

The REALTOR® REPORT

President's Message

Hi and Bye! This is IT!

A message from the now grateful, and improved hand behind the pen for the last time this year.

THANK YOU is not enough to express all the warm feelings in my heart to all of you who helped and encouraged and guided me through my BCAR Presidency experience. I would recommend to all that you put this on your bucket list, it is a must do! I loved my year with everyone and hope you enjoyed your time too.

When we began the January newsletter there were a few questions; I hope you found the answers through the months!

Thanks to everyone on the board as well as our committee chairs. Shout outs to a few folks that had considerable impact this year:

Rose DeWeese, Association Executive – not just a woman at a desk, her energy, initiative, systematic, enterprising, shrewd, and harmonious ways only begin to describe her and how she guides us to become the BEST and ONLY Association any Realtor® needs.

Veronica Cardello – PAR Field Representative, her determined character, diligent and ambitious efforts to protect our communities, ability to write grants and inform us via her Southwest Field Report brings our organization to new heights!

Jeanie Parrish, a self-motivated woman who is a wiz at hosting new places for us to meet, a quiet but mighty force to have on our team.

Jeanni Prescan, an enthusiastic woman, insured our community service goals were met and double time eagerness as RPAC Chair with help from Leslie Chaklos to our **first time ever meeting our RPAC goal!!!!**

How many affiliates does it take to keep a Realtor updated? ALL 50 of them, please continue to support the affiliates as they support us so very much and are a much needed ink for BCAR and the personal needs in this industry.

Last Question for December 2018 – **Do you Know What Our Association Is All About from behind the scenes?** You will be amazed to find this answer, join in and BE AMAZED.

Thank you to Everyone who filled a committee position or task each time I needed you, I will always be grateful, support the new Board and keep it a ***GREAT RACE*** to excellence.

Love,

Lorraine Ross
2018 BCAR President
724-624-4528



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2018 Officers & Directors

President:	Lorraine Ross
Pres. Elect:	Beverly Pietrandrea
Secretary:	Denise Molchen-Donnelly
Treasurer:	Sherman Hostetter
Directors:	Jeff Ammerman
	Ruthanne Belus
	Lori Mikula Bianco
	Ernie D'Achille
	Silvia Kazas
	Cindy McConnell
	Pamela Miller
	Jeanie Parrish
	Leslie Pazur
Immediate Past-Pres:	Bob Williams
Affiliate Director:	Shelley Hysong
Association Exec:	Rose DeWeese





SOUTHWEST FIELD REPORT

The Field Report is published by the PAR Field Program which provides 28 local associations across the state with government affairs representation.

Broker Involvement – Local, state and federal issues affecting homeownership, membership values and our Legislative Committee’s role were discussed during the broker round table with the **Realtors® Association of Westmoreland, Indiana and Mon Valley**. Brokers throughout the association joined the board members in raising awareness of these issues and who to contact when a local issue arises.

RPAC Happy Hour – Congratulations to the **Realtors® Association of Westmoreland, Indiana and Mon Valley** who held their annual RPAC happy hour. This helped the association increase their investments to 262 percent of their fundraising goal for 2018. Many RAWIM members also moved up investment levels, 28 members to 99 Club, six members to Governors Club, two members to Capitol Club, one member to Sterling R and one member to Crystal R. Great job to everyone!

Legislative Luncheon – Property tax reform, the state budget and school districts conducting spot assessments were topics of discussion during the annual legislative luncheon hosted by the **Greater Allegheny-Kiski Area Board**. Representatives from Rep. Frank Dermody’s office and Rep. Jeff Pyle joined the Greater Allegheny-Kiski Area board for the meeting. More meetings will be conducted throughout the fall. If you are interested in attending a meeting with your legislator, [contact me via email](#).

Legislative Meet and Greet – A legislative reception co-sponsored by the **Realtors® Association of Westmoreland, Indiana and Mon Valley** and **Westmoreland West Association** was held with Reps. George Dunbar, Mike Reese and U.S. Rep.-elect Guy Reschenthaler. This reception was an opportunity to ask representatives about the state of the county and the economic projects that are underway throughout the county. If you are interested in attending a meeting with your area legislator, [contact me via email](#).

