

The REALTOR® REPORT

Dear Realtors and Affiliates,

Let's welcome in 2019 with all positive thoughts!!

It is going to be a Successful year for you and BCAR!! Positive thinking and dedication to our profession will be the keys to our SUCCESS!

Before I jump right into 2019, I need to take a moment and look back at 2018. Once again Rose DeWeese did an outstanding job in steering us through all the new guidelines that were put forth on the association. Rose also kept us on the cutting edge and helped us stay above the standard. Thank you Rose!!

President Lorraine Ross set high standards for herself to achieve in her year and she reached them all. Just to mention a couple of these achievements: 1. For the first time in the history of the BCAR, we reached our RPAC goal under the leadership of Leslie Chaklos and Jeanni Prescan. What an outstanding job!!!! Thank you both for your dedication to this project, our profession and to BCAR! 2. The board also voted to pay the first round of assessments for the PAR Field Rep program in the amount of \$2,500, rather than increasing membership dues. 3. A committee was formed and updated the By-laws and Rules and Policies & Procedures to keep us current with the times. These are just a few of the items that were tackled and completed under the leadership of President Ross. Please join me in thanking her and her board/committees on such a successful year and wishing her all God's blessing in the coming years.

In ending 2018 we are bidding farewell to an amazing man, Vic Smith along with his wife, family and committee, who for 19 years put on an outstanding "Realtor Auction" every November. This was a one-of-a-kind event each year from A to Z. Regardless of economic conditions Vic and his committee always made an outstanding amount of money that was given out to charities in Beaver County. Words can't express the amount of gratitude we have for you, Vic, for chairing this event. May God, bless you in the coming years and Thank You for your dedication to BCAR and for doing such an outstanding job!

Now "Let's Get It Started for 2019!" I am very much looking forward to representing you and Beaver County once again as President of our wonderful association. We are blessed to have very talented associates on the board and committees this year. I am looking forward to working with each of them to have a very productive year! As with every year things change and 2019 will be no different. As the changes come our way, we, as always, will handle them with a positive attitude and with professionalism. Looking back to the first time I was President, we had to prepare the association for the Core Standards and we came out with flying colors.



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2018 Officers & Directors

President: Beverly Pietrandrea
 Pres. Elect: Sherman Hostetter
 Secretary: Denise Molchen-Donnelly
 Treasurer: Ruthanne Belus
 Directors: Jeff Ammerman
 Lori Mikula Bianco
 Barb Cardinale
 Ernie D'Achille
 Silvia Kazas
 Pamela Miller
 Jeanie Parrish
 Leslie Pazur
 Bridget Wysocki

Immediate Past-Pres: Lorraine Ross
 Affiliate Director: Shelley Hysong
 Association Exec: Rose DeWeese

(Continued on page 2)

President's Report (continued from page 1)

We have done so ever since and will continue to meet the Core Standards, but we can't do it alone! It needs to be with your input and help! I have heard time and time again what do I get for my membership? Well, I will go back to some powerful words spoken by one of our most respected Presidents during his inauguration speech. "Ask not what your country can do for you, but what you can do for your country" So I am asking all of you the same question? Ask not what the association can do for you, but what you can do for the association? These are very important words to think about. What can we do to improve involvement? What is it that needs to be better? You have the answers! I have and will always have an open mind to ideas for the association. So, please don't just bring the ideas but also bring your time to help implement them. We have an endless amount of talent in this association, so let's work together and tap into it to make 2019 better for the future of BCAR!! We are looking to you to help us to take our association to new heights.

We will be bringing in more education, new programs for networking, beginning a non-profit side of the association and much more. But to achieve these things we need you. So, in 2019 make it a priority to get more involved in BCAR! Remember you are the key to the future of our profession and BCAR.

Hope to see you on February 7 at 11:30 am, The Club at Shadow Lakes for our Annual Beaver County Realtor Association Awards Banquet.

Wishing you all much health, happiness and prosperity in 2019!

Enjoy Life!

Beverly L. Pietrandrea



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.

Breakfast and Brokers – Local, state and federal issues affecting homeownership, membership values and the First Time Homebuyers Savings Account were all topics during our first annual broker roundtable with the **Lawrence County Board**. Timothy Vickey, Rep. Ryan Bizzarro's chief of staff, came to the roundtable to discuss the details of the First Time Homebuyers Savings Account, as we look forward to working with our legislators in 2019. Brokers throughout the association joined the board members in raising awareness of these topics and who to contact when a local issue arises.

UPCOMING EVENTS

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

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

January 24, 5:30-7pm — Legislative Welcome, Wooden Angel

January 28-30 — PAR Business Meetings, Harrisburg

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

Register at: **beavercountychamber.com**

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

BEAVER COUNTY ASSOCIATION of REALTORS®

Welcomes You to the
2018 Sales Awards Luncheon and Installation of 2019 President
Beverly L. Pietrandrea



“Believe you can and you’re halfway there”
-Theodore Roosevelt

Presenting
Realtor® of the Year, Affiliate of the Year & Emeritus Lee Hostetter



February 7, 2019 at 11:30am
The Club at Shadow Lakes
2000 Beaver Lakes Blvd
Aliquippa PA 15001
\$30.00

RSVP to Rose DeWeese at bcar@mybcar.net /724.774.4126
BY January 30, 2018

LET'S KICKOFF 2019 TOGETHER!

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.

2019 Beaver County Association of REALTORS® Board



Front row from left: Ernie D’Achille, Sylvia Kazas, Shelley Hysong, Jeanie Parrish, Bridget Wysocki, Barbara Cardinale, Lori Bianco, Leslie Pazur

Back row from left: Lorraine Ross, Denise Molchen-Donnelly, Sherman Hostetter, Jeff Ammerman, Mary Demas (Committee Chair Broker Council), Beverly L. Pietrandrea, Pamela Miller, Ruthanne Belus



Executive Officers (from left):

Ruthanne Belus, Treasurer; Beverly L. Pietrandrea, 2019 President; Denise Molchen-Donnelly, Secretary; Sherman Hostetter, President-Elect



Realtor® Ring Day 2018

This year nearly 100 REALTOR® associations supported Realtor® Ring Day on Friday, December 7.

The original idea to ring the bell came from a member in Fargo N.D. The Salvation Army was the perfect fit because it offers so many housing-related programs.

WELCOME NEW BCAR REALTOR® MEMBERS

Beaver Valley Realty

Amber Zinski

Berkshire Hathaway Home Services

Ronald Schneider, Moon Twp.

Michael Rice, Cranberry

Coldwell Banker

Taylor Carretta, Airport

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.***

**LEGISLATIVE
WELCOME RECEPTION**

◆◆◆

Thursday, January 24, 2019
5:30-7:00 pm
Wooden Angel
308 Leopard Lane | Beaver, PA 15009

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& NEWLY ELECTED OFFICIALS**

\$25/Members
\$35 Non/Members
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CONTACT EMILY KONECHECK
EKONECHECK@BCCHAMBER.COM
(724) 775-3944

BEAVER COUNTY CHAMBER OF COMMERCE

State of the County



**Tuesday, February 5
8—10 am**

**The Fez
2312 Brodhead Rd.
Aliquippa**

RSVP Online!
www.beavercountychamber.com



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Standards or Practice Used: InterNachi

Hours: Evenings and Weekends Monday-Sunday



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- **Second homes also qualify!** (not available for investment properties)

Fallen in love with your dream home and want to make it a reality? We're ready to help make it happen, so let's get started today!

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