

# THE CAROLINAS Network News

## REALETY WORLD® THE CAROLINAS REGIONAL OFFICE

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## Calendar of Events

REALETY WORLD® - THE CAROLINAS  
2009 AWARDS BANQUET &  
BUSINESS CONFERENCE  
FEBRUARY 19 - 21, 2009  
SAVANNAH, GA

REALETY WORLD® INC.  
ANNUAL CONVENTION  
APRIL 29 - 30, 2009  
LAS VEGAS, NV

NCAR CONVENTION  
SEPTEMBER 27 - 29, 2009  
SAVANNAH, GA

[WWW.NCARCONVENTION.ORG](http://WWW.NCARCONVENTION.ORG)

## NC is 4th Fastest Growing State in U.S. Census Report Shows

Release date: 12/29/08

North Carolina's population rose 2 percent during the past year, making it the nation's fourth fastest growing state – and the most rapidly growing of any state east of Texas, a new report shows.

The state gained almost 181,000 residents from July 2007 to July 2008, according to the report released Monday by the U.S. Census Bureau. With a 2008 population of 9.2 million, North Carolina remains the nation's 10th largest state.

While the new figures don't reflect any changes during the past five months, when the economy registered its sharpest declines, they do show the state's growth rate is slowing. From 2006 to 2007, the state's population increased 2.17 percent.

Source: The Charlotte Observer

## WELCOME TO REALETY WORLD®!

### REALETY WORLD® - CAPE FEAR

- Christie Ethridge

### REALETY WORLD® - CAROLINA LIVING

- Rochelle (Shelley) Leder

### REALETY WORLD® - FIRST COAST

- Millard (Tom) Bailey, Jr
- Carl Dangerfield
- Sandra Davis
- Mary Hill
- Libby McCarthy
- Anna Smith
- Penny Smith

### REALETY WORLD® - GRAND STRAND

- Will Hanna
- Patrick Marino
- Sharon Stocks

### REALETY WORLD® - PARTNERS

- Fain Dalton
- Sandra Dalton
- Gene Hunt

2009 REALETY WORLD®  
THE CAROLINAS  
13<sup>TH</sup> ANNUAL  
AWARDS BANQUET &  
BUSINESS CONFERENCE  
FEBRUARY 19 - 21, 2009

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Michael Donnellan





**TOP PRODUCING AGENTS FOR JANUARY 2009**  
**Based on Reports Submitted to Region Office by 2/5/09**

**THIS RANKING IS BASED ON TOTAL COMMISSION FOR THE MONTH.**

- |   |   |
|---|---|
| <p><b>#1</b><br/>Jennifer Castillo<br/>REALTY WORLD® - INTEGRITY FIRST</p> <p><b>#2</b><br/>Teresa Hampton<br/>REALTY WORLD® - CAROLINA LIVING</p> <p><b>#3</b><br/>Willis Calhoun<br/>REALTY WORLD® - PARTNERS</p> <p><b>#4</b><br/>Margaret Tunstall<br/>REALTY WORLD® - CAROLINA PROPERTIES</p> <p><b>#5</b><br/>Becky Rosen<br/>REALTY WORLD® - CAROLINA LIVING</p> | <p><b>#6</b><br/>Jean Cassalia<br/>REALTY WORLD® - SWANSBORO PROPERTIES</p> <p><b>#7</b><br/>Melanie Gerig<br/>REALTY WORLD® - INTEGRITY FIRST</p> <p><b>#8</b><br/>William McBroom<br/>REALTY WORLD® - PROFESSIONALS</p> <p><b>#9</b><br/>Melinda Pate<br/>REALTY WORLD® - GRAHAM/GRUBBS &amp; ASSOCIATES</p> <p><b>#10</b><br/>Ann Hall<br/>REALTY WORLD® - CAPE FEAR</p> |
|---|---|



