



Impact



Doug Hardy
NOCBOR President

At our last membership meeting we omitted the Invocation and the Pledge of Allegiance due to complaints that Pat Jacobs received about the Invocation. Fortunately everyone spontaneously stood and said the Pledge which was nice to see. Since that meeting we received resounding support to re-institute both and we have decided to do that and will indicate to our members that disagree with this policy that they may arrive 5 minutes after the start of the meeting so they do not have to participate in our show of support to our country.

I have had three life changing events in my life. The loss of my mother and the birth of my daughter are the two events that "changed" my charter on life. The third event is detailed below -

A few years ago I was afforded the opportunity to spend 24 hours on the USS Eisenhower as a distinguished visitor. Ten of my peers from around the country were included on this trip. We visited the carrier when it was about 250 miles from Norfolk, VA as the carrier battle group was doing its last work up prior to deployment to the Persian Gulf. We landed on the carrier in a C-2 landing via arresting cable (108mph to 0 mph in 2 seconds) and took off via catapult (0 mph to 130 mph in 3 seconds). There is no way that photos or words on a page can describe what 10 men saw in this 24 hour period.

This was the most amazing 24 hour period of my life. I only wish each and every American could witness what we witnessed and learn what we learned.

Words cannot begin to describe the respect I now have for the military and how almost childish some of our concerns are. The theme was consistent and resolute throughout the ship...one goal, one team. Each person from the paint chipping petty officer to the strike group's admiral all said the same thing. If we do our jobs to the best of our ability we will achieve our mission and each truly believed in their job. One of the guards that checked our ID's knew I was from Michigan because he had inspected the guest list earlier. Although he lived hundreds of miles from me he was so excited to talk to someone from his home state - it was like we were neighbors; for five minutes we spoke of fishing and bird hunting. For those five minutes he was home. As the 24 hours on the Eisenhower progressed my perspective continued to shift.

I watch the specials on aircraft carriers all the time on the Discovery Channel - I have always been in awe of the planes and the power of the carrier. But I never focused on the crew or more specifically the individuals that made up the crew. Those individuals impacted my life forever. We were in the ready room of one of the squadrons and one of the pilots was briefing us on their mission. It was just like in the movies, big comfy chairs, neat jumpsuits and patches....but as I looked around the room I noticed their bulletin board on the wall and they were looking for a motto for their upcoming cruise. One of the possible choices was "*Why miss one holiday when you can miss them all.*"

Their motto applies to the entire ship. These young men, average crew age was 21, miss holidays, births, deaths, first words, first steps, graduations, birthdays and every event we take for granted with no waiver or loss of focus on their task. There

was never a complaint heard, never a uniform out of place, never a variation from the goal of doing the best job that they can. The pilots respect their mechanics because each flight hour requires 70 man hours of maintenance and the list goes on and on.

As the Command Master Chief spoke to us at breakfast about his passion to get the most out of his new recruits personally and professionally and as Admiral Al Myers spoke to us about the three tiers of his responsibility I mentally took enough notes to last a lifetime. I am certain I can apply these concepts to my business and my personal life.

When I arrived home I looked at my family differently. I had tears in my eyes just holding my daughter and putting her to sleep, because that is something that each person on that ship doesn't get to do each day. They don't get to do all those things that have become invisible to us. That is what I respect each person on that ship and in the military for - the sacrifices that have become invisible to us.

I could go on for hours about this trip with story after story but words cannot describe the effect that those 24 hours had on the 10 of us. Their sacrifices will never be invisible to us.

I now have new perspectives on all aspects of my life - personally and professionally because of my time spent on "IKE".

Let's all try to keep our business in perspective and be thankful for all those that sacrifice so we may enjoy our freedom to pursue whatever career we choose - and thank you all for clearly supporting our tradition at the start of our meetings.

Doug Hardy, President
Century 21 Today
248-855-2000
dhardy@century21today.com



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 www.nocbor.com

MISSION STATEMENT

The purpose of the North Oakland County Board of REALTORS® is to enhance the ability and opportunity of its members to conduct their business successfully and ethically, and to promote the preservation of the right to own, transfer and use real property.

Board of Directors
April, 2011

MOTION CARRIED to approve for membership one (1) Primary Designated (1) Secondary Designated REALTOR®; fifty-four (54) Primary REALTORS® and one (1) Affiliate member.

MOTION CARRIED to authorize NOCBOR President to sign third-party data sharing agreement letter, as drafted, and deliver the same to Realcomp.

