



Realtor Hotline

December
2011

Get on Board with PCAR

The
**Portage County Association
of REALTORS®**

Cordially invites you to get on board for the
26th Annual Inaugural and Awards Ceremony

Friday, The Twentieth of January
Two Thousand Twelve

The Rusty Nail Banquet Hall
7291 State Route 43
Kent, Ohio

Cocktail Reception ~ 6:00 pm
Dinner ~ 7:00 pm
Program and Installation ~ 8:00 pm

President	Sandy Allen
President Elect	Deb Crowe
Treasurer	Rick Stamper
Past President	Ava Wagner

DIRECTORS

Shirley Chimento	Susan Blazek
Dottie Dupuy	Sharon Gloor
Suzy Jameson	Mary Strimple
Ruth Stephens	Adam Rubin

Entertainment to Follow

INSIDE THIS ISSUE

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- 2012 Dues Form & Affiliate Dues Form typeable
- Professional, Rookie & Affiliate of the Year Forms
- Affiliate Membership



214 New Milford Road, P.O. Box 509, Ravenna, OH 44266
 PortageRealtors.com 330-296-5451 pcar@neo.rr.com





Letter From President

Ava Wagner



**Portage County
Association of
REALTORS®**

214 New Milford Rd
P. O. Box 509
Ravenna, Ohio 44266
330-296-5451
Fax 330-296-2060
pcar@neo.rr.com
www.portagerealtors.com

2011 Officers

Ava Wagner
President

Sandy Allen
President-Elect

Deb Crowe
Treasurer

Susan Blazek
Past President

Mary Adams
Association Executive

Directors:

Dave Bissler
Shirley Chimento
Dottie Dupuy
Sandie Filipczak
Sherry Gloor
Suzu Jameson
Rick Stamper

- Affiliate Director-
Kim Loving

Well here we are wrapping up another year. As your 2011 President I must say what a year it has been. There was so much to do and so much accomplished. I am happy to say that a reserve fund has been set up at our Association this year and we were able to do this with a careful watch on our budget. We were able to accomplish this and still continue our contribution to the communities where we live and work.

It's time to get dressed up and kick up your heels. Please join us at the 26th Annual Inaugural & Awards Ceremony. We will recognize this year's award winners and welcome your new 2012 leadership. Come and enjoy the celebration! Our December Christmas for Kids luncheon was a huge success. Through the graciousness of all that attended we were able to deliver a carload of toys and raised over \$2,800 at our auction. Imagine all those families that were touched at Christmas time. That is what our Association is all about. Denny Eberhart, Sherry Gloor and their committee did a wonderful job.

Winter is here and the weather has been kind. Again this year Care with Coats has collected many coats for the County Clothing Center but the need is still great. The snow will come soon and coats are still needed. Thanks again to Carol Foote, the committee, Marshalls Dry Cleaning, the businesses that let us put up boxes and to you for taking the time to donate.

As this year winds down remember to pay those dues by December 31st to avoid the \$50 late fee. Visa & MasterCard are available for your convenience. Also, you can drop off your dues at the Association office. We have a mail slot on the front door if you come before or after office hours.

Now is the time if you still need other tax donations to donate to Miss Liberty. This project will likely continue for years to come. So take advantage of this opportunity to support the transitional housing for homeless women veterans.

In winding down the year and starting the New Year my wish for you is to be successful in all you do. Realtors do make a huge difference!

Thanks for the honor of letting me serve as your President.

Ava Wagner
President



PCAR MISSION STATEMENT

The purpose of the Portage County Association of REALTORS® is to enhance the ability and opportunity of its members to conduct their business successfully and ethically; to promote the preservation of the right to own, transfer and use real property through professional growth and education; and to communicate information to its members that helps them succeed in their practices.

