



# Impact

## Broker's Courses Offered

**Jack Waller**, President of NCI Associates, is offering the Associate Broker/Broker License Training classes at NOCBOR, beginning **Tuesday, March 6**.

Currently, broker license applicants need 90 hours of certified education and 3 years relevant related experience (typically measured by a minimum of 6 transactions in each of the 3 years). By offering the 30 hour-RES 201 course first, students will be prepared to take the actual state exam and complete the other two courses without having to worry about exam preparation issues.

The broker classes are all Michigan specific and help students obtain the highest "designation" awarded by the State of Michigan, that of Associate Broker. Students will be trained on strategic risk management issues and help raise the level of professionalism within their existing office.

The fee for each of the three courses is **\$325**, which includes an extensive textbook and materials package for each course. (NOCBOR offers members an interest-free education loan for all three classes. No interest is charged and the loan must be repaid within one year.)

### Course Descriptions:

**Broker License Prep (RES 201)**-This "flagship" course provides the information you need to successfully complete your Michigan Real Estate Broker's License exam. There are no gimmicks or unnecessary materials to fill time. The class concentrates on solid information, successful testing techniques, developing good preparation habits and confidence building. (**Tuesdays, March 6, 13, 20 & 27**)

**Policy & Procedure Manual (RES 203)**-This program is the only one of its type to actually help you create or upgrade the

most important tool in your risk management arsenal. While our industry is under constant legal assault, it's amazing how little attention is focused on this critical issue. Learn from industry and legal experts how to: 1) Create or upgrade a personalized, comprehensive policy manual; 2) How to integrate it into your company practices, and 3) How to train staff so everyone is "signed on" to your new or revised policy. (**Tuesdays, April 3, 10, 17 & 24**)

**Brokers/Managers (RES 202)**-This fast-paced program covers two critical risk management issues for brokers and managers. Learn the skills agents must possess when breaking down and communicating contract and form details to their increasingly savvy customers and clients. Learn from a broker's and manager's perspective how to teach and coach your agents to do this correctly. This course also delivers all 9 required hours of Fair Housing in a practical, real world format. (**Tuesdays, May 1, 8, 22 & 29**)

## Realcomp Amends Policies

The Realcomp Board of Governors recently implemented the following policy:

**"If a Listing Broker/Agent, seller or Web site is charging a mandatory fee to be imposed upon the purchaser of a property, notice of that mandatory fee must be included in the Public Remarks section of the listing. Any negotiable fees must be included as an addendum and uploaded as a document attachment on the listing in Realcomp Online®. Violation of the policy will subject the listing agent to a fine of \$500."** The purpose of expanding the policy is to ensure that both mandatory and negotiable fees that are being charged by the **listing Broker/Agent, seller or Web site** to purchasers are fully disclosed to buyer's agents (and their buyers) regarding the listing.

## Appraisers Continuing Education

On **Friday, February 17, 2012**, REALTOR/Appraiser **Brian Kirksey** will offer "**2012-2013 7 Hour National USPAP Update**" and "**2 Hours of Michigan License Law**," which is intended for real estate appraisers, brokers and sales agents, for the cost of **\$165**.

The program is approved for **7 hours of continuing education credits for USPAP**, and **2 hours of Michigan License Law** through the State of Michigan for real estate appraisers and real estate agents. The USPAP class is also AQB approved for 2011-2012 and is required continuing education for appraisers renewing every 2 years. Materials for the class must be pre-ordered.

To attend, you must make your reservation no later than **February 6, 2012**. Registration begins a 7:30 a.m. **Class begins at 8 a.m. and will conclude at 6 p.m.** Interested in attending, contact 248-674-4080.

## It's Never Too Early!

2012 is the year that your real estate license must be renewed. The three-year cycle also mandates that to renew your license for an additional three years, you must have completed eighteen (18) hours of continuing education, including six (6) hours of real estate law. NOCBOR will offer its first **2012 6 hours** of continuing education on **Friday, March 30, 2012, 9:30 a.m. - 3:30 p.m.** All **Committee members** may attend the 2012 continuing education training at NOCBOR, **free of charge**, for their participation. The author of the course, **Jack Miedema**, will instruct the class, which includes the mandated 2 hours of real estate law. The 6 hours of training is **\$35** and you can register for the class by calling 248-674-4080.



