



## The Realtor Report

Dear Realtors and Affiliates,

Well, it is November and 2019 is winding down! Did I say winding down? I believe it is still going strong! The housing and rental markets are still full steam ahead. We have plenty of buyers, but inventory is still running low. Wishing you all a great finish to 2019!

The Purse Bash Committee has been hard at work. The Purses are just FABULOUS! We have many purses and other packages. American General donated a gorgeous Louis Vuitton to be raffled off for \$10.00 a ticket. We are so thankful to all our sponsors! You out did yourselves!!! Thank you!!!!

There are some really fun things that will be happening at the event. Come and have some fun with us!!! This event is a way for the Realtors to give back to our Beaver County non-profits!! Come and help us make it a success!!!

### Upcoming and Dates to Remember

Please remember that the Affiliates will be hosting the 11th Annual Holiday Beginnings on Thursday, December 5, 2019 at the Highland VFW in Chippewa. Please plan to attend because it is a great way to bring in the season!!!

Realtor® Ring Day will be on Friday, December 6<sup>th</sup> at Beaver Super and Rochester Giant Eagle! Call Jeannie Prescan today to reserve your time!

Please remember to GO OUT & VOTE!! This is a right that was fought for you and me!

We are also looking for members to be part of the Professional Standards Panel which our association belongs to in conjunction with other locals. The Pennsylvania Association of Realtors puts together a half-day training that is interesting and informative.

Wishing you a "Beautiful, Blessed and Happy Thanksgiving"

*"Enjoy Life"*  
*Beverly*

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### NOVEMBER 2019

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### 2019 Officers & Directors

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Immediate Past-President  
 Lorraine Ross

Affiliate Director  
 Shelley Hysong

**BCAR** **BEAVER COUNTY**  
ASSOCIATION OF  
**REALTORS®**

**BCAR ANNUAL FUNDRAISER**  
**Enjoy Purse Bashes?**  
Join the Realtors® for our unique version of a **FUN PURSE & SPORTS/UTILITY BAG BASH**  
\*\*\*  
*50/50*  
*Cash Bar*  
*Cupcake Reveal Contest*  
*Heads & Tails Game*  
*Chinese Auction (Various values)*  
*Louis Vuitton (valued at over \$2,100+) Tickets \$10 each*

**11.6. 2019**  
*Registration at 5:30pm*  
*Event starts promptly at 6:00pm*

**THE CLUB AT SHADOW LAKES, ALIQUIPPA**  
*Your \$40 ticket includes:*  
*7 Tickets for High-End Purses/Sports Bags*  
*(Valued at \$250+)*  
*Dinner/Beverages/Desserts & Cash Bar*  
*RSVP by 10.30.2019*  
*Pre-Pay event call 724.774.4126 to hold your spot*  
*Supporting Beaver County Non-Profits*



BEAVER COUNTY  
ASSOCIATION OF  
REALTORS®

## REALTOR® RING DAY

Friday, December 6

9:00 am - 2:00 p.m.

Beaver Super Market

Rochester Giant Eagle

*Volunteers needed in one hour increments  
Two Realtors at each station*

Please RSVP by November 22 to  
Jeanni Prescan @ 724-561-5554

## BCAR 2nd ANNUAL INCREDIBLE RACE

BCAR Realtors® and BCAR Affiliates were full steam ahead on Wednesday, October 23 at our infamous scavenger hunt. Teams literally competed for nothing and yet it meant so much! Thank you to the Affiliate sponsors listed on the next page for their support and participation. Thank you to those that contributed canned goods for our annual Realtor® Reach Out!



**First Place Winners – Peter & His Pumpkins**  
Bovard Anderson Team #1  
Tyler Swihart, Joan Shanahan, Bruce Fleming  
and Deneen Crossland



**Second Place Winners – Lean Green Mean Machine**  
Howard Hanna & Brokers Settlement Services  
Rich Masucci, Denise Molchen-Donnelly, Sarah Gordon &  
Matt Buckley



**Third Place Winners – The Icons**  
eXp Realty – Tank & Lisa Lathom, Chad &  
Brittney Leonberg



**Fourth Place Winners – R.I.B.**  
Realtors® In Black Bovard Anderson Team #2  
Michelle Biro, Colleen Debo, Margo Black & Corey  
Olszanski



**Fifth Place Winners – The Beavers**  
Howard Hanna – Jessica South, Karen Hutman,  
Pam Kerry and Yvonne Goff



**Sixth Place Winners – Three Lenders & A Spender**  
Howard Hanna, Mortgage Lending Solutions & Farmers  
National Bank – Mark Holp, Bridget Wysocki & Kathy  
D'Ignazio (Not pictured: Ted George)



**Seventh Place Winners – The Belladonnas**  
Ed Cline Appraisals/Premier Property  
Management Services  
Bretta Santelli, Emily Snedeker, Samantha  
Haswell, Shannon McCaughtry

THANK YOU TO THE SPONSORS OF BCAR'S INCREDIBLE RACE 2019!



