

**REALLY WORLD®  
THE CAROLINAS  
REGIONAL OFFICE**

Maurice Johnson, President/Owner  
Jessica Medlin, Bookkeeper  
Jeanne De Deyn, Broker Services

295 Olmsted Blvd., Suite One  
Pinehurst, NC 28374  
Toll Free: (800) 699-7982  
Phone: (910) 215-8888  
Fax: (910) 215-8807  
E-mail: carolinas@reallyworld.com

**THE CAROLINAS  
Network News**

**Calendar of Events**

**REALLY WORLD® - THE CAROLINAS  
ANNUAL AWARDS BANQUET &  
BUSINESS CONFERENCE  
FEBRUARY 19 - 20, 2010  
WILMINGTON, NC**

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**WELCOME TO REALLY WORLD®!**

**REALLY WORLD® - CAROLINA LIVING**

- Betty Cassidy
- Amy Hesse

**REALLY WORLD® - OF THE UPSTATE**

- Ann Benner

**REALLY WORLD® - ON SALEM STREET**

- Kimberly Freeman
- Pamela Reynolds

**REALLY WORLD® - PARTNERS**

- Diogenes Ruiz

**2010 REALLY WORLD® - THE CAROLINAS  
Annual Awards Banquet & Business Conference**



HILTON WILMINGTON  
RIVERSIDE  
WILMINGTON, NC

Room Reservations  
Phone: 888-324-8170

Online:  
[WILMINGTONHILTON.COM](http://WILMINGTONHILTON.COM)

*GROUP BOOKING CODE: REW  
Special Room Rate: \$99/night (plus tax)*

Our Friday Night  
Networking Party  
will be on the  
Cape Fear Riverboat  
*The Henrietta III!*



Steve & Debra Gillham, Broker/Owner ~  
REALLY WORLD® - UNITED  
Host a Fall Festival



**REALLY WORLD® - HERITAGE REALTY  
Takes 3rd Place in Dodge-Ball Tournament**



Shawn Britt Besanson Broker/Owner REALLY WORLD®  
- TRIANGLE LIVING was ranked 3rd in 2008 among  
Residential Real Estate Agents in the Raleigh/Durham area.



**TOP PRODUCING AGENTS FOR OCTOBER 2009**  
**Based on Reports Submitted to Region Office by 11/5/09**

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

- #1  
Jennifer Morales  
REALTY WORLD® - INTEGRITY FIRST
- #2  
Elaine Main & Llew Ramsey  
REALTY WORLD® - FIRST COAST REALTY
- #3  
Ann Whitley  
REALTY WORLD® - EAST CAROLINA
- #4  
Jane Rouse  
REALTY WORLD® - FIRST COAST REALTY
- #5  
Hamilton Nobles  
REALTY WORLD® - FIRST COAST REALTY

- #6  
Stephen Brown  
REALTY WORLD® - FIRST COAST REALTY
- #7  
Robert Lee  
REALTY WORLD® - INTEGRITY FIRST
- #8  
Lisa Quin  
REALTY WORLD® - ON SALEM STREET
- #9  
Chuck Nail  
REALTY WORLD® - CAROLINA LIVING
- #10  
Lynda Bennett  
REALTY WORLD® - HERITAGE REALTY



**TOP PRODUCING OWNERS/BICS FOR OCTOBER 2009**  
**Based on Reports Submitted to Region Office by 11/5/09**

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

- #1  
Patty Edney  
REALTY WORLD® - CAROLINA SHORES
- #2  
Shawn Britt Besanson  
REALTY WORLD® - TRIANGLE LIVING
- #3  
Penny Smith  
REALTY WORLD® - FIRST COAST REALTY
- #4  
Julie Stone  
REALTY WORLD® - CAROLINA LIVING
- #5  
Newt Heilman  
REALTY WORLD® - CAROLINA PROPERTIES

- #6  
Mike Mullis  
REALTY WORLD® - EAST CAROLINA
- #7  
Steven Coble  
REALTY WORLD® - CHATHAM PROPERTIES
- #8  
Kimberly Sands  
REALTY WORLD® - ON SALEM STREET
- #9  
Caroline Thomas  
REALTY WORLD® - THOMAS REALTY COMPANY
- #10  
David Pearson  
REALTY WORLD® - SWANSBORO PROPERTIES

***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 OCTOBER 2009**  
**Based on Reports Submitted to Region Office by 11/5/09**

