

# Suburban West REALTORS Association

## WEEKLY NEWS SERVICE

### February 10, 2005

Phone 610-560-4800 • Fax: 610-560-4801 • Assn. of REALTORS School Phone 610-560-4900 • RLA Phone: 610-981-9000

**Remember to visit** <http://www.suburbanwestrealtors.com> for: information on member services, news and useful links, community resources, the Association of REALTORS School and to search for REALTOR and Affiliate Members.

#### NEW INFORMATION

- **Deadline to Renew 2005 Membership is March 7**—If you have not yet submitted your 2005 membership dues, please note that the **final deadline** is March 7. Members who do not submit their dues by that date will have their membership automatically terminated and all Association services will be discontinued, including the use of the electronic key pad. If you not yet submitted your dues, you can call the association and pay over the phone with a MasterCard or Visa, fax or mail your invoice with payment to the Association, or pay through the Online Payment Center at <http://ims.suburbanwestrealtors.com>. Once you log in, go to the link for Click Here to Pay Outstanding Invoices.

Note that the dues are now \$338.40 for REALTORS as it includes two 10% late penalties. If you have any questions about the billing or payment options, please contact Steve Farace at [sfarace@suburbanwestrealtors.com](mailto:sfarace@suburbanwestrealtors.com) or call 610-560-4800.

- **Mediation and the Art of Compromise Course On March 23 & 24**--This course is ideal for real estate licensees or lawyers who desire to become mediators. Successful completion offers the student **14 hours MCE credit\***, **1 broker credit\*** **an opportunity for a contract to serve as a mediator** with the REALTOR Association. The two-day course is offered by the Association of REALTORS® School on March 23<sup>rd</sup> & 24<sup>th</sup>. Tuition is \$199, which includes instruction, course materials, lunch and breaks on both days. *\*Pending approval by the State Real Estate Commission.*

To register log on to the Online Payment Center <http://ims.suburbanwestrealtors.com> and then enter your Logon ID and Password. There you can register and pay by credit card. You can also register over the phone by calling 610-560-4900. Email Gail Parke at [gparke@suburbanwestrealtors.com](mailto:gparke@suburbanwestrealtors.com) for all ARS course information.

- **Mediation Scholarship Available**--The Suburban West REALTORS Association is proud to offer the **Kathy Riehl Mediation Scholarship** in memory of long time member, Kathy Riehl whose service and commitment to the Professional Standards process was recognized and appreciated by her fellow members. The scholarship is open to any REALTOR with at least three (3) years of Association membership and **can be used for tuition for "Mediation and the Art of Compromise"** offered by the Association of REALTORS School. **Two scholarships will be awarded.** For scholarship application contact Paula Tansey at 610-560-4800 or [ptansey@suburbanwestrealtors.com](mailto:ptansey@suburbanwestrealtors.com) **Scholarship application deadline is February 23, 2005.**

- **Commercial/Industrial Marketing Exchange Meeting on February 18**—The Commercial/Industrial Marketing Exchange will next convene at the Association's office in Malvern from 8:30 a.m. to 10 a.m. on Friday, February 18. This month's meeting will feature a informative presentation and an opportunity to network with upwards of 30 other members and discuss any "haves" and "wants" of your clients.

The C/I Marketing Exchange meetings are open to all members of the Association. Thus, if you are actively involved in this unique area of the industry or want to get involved, please plan on attending the next meeting. Please contact Steve Farace at 610-560-4800 or email [sfarace@suburbanwestrealtors.com](mailto:sfarace@suburbanwestrealtors.com) if you have any questions or would like to be added to the C/I Marketing Exchange email list.