**TOP PRODUCING OWNERS/BICs FOR JANUARY 2009**  
**Based on Reports Submitted to Region Office by 2/5/09**

**THIS RANKING IS BASED ON TOTAL COMMISSION FOR THE MONTH.**

- |  |   |
|--|---|
| <p><b>#1</b><br/>Eric Andrews<br/>REALTY WORLD® - CAROLINA PROPERTIES</p> <p><b>#2</b><br/>Patty Edney<br/>REALTY WORLD® - CAROLINA SHORES</p> <p><b>#3</b><br/>Vicki Foster<br/>REALTY WORLD® - SOUTHEASTERN</p> <p><b>#4</b><br/>Julie Stone<br/>REALTY WORLD® - CAROLINA LIVING</p> <p><b>#5</b><br/>Joe Gardner<br/>REALTY WORLD® - J.E. WOMBLE &amp; SONS</p> | <p><b>#6</b><br/>Bryant Brantley<br/>REALTY WORLD® - BRANTLEY &amp; ASSOCIATES</p> <p><b>#7</b><br/>Shawn Besanson<br/>REALTY WORLD® - TRIANGLE LIVING</p> <p><b>#8</b><br/>Brenda Grubbs<br/>REALTY WORLD® - GRAHAM/GRUBBS &amp; ASSOCIATES</p> <p><b>#9</b><br/>Michelle Morris<br/>REALTY WORLD® - INTEGRITY FIRST</p> <p><b>#10</b><br/>Caroline Thomas<br/>REALTY WORLD® - THOMAS REALTY COMPANY</p> |
|--|---|

***We Want Your News!***

Send us your special events and announcements for future editions of  
*The Carolinas Network News.*  
 Just send us an email to [carolinas@realtyworld.com](mailto:carolinas@realtyworld.com)





**TOP PRODUCING OFFICES FOR JANUARY 2009**  
**Based on Reports Submitted to Region Office by 2/5/09**

**THIS RANKING IS BASED ON TOTAL COMMISSION FOR THE MONTH.**

**#1**  
 REALTY WORLD® - INTEGRITY FIRST

**#6**  
 REALTY WORLD® - CAROLINA SHORES

**#2**  
 REALTY WORLD® - CAROLINA PROPERTIES

**#7**  
 REALTY WORLD® - BRANTLEY & ASSOCIATES

**#3**  
 REALTY WORLD® - CAROLINA LIVING

**#8**  
 REALTY WORLD® - THOMAS REALTY COMPANY

**#4**  
 REALTY WORLD® - FIRST COAST REALTY

**#9**  
 REALTY WORLD® - GRAHAM/GRUBBS & ASSOCIATES

**#5**  
 REALTY WORLD® - SOUTHEASTERN

**#10**  
 REALTY WORLD® - SWANSBORO PROPERTIES

**LOOK WHOSE BIRTHDAY IS IN FEBRUARY\* ~ HAPPY BIRTHDAY!**

**REALTY WORLD® - BRANTLEY & ASSOCIATES**  
 Scott Jensen ~ February 4<sup>th</sup>

**REALTY WORLD® - CAPE FEAR**  
 Anna Clark ~ February 4<sup>th</sup>  
 Susan Walker ~ February 27<sup>th</sup>

**REALTY WORLD® - CAROLINA LIVING**  
 Julie Best ~ February 15<sup>th</sup>  
 Chuck Nail ~ February 26<sup>th</sup>

**REALTY WORLD® - DESOTO TRAIL REALTY**  
 Wendell Waldroop ~ February 14<sup>th</sup>

**REALTY WORLD® - FIRST COAST REALTY**  
 Reggie Lewis, Jr. ~ February 10<sup>th</sup>  
 Jerry Ferguson ~ February 20<sup>th</sup>

**REALTY WORLD® - GRAHAM/GRUBBS & ASSOCIATES**  
 Mable Buchanan ~ February 7<sup>th</sup>

**REALTY WORLD® - INTEGRITY FIRST**  
 Geoff Gibson ~ February 14<sup>th</sup>

**REALTY WORLD® - HERITAGE REALTY**  
 Karen Mulkey ~ February 17<sup>th</sup>

**REALTY WORLD® - MARKETPLACE**  
 Suzanne Hulme ~ February 20<sup>th</sup>

**REALTY WORLD® - MOLLOY & ASSOCIATES**  
 Katy Shea ~ February 3<sup>rd</sup>  
 Darien Coleman ~ February 8<sup>th</sup>  
 Michael Goodman ~ February 17<sup>th</sup>

**REALTY WORLD® - ON SALEM STREET**  
 Joseph Van Arkel ~ February 15<sup>th</sup>

**REALTY WORLD® - PARTNERS**  
 Paula Hooven ~ February 6<sup>th</sup>

**REALTY WORLD® - PEE DEE PROPERTIES**  
 Frank Hough ~ February 17<sup>th</sup>

**REALTY WORLD® - SOUTHEASTERN**  
 Camille Harrell ~ February 19<sup>th</sup>

**REALTY WORLD® - SOUTHERN STYLE**  
 Cooper Healey ~ February 10<sup>th</sup>

**REALTY WORLD® - THE CAROLINAS**  
 Maurice Johnson ~ February 15<sup>th</sup>

**REALTY WORLD® - THOMAS REALTY COMPANY**  
 Brandon Goodman ~ February 18<sup>th</sup>  
 Kimberly Broadwater ~ February 26<sup>th</sup>

**REALTY WORLD® - TRIANGLE LIVING**  
 Natalie Steen ~ February 13<sup>th</sup>

Based on information received before 1/28/2009. We apologize if you joined REALTY WORLD® after that date and are not listed here.