## Board of Directors December, 2011

**MOTION CARRIED** to approve one (1) Primary Designated REALTORS®; fifty-four (54) Primary REALTORS®.

**MOTION CARRIED** that **Geoff Leach** and **Tanya Mitchell** serve on the Realcomp MLS Committee during 2012.

**MOTION CARRIED** that **Matt Diskin** will serve as appraiser member, during 2012, on the Realcomp MLS User Committee.

**MOTION CARRIED** to reschedule the meeting of the Directors from Wednesday, January 25, 2012 to Wednesday, January 18, 2012.

**MOTION CARRIED** that NOCBOR contribute the sum of One Thousand (\$1,000) Dollars to the Michigan REALTORS® Political Action Committee.

**MOTION CARRIED** to approve the members of the 2012 Professional Standards Committee as submitted.

**MOTION CARRIED** to postpone any further action with regard to a certified audit until it has been determined the level of service desired, as well as cost.

## In Memoriam

The members, staff and Board of Directors of NOCBOR extend their deepest sympathy to the family and friends of **Tom Wilhelm and Carey Clark** (Wilhelm Associates) whose father, Joe Wilhelm, passed away on January 7, 2012

**Daniel Stiehl**, owner/broker of Prudential Great Lakes Realty, passed away Wednesday, January 25<sup>th</sup>, after a long battle with cancer. NOCBOR members, Directors and staff extend their deepest sympathy to the Stiehl family

## Board of Directors January, 2012

**MOTION CARRIED** to approve two (2) Primary Designated REALTORS®; fifty-seven (57) Primary REALTORS® and two (2) Secondary Designated REALTORS®.

**MOTION CARRIED** to approve the recommendation of the NOCBOR Education Committee, pursuant to an agreement with the Michigan Institute of Real Estate, to provide online study courses.

**MOTION CARRIED** to solicit quotations from CPA firms qualified to conduct a systems audit of the processes and procedures of NOCBOR to be conducted within five (5) to six (6) months at a cost not to exceed \$10,000.

**MOTION CARRIED** to approve the recommendation of the NOCBOR Government Affairs Committee to support the candidacy of Tim Greimel for the position of State Representative, 29<sup>th</sup> District.

**MOTION CARRIED** to appoint **Jake Porritt** as NOCBOR's mediator, with settlement authority, during the facilitated mediation on Tuesday, January 31, 2012.

**OFFICERS**  
President R.W. Watson 736-3000  
President-Elect Bill Haviland, GRI, e-PRO 505-4732  
Treasurer Brian Kirksey, ASA 336-2088  
Secretary Cheryl Gates-Beers 620-8777  
Past President Doug Hardy 855-2000

### BOARD OF DIRECTORS

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John Burt, GRI 628-7700  
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Laura Felix-Smith 338-7135  
James Gillen 800 971-1303  
Tony Haviland 742-8773  
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David Niezgoda 620-1000  
Ray O'Neil, GAA, RAA 674-3333  
Jake Porritt 693-7400  
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Cathy Siders 360-9100

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Millie Traylor Member Services Administrator  
Tonya Wilder Executive Assistant

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Bylaws Louise Bisogni  
Education Cathy Siders  
Executive R.W. Watson  
Government Affairs Bill Haviland, GRI, e-PRO & Ray O'Neil, GAA, RAA  
Membership Services Mike Proctor  
Nominating Doug Hardy  
Professional Standards  
Arbitration Jim Porritt  
Ethics Kathleen Sanchez  
Grievance David Botsford  
Technology Rick Bailey

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David Botsford 626-2100  
John Burt, GRI 628-2178  
Alternate Governor, James Gillen 800 971-1303

### NAR DIRECTOR

R.W. Watson

### MAR DELEGATE

Bill Haviland  
R.W. Watson

**NORTH OAKLAND COUNTY BOARD OF REALTORS®**  
4400 West Walton | Waterford | MI | 48329  
Phone (248) 674-4080 | Fax (248) 674-8112  
E-mail: boardoffice@nocbor.com  
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.