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

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

**#6**  
 REALTY WORLD® - ON SALEM STREET

**#2**  
 REALTY WORLD® - INTEGRITY FIRST

**#7**  
 REALTY WORLD® - HERITAGE REALTY

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

**#8**  
 REALTY WORLD® - TRIANGLE LIVING

**#4**  
 REALTY WORLD® - EAST CAROLINA

**#9**  
 REALTY WORLD® - THOMAS REALTY COMPANY

**#5**  
 REALTY WORLD® - CAROLINA SHORES

**#10**  
 REALTY WORLD® - CAPE FEAR

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

**REALTY WORLD® - BOLLINGER & ASSOCIATES**

Franklin Robbins, Jr. ~ November 15<sup>th</sup>

**REALTY WORLD® - BOONE & ASSOCIATES**

Tony Boone ~ November 9<sup>th</sup>

**REALTY WORLD® - BRANTLEY & ASSOCIATES**

Bryant Brantley ~ November 17<sup>th</sup>

**REALTY WORLD® - CAMBRIDGE REALTY**

Cindy Elliott ~ November 29<sup>th</sup>

**REALTY WORLD® - CAPE FEAR**

Robert Paluchak ~ November 8<sup>th</sup>

**REALTY WORLD® - CAROLINA LANDMARK**

Rebecca Jones ~ November 30<sup>th</sup>

**REALTY WORLD® - CAROLINA LIVING**

Dorothy Mills ~ November 24<sup>th</sup>

**REALTY WORLD® - CAROLINA PROPERTIES**

Julie Roland ~ November 25<sup>th</sup>

Eric Andrews ~ November 30<sup>th</sup>

**REALTY WORLD® - FIRST COAST REALTY**

Hamilton Nobles ~ November 5<sup>th</sup>

Joan Pulley ~ November 6<sup>th</sup>

Judy Ferguson ~ November 9<sup>th</sup>

Monica Greene ~ November 10<sup>th</sup>

Bandy Herman ~ November 12<sup>th</sup>

Sharon Barnes ~ November 14<sup>th</sup>

Carl Dangerfield ~ November 16<sup>th</sup>

Patricia Smith ~ November 19<sup>th</sup>

**REALTY WORLD® - EAST CAROLINA**

Felecia Faulkner ~ November 5<sup>th</sup>

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

Jim Graham, Jr. ~ November 25<sup>th</sup>

**REALTY WORLD® - INVESTMENT MARKETING**

Gina Urban ~ November 4<sup>th</sup>

**REALTY WORLD® - MARKETPLACE**

Dean Pistor ~ November 22<sup>nd</sup>

**REALTY WORLD® - ON SALEM STREET**

Russ Copersito, Sr. ~ November 14<sup>th</sup>

Debbie Litsey ~ November 26<sup>th</sup>

**REALTY WORLD® - PARTNERS**

Joyce Carter ~ November 21<sup>st</sup>

**REALTY WORLD® - PEE DEE PROPERTIES**

Sylvia Goodrich ~ November 3<sup>rd</sup>

**REALTY WORLD® - THOMAS REALTY CO.**

Joe Kindley ~ November 29<sup>th</sup>

**REALTY WORLD® - TRIAD**

Bill Wilson ~ November 20<sup>th</sup>

**REALTY WORLD® - TRIANGLE LIVING**

Lyle Sheppard ~ November 21<sup>st</sup>

\*Based on information received before 10/27/2009. We apologize if you joined REALTY WORLD® after that date and are not listed here.

**Brian Buffini's Turning Point: November 17, 2009**

Find out how to win in any market by attending Brian Buffini's Turning Point event on Tuesday, November 17 at the Greater Virginia Convention Center. Brian Buffini will speak directly to the needs and concerns you face in the current market and provide a step-by-step plan to help immediately increase your business.

- Get a winning "game plan" to finish your year strong...and get a jump on your competition for 2010.
- Learn how to approach foreclosures and short sales.
- Receive advanced training on Brian Buffini's proven work-by-referral systems.
- Network with others and learn new "best practices."

You'll walk away with valuable strategies for solving challenges, creating opportunities and thriving through tough times. All this for a one-time discounted rate of \$195 – to register call 1-800-945-3485 x 3. (Buffini & Company Members and Certified Mentors attend for free). For more information, visit [www.buffiniandcompany.com](http://www.buffiniandcompany.com). Don't miss out, mark your calendars today!

ON THE INSIDER



## Trico Web

Contact: Mike Nadolson  
 Phone: 909-678-1831  
 Email: mnadolson@tricoweb.com  
 Website: www.tricoweb.com

### TricoWeb

*Web Site Design, Development and Management*

Home Submission Services Pricing Mailing List Features

FAQ's E-Commerce Contact Us

Get your site up! No Web Site too small or too big. We are a full service website company. We feature the latest technology in web design methods available. We want your site to have the best internet presence possible and we are dedicated to making the site work for you.

We keep your site on the most up to date server available. It supports FrontPage extensions, unlimited access, FTP, Streaming audio and video, ColdFusion and any other media you may need.

