Regulatory Affairs (LARA, formerly DELEG) on this issue over the last few years in keeping licensing and regulation codes up to date. Pocket ID cards are available for all new agents through LARA that have their licensing information on the card. It is our hope that this change is the first step in utilizing technology to streamline licensing requirements for all REALTORS®. The bill is also on its way to the Governor's desk for his signature. We appreciate the hard work of Representative Jenkins for introducing this legislation and look forward to seeing this bill become law.



JUST FOR LAUGHS



**CONVENTION
& EXPO**
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REALTORS®
2011
grand rapids

September 28th - 30th

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Home Builders Association
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Great Links

Be sure to bookmark these useful links listed below

National Organization of REALTORS

www.realtor.org

Michigan Association of REALTORS

www.mirealtors.com

Paragon 5 Mobile

cmiar.mobile.paragonrels.com

CMAR On-line CE Classes

cmiar.theceshop.com

Michigan Real Estate Commission

michigan.gov/lara

CMAR FaceBook

facebook.com/cmiar

CMAR Blog

cmiar.blogspot.com



Just for Fun

Somewhere hidden in this newsletter is a hidden "Sold" sign. Similar to *Where's Waldo?* This image has been shrunk down and strategically placed amongst the exciting information we have listed through our monthly newsletter. Can you find it?

This week's **SOLD** image looks like this...



Good luck and happy searching!

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



Go to the CE Shop link on Paragon homepage or www.cmiar.com to start your Con Ed session.

** CMAR will be holding a 6 hour CE class October 4th in Mt Pleasant.
Mark the Date.



New MAR Podcast - June Part 1
Mackinac Policy Conference

Principal Residence Proration

Run time: 3:46

Watch the video or listen to the podcast here:

<http://www.mirealtors.com/content/podcast.htm>

Watch on the MAR YouTube Channel:

<http://www.youtube.com/watch?v=AT3lzvEUwno>

"No Problem" is Apparently a Big Problem!

By Nancy Friedman, the Telephone Doctor

We hear what bugs people a lot - and often. One of the most common comments we've heard recently is when we are told "no problem" from those serving us on the phone or in person. Instead of a genuine "thank you" or something else that might be more appropriate, there are those who insist on saying "no problem."

When a customer is asking for something, we are hearing that the general public would rather hear, "I'll be happy to get that for you" instead of "no problem."

Did you ever wonder where the expression "no problem" came from?

Ever been on a cruise? Well if you have, you know that if you wanted 6 more desserts, the waiter will tell you, "No problem." In fact, everyone seems to be saying "no problem" everywhere on the ship for just about everything.

And when you come down to it, it's not a terrible thing to say to someone. And there are those that don't find it offensive; however, it seems as though there are many more who do! It's not a dirty word. It's not a swear word. It is, however, shall we say, an inappropriate word. It started in the islands and made its way to our country.

So today we're concentrating on eliminating "no problem" and share a few other phrases that are more "customer friendly." Let's try using words that turn people on instead of turning them off.

Example: The other day in a restaurant I asked for some water without ice. And I got the old, "No problem." The person with me said, "Why would getting you water without ice be a problem?" I was used to the expression so I hadn't given it too much thought.

Yes, I thought a more appropriate answer to my request for water with no ice might have been, "Certainly. I will get that for you." Or even mirroring my request like, "Water no ice? My pleasure."

In our recent Friendly Voice newsletter, we asked for our readers random thoughts. We received hundreds of emails offering their random thoughts and "no problem" really bugged them.

So when you are tempted to offer up a "no problem," it's best you remember the public would like a genuine and simple "thank you."

Now why is that a problem? LOL!