MOTION CARRIED to approve Realcomp authorization to pursue the pricing of the electronic lockbox system.

MOTION CARRIED to rescind the previous Motion that NOCBOR investigate the sale of 4400 W. Walton and further, select (5) five buildings which would be appropriate for potential purchase.

MOTION CARRIED to allocate the sum of up to \$40,000 for renovations of the Board office, including the entire reception area, two restrooms, two offices and painting of meeting room.

MOTION CARRIED not to support NAR's proposed dues increase during the Mid-Year meeting in Washington, D.C.

Board of Directors
May, 2011

MOTION CARRIED to approve for membership one (1) Secondary Designated REALTOR®; thirty-four (34) Primary REALTORS® and one (1) Affiliate member.

In Memoriam

Dale Bills, beloved son of **Aletha Bills** (Times Realty), grandson of **Joe Tersigni** (Times Realty) and half brother **Doug Bills** (KRES Inc. Realty) passed away on April 21, 2011. NOCBOR members, Directors and staff extend their deepest sympathy to the Bills and Tersigni families.

The North Oakland County Board of REALTORS® extends sympathy to the family and friends of **Angelena Braxton** (Century 21 MJL), whose father passed away on May 10, 2011.

"New Members"

Primary Designated REALTOR®
Robert Barnes, Real Estate Professionals of MI

Secondary Designated REALTORS®
Edward Bowen, Sr., Edward Bowen & Assoc
Charles Reaume, Century 21 AAA North

Primary REALTOR®
Brenda Ackerman, Keller Williams Realty
William Anderson, CB Weir Manuel
Andrew Barnes, Real Estate Professionals
Richard Bartus, Century 21 Town & Country
Alice Brady, Keller Williams Realty
Maxine Chernow, Real Estate Professionals
Marion Christensen, Real Living Cranbrook
Andrew Cool, Prudential Great Lakes
Cambyl Davis, Community Choice Realty
Linden Dawson, Real Estate One
Laura Deel, Keller Williams Lakeside
Jodi Dennison, Real Estate Professionals
James Gean, Keller Williams Realty
Anton Gojcaj, Keller Williams Lakeside
Matthew Horn, MI Elite Realty
Sal Kesto, Lighthouse Real Estate Group
Donald Knapke, North Bloomfield Properties
Krista Kollar, American Real Estate Services
Kimberly Liddle, Lakes Area Management Co.
Chad Martin, Coldwell Banker Shooltz
Sara Maynard, Keller Williams Lakeside
David McClain, Keller Williams Lakeside
Tony McGuckin, Real Estate One Professionals
Mark Prinz, Keller Williams Realty
Sheri Rivera, Real Estate One
Kristen Rousseau, Keller Williams Realty
Tracy Slobin, Real Living Cranbrook
Ann Sparks, Willowdale Realty & Investments
Brenda Steffen, Century 21 Town & Country
Jeanette Thompson, Real Estate Professionals
Philip Tsapatoris, Bainbridge Realty
Susan Vaaler, Coast to Coast Management
William West, National Realty Centers
Dan Wicker, Realty Executives Preferred

Affiliate Members
Suzanne Krygier, Mold Experts of Michigan
Donald White, Milmar Financial

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NOCBOR Goes To D.C.



(L-R) Ray O'Neil (Co-Chair NOCBOR Government Affairs); R.W. Watson (NOCBOR President-Elect) and Bill Haviland (Co-Chair NOCBOR Government Affairs)

NOCBOR was well represented during the National Association of REALTORS® Midyear Legislative meetings, May 9-14, by the attendance of **RW Watson** (2011 President-Elect); **Bill Haviland** and **Ray O'Neil** (2011 Co-Chairmen, Government Affairs Committee), who met with Oakland County **Congressman Gary Peters**. Peters discussed issues of concern with representatives from the Michigan Association of REALTORS®, specifically the **'20% Down' Rule** which has stirred a lot of debate across the country!

On Saturday, May 14, 650 NAR Directors voted on the association's **REALTOR® Party Political Survival Initiative**, which is intended to preserve REALTORS® voice on local, state and national policy issues. The NAR annual dues increase, which was approved, will take effect in 2012, is **\$40**. The RPPSI is projected to generate \$195 million in funds and resources for 100% use in local, state and national political campaigns to help REALTORS® compete with corporate dollars already flooding into campaigns at all levels.