Request a Visit – Over the past year, I've had the opportunity to meet with several offices as a guest speaker during their monthly office meetings. I've talked about the field program, the importance of investing in RPAC and addressed our legislative efforts. I look forward to attending more office meetings and meeting more Realtors®. Any office that would like to schedule a visit should [contact me via email](#).

10th Annual HOLIDAY BEGINNINGS

Sponsored by:



Where: Highland Vets
376 Park Rd., Chippewa
When: Thursday, December 6th @ 6pm

RSVP to Rose DeWeese
724-774-4126 / bcar3@mybcar.net

- ❖ *Happy Hour (Cash Bar)*
- ❖ *Har d'oeuvres*
- ❖ *Ugly Sweater Contest*
- ❖ *Door Prizes, 50/50*

**Remember to bring your
business cards for gift drawings!**





SAVE THE DATE!
Thursday, February 7, 2019
11:30 am
The Club at Shadow Lakes
2018 Sales Banquet
and
Installation of 2019 BCAR President
Bev Pietrandrea
 Recognition of Lee Hostetter, Realtor Emeritus
 REALTOR® and Affiliate of the Year

2018 SALES AWARDS

BCAR will be recognizing our REALTOR members who have been chosen by the Broker of Record in their respective offices for the categories mentioned below. As we initiated last year, brokers will send their category winners to the association office for the compilation of certificates that will be presented at the Sales Award Banquet.

The categories are:

Residential

Individual Residential

Team/Group Residential

Individual Residential w/one or more licensed or unlicensed assistants

New Construction

Individual New Construction

Team/Group New Construction

Commercial

Individual Commercial

Team/Group Commercial

Please note:

Nominee must be a BCAR member to qualify for the award in the subject year.

Nominee must meet \$1,000,000 in sales to be eligible.

Award certificates will be produced by the Association and recognized at the annual banquet.

All Awards to be turned in by January 9, 2019.

The Sales Awards Application and Volume list is available to all brokers and can be found on our website at www.mybcar.com. After you sign in using your user name and password, please hover over the tab "Association Information", then click on "Other Documents". If you do not have access to our site, please call the association office at 724.774.4126. Forms are presented on p. 5-6 for your convenience as well.

Disclaimer: All sales figures and placement of awards are provided by the Broker of Record or Manager for each office. BCAR will no longer provide verification through Matrix or any other means.

BEAVER COUNTY ASSOCIATION OF REALTORS®

SALES AWARD APPLICATION

Name: _____

Firm: _____

Category: _____

Dollar Production: _____

Guidelines:

1. Must be a BCAR member with **one million or more in sales** volume to qualify for an award.
2. Production verification to be approved by broker.
3. No referrals out of the selling area will be counted unless agent holds an active license in that state.
4. Brokers are accountable for the validity of award volumes.
5. All awards to be turned in by **JANUARY 9th** of the new year. Absolutely no exceptions.

Residential

____ Individual Residential ____ Team/Group Residential

____ Individual Residential w/one or more licensed or unlicensed assistants

New Construction

____ Individual New Construction ____ Team/Group New Construction

Commercial

____ Individual Commercial ____ Team/Group Commercial

BROKER VERIFICATION

I, _____ a REALTOR® in good standing with The Beaver County Association of REALTORS®, hereby affirm that this application is true and correct.

Signature of Applicant

Certification of Employing Broker during the qualifying year:

I hereby recommend for a Sales Award, REALTOR® _____ and verify that the itemized document of lists/sales is true and correct.

Broker of Record/Manager

Date

Note: If an applicant has worked for more than one office during the calendar year of the sales award, he/she must submit a separate signed application from each employing Broker/Manager.

BEAVER COUNTY ASSOCIATION OF REALTORS
SALES VOLUME LIST

Office Name: _____
Office Address: _____
Broker Name: _____

REALTOR Last Name	First Name	Volume (\$)

Code of Ethics-Due by December 31, 2018!

Santa Claus is refusing to deliver gifts to naughty boys and girls that have not completed their Code of Ethics class for the current compliance cycle!

Take it free online at:

<https://www.nar.realtor/about-nar/governing-documents/code-of-ethics/code-of-ethics-training>

Per NAR directive, BCAR must suspend any member who does not meet the Code of Ethics training requirement within the current biennial cycle.