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BEAVER COUNTY  
ASSOCIATION OF  
REALTORS®

# **11<sup>th</sup> Annual Holiday Beginnings**

**Sponsored by: BCAR Affiliates**

**Thursday, December 5, 2019**

**Highland Vets**

376 Park Rd., Chippewa

Thursday, December 5<sup>th</sup> @ 6pm

R.S.V.P. to Rose DeWeese 724.774.4126  
bcar3@mybcar.net

- \* Happy Hour (Cash Bar)
- \* Hor d'oeuvres
- \* Ugly Sweater Contest
- \* Door Prizes
- \* 50/50

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



# **SMALL BUSINESS/ENTREPRENEUR SEMINAR**

**FRIDAY, NOV. 8**  
**AT 8:30 a.m.**  
**Registration opens at 8 a.m.**

AT THE COMMUNITY COLLEGE OF BEAVER COUNTY  
HEALTH SCIENCES CENTER AUDITORIUM  
1 CAMPUS DRIVE, MONACA

**COFFEE AND DONUTS WILL BE PROVIDED.**



## **State Representative Joshua D. Kail** **15<sup>th</sup> Legislative District**

The seminar will be tailored to current and future business owners and will provide information about grants, loans and programs available to them through the state and federal government. Representatives from the Department of Community and Economic Development, Small Business Administration and the Duquesne Small Business Development Center will be in attendance.

**The event is FREE to attend for residents of the 15<sup>th</sup> District.**

Anyone who would like to attend is encouraged to RSVP by calling Rep. Kail's office at 724-728-7655.

[www.RepKail.com](http://www.RepKail.com)

## Real Estate Continuing Education Requirements 2018-2020 Renewal Period

### RENEWING YOUR PA REAL ESTATE LICENSE FOR THE FIRST TIME?

Here is what you **MUST** know:

YOU need to complete:

- The 7-Hour General Module (“The Big Picture”)
  - As well as your choice of either:
- The 7-Hour Residential Module “Gaining Insight of the Residential Market”
  - or
  - A 7-Hour Commercial Module

**Other CE and Broker Classes will not satisfy the CE commitment for new real estate licensees for May 2020.**

### NOT YOUR FIRST RODEO?

**(You have renewed your PA Real Estate License at least once)**

Brokers and Salespersons must complete a total of **14 hours of continuing education by 5/31/20** to renew their real estate license. **The required courses for this renewal period are:**

- **1.5 Hours—Property Management**
- **2 Hours —Advertising**

The remaining hours can be comprised of elective CE courses or a broker course to complete the remainder of your course work.

How can you complete your Continuing Ed?  
We are thrilled that you asked!

- Attend BCAR sponsored CE that will be announced via email, newsletter & our website
- or
- Take your classes online at The CE Shop  
**<https://mybcar.theceshop.com>**





## Welcome New BCAR REALTOR® Members

BERKSHIRE HATHAWAY HOMESERVICES

Melanie Usher—Cranberry

RE/MAX SELECT REALTY

Matthew Lenk—McCandless

## VOTE FOR BCAR OFFICERS AND DIRECTORS

The BCAR online election has begun and is on BCAR's website through noon on Tuesday, November 5, 2019. PLEASE VOTE!

1. Go to [www.mybcar.com](http://www.mybcar.com) and click on Member Login
2. Enter your Username & Password (Note: If you **have not** changed this info please use your real estate license number being sure to use capital letters for alphas.
3. Make sure you use the drop down and select "Realtor"
4. Please look for "2019 Election" link and cast your vote!

## FREE BCAR LOCAL DUES!

Happy November!

The end of the year is rapidly approaching and we still have time left to invest in RPAC. The Beaver County Association of Realtors® is pulling one **lucky winner in November who will have their 2020 local dues paid by the board.** One ticket for entry into this sweepstakes is \$20. Limit one entry per person. The official winner will be announced November 6<sup>th</sup> at the BCAR Annual Fundraiser.

Please contact Veronica Cardello at 724-556-9968 or [vcardello@parealtor.org](mailto:vcardello@parealtor.org) to invest today.