EVENTS TO REMEMBER 2011 & 2012



- **December 26:** Association office Closed for Christmas
- **December 30:** Association Office Closed for New Years Eve
- **January 19:** Board of Directors meeting 9:30 AM at Association Office
- **January 20:** Inaugural Rusty Nail Banquet Hall
- **February 1:** New Member Orientation 9 AM at Association Office
- **February 16:** Board of Directors meeting 9:30 AM at Association Office
- **March 15:** Board of Directors meeting 9:30 AM at Association Office
- **March 16 - 20:** AE Institute in Louisville, KY
- **March 26 - 28:** OAR Spring & Legislative Conference in Columbus
- **April 4:** New Member Orientation 9 AM at Association Office
- **April 19:** Board of Directors meeting 9:30 AM at Association Office
- **May 13:** Vintage Venture Senior Dance at Kent Roosevelt High School (Mother's Day)
- **May 14 - 19:** Mid-Year NAR Conference in Washington, DC
- **May 24:** Board of Directors meeting 9:30 AM at Association Office
- **May 28:** Association Office Closed for Memorial Day
- **June 6:** New Member Orientation 9 AM at Association Office
- **June 21:** Board of Directors meeting 9:30 AM at Association Office
- **July 4:** Association Office Closed for 4th of July
- **July 19:** Board of Directors meeting 9:30 AM at Association Office
- **August 1:** New Member Orientation 9 AM at Association Office
- **August 16:** Board of Directors meeting 9:30 AM at Association Office

- **August 20 & 21:** NAR Leadership Summit in Chicago
- **September 3:** Association Office Closed for Labor Day
- **September 20:** Board of Directors meeting 9:30 AM at Association Office
- **October 2 - 4:** OAR Annual Convention & Expo in Columbus Hilton at Easton
- **October 10:** New Member Orientation 9 AM at Association Office
- **October 18:** Board of Directors meeting 9:00 AM location TBD & General Membership Luncheon + "Election of Officers" location TBD
- **November 9 - 12:** NAR Annual Convention in Orlando, FL
- **November 15:** Board of Directors meeting 9:30 AM at Association Office
- **November 22 - 23:** Association Office Closed for Thanksgiving
- **December 5:** New Member Orientation 9 AM at Association Office
- **December 6:** Board of Directors meeting 9:00 AM location TBD & General Membership Luncheon "Christmas for Kids" location TBD
- **December 24 & 25:** Association Office Closed for Christmas

Affiliate Committee Meeting Dates

January 11th - Noon PCAR Office
February 8th - Noon PCAR Office
March 14th - Noon PCAR Office
April 11th - Noon PCAR Office
May 9th - Noon PCAR Office
June 13th - Noon PCAR Office
July 11th - Noon PCAR Office
August 8th - Noon PCAR Office
September 12th - Noon PCAR Office
October 10th - Noon PCAR Office
November 14th - Noon PCAR Office
December 12th - Noon PCAR office

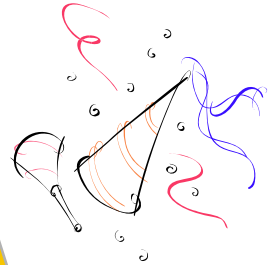




IN MEMORY

Our thoughts and prayers go out to Sandy Allen her family and friends on the passing of her father Don Bentley.

Our thoughts and prayers also go out to Mary Tuck her family and friends on the passing of her mother.



New Applications on File

The following licensees have submitted their applications to Portage County Association of REALTORS® for active membership in the categories listed. As Provided in Article V, Section 3 (a) of the Association's Bylaws REALTOR® members are hereby notified of these applications and invited to make written comment thereon. Any objections to the approval of an application must be based upon lack of qualifications as set forth in the Bylaws of the Association.

Sandra Brown.....Howard Hanna Aurora

License Returned

Angela Bailey.....Cutler Real Estate
 Joe Baum III.....Century 21 Goldfire
 Barb Lynn.....Century 21 Wilbur
 Mary Lou Miller.....Century 21 Goldfire
 Tim Wiseman.....Century 21 Wilbur

Transfers

Drusilla King with Coldwell Banker.....To PCAR
 Jessica Myers with Platinum Real Estate.....To PCAR
 Susan Spalsbury with W.W. Reed & Son.....To PCAR
 Lila Webster with Howard Hanna.....To PCAR

Office Changes

Josee Boal.....RE/MAX Edge Realty

Board of Directors and General Membership Meetings 2012

January 19th	Board of Directors Meeting at Association Office 9:30 AM
February 16th	Board of Directors Meeting at Association Office 9:30 AM
March 15th	Board of Directors Meeting at Association Office 9:30 AM
April 19th	Board of Directors Meeting at Association Office 9:30 AM
May 24th	Board of Directors Meeting at Association Office 9:30 AM
June 21st	Board of Directors Meeting at Association Office 9:30 AM
July 19th	Board of Directors Meeting at Association Office 9:30 AM
August 16th	Board of Directors Meeting at Association Office 9:30 AM
September 20th	Board of Directors Meeting at Association Office 9:30 AM
October 18th	Board of Directors Meeting 9:00 AM & General Membership Luncheon 11:00 AM "Election of Officers"
November 15th	Board of Directors Meeting at Association Office 9:30 AM
December 6th	Board of Directors Meeting 9:00 AM & General Membership Luncheon 11:00 AM "Christmas for Kids"

Most Membership meetings are followed by 2 – 3 hours of continuing education. The exception to this is the December Meeting. This meeting is Christmas for Kids.