## NOCBOR General Membership Meeting

**"Get The Scoop  
With Skubick!"**

**Tuesday, February 21, 2012**

**8:30 a.m. Breakfast Buffet  
9:00 a.m. Program**

**Featuring  
Tim Skubick  
Political Consultant for WWJ  
and the Oakland Press**

**Somerset Inn  
2601 W. Big Beaver  
Troy, 48084**

**Free to Members  
(\$20 Non-Members)**

**RSVP February 15, 248-674-4080**

## 2012 NOCBOR Officers & Directors



R.W. Watson  
*SKBK Sotheby's International*  
President



Bill Haviland, GRI, e-PRO  
*Haviland Real Estate*  
President-Elect



Brian Kirksey  
*KRES, Inc.*  
Treasurer



Cheryl Gates-Beers  
*Keller Williams Realty*  
Secretary



Angela Batten  
*Real Estate One*



David Botsford  
*Keller Williams*



John Burt, GRI  
*Real Living John Burt Realty*



Madeline Dishon  
*Re/Max Encore*



Laura Felix-Smith  
*Seaver Title*



James Gillen  
*Keller Williams*



Doug Hardy  
*Century 21 Today*  
*SKBK Sotheby's International*



Tony Haviland  
*Haviland Real Estate*



Tanya Mitchell  
*Real Estate One*



David Niezgoda  
*Re/Max Encore*



Ray O'Neil  
*O'Neil Appraisal*



Jake Porritt  
*Beacon Real Estate*



Rhona Ravenell  
*Omega Appraisal*



Cathy Siders  
*Century 21 Today*



# SEAVER TITLE AGENCY

A DIVISION OF ATTORNEYS TITLE AGENCY

# "An After Holiday Party" January 13, 2012



1. NOCBOR Board of Directors (left to right) David Botsford, Maddy Dishon, Jake Porritt, Rhona Ravenell, John Burt, Ray O'Neil, Angela Batten, David Niezgoda, Tanya Mitchell, James Gillen, Laura Felix-Smith, (Front row left to right) Cheryl Gates-Beers, R.W. Watson, Brian Kirksey, Bill Haviland (Not shown: Doug Hardy, Tony Haviland & Cathy Siders)



2. Keith Stonehouse (2011 Affiliate-of-the-Year) & Mike Proctor, Chairman 2012 Membership Services Committee

3. Pat Jacobs, NOCBOR EVP

4. Rose Taliercio-Balhorn, (2011 Cultural Diversity Recipient) & Mike Proctor

5. 2012 NOCBOR President Watson & NOCBOR 1994 President Ray O'Neil

6. Mick Morrow, Brian Seibert, President Watson, Phil Seaver, NOCBOR 2009 President Amy Albright & Director David Niezgoda



7. Ray O'Neil (2011 REALTOR®-Active-in-Politics) & Mike Proctor

8. President Watson & Pat Jacobs, EVP

9. Steve Stockton & Kristen Lambrecht (2011 Distinguished Service Award recipients) & Mike Proctor

10. Mike Proctor & Louise Bisogni (2011 Humanitarian-of-the-Year)

11. Oath of Office

12. Steve Stockton & Steve Stockton, Jr.



## Special Appreciation!

NOCBOR extends thanks and acknowledgement to the following for supporting,

"An After Holiday Party"  
January 13, 2012

America's Preferred Home Warranty,  
Jeff Becker

Realcomp II Ltd

Seaver Title Co  
Phil Seaver & Laura Felix-Smith

Title Connect  
Beth Jarvis

The Home Team Inspection Services  
Jeff LaPorte

Watson Group  
Brian Seibert



# “We Are Where You Want To Be!”

## 2012 NOCBOR Committees

### Budget & Finance

Bill Haviland, Chm., Brian Kirksey V.C., John Burt, Cheryl Gates-Beers, Doug Hardy, Ray O’Neil and R.W. Watson.