**BEAVER COUNTY ASSOCIATION OF REALTORS®**  
**REALTOR® of the Year Nomination**  
**Nominations Due by November 30**

**PURPOSE:** To recognize the REALTOR® member of BCAR who has provided outstanding service to our association, the real estate profession and to the community. This is not a listing or sales award, but an award for the REALTOR® who on a business and personal level personifies the qualities that make a REALTOR®.

**CRITERIA TO CONSIDER:** REALTOR® Spirit, Association Activity, Business Accomplishments, and Community Service.

Name of Nominee: \_\_\_\_\_

Office: \_\_\_\_\_

Nominator: \_\_\_\_\_

Office: \_\_\_\_\_ Phone: \_\_\_\_\_

**Achievements and contributions:** REALTOR® Spirit: faithfulness to the principles of organized real estate, laws and regulations of their Association, the Code of Ethics and time and effort expended in furthering principles of good real estate practice among other real estate practitioners, press and the general public.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Local Association Activity:** Activity in the local association, offices held, committee work, special assignments meeting attendance and active participation in association events.

\_\_\_\_\_

\_\_\_\_\_

**Business Accomplishments:** General reputation for professional competence, public recognition of business conduct, service to clients and customers.

\_\_\_\_\_

\_\_\_\_\_

**Community Service:** Local, State and National level participation in civic and Service Clubs, charitable activities, political activity, fraternal or religious groups.

\_\_\_\_\_

\_\_\_\_\_

**Additional Comments:** \_\_\_\_\_

\_\_\_\_\_

Signature of Nominator: \_\_\_\_\_ Date: \_\_\_\_\_

**BEAVER COUNTY ASSOCIATION OF REALTORS®**  
**AFFILIATE of the Year Nomination**  
**Nominations Due by November 30**

**PURPOSE:** To recognize the Affiliate member of the Association who has provided outstanding service to the Association, real estate profession and to the community.

**CRITERIA TO CONSIDER:** Affiliate Spirit, Association Activity, Business Accomplishments, and Community Service; Ideally this is someone you would be proud to put before your peers and the public.

Name of Nominee: \_\_\_\_\_

Office: \_\_\_\_\_

Nominator: \_\_\_\_\_

Office: \_\_\_\_\_ Phone: \_\_\_\_\_

**LOCAL ASSOCIATION ACTIVITY:** Activity in the local association: affiliate meeting attendance, committee work, and active participation in association events.

\_\_\_\_\_  
 \_\_\_\_\_

**BUSINESS ACCOMPLISHMENTS:** General reputation for professional competence, public recognition of business conduct, service to clients and customers.

\_\_\_\_\_  
 \_\_\_\_\_

**COMMUNITY SERVICE:** Participation in civic and service clubs, charitable activities, political activity, fraternal or religious groups.

\_\_\_\_\_  
 \_\_\_\_\_

**ADDITIONAL COMMENTS:** \_\_\_\_\_

\_\_\_\_\_  
 \_\_\_\_\_

**Signature of Nominator:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**BEAVER COUNTY ASSOCIATION OF REALTORS®  
2020 REALTOR® Dues Invoice**

650 Corporation St., Suite 401, Beaver PA 15009 \* Email: [bcar3@mybcar.net](mailto:bcar3@mybcar.net) \* Website: [www.mybcar.com](http://www.mybcar.com)

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](http://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.

**CHECK**

AMOUNT ENCLOSED: \_\_\_\_\_ CHECK NUMBER: \_\_\_\_\_

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

**SECONDARY MEMBERSHIP - \$155.00**

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, 2020 are subject to \$50 Late Fee (BCAR Bylaws Article X, Sec. 4)**

**Dues Paid AFTER March 1, 2020 are subject to an additional \$50 Reinstatement Fee**

NAR	\$ 185.00	
PAR	150.00	
LOCAL	155.00	
RPAC	<u>15.00</u>	Voluntary donation to RPAC*
<b>TOTAL</b>	<b>\$ 505.00</b>	

\* \* \*

Compliance with the Tax Reform Act of 1993 requires that the portion of dues attributable to lobbying and political activities at the State and Federal levels of government be considered nondeductible for income tax purposes. This nondeductible portion must be disclosed to members on their dues invoice each year.

For 2020, with dues at \$150 per member, NAR computes 38 percent or \$57 to be nondeductible for the member's income tax purposes due to NAR lobbying efforts. Please note that the entire \$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.

Remember, for those of you who may combine both the dues (\$150) and Consumer Advertising assessment (\$35) into one line on your dues, you need to make sure your members know that the non-deductibility percentage applies only to the \$150, not to \$185. The \$35 is fully deductible.

\*REALTORS® Political Action Committee

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