Conferences and Conventions 2012

January 22-24	OAR Winter Conference in Columbus
March 16-20	AE Institute in Louisville, KY
March 26-28	OAR Spring & Legislative Conference in Columbus
May 14-19	Midyear NAR Conference in Washington, DC
August 20-21	NAR Leadership Summit in Chicago, Illinois
October 2-4	OAR Convention & Expo in Columbus
November 9-12	NAR Annual Convention in Orlando, FL



Sue Blazek - Ohio Realty Group & PCAR Director giving Nicki Hullis from Howard Hanna her REALTOR® Oath

We are now offering Advertising on our
New Website

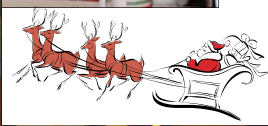
You can add your website link
underneath your name in the
directory section for \$10 a year
OR

Purchase a 3" x 2" ad (approximate size)
along with your website link
that will rotate randomly, viewable on all
public pages for only \$200 a year

For more information call or email the
Association office 330-296-5451 or email:
pcar1@neo.rr.com



Christmas for Kids Luncheon had another successful year "Thank you to All"





From left, are Carol Foote chairwoman of the Care with Coats Committee; Bill Arts, owner of Marshall's Dry Cleaners, who dry-cleans some of those coats; Andra Hyatt, chairwoman of the Affiliate Pig Roast; Donnie Atherton of the Miller House who received \$250 from the pig roast; Executive Director Brian Reitz of Habitat for Humanity of Portage County, which received \$500 from the Golf Committee; and Archie Mackintosh, chairman of the Golf Committee.

“ Christmas for Kid’s is big success”

The Portage County Association of REALTORS® recently held its “Christmas for Kids” luncheon at the Rusty Nail in Twin Lakes.

This annual event benefits families in Portage County through donations of Christmas gifts for area children, and funds raised through a live auction.

A van-load of gifts along with a cash donation of \$2,735 were donated to Kent Social Services.

Habitat for Humanity and The Miller House also received donations from other fundraisers held throughout the past year.



We Need You!

The Portage County Association of REALTORS® relies on its members to develop and implement the products, services and programs used by our members. In preparation for the coming year we are asking and encouraging members to take an active role in their association by volunteering their time and expertise to serve on Association committees. We hope each of you will take a moment to review the committees listed here and volunteer to serve. The future of our Association depends on the continued involvement of our members.
Please.... Make the most of your association.

Affiliate - Provides and reviews services to Affiliate members while striving to strengthen Affiliate involvement. Open to Affiliate members only.

Care with Coats - Assist in the collection of new and "gently used" coats for Portage County Community.

Christmas for Kids - Assist in the collection of toys and money for distribution throughout Portage County.

Constitution & Bylaws Task Force - Reviews and amends the Association's bylaws as directed and needed by the President and Board of Directors.

Equal Opportunity in Housing - Affirmatively promotes fair and equal access to housing.

Golf Outing - Planning and preparing for the Associations Annual Golf Outing. Giving the membership a chance to interact, network and socialize among one another.

Grievance* - Reviews all complaints from members and the public to determine whether the validity and substance of the complaint warrants further consideration by a hearing panel of the Professional Standards committee.

**Note - Appointed to three year terms by Executive Committee, sales requirements, and must attend a Professional Standards Workshop. Please check if you wish to be considered for appointment to the Grievance Committee.*

RPAC/Legislative Affairs - Assures that members of the Association are aware of all issues of a political and legislative nature that directly affect their business. To encourage member participation in legislative and political activities and to recommend specific action to the Board of Directors on issues and legislation. Also, plan the annual RPAC fund-raising event to secure donations to reach our annual goal for RPAC.

Member Services - The Member Services Committee encourages Association Membership for all qualified REALTORS®, promotes recognition of outstanding members, and encourages increased membership participation in activities of the Association.

Technology - Researches computer enhancements and explores vehicles to provide computer support to our members. Makes recommendations as to the direction and content of the PCAR website.

New Member Orientation** - Helps in teaching the New Membership Orientation (instruction for new members in their obligations to the Association, the Association's obligation to them, the obligation to fellow members and obligations of the new members to the public they serve).