Who knew Santa was so sensitive to the Code?

REALTOR® Emeritus Qualification Changes

The REALTOR® Emeritus program is a special membership status honoring those REALTORS® who have maintained their membership for 40 years or more. Emeritus members receive a certificate and pin to show their status, payment of National Association dues is waived for the remainder of their membership, and they are exempt from the Code of Ethics Training requirement.

FOR 2019 ONLY, members may qualify for Emeritus status if they

1) Have held membership in the National Association as a REALTOR®, REALTOR-ASSOCIATE®, or both, for a cumulative period of 40 years;

AND

2) have completed at least 1 year of service at the National, state **or** local level.

Beginning in 2020, the service qualification will change so that at least 1 year of service* at the National level only will be accepted for Emeritus status. Service at the state or local level will not be considered.

* “Service” is defined as serving as an officer, director, committee member, federal political coordinator, president’s liaison or regional coordinator to a country with which NAR holds a reciprocal agreement.

2019 is your last opportunity to apply for REALTOR® Emeritus status with the state or local service requirement.

UPCOMING EVENTS

December 6, 6pm — Holiday Beginnings @ Highland Vets, 376 Park Rd. Chippewa

December 14, 9:30am -- Affiliate Planning Meeting BCAR Office, Suite 401

December 31—Realtor Dues & Code of Ethics DUE!

January 16, 9am—BCAR BOD Meeting, Room 208, Huntington Bank Bldg.

January 18, 9:30am — BCAR Affiliate Meeting, Room 208, Huntington Bank Bldg.

January 28-30 — PAR Business Meetings, Harrisburg

February 5, 8am-Beaver County Chamber of Commerce—State of the County

Register at: <https://www.beavercountychamber.com/events/details/state-of-the-county-17>

February 7, 11:30am—Sales Awards Banquet/Installation The Club at Shadow Lakes

WELCOME NEW BCAR REALTOR® MEMBERS

Berkshire Hathaway:

Airport Office: **Kelly Ciafre, Elissa Moore**

Beaver (Third St.): **Matthew Chute, Andrea Finn, Taylor Thomas**

Beaver (Corporation St.): **Dawn Fowler, Donna Hardy, Jeremie Reagan**

Cranberry: **Mary Chivington, Sarah Halperin**

Moon Twp.: **Martin Berman, Vlada Kunik, Olivia McKay, Sara McKay**

Sewickley: **Robert Green**

Upper St. Clair: **Cherrell Triplett**

Clear Choice Enterprises: **Charles Veazey**

Harvest Real Estate: **Jennifer Schellhammer**

Cowden Creek Realty: **Joshua Mabin**

Howard Hanna Real Estate, Beaver: **Maureen Chiafullo Haid**

Keller Williams, Wexford: **John Sallmen III**

Neighborhood Realty Services: **Lilith Aislin, Thomas Caulfield, Patrick Lenz;**

RE/MAX Select Realty:

Cranberry: **Bridget Gadberry**

Moon Twp: **Michelle May**

Real Living Volpini Realty: **Melissa Porter**

Weichert Realtors-Achieve Office: **Debra Schatzel Professori**

WELCOME NEW BCAR AFFILIATE MEMBERS

Fairway Independent Mortgage Corp.-Mattie Easton & Manuel Bland

866-547-3370 Email: mattie.easton2fairwaymc.com

Guaranteed Rate Affinity Company—Bill Stouffer

412-863-1524 Email: william.stouffer@grarate.com

The Huntington Bank—David Read (*update*)

724-316-7449 Email: david.w.read.huntington.com

Kross Professional Home Inspections, LLC—Alex Kross

724-498-7403 Email: alex.kross@krosshomeinspections.com

Seese Drone Services—Dean Seese & Levi Seese

724-728-7140 Email: dean@flyeagledrones.com

ServiceLink—Melissa Schiller & Jackson Erath

724-512-3607 Email: melissa.schiller@svclink.com

Veterans Express Total Service, Inc.—Yvette Kisling

724-678-4763 Email: ykisling@searchwithvets.com

BEAVER COUNTY ASSOCIATION OF REALTORS®

2019 REALTOR® Dues Invoice

650 Corporation St., Suite 401, Beaver PA 15009 * Email: bcar3@mybcar.net * Website: www.mybcar.com
 Phone: 724.774.4126 Fax:724-774-1984