### Bylaws

Louise Bisogni, Chm., Michael Anspach, Marcia Dyer, Caron Koteles, Pamela Lewis and Denise Misaras.

### Education

Cathy Siders, Chm., Laura Prendergast V.C., Cheryl Anderson-McNeal, Marsha Armstrong, Barbara Bartus, Brenda Brooks, Deb Collins, Matt Diskin, Susan Gesaman, Dave Henderson, Caron Koteles, Pamela Lewis, Rhona Ravenell and Cathy Weller.

### Executive

R.W. Watson, President, Bill Haviland, President-Elect, Doug Hardy, Past President, Brian Kirksey, Treasurer, Cheryl Gates-Beers, Secretary, John Burt and Ray O’Neil.

### Government Affairs

Bill Haviland & Ray O’Neil Co-Chm., Brian Seibert, V.C. Cheryl Anderson-McNeal, Sally Bell, Doug Bills, Devra Burton, Curt Carson, Allan Daniels, James Gean, Cheri Hill, Gerald Hoopfer, Caron Koteles, Jeff LaPorte, Randy Miller, Ron Miller, Ron Newman, Ed Norton, Ann Peterson, Jake Porritt, Jenifer Rachel, Mary Rettig, Angie Ridley, Timothy Sean, Cathy Siders, Sunny Sky, Jim Skylis, Kevin Thompson, Kent Tyrell and Todd Swenson.

### Grievance

David Botsford, Chm., Amy Albright, V.C., Frank Bailey, Angelena Braxton, Marcia Dyer, James Gillen, Cindy Grunow, Tina McNeal-O’Brien, Jeff Michlin, David Montgomery, Sunny Sky, Steve Stockton and Mike Wang.

### Membership Services

Mike Proctor, Chm., Angela Batten, V.C. Laura Felix-Smith, Cheryl Gates-Beers, Tanya Mitchell, Dave Niezgoda, Keith Stonehouse, Cindy Taylor and Kathy White.

### Nominating

Doug Hardy, Chm., John Burt V.C., Dan Klaper, Kevin McCort, Jenifer Rachel, Mary Rettig and Matt Sanders.

### Professional Standard Hearing Panel

Pamela Bradshaw, Bill Clark, Victoria Crampton, Sue Dendler, Madeline Dishon, John Greene, Edward Harris, Gerald Hoopfer, Rick Howe, Lynn Kacy, Denise Misaras, Dennis Nabor, Ron Newman, Kay Pearson, Cathy Siders and Alyce Smith.

### Arbitration

James Porritt, Chairman

### Ethics

Kathleen Sanchez, Chairman

### Real Property Valuation

Ray O’Neil, Chm., Doug Bills, Matt Diskin, Georgia Kapalis, Jeffrey Michlin, Bob Minshall, Nancy Perpich, Rhona Ravenall, Bruce Scarsella and Todd Swenson.

### Technology

Rick Bailey, Chm., Kevin McCort, V.C., Doug Andrus, John Chartier, Geoff Leach, Eric Mann, David Montgomery, Karen Moreen, Dick Nichols, Angie Ridley, Mike Wang and Merrick Williams.

*NOCBOR Members interested in participating in Committee work or serving on a Special Task Force, please contact Tonya Wilder, Assistant Executive, [tonya@nocbor.com](mailto:tonya@nocbor.com)*

# Thanks to all NOCBOR Volunteers!



## REFERRAL FEES PAID TO AGENTS / BROKERS

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- Job Verification
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- Professional Marketing Sign
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### EVICTON PROTECTION:

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**Real Property Management - North Metro**

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**Email: [mike@rpmnorthmetro.com](mailto:mike@rpmnorthmetro.com)**