***Note - Must be certified in Ethic's Training.*

Professional Development - To review, expand and monitor education opportunities that will enhance the REALTORS® ability to succeed and comply with licensing requirements.

Professional Standards*** - Hears all complaints which are recommended from the Grievance Committee and to resolve such complaints in an expeditious manner in keeping with the bylaws and the Code of Ethics and Arbitration Manual.

****Note - Three year terms, sales requirements, must have served on Grievance Committee and must attend a Professional Standards Workshop.*

Vintage Venture - Assists and serves in putting together a "Senior Citizens" prom for those over 50 in the Portage County Community.

**Thank You for choosing a committee.
 Everyone has a talent or skill that this
 Association could use.
 We appreciate your support!**

2012 Committee Request Form

I wish to serve on the following in 2011:

- _____ Affiliate
- _____ Care With Coats
- _____ Christmas for Kids
- _____ Constitution & Bylaws
- _____ Equal Opportunity in Housing
- _____ Golf Outing
- _____ Grievance*
- _____ Legislative/RPAC
- _____ Member Services
- _____ Technology
- _____ New Member Orientation**
- _____ Professional Development
- _____ Professional Standards***
- _____ Vintage Venture

Name _____

Company _____

License Number _____

Email Address _____

Phone _____

Former Occupation and/or additional skills/talents

Please Submit this form by:

Scan & Email: pcar@neo.rr.com

Fax: 330-296-2060

Mail: Portage County Association of REALTORS®
 P.O. Box 509
 Ravenna, OH 44266



PORTAGE COUNTY ASSOCIATION
of REALTORS® , INC.

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Ava Wagner
President



2012 MEMBERSHIP DUES STATEMENT

November 1, 2011

By making my dues payment I hereby acknowledge the REALTOR® membership duties to which I agree when I accepted membership, including my duty to arbitrate disputes as provided in the Code of Ethics of the National Association of REALTORS® and in the governing documents of the Portage County Association of REALTORS®.

PLEASE PRINT

Name: _____

***Home Address: _____

***Home Phone: _____ Cell Phone: _____

File Number: _____ ***Date of Licensure: _____

Company: _____ Office Phone: _____

E-mail Address: _____

*** Non-Published Information

Fill out the form (handwritten or typed) & mail with your check or remit your credit card information by mailing, faxing or emailing to PCAR. (Your signature is required if paying by credit card.)

PLEASE REMIT PAYMENT BY CHECK OR CHARGE PAYABLE BY DECEMBER 31, 2011

RPAC CONTRIBUTORS () Corporate Check () Personal Check

TOTAL AMOUNT DUE.....\$460.00/with RPAC \$470.00

Amount Above Includes

Local Board Dues	\$175.00
State Association Dues (Nondeductible Portion for Income Taxes is 12% or \$16.00)	\$130.00
*National Association Dues (Nondeductible Portion for Income Taxes is 31% or \$37.00)	\$155.00
	\$460.00
**Annual RPAC Contribution (Voluntary)	\$ 10.00
	\$470.00

A \$50 LATE FEE WILL BE CHARGED IF DUES ARE NOT RECEIVED BY DECEMBER 31, 2011

AMOUNT REMITTED _____

By submitting this form you are authorizing PCAR to debit your credit card for the amount noted above.

A 3-1/2% convenience charge will be added.



MasterCard _____
(Visa/MC)

Credit Card Number _____
(16 digits)



Authorized Signature _____
(as it appears on the card)

Expiration Date _____
(MM/YY)

Authorization Code _____
(3 digits on back of card)

*Your 2012 dues include a \$35 mandatory assessment by the National Association of REALTORS® of all REALTOR®, REALTOR®-Associate and Institute Affiliate members to fund a nationwide public awareness campaign that includes TV network and cable ads highlighting the value a REALTOR® brings to a transaction and stressing the importance of using a REALTOR®. NAR's \$35.00 public awareness assessment does qualify as deductible dues. The total OAR and NAR non-deductible portion of dues is \$53.00. (NAR \$37 & OAR \$16 = \$53)

**The Ohio Association of REALTORS® collects contributions from members of the National Association of REALTORS® for the REALTORS® Political Action Committee (RPAC) for political activities. Seventy percent of this contribution will be used at the state level by the State PAC and the remaining thirty percent will be provided to the National RPAC. This thirty percent portion used by the National RPAC will be charged against the applicable contribution limits of the federal law for an individual under 2 USC Section 441a. Contributions are VOLUNTARY and refusal to contribute does not affect membership rights. A member may contribute more or less than the suggested amount.