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Private Transfer Fees

House Bills 4227 and 4228, which prohibit private transfer fees, have been signed by Governor Snyder. These bills are a preemptive strike on practices that have sprung up in other states that have allowed a private party to collect a fee every time a property is sold in a development, similar to a transfer tax. Private transfer fees serve as an encumbrance upon private property rights. These fees are an excessive restraint on the transferability of property and also prey upon home buyers. With the passage of this legislation, these third-party fees are prohibited before they begin in Michigan. Currently 18 other states have passed legislation prohibiting this practice.

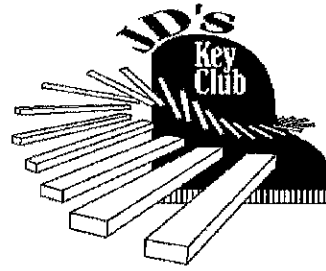


SEAVER TITLE AGENCY

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Camp
forget-me-not



***NORTH OAKLAND COUNTY BOARD OF
REALTORS INVITES YOU.....***

What: A fundraising event for-
Brian's House Hospice
& Grief Camp for Children - Camp Forget Me Not

Where: JD's Key Club Home of the Dueling Pianos
1 North Saginaw Downtown Pontiac
Pontiac Mi 48342

When: Saturday June 4th

Time: 8:30- ?

Cost \$10.00 in advance \$15.00 at the door

Buy your tickets at NOCBOR or call 248-674-4080 for info

Price includes Admission, Reserved Seating, Pizza, Salad

Great Entertainment and Fun with Friends

*25% of our groups bar tab and 100% of the cover charge will
be donated to our featured charities.

See you there! For directions call JD's Key Club at 248-338-7337

Or visit their website at www.jdskeyclub.com

NOCBOR Events

June
July
August

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1 6-10 p.m. Pre License	2	3	4 8:30 p.m. JD's Key Club Charity Benefit
6 6-10 p.m. Pre License	7	8	9 9 a.m. Membership Services	10	11
13 9:30 a.m. Education/Cultural Diversity 11:30 a.m. Gov't Affairs	14 9-11 a.m. Mediation Training 9:30 a.m. Technology	15	16 9:15 a.m. Grievance	17	18
20 10 a.m. Interboard Arbitration	21	22 MREAE Meeting	23	24	25
27	28	29 12:30 p.m. Executive Committee 1:30 p.m. BODs Mtg	30 9:30 a.m. Continuing Education C. Siders	1	2
4 OFFICE CLOSED	5	6	7	8	9
11 9:30 a.m. Education/Cultural Diversity 11:30 a.m. Gov't Affairs	12 9 a.m. Technology	13	14 9 a.m. Membership Services	15	16
18	19	20	21 9 a.m. Golf Outing @ Pine Knob Golf Course	22	23
25	26 9:30 a.m. Continuing Education C. Siders	27 12:30 p.m. Executive Committee 1:30 p.m. BODs' Mtg.	28 9:15 a.m. Grievance	29	30
1 Deadline for NOCBOR "REALTOR®-of-the-Year" Board of Directors REALTOR® Active in Politics	2	3	4	5	5
8 9:30 a.m. Education/Cultural Diversity 11:30 a.m. Gov't Affairs	9 9:30 a.m. Technology	10	11 9 a.m. Membership Services NOCBOR "Summer Party"	12	13
15	16	17	18 9:15 a.m. Grievance	19	19
22	23	24	25 9:30 a.m. Continuing Education C. Siders	26	27
29	30	31 12:30 p.m. Executive Committee 1:30 p.m. BODs' Mtg	31		

Support NOCBOR Affiliate Members

Bankston, Justin (First American Title Insurance)	248-789-6371
Barnett, Larry (Attorney at Law)	248-673-1099
Bartus, Barb (Watson Group Financial Corp)	248-666-2700
Becker, Jeff (America's Preferred Home Warranty)	800-648-5006
Budzynski, Lindsey (e-Title Agency Inc.)	248-502-3075
Falvey, Kirk (Falvey Gocha & Associates)	248-642-5535
Felix-Smith, Laura (Seaver Title)	248-338-7135
Fitzpatrick, James (Fifth Third Bank)	248-625-3142
Gerhard, Grant (Summit Funding, Inc)	248-334-9400
Heenan, James (Wells Fargo Home Mortgage)	248-865-1404
Hill, Cheri (Bank of America)	248-241-9405
Hinsperger, Barron (Sterling Title Agency)	586-323-8025
Jarvis, Beth (Title Connect)	586-226-3506
Krygier, Suzanne (Mold Experts of Michigan)	248-623-9900
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Szott, Mary Lou (Title Express, LLC)	248-855-1445
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Weiland, Brian (Brian R. Weiland & Assoc)	248-618-7000
White, Donald (Milmar Financial)	586-764-1826

Legal Q & A

Q: I am a REALTOR® representing two brothers who are selling property they own as joint tenants. They both have wives. Do their wives have to sign the deed?