## Around Our Region



Looks like Llew Ramsey is as great at being a grandmother (Billy isn't half bad either) as she is at being an Agent with REALTY WORLD®-FIRST COAST REALTY!



Candice Alexander & Sharon Powell from REALTY WORLD®-SOUTHEASTERN, George Womble from REALTY WORLD®-J.E. WOMBLE & SONS, Will Hanna from REALTY WORLD®-GRAND STRAND, and Jackie Dae & Susan Walker from REALTY WORLD®-CAPE FEAR man the booth with Maurice Johnson (not pictured) at the Life Style Expo in Charleston, SC.



REALTY WORLD®-TODAY moves in to their new office!



825 Gum Branch Road, Suite 112  
Jacksonville, NC 910-455-3200



ERIC ANDREWS Broker/ Owner REALTY WORLD®-CAROLINA PROPERTIES is named 2009 President of Realtors Land Institute.

Tony Brown, Jr (REALTY WORLD®-CAMBRIDGE REALTY) shares some photos from his recent Mission trip to Peru.

Dr. Luke, who went with us on our trip, performed house calls and worked in the clinic and hospital, seeing more than 750 patients during the week.



Myself and an 83 year old woman we met last year when her brother died. They had no family and we served as pallbearers and paid for the funeral bill.



Jennie and I sponsor her granddaughter (Lucy) by paying for her to go to nursing school and get an education.



Me and Lucy

A little girl in a house that we had torn apart and were in the process of rebuilding.



An 88 year old woman that came to us and pleaded for us to help fix her house (we did).

Eric is an Accredited Land Consultant, one of the most difficult accreditations to obtain by the National Association of Realtors (He is 1 of 44 Accredited Land Consultants in NC). Eric says: "Since earning the designation my career has skyrocketed. I learn something new every day...I learn because NC RLI is an organization that is filled with members that believe we all do better by spreading information to each other."

## A MESSAGE FROM OUR BROKER COUNCIL PRESIDENT



Harold Chappell ~ Broker Council President  
 Broker/Owner REALTY WORLD®-CAPE FEAR  
 1113-A Military Cutoff Road  
 Wilmington, NC 28405  
 Office: 910-256-3528  
 harold.chappell@realtyworld.com

I firmly believe the first 90 days of this new year will determine our success as Agents for all of 2009. I know you might think you can pick up the pace in the spring and make up for any lack of activity in the first quarter; but the first quarter of this year is probably the most critical time our industry has ever experienced. I am so convinced about the importance of this first 90 days that our entire office is participating in a blitz for the next 90 days. We are fortunate my coaching company handed us a program I am confident will provide us with focus and intensity.

We began week one on January 19<sup>th</sup> with pop bys to our valued data base. Each realtor in my office was asked to make 10 visits per day for 5 days to key relationships in their data base. On Monday we visited what we call our A plus customers. Again on Tuesday we made 10 more visits to our A plus clients, followed by visits to key business contacts, current sellers and buyers etc. We all selected an inexpensive gift to take with us as well as current statistics on our local real estate market.

We followed the next week with 10 telephone calls per day to specific contacts in our data base and this week we are writing 7 personal hand written notes per day to the same data base. Next week we plan on scheduling breakfast or lunch meetings with key business contacts. Similar strategies will follow for several more weeks. I am sure that along the way we will lose some of the intensity of the first 3 weeks and maybe even some of our Agents will drop out of the blitz. To date (just 2 ½ weeks) we have gained 18 new listings and picked up at least 5 new buyers.

What this program gives each Agent is *FOCUS*.

Focus is a large barrier for many Real Estate Agents in accomplishing their goals and planned successes in this current marketplace. Your ability to generate the income and lifestyle you desire is going to be contained in the first 90 days. Creating momentum early in the year is paramount. Focus on the things that will lead you to success and then do them with intensity the next 90 days.

You will be astounded by your progress.

~Harold

*Success in business requires training and  
 discipline and hard work.  
 But if you're not frightened by these things  
 the opportunities are just as great today  
 as they ever were.*

David Rockefeller (1915 - )

 REALTY WORLD®