PORTAGE COUNTY ASSOCIATION
of REALTORS® , INC.

214 New Milford Rd.
P.O. Box 509
Ravenna, Ohio 44266-0509
www.portagerealtors.com

(330) 296-5451
Fax: (330) 296-2060
E-mail: pcar@neo.rr.com

Ava Wagner
President



2012 AFFILIATE DUES INVOICE

*****Please circle items you do NOT want published*****

Company Name: _____

Primary Member: _____

E-mail Address: _____

Street Address: _____

City, State, Zip Code: _____

Office Phone: _____

Cell Phone: _____

Fax: _____

Secondary Member: _____

City, State, Zip Code: _____

Office Phone: _____

Cell Phone: _____

Fax: _____

E-mail Address: _____

**Fill out from (handwritten or typed) & mail with your check or remit your credit card information
By mailing, faxing or emailing to PCAR. (Your signature is required if paying by credit card.)**

PLEASE REMIT PAYMENT BY CHECK OR CHARGE.

Primary Membership (Includes Company & one Member)	\$200.00
Secondary Membership (\$50.00 per each additional Member/Office)	\$ 50.00

AMOUNT REMITTED \$ _____



By submitting this form you are authorizing PCAR to debit your credit card for the amount noted above. A 3 1/2 % convenience charge will be added.



Type of card _____ Credit Card Number _____
(*Visa / MC*) (16 digits)

Authorized Signature _____
(*as it appears on the card*)

Expiration Date _____ Authorization Code _____
(*MM/YY*) (3 digits on back of card)



2011 Portage County Association of REALTORS®

Professional of the year

Official Application and Rules and Eligibility for Individuals and Team

METHOD OF ATTAINMENT: There are two methods of achieving the Awards for each level, whether you are applying for the Individual Award or the Team Award.

METHOD A: DOLLAR VOLUME The amount to be claimed is obtained by dividing the sales price by the number of sales agents participating in the sale or transaction. The total sales price may be claimed if the applicant lists AND sells the property. One-half of the total sales price is claimed if the applicant serves only to list OR sell the property. Two or more listing OR selling agents receive a proportionate amount of sales price. COMMISSIONS OR BONUSSES CANNOT BE INCLUDED ON THIS APPLICATION.

METHOD B: NET TRANSACTIONS Credit is granted on the same basis as METHOD A: If the applicant lists AND sells the property, one transaction credit may be claimed. If the applicant serves only to list OR sell the property, 1/2 transaction credit may be claimed. Two or more listing OR selling agents receive a proportionate amount of 1/2 transaction credits.

	<u>PROPERTY</u>	<u>\$ VOLUME</u>	<u>CREDIT</u>
Agents lists and sells	\$50,000	\$50,000	1
Agent lists only	\$50,000	\$25,000	1/2
Agent sells only	\$50,000	\$25,000	1/2
Two or more listing agents	\$50,000	\$12,500	1/4 Or Proportionate Amount
Two or more selling agents	\$50,000	\$12,500	1/4 Or Proportionate Amount

INDIVIDUALS

RAFERRALS: 1/4 credit will be given for referrals over and above the listing and selling agent credit. (e.g. Selling price \$50,000, referral agent would receive \$12,500 credit or 1/4 net transaction credit.) Only the most recent referral on either the listing or sale side of the transaction may be claimed. Check mark the column marked “REFERRAL” FOE EACH REFERRAL CLAIMED. If audited, a closing statement or referral form will be required and a copy of the check for the referral fee, Paid to the applicant, may be required.

FSBO/NEW BUILD: For Sale By Owner and new build credit can only be given for the selling portion of the transaction.

LEASES: only commercial/industrial leases may be claimed. Multi-year leases must be claimed one-time only in the first year of the lease for the full amount of the lease.

MULTI-LOT: The number of transaction credits granted in multi-lot sales will be equal to the number of buyers. (i.e. five lots and one buyer equals one transaction credit: five lots and five buyers equals five transaction credits.)

TEAMS: A team shall be defined as a business affiliation of two or more licensed agents that report their sales under only one agent’s name, subsequently giving the credit for these sales to only one agent (“primary agent”). This affiliation can be a family unit, i.e. a husband and wife; mother and daughter; or it can be a key agent with one or more licensed agents transacting business under his/her name and reporting these transactions under that key agent’s name.

