



THE REALTOR REPORT

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Mission

The Beaver County Association of Realtors® is the principle resource for membership by providing relevant and needed information, services and education to uphold the ethics and professionalism of real estate practice.

Vision

BCAR is committed in being the visionary for the future for our members and community.

Value

The members of the BCAR are committed to being the conduit for the future of our membership and the communities we serve.

President's Report

This article is part one of a two part series regarding why YOUR involvement in BCAR is important. Part two will appear in the April edition of The Realtor® Report

Why Get Involved

Over the years I have heard a lot of people say, "Why would I want to get involved in an association?" It certainly isn't for the financial benefits (there is no pay). I would have to travel quite a bit. There are probably many out of pocket expenses. I would be exposed to negativity and possible criticism. I would be taking time away from family and my own business to spend time focusing on non-income producing projects. All of that may be true, however there are major benefits.

Although I cannot speak for everyone, I personally feel there are several strong reasons for involvement in the Beaver County Association of Realtors® and the executive committee, the board and the committees – Education and Experience. With a service-oriented business such as the real estate profession, the keys to success are the education, experience and ability to form a quality team (support system).

For a younger person/company with little or no experience, education is the segue to qualifications and experience. For an established auction company with years of experience, education is the key to remaining competitive and ahead of the competition. In our rapidly changing, technology driven and lawsuit ridden economy, education is paramount to your company's success.

1) The Many Forms of Education

Classroom, online, webinars, YouTube, video seminars, conventions, (local, state and national) publications, trade magazines and networking just to name a few.

2) Networking Opportunities

Business and educational networking opportunities with fellow Realtors® can be extremely valuable. For education networking opportunities, during breaks, in the halls and over meals about problems and "real life" situations that we all face in everyday business. I have picked up forms, wording and phrases that not only kept me out of court, saved attorney fees and court costs, but also saved my commission. I believe these nuggets have paid for several conventions and seminars. Over the years, I have picked up numerous shared ideas that have helped to improve the quality of my company's customer service and level of professionalism.

Business networking opportunities abound. With modern technology, the world is getting smaller and agents are traveling outside of their normal marketing areas. Varying problems such as licensing, traveling expenses, and a lack of local market knowledge are resulting in partnerships forming between larger real estate companies and the local Realtor®. This offers a plethora of opportunities for added income as well as experience through working other real estate companies.

Stay tuned until next month for a few more good reasons to get involved with BCAR.

Sherman Hostetter
724.603.2333

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**BEAVER COUNTY ASSOCIATION OF REALTORS®**



**GENERAL  
MEMBERSHIP  
MEETING**

“REALTOR SUCCESS SERIES”

**9 AM  
APRIL 2, 2020**

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**Annual Congressional Breakfast  
with Congressman Conor Lamb**

**April 7, 8:00-10:00am**

**Heritage Valley Health System  
1000 Dutch Ridge Rd.**

**Cost: \$35 for BCAR Members**

**Register at: [beavercountychamber.com](http://beavercountychamber.com)**



## UPCOMING COMMUNITY SERVICE EVENTS

<b>May 2020</b> <b>Aliquippa</b> Community Garden	<b>June 2020</b> <b>Rochester</b> Emergency Services	<b>September 2020</b> <b>Ambridge</b> Center of Hope
	<b>December 4<sup>th</sup></b> <b>2020</b> Realtor Ring Day	
<b>TBD</b> Midland Four Mile Run Church	<b>TBD</b> Beaver Falls Lord of the Harvest Church	<b>TBD</b> New Brighton Habitat for Humanity Build

\*Dates, Times, and Locations will be sent out soon\*



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MARCH MADNESS  
CE PROGRAM IS BACK!  
MARCH 12 & 18, 2020**



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*details:*

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Thurs, Mar 12th:

- 9 AM - 12:30 PM  
Mandatory CE Advertising/Property Management  
with Mary Lynne Deets, M.Ed., SRES
- 1 - 4:30 PM  
Code of Ethics with Mary Lynne Deets, M.Ed., SRES

Wed, Mar 18th:

- 9 AM - 12:30 PM  
The Impact of Real Estate on a Balance Sheet  
with Brian Bohn, CPWA®, CFP®, CPFA
- 1 - 4:30 PM  
Social Media Trends in Real Estate  
with Vinny Sullivano, Marketing Expert

*location:*

Fairfield Inn  
1438 Brodhead Rd,  
Monaca, PA 15061

*sponsors:*



Register at [www.RAMPschool.com](http://www.RAMPschool.com) > Continuing Education





The Beaver County Association of Realtors® & The Beaver County Times  
invite home buyers and sellers to help us celebrate a

**County-Wide Open House**  
**March 21 & 22 and April 18 & 19**

*Reserve your open house ad space by:*

3:00 pm on Tuesday, March 17 for the March dates

3:00 pm on Tuesday, April 14 for the April dates



# BCAR QUARTERLY AFFILIATE MEETING

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**WHEN:**  
FRIDAY  
MARCH 20, 2020

4-7 PM

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**WHERE:**  
THURSDAY'S  
410 WOLFE LANE  
BRIDGEWATER, PA 15009

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# Updates on License Renewal

PAR and the state's Bureau of Professional and Occupational Affairs recently discussed the upcoming license renewal process. The two-year real estate license period ends this year and members will be required to renew their licenses. The bureau will be sending an email alert to all licensees in several weeks to let them know the renewal process is open on the Department of State's website.

- Logging into the Pennsylvania Licensing System – or PALS – and making sure their information is accurate, **especially their email address.**
- If you are a new licensee, create an account in PALS. New licensees are required to take specific classes for their first continuing education cycle.
- Checking your records to make sure you have 14 hours of continuing education, including the required 3.5-hour advertising and property management class.
- Talk to your broker to find out when your broker is renewing their license. Agent renewals will not be fully processed until after your broker has completed theirs.
- The online renewal deadline is May 31.

**The bureau will not allow any extensions**

# **Welcome New BCAR REALTOR® Members**

## **BERKSHIRE HATHAWAY HOMESERVICES**

**Veronica Balazentis, Melissa Beck, Robert Capezio, Amy Chisholm, Melissa Kobert,  
Pierre Khoury, Donna McIntyre, Amy Salameh, Haley Tokich – Cranberry-Rte. 19**

**Amy Alexander, Lakeisha Battle, Tamara Davis, Michele Fausnaucht- Cranberry-Parkwood Dr.**

**Jennifer Wolz – Beaver**

**Cynthia Herbert, Kevin Kress– Moon Twp.**

## **BOVARD ANDERSON COMPANY**

**Tyler Swihart**

## **COLDWELL BANKER**

**William Plyler – Cranberry**

## **EXP REALTY, LLC**

**Benjamin Bonham**

## **HOWARD HANNA REAL ESTATE**

**Albert Vignolini – West Suburban**

## **KELLER WILLIAMS**

**Peter Schogel-Wexford**

**Vickie Beckman-Sewickley**

## **NEIGHBORHOOD REALTY SERVICES**

**Robert Carpenter**

**Joseph Cimino**

## **RE/MAX SELECT REALTY**

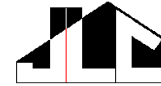
**Blanca Pifano-Lenk - McCandless**



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