A: NO. A wife has no dower right in lands owned by her husband and another person as joint tenants.

Q: I have a prospective buyer who is Hispanic. He told me that he wants to live in a "Hispanic neighborhood." What can I do about this?

A: The client needs to be told that it is illegal for you to direct him/her to particular neighborhoods based upon ethnicity or nationality of the residents in that neighborhood. If, on the other hand, the client identifies a particular geographic area in which he wishes to live, the REALTOR® can honor the client's request to limit the search to that neighborhood. The REALTOR® would be well-advised to have a written record as to the client's specific request.

Q: I am a broker and some of my agents put Christian crosses on their signs. Are there any consequences to me for permitting this practice? Can I make these agents stop this practice?

A: Placing crosses or any other religious symbols on real estate signs may be interpreted as an attempt to discourage buyers of other faiths. For this reason, brokers should not permit their agents to do this.

Q: Why do some real estate practitioners and buyers insist on presenting offers verbally? Shouldn't all offers and counteroffers be in writing? Is presenting an oral offer a violation of the National Association of REALTORS® Code of Ethics?

A: Verbal offers may not be encouraged, but they're also not a violation of the Code. Presenting an oral offer from a buyer is within the concepts of the Code. Standards of Practice 1-6 and 1-7 talk about "offers and counteroffers" yet don't specify "written" offers or "written" counteroffers. Standard of Practice 1-6 states, "REALTORS® shall submit offers and counteroffers objectively and as quickly as possible." And when you're acting as the listing broker, Standard of Practice 1-7 says you shall "continue to submit to the seller/landlord all offers and counter offers until closing or execution of a lease unless the seller/landlord has waived this obligation in writing." Neither of these requires the offer to be in writing before the obligation to present the offer arises.

However, Article 9 states that an agent's obligation to have agreements in writing "whenever possible." REALTORS®, for the protection of all parties, shall assure whenever possible that all agreements related to real estate transactions including, but not limited to, listing and representation agreements, purchase contracts, and leases are in writing..."

Taking these three parts of the Code together, It's safe to say that written offers are always preferable. However, Article 9 is a flexible requirement because of the phrase "whenever possible." And because Standards of Practice 1-6 and 1-7 do not limit presentation of offers to those in writing, the conclusion is that all offers must be submitted, whether in writing or in the spoken word, but the fact that an offer is done verbally is not a violation of the Code.

Q: Our Seller/Client has entered into a purchase agreement, but now does not want to sell (or, our buyer/client has entered into a purchase agreement, but now does not want to buy). My client has asked us to figure out a way to get him out of the deal.

A: While you may know from your experience some way to get your client out of the deal without liability, resist the urge to provide this type of legal advice. The only answer to this question is to tell your client to speak to an attorney.

NOCBOR 2011 Continuing Education

Dates

Thursday, June 30
Tuesday, July 26
Thursday, August 25

Instructor

C. Siders
C. Siders
C. Siders

Class begins at **9:30 a.m.** and concludes at **3:30 p.m.**
6 hrs. \$35 member/\$45 non-member, 4 hrs. \$25 member/\$30 non-member; 3 hrs. \$20 member/\$25 non-member and 2 hrs. \$15 member/\$20 non-member. **(Mandated 6 hrs annual real estate education, including 2 hrs. of law, must be completed by 12/31/11.)**

2011 Golf Outing

Thursday, July 21, 2011

\$100.00* per player



8:30 – 8:45 a.m. Registration
9:00 a.m. Shotgun Start

Pine Knob Golf Course
6925 Royal Saint George
Clarkston, 48348

Prizes for everyone!

*18 holes with cart and range balls.
Continental breakfast: bagels, donuts, yogurt, fruit, juice and coffee
Lunch: "on the turn" hot dogs, chips beverage
Dinner: BBQ style buffet consisting of BBQ Ribs, Chicken, potatoes,
sweet corn, coleslaw and baked beans.*

Dinner Only Ticket: \$30

*Super Ticket \$25
*(eligible for longest drive,
closest to pin, etc...)*

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