If during the course of the awards period a team member decided to leave a team, the agent may apply for the Individual Professional of the Year Award claiming only those sales achieved after leaving the team through the end of the award period.

2011 PROFESSIONAL OF THE YEAR RULES AND ELIGIBILITY

PURPOSE: To give recognition to outstanding salesperson members of the Portage County Association of REALTORS® who have contributed to the real estate industry through a high level of production .

ELIGIBILITY:

- Any REALTOR® member of The Portage County Association of REALTORS® in good standing.
- All real estate sales may be claimed for transaction or dollar volume credit, whether residential, commercial or industrial.
- **Sales Production minimum for the period Jan. 1, 2011 through Dec. 31, 2011:**

BRONZE	SILVER	GOLD	PLATINUM
\$1 Million in	\$2.5 Million in	\$5 Million in	7.5 Million in
Sales Volume or	Sales Volume or	Sales Volume or	Sales Volume or
25 Net Sale/Lease Credits	50 Net Sale /Lease Credits	75 Net Sale/Lease Credits	100 Net Sale/Lease Credits

SALES PRODUCTION: USE ONLY ONE METHOD.

Dollar Method Explanation - Obtained by dividing the sale price of closed transactions by the number of salespeople participating, with 50% credit received for listing and 50% for selling. A listing and a sale will get credit for the total gross of the sale only. You may **not** claim the gross twice, once for listing and again for the sale.

Credit Method Explanation - 1 sales transaction pertains to one closed real estate transaction with ½ credit for listing and ½ credit for selling. Dollar amount not applicable.

VERIFICATION: Verification of eligibility must be confirmed by each salesperson and his/her Broker/Manager. The application must be signed by both and submitted by the appropriate deadline. Applications postmarked after the date will not be accepted.

RULES FOR SUBMITTING APPLICATIONS:

Name of applicant as it appears on license.

License file number must be verified and correct.

Only this form or reproduced copies of this form are acceptable. When additional space is required, use additional copies of this form.

Applicant may use only one method to qualify.

All Applications must be accompanied by machine tape. All entries must be legible.

Open listings must be treated as a listed property for full credit. If you sell an open listing, you must also be the listing agent. Only ½ credit will be given if not properly indicated.

Closing dates must be indicated in chronological order, with verifications upon request.

Names of listing and selling firms must be included.

Applications **must be received** in the association office by end of business Friday of the first full week of January. **(January 6, 2012)**

It is the responsibility of the award candidate to verify receipt of the application and documentation by the board as described herein.

“Sales volume credit” must be earned while being an active member of the Portage County Association of REALTORS®

All decisions of the Review Committee are final.

Mail all applications to the Portage County Association of REALTORS®, P.O. Box 509 Ravenna, Ohio 44266.

PRESENTATION OF AWARDS:

All award winners will receive a Certificate of Acknowledgement of their Awards.

\$40.00 will be charged to an agent wishing a wooden plaque or pen as acknowledgement of their award.

Awards will be presented at the Inaugural Dinner held in January of each year.

**2011 Professional of the Year - TEAM
Rules and Eligibility**

PURPOSE: To recognize exemplary individual sales performance of Portage County Association of REALTORS®

ELIGIBILITY: Any REALTOR® member of the Portage County Association of REALTORS® in good standing is eligible. All real estate sales may be claimed for transaction or dollar volume credit, whether residential, commercial or industrial. The terms “sales”, and transactions” are hereafter used interchangeably. **TRANSACTIONS CLAIMED MUST HAVE BEEN CLOSED BETWEEN JANUARY 1, 2011 AND DECEMBER 31, 2011.**

AWARD ATTAINMENT LEVELS FOR TEAM

BRONZE	SILVER	GOLD	PLATINUM
\$.5 Million in Sales Volume or 38 Net Sale/Lease Credits	\$3.75 Million in Sales Volume or 75 Net Sale /Lease Credits	\$7.5 Million in Sales Volume or 113 Net Sale/Lease Credits	\$11.25 Million in Sales Volume or 150 Net Sale/Lease Credits

Dollar Method Explanation - Obtained by dividing the sale price of closed transactions by the number of salespeople participating, with 50% credit received for listing and 50% for selling. A listing and a sale will get credit for the total gross of the sale only. You may **not** claim the gross twice, once for listing and again for the sale.

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2011 ROOKIE OF THE YEAR

RULES AND ELIGIBILITY

PURPOSE: To give recognition to outstanding new salespersons who have contributed to the real estate industry through a high level of production during their first full year as licensees. This award will be presented at the Inaugural in January.