**Web: <http://www.rpmnorthmetro.com>**

## NOCBOR Events

February

March

April

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2	3	4
6	7	8	9 9 a.m. Membership Services 10 a.m. Backdoor Workshop "Why's and Why Not's of Title Insurance"	10 9 a.m. Professional Standards Workshop	11
13 9:30 a.m. Education 11:30 a.m. Government Affairs	14 9 a.m. Technology	15 1 – 3 p.m. "Going Green" & "Renovate, Repair & Remodel" (Con-ed)	16 10 a.m. Backdoor Workshop "203k Program"	17 8 a.m.-6 p.m. 2012-2013 USPAP & Mi. Law B. Kirksey Appraisers Con-ed	18
20	21 8:30 a.m. General Membership Meeting @ Somerset Inn, Troy	22	23 9:15 a.m. Grievance 10 a.m. Arbitration Hearing	24	25
27	28 11 a.m. Backdoor Workshop "Neighborhood Stabilization Program"	29 12:30 p.m. Executive 1:30 p.m. BODs Mtg	1 10 a.m. Backdoor Workshop "Residential Appraisals"	2	3
5	6 9 a.m. – 5:30 p.m. Broker's Class (RES 201)	7	8 9 a.m. Membership Services	9	10
12 9:30 a.m. Education 11:30 a.m. Gov't Affairs	13 9 a.m. – 5:30 p.m. Broker's Class (RES 201) 9:30 a.m. Technology	14 1 – 3 p.m. "Air Quality" & "Carbon Monoxide Dangers" (Con-ed)	15 9:15 a.m. Grievance	16	17
19	20 9 a.m. – 5:30 p.m. Broker's Class (RES 201)	21	22	23 6 p.m. Euchre Party	24
26	27 9 a.m. – 5:30 p.m. Broker's Class (RES 201)	28 12:30 p.m. Executive 1:30 p.m. BODs' Mtg.	29	30 9:30 a.m.-3:30 p.m. 2012 6 hrs Con-ed Jack Miedema	31
2	3	4	5	6 Good Friday Office Closed	7
9 9:30 a.m. Education/Cultural Diversity 11:30 a.m. Gov't Affairs	10 9 a.m. – 5:30 p.m. Broker's Class 9:30 a.m. Technology	11 1 – 3 p.m. "Clandestine Drug Labs" & "Grow Houses" (Con-ed)	12 9 a.m. Membership Services	13	14
16	17 9 a.m. – 5:30 p.m. Broker's Class	18	19 9:15 a.m. Grievance	20	21
23	24 NOCBOR General Membership Meeting	25 12:30 pm. Executive 1:30 p.m. BODs' Mtg.	26	27 JD's Key Club Fundraiser	28
30					

## Support NOCBOR Affiliate Members

<b>Alley, Robin</b> (Robin Sets The Stage)	248-891-8440
<b>Bankston, Justin</b> (First American Title Insurance)	248-789-6371
<b>Barnett, Larry</b> (Attorney at Law)	248-673-1099
<b>Bartus, Barb</b> (Watson Group Financial Corp)	248-666-2700
<b>Becker, Jeff</b> (America's Preferred Home Warranty)	800-648-5006
<b>Budzynski, Lindsey</b> (e-Title Agency Inc.)	248-502-3075
<b>Dault, Joel</b> (Progressive Title Insurance Agency, Inc)	248-552-7500
<b>Diaz, Julie</b> (Commission Express of Michigan)	248-737-4400
<b>Feigley, Kimberly</b> (Charter Township of Brandon)	248-863-6744
<b>Felix-Smith, Laura</b> (Seaver Title)	248-338-7135
<b>Fitzpatrick, James</b> (Fifth Third Bank)	248-625-3142
<b>George, Namir</b> (Michigan Institute of Real Estate)	800-861-7325
<b>Gerhard, Grant</b> (Summit Funding, Inc)	248-334-9400
<b>Hall, Jeremy</b> (Icon Mortgage Lending)	810-953-4266
<b>Heenan, James</b> (Wells Fargo Home Mortgage)	248-865-1404
<b>Hill, Cheri</b> (Bank of America)	248-666-3400
<b>Hinsperger, Baron</b> (Sterling Title Agency)	586-323-8025
<b>Jarvis, Beth</b> (Title Connect)	586-226-3506
<b>Krygier, Suzanne</b> (Mold Experts of Michigan)	248-623-9900
<b>LaPorte, Jeff</b> (The Home Team Inspection)	248-366-6215
<b>Linnane, Jim</b> (Wells Fargo Home Mortgage)	515-213-4291
<b>Morrow, Mick</b> (Huron Valley Financial)	248-623-2280
<b>Patterson, Randall</b> (Pillar To Post)	248-755-3422
<b>Porritt, James Jr.</b> (Attorney At Law)	248-693-6245
<b>Prichard, Geoffrey</b> (Title Express, LLC)	248-855-1445
<b>Proctor, Michael</b> (Huron Valley)	248-623-2280
<b>Rose, David</b> (Ross Certified Home Inspection)	248-625-9555
<b>Ross, Timothy</b> (Ross Mortgage Corp)	248-547-4700
<b>Seaver, Phil</b> (Seaver Title)	248-338-7135
<b>Seibert, Brian</b> (Watson Group Financial Corp)	248-666-2700
<b>Stonehouse, Keith</b> (Franklin Title Agency)	248-564-4022
<b>Taylor, Cindy</b> (Huron Valley Financial)	248-623-2280
<b>Vigillius, Pete</b> (Troy Abstract & Title Agency)	248-989-1100
<b>Weiland, Brian</b> (Brian R. Weiland & Associates)	248-618-7000
<b>White, Donald</b> (Milmar Financial)	586-764-1826