Database driven [Shopping Carts](#) for ASP Supported Servers (NT).

ColdFusion Shopping Carts and other E-Commerce solutions

The Real Facts of N.C. Real Estate

FOR THE RECORD

Issue 6, November/December 2009

**HOMEOWNERSHIP**

- > First-time homebuyers continue to fuel the housing rebound. In the first seven months of 2009, first-time homebuyers – mostly between the ages of 25 and 45 – accounted for nearly 50 percent of home sales.
- > N.C. existing home sales posted its fourth consecutive month of improvement in September, the longest period of monthly gains in more than five years.
- > While nationwide housing production remained virtually unchanged in September, the South registered a 7.5 percent gain for the month, making it the only region in the country to post an increase in construction starts.
- > Over the past three years, nearly half of all states have recorded home price gains in the majority of their metro areas, particularly in the South, the Plains, and most of the non-coastal West.

**ECONOMY**

- > The nation's gross domestic product – the broadest measure of the government's total goods and services produced – expanded at an annual rate of 3.5 percent in the quarter that ended in September. Up until the third quarter, the GDP had been shrinking for nearly a year.
- > N.C. continues to top a wide range of rankings. In October alone, Asheville was named among the top 10 best affordable places to retire; Durham was predicted to be one of the top cities to post a big rebound; and Raleigh was named one of the top locations for newcomers.
- > N.C. ranks as the sixth most popular state in the nation when it comes to where people want to live, according to a recent Harris Interactive poll.

- > Federal stimulus money sent directly to N.C. state agencies has saved or created at least 24,000 jobs, according to the North Carolina Office of Economic Recovery and Investment.

**FORECLOSURE FACTS**

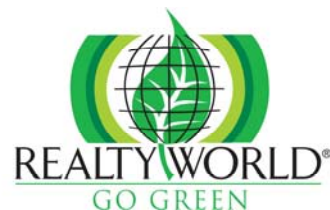
- > National foreclosure rates soared in the third quarter, with one in every 136 homes going into foreclosure. North Carolina, however, had the 14th-lowest foreclosure rate in the nation, with one in every 417 homes going into foreclosure.
- > North Carolina's State Home Foreclosure Prevention Project has helped more than 2,100 families prevent foreclosure since its inception in January. Fight NC Foreclosure, sponsored by NC REALTORS® and other groups, is an extension of this Foreclosure Prevention project. The campaign highlights a toll-free number, 1-866-234-4857, and a website: [www.fightncforeclosure.org](http://www.fightncforeclosure.org).
- > The North Carolina Housing Finance Agency, which operates affordable housing programs in the state, was recently awarded \$895,350 in federal money that will be used to help stem the tide of home foreclosures. This is the third grant the agency has received, with funds representing nearly \$6 million. So far, the effort is credited with helping more than 1,100 residents stay in their homes.

The Voice of Real Estate in North Carolina

### Latest Issue of 'For the Record' Now Available

Release date: 11/03/09

In an effort to dispel any mistruths and unsubstantiated facts about the housing market in North Carolina, NC REALTORS®' November/December issue of 'For the Record,' a bi-monthly one-page document, is now available. Read and pass it along!  
<http://www.ncrealtors.org/uploads/FortheRecord11-09.pdf>



# 2010 REALTY WORLD® – THE CAROLINAS AWARDS BANQUET & BUSINESS CONFERENCE FEBRUARY 19 - 20, 2010



HILTON WILMINGTON RIVERSIDE  
301 N. WATER STREET  
WILMINGTON, NC  
[www.wilmingtonhilton.com](http://www.wilmingtonhilton.com)  
888-324-8170



**Group Booking Code: REW**

## PLEASE JOIN US!

**Special Room Rate**  
**\$99 per night! (+ Tax)**

*Make sure to identify yourself as part of the  
REALTY WORLD® group to get this great rate!*

*\*\*\* If you want a king-size bed or a room with a Water-Front view you'll need to ask for it  
at the time you make your reservation \*\*\**

### GUEST SPEAKER

*RICK DELUCA*

SATURDAY, FEBRUARY 20<sup>TH</sup>  
8:30 AM - 12:30 PM

For reservations or more information, call the  
hotel at 888-324-8170, or visit their website:

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

***Be sure to use the Group Booking Code: REW***  
***Due to a limited number of rooms, please***  
***reserve your room today! Remember, all***  
***rooms sold out early last year!***



### CONTINUING EDUCATION

**BILL GALLAGHER**

SUPERIOR SCHOOL OF REAL ESTATE

FRIDAY, FEBRUARY 19<sup>TH</sup>

BROKER IN CHARGE ~ 8:30 AM - 12:30 PM

MANDATORY ~ 1:30 PM - 5:30 PM

**\*\*\*\*\* NO ELECTIVE COURSE WILL BE OFFERED AT THIS  
YEAR'S SALES RALLY \*\*\*\*\***

JOIN IN THE WELCOMING  
ATMOSPHERE.