ELIGIBILITY: Must meet all of the following criteria

Any REALTOR® Member in good standing who has been licensed less than 2 years as of December 31, 2011.

Sales Production Minimum for the period Jan. 1, 2011 through Dec. 31, 2011:

Dollar Method = \$400,000 net credits, or

Credit Method = 10 net sales transactions

SALES PRODUCTION: USE ONLY ONE METHOD.

Dollar Method Explanation - Obtained by dividing the sale price of closed transactions by the number of salespeople participating, with 50% credit received for listing and 50% for selling. A listing and a sale will get credit for the total gross of the sale only. You may **not** claim the gross twice, once for listing and again for the sale.

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Open listings must be treated as a listed property for full credit. If you sell an open listing you must also be the listing agent. Only ½ credit will be given if not properly indicated.

Closing dates must be indicated in chronological order, with verifications upon request.

Names of listing and selling firms must be included.

Applications **must be received** in the association office by **January 6, 2012**.

It is the responsibility of the award candidate to verify receipt of the application and documentation by the board as described herein.

All decisions of the Review Committee are final.

Salespersons cannot be considered for this award more than one time, regardless of eligibility.

Mail all applications to the Portage County Association of REALTORS®, P.O. Box 509 Ravenna, Ohio 44266.

2011 REALTOR® OF THE YEAR
RULES AND ELIGIBILITY

DEADLINE: **January 06, 2012**

ELIGIBILITY: All members of the Portage County Association of REALTORS® who have participated in Board activities on the Local and/or State level for the last three years are eligible.

SELECTION COMMITTEE: The winner will be chosen by the Awards Committee.

PRESENTATION: REALTOR® of the Year will be announced and presented with an engraved plaque at the Awards and Recognition Ceremony at the 2012 Inaugural in January.

NOMINATION FORM: The official form will be forwarded to all members nominated.

BASIS OF SELECTION: The following categories will be considered:

- Local Board Activities - 35 points
- State Association Activities - 25 points
- National Association - 10 points
- Business and Education Experience - 10 points
- Civic Activity - 30 points

Name of Nominee: _____

Company: _____

Address: _____

Telephone: _____

The nominator must attach completed Achievement/Contribution form (see below).

REALTOR® OF THE YEAR
ACHIEVEMENTS AND CONTRIBUTIONS

Please list most recent achievement first and be as brief as possible, but include all pertinent information. The point value for each category is for your information only and will be used by the committee in judging applications. Use additional sheets, if needed.

Local Board Activity (35 points total) - Number of years served on the Board of Directors; offices held (e.g., President, President-elect, Secretary/Treasurer, Director); committee/subcommittee service; attendance at Board meetings; special assignments.

State Association Activity (25 points total) - Association offices held; committee chairmanship (s); committee/subcommittee service; attendance at tri-annual meetings; special assignments.

National Association Activity (10 points) - Association offices held; committee chairmanship (s); committee service; attendance at tri-annual meetings; special assignments.

Business and Educational Experience (10 points) - List title and year of any workshops, special meetings and seminars attended; list title and year of any real estate courses attended or completed (other than those required by license law or continuing education); list any designations such as GRI, CRS, MAI, SIOR, CCIM, CRB, ABR, etc. earned and the year in which they were earned.

Civic Activity (30 points) - List activities or involvement in civic groups, religious organization, service clubs, campaigns or political organizations; public offices held; service on local planning, zoning boards, etc. for nominee's community.

2011 AFFILIATE OF THE YEAR
RULES AND ELIGIBILITY

PURPOSE: To give recognition to an outstanding affiliate who has contributed time and energy to the real estate industry and has been an active participant in the affairs of the Portage County Association of REALTORS®.

This award will be presented at the Inaugural in January. **DEADLINE—January 06, 2012**

Selection Committee: The committee is comprised of the following individuals; one member of the Executive Committee, the Affiliate Board Member, an Affiliate member, one general member REALTOR®, and Association Executive

Name of Nominee _____

Company _____

Address _____

Telephone _____

Nominated by _____ Date _____

**NOMINATOR TO ATTACH COMPLETED
ACHIEVEMENT/CONTRIBUTION FORM (see below)**

Criteria: The criteria established for this award are as follows:

1. Member of Portage Association for three years
2. Committee Participation - List participation on committees and services rendered
3. Attendance at Association functions
4. Business Professionalism/Credibility (status in own profession)
5. Community Activities - Used as a tie breaker

AFFILIATE OF THE YEAR
ACHIEVEMENTS AND CONTRIBUTIONS

Please list most recent achievement first and be as brief as possible, but include all pertinent information. Use additional sheets, if needed.