- **PAR Call To Action—Realty Transfer Tax**—Yesterday afternoon, the Pennsylvania Association of REALTORS issued a Call To Action for its members to contact their State House and State Senate members, urging them to oppose any increase in the realty transfer tax as a funding mechanism for mass transit. For more information on this hot-button issue and how you can help, log on to PAR's website at <http://www.parealtor.org>.
- **The REALTORS Legislative Alliance Can Assist You Directly**--Are you having problems with restrictive sign ordinances, confusing building code requirements, or excessive use and occupancy requirements? If so, please contact the REALTORS Legislative Alliance (RLA) with any questions or concerns you might have. RLA staff will attempt to answer your questions, and, when appropriate, meet with township officials to determine how to reduce the burden on local regulations for REALTORS and their clients. The RLA can be reached at 610-981-9000, or via email at [ceo@rladirect.com](mailto:ceo@rladirect.com).
- **Scholarships Available From the Franklin Mint Credit Union**—The Franklin Mint Credit Union is proud to continue its commitment to education by once again awarding the John D. Unangst Scholarship. The credit union will award three \$1,500 scholarships to high school seniors who will be attending a full-time course of study at an accredited two or four year college, university, trade or business school. **Applicants, or member of their immediate family, must be a member of the Franklin Mint Federal Credit Union to be qualified.** All applications must be received or postmarked by April 4, 2005. Applications can be obtained at <http://www.fmfcu.org/site/scholarshipapp.pdf> or at one of FMCU's 18 branch locations. If you have additional questions, please contact FMCU employee Diane Lastowka at 610-325-5101.

## REMINDERS:

- ◆ **Effective Negotiating for Real Estate Professionals Course on March 9**—The Association of REALTORS school is pleased to present Effective Negotiating for Real Estate Professionals course on March 9 from 9 a.m. to 5 p.m. This class will help you gain a strong competitive advantage in securing the agreements you want by negotiating in a more powerful and productive way. You'll learn the difference between positional bargaining and value negotiating and explore the benefits, tactics and risks involved. Discover how to secure the best outcomes for your clients. Learn to identify problems and solutions in negotiating. Move beyond the barriers of impasse to mutually beneficial agreements. Successful completion of this course gives the student **elective ABR credit**. It is also **one of three courses required for the Performance Management Network Designation (PMN)**. The Performance Management Network is a new REALTOR designation that's built from the

ground up to bring you the real-world skills. Tuition \$149.00 includes all course materials and lunch. **Approved for 7 Elective credit hours for PA 04-06 MCE Renewal.**

To register log on to the Online Payment Center <http://ims.suburbanwestrealtors.com> and click on the link for Education Classes by Month. There you can register and pay by credit card. You can also register over the phone by calling 610-560-4900. Email Gail Parke at [gparke@suburbanwestrealtors.com](mailto:gparke@suburbanwestrealtors.com) for all ARS course information.

- ◆ **Join the Parade on April 30**—Gather your family, friends, neighbors, and co-workers to march in the Paoli 250 Parade on Saturday, April 30 at 10:00 a.m. If you have a snazzy bike, a beautiful baby, a creative neighborhood, or a group that wants to strut its stuff, create an entry for the parade and help celebrate Paoli's 250<sup>th</sup> year as a vibrant community. The more the merrier! Following the Parade the fun continues at Historic Waynesborough with a community wide Family Day complete with great food, games, music and entertainment.

If your family, neighborhood, organization, company or group of friends would like to build a float or create an entry for the parade, contact Bob Pacca at 610-306-2414 or [paccamanjr@comcast.net](mailto:paccamanjr@comcast.net) or download an entry form at [www.paoli250.org](http://www.paoli250.org).

#### **OTHER IMPORTANT NUMBERS:**

- **Suburban West REALTORS Association TECH HOTLINE:** 800-704-7240 (email: [techhotline@att.net](mailto:techhotline@att.net)) (8:30 am to 8 pm, Monday to Friday)
- **PAR Fax On Demand:** 800-555-8801
- **PAR Legal Hot Line:** 800-727-5345 (9 am to 10 am & 1 pm to 3 pm, Monday to Friday)
- **Suburban West REALTORS Association:** <http://www.suburbanwestrealtors.com>
- **SUPRA Support:** 877-699-6787 (8 am to 10 pm, Everyday)