## Backdoor Workshops (Free)

### "Why's and Why Not's of Title Insurance"

**Joel Dault**, Progressive Title Insurance  
Thursday, February 9 (10 a.m.)

### "203k Program"

**Brian Seibert**, Watson Group  
Thursday, February 16 (10 a.m.)

### Neighborhood Stabilization Program

**Gordon Lambert**, Oakland County Community Housing Director  
Tuesday, February 28 (11 a.m.)

### "Residential Appraisals"

**Matt Diskin**, Property Valuation Group  
Thursday, March 1 (10 a.m.)

Location: NOCBOR

## CRS Designees & Others

### "Going Green" & "Renovate, Repair & Remodel"

Wednesday, February 15

### "Air Quality" & "Carbon Monoxide Dangers"

Wednesday, March 14

### "Clandestine Drug Labs" & "Grow Houses"

Wednesday, April 11

Location: NOCBOR

## Broker License Prep (RES 201)

*This 30 hours, 4 weeks, "flagship" course provides the information you need to successfully complete your Michigan Real Estate Broker's License exam. There are no gimmicks or unnecessary materials to fill the time.*

Tuesday, March 6, 13, 20 and 27 (9 a.m. – 5:30 p.m.)

**Jack Waller**

\$325.00 includes textbooks and instructions

Location: NOCBOR

## 2012 Con-ed (Course 1300)

Friday, March 30

**Jack Miedema**

9:30 a.m.-3:30 p.m. (6 hours con-ed)

**NOCBOR Volunteers: Free**

Course fee: \$35 members/\$45 non-members

Location: NOCBOR

## 2012-2013 USPAP & Mi Law

Friday, February 17

**Brian Kirksey**

7:30 a.m. Registration/8 a.m.- 6 p.m. course

Appraiser Con-ed, 2 hrs law & 7 hrs USPAP

Course fee: \$165.00

Location: NOCBOR

## Pre-License (40 hours)

Monday, April 30 (6-10 p.m.)

Mon & Wed for 5 weeks

**NCI Associates**

Course fee: \$235 includes materials

To register call 586-247-9820

Location: NOCBOR

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North Oakland County Board of REALTORS®  
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## *"Get the Scoop With Skubick"*

Featuring: Tim Skubick, Political Consultant

General Membership Meeting  
Tuesday, February 21, 2012

8:30 a.m. Buffet Breakfast  
9:00 a.m. Program

Somerset Inn  
2601 W. Big Beaver  
Troy, Mi 48084

Members Free/Non-Members \$20

Call: 248-674-4080 for reservations, no later than Friday, February 15, 2012



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