Local Board Activity - Number of years served on the Board of Directors; attendance at Board meetings; special assignments.

Committee Participation - List participation on committees and services rendered.

Association Functions - List all association functions attended in the last 3 years.

Business Professionalism/Credibility - Give status of nominee within their own profession.

Community Activities - List activities or involvement in civic groups, religious organization, service clubs, campaigns or political organizations; public offices held; service on local planning, zoning boards, etc. for nominee's community.

AFFILIATE MEMBERS

Portage County Association of REALTORS® would like to express their appreciation of all of our
2011 Affiliate Members for their Continued Support

Bankers Guarantee Title & Trust, *John Babak 330-867-1600, Michael Kuhn 330-867-1600*

**Bennett Land Title Agency, LLC, *Sabrina Christian-Bennett 330-677-4007,
Angie Cook 330-677-4007***

Campbell & Associates, (Surveyors) *Peggy Kellogg 330-945-4117*

Charter One Bank, *Greg Bleyl 216-496-0211*

Chicago Title, *Shelley Maggard, 330-963-2900, Wendy Pavlock, 330-963-2900,*

Cortland Bank, *Michele Lee 330-274-3111*

**Diamond Title Co. N.E. Ohio Inc., *Amy DeGennaro 330-673-4900, Tina Dunham 330-673-4900,
Karen Mignona 330-673-4900***

**Fairway Independent Mortgage Corp., *Roger Evans 330-923-3770, Kristin Stitzel 330-923-5548
Lori Fetter 330-923-3770***

Farm Credit Services, *Sarah Moyer 440-437-5800*

First Merit Mortgage, *Sheila Axner, 330-745-4289*

Franklin American Mortgage, *Dennis Sarbak 800-816-7935*

Franklin Mills Title Agency, *Tammy Gildersleeve 330-673-8325*

Future Environmental Management Services, (Inspections) *John Kordinak 330-554-2478*

**Home Savings Bank, *Patti Buchanan 330-673-9827, Bruce Kirby 330-298-3104
Scott Mikula 330-673-9827, Vickie Reed 330-673-9556***

Integrity Home Evaluation Service, *David Christopher 330-815-0013*

Lombardo Home Inspections, *Tony Lombardo 440-522-9021*

McSteen & Associates, (Surveyors) *Liz Dunlap 440-585-9800*

Ohio Real Title, *Ryan T. Marrie 216-373-9900, Ronda Klar, 330-562-0784*

Parkview Federal Savings Bank, *Pamela Dunlap 330-626-9444*

Pillar To Post, (Inspections) *Doris Miller 1-800-664-5450*

Portage Community Bank, *Adam Rubin, 330-346-0380, Lisa Forgacs 330-346-0380*

Real Estate Showcase TV, *Kim Loving, 216-323-0051*

Record Publishing, *Harry Newman 330-296-9657*

**Revere Title Agency, *Tom Vacca 216-447-4070, Judy Vacca 216-447-4070
Andrea Hyatt, 330-650-3775***

Seven Seventeen Credit Union, *Laurie Nash, 330-677-0001 ext 8092*

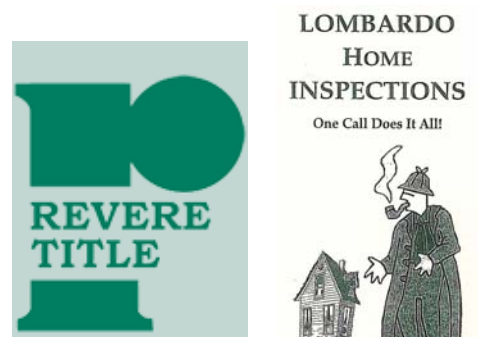
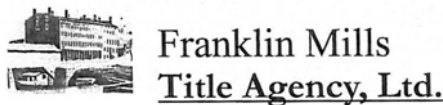
Third Federal Savings & Loan, *Natasha Squier 330-945-6500*

Valley Title & Escrow, *Gil Rieger 330-392-6171, Debra Kurcsics 330-289-0535*

Wells Fargo, *Mike Bernhart 330-916-6216*

Portage County Association of Realtors®
would like to take this opportunity to thank all of our
Affiliate Members
for their support of our organization.

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