NAME:

NRDS #:

OFFICE:

OFFICE ADDRESS:

HOME ADDRESS:

LICENSE#:

EMAIL:

CREDIT CARDS

If you are a PRIMARY member paying by credit card, you will need to pay online at www.realtor.org to have your payment processed. You will be asked to sign in with your NAR username and password to access the site. If you are not registered with NAR you will need your NRDS # and last name. Membership dues paid with a credit card will no longer be accepted by our local office.

CHECKS

AMOUNT ENCLOSED: _____ CHECK NUMBER: _____

Note: Please make checks payable to BCAR. NSF Checks will be charged with a \$35.00 fee.

SECONDARY MEMBERSHIP - \$130.00

Primary Membership held at: _____

AMOUNT ENCLOSED: _____ CHECK NUMBER: _____

Secondary memberships are available to REALTORS® that hold a primary membership in another association. Secondary members, please call 724.774.4126 to pay with credit card.

Dues Paid AFTER January 1, 2019 are subject to \$50 Late Fee (BCAR Bylaws Article X, Sec. 4)
 Dues Paid AFTER March 1, 2019 are subject to an additional \$50 Reinstatement Fee

NAR	\$ 185.00	
PAR	150.00	
LOCAL	130.00	
RPAC	<u>15.00</u>	Voluntary donation to RPAC*
TOTAL	\$ 480.00	

* * *

Membership to the Association of REALTORS® is a three-way agreement. Therefore, dues that are paid to the local association will be forwarded the National and State Association on your behalf. The 2019 dues include a \$35.00 mandatory assessment by NAR of all REALTORS® to fund a nationwide public awareness campaign.

For the year 2019, the nondeductible portions of PAR and NAR dues for income tax purposes are as follows:

PAR: Of the \$150 per member dues, 8% (\$12) is nondeductible by members for income tax purposes.

NAR: Of the \$150 per member dues, 38% (\$57) is nondeductible by members for income tax purposes.

The \$35 Consumer Advertising Campaign Special assessment qualifies as fully deductible. In addition, contributions (including member dues) to NAR are not tax deductible as charitable contributions. However, they may be tax deductible under other provisions of the Internal Revenue Code.

*REALTORS® Political Action Committee

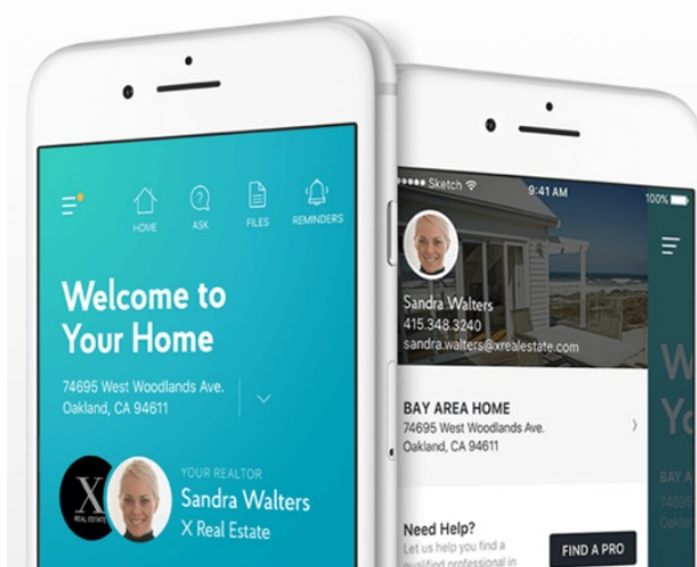
2018 BCAR CHARITY AUCTION

YOU made it possible to donate over \$8,000 to local charities. Thank you for the tremendous effort!





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Visit: <https://www.mycentriq.com/PAR/> to learn more and sign up!



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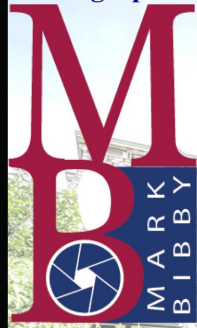
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