FEEL FREE TO EXCHANGE  
YOUR EXPERIENCES AND IDEAS  
WITH FELLOW  
REALTY WORLD®  
THE CAROLINAS  
MEMBERS.

*IT'S A GREAT NETWORKING  
OPPORTUNITY, TOO!*



NETWORKING RECEPTION  
FRIDAY, FEBRUARY 19<sup>TH</sup> 6:30 PM - 10:00 PM  
(BAR-B-QUE & BAKED CHICKEN & CASH BAR) ON THE CAPE FEAR  
RIVERBOAT THE HENRIETTA III ~ **COME JOIN THE CRUISE!**

AWARDS DINNER ON SATURDAY, FEBRUARY 20<sup>TH</sup> 7:00 PM - TILL (CASH BAR)

***ALL REGISTRATIONS MUST BE RECEIVED AS SOON AS POSSIBLE***

CONFERENCE REGISTRATION FEE: \$79 FOR LICENSED ATTENDEES  
\$65 FOR UNLICENSED ATTENDEES

REGISTRATION FORM IS ON ATTACHED SHEET



REALTY WORLD® - THE CAROLINAS  
295 OLMSTED BLVD., SUITE ONE, PINEHURST, NC 28374  
800-699-7982 TOLL FREE / 910-215-8807 FAX  
E-MAIL: [JESSICA.MEDLIN@REALTYWORLD.COM](mailto:JESSICA.MEDLIN@REALTYWORLD.COM)

# 2010 REALTY WORLD® – THE CAROLINAS AWARDS BANQUET & BUSINESS CONFERENCE ATTENDEE REGISTRATION FORM

Company Name: REALTY WORLD® \_\_\_\_\_

Name of Attendee: \_\_\_\_\_ Licensed  Unlicensed

Name of Attendee: \_\_\_\_\_ Licensed  Unlicensed

Name of Attendee: \_\_\_\_\_ Licensed  Unlicensed

Name of Attendee: \_\_\_\_\_ Licensed  Unlicensed

Send check or money order in the amount of \$79.00 for a licensed attendee  
and \$65.00 for an unlicensed attendee made payable to:

REALTY WORLD® - THE CAROLINAS BROKER COUNCIL  
295 Olmsted Blvd., Suite One  
Pinehurst, NC 28374  
800-699-7982 Toll-Free 910-215-8807 Fax  
jessica.medlin@realtyworld.com

Total Licensed Attendees _____	X	\$79.00 = \$ _____	
Total Unlicensed Attendees _____	X	\$65.00 = \$ _____	
		+ 4%* \$ _____	(if applicable)
		Grand Total \$ _____	

*\*4% Administration Fee applied to Credit Card charges*

Method of Payment	Check # _____	Amount Enclosed \$ _____
	Visa* _____	Master Card* _____
Card Number _____		
Expiration Date _____	Security Code _____	Billing Zip Code _____
Cardholder's Name _____		
<small>(As it Appears on the Card)</small>		
Cardholder's E-mail Address _____		
Cardholder's Billing Address _____		
Signature _____		Date _____

Non-refundable if not notified 7 days before the Awards Banquet & Business Conference starts.  
(Any 4% Administration Fees for credit card charges can not be refunded.)

***Reminder: Hotel Reservations MUST Be Made ASAP!***



 **REALTY WORLD®**  
**THE CAROLINAS**

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**2010 AWARDS BANQUET & BUSINESS CONFERENCE**  
***CONTINUING EDUCATION REGISTRATION FORM***

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Attendee Name \_\_\_\_\_

REALTY WORLD® Office \_\_\_\_\_

Cell Phone Number \_\_\_\_\_

**\*\*\* YOU MUST BRING YOUR REAL ESTATE LICENSE POCKET CARD \*\*\***

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**Each Course Cost: \$58.00**

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✓ *Check each class you are attending*

\_\_\_\_\_ **Broker In Charge**    Friday, February 19, 2010    8:30 AM - 12:30 PM

\_\_\_\_\_ **Mandatory Update**    Friday, February 19, 2010    1:30 PM - 5:30 PM

**\*\*\*\*\* No Elective Course will be offered at this year's Sales Rally \*\*\*\*\***

\_\_\_\_\_ X \$58.00 = \$ \_\_\_\_\_ + 4%\* \_\_\_\_\_ **TOTAL** \_\_\_\_\_  
(if applicable)

**\*4% Administration Fee applied to Credit Card charges**

Method of Payment	Check # _____	Amount Enclosed \$ _____
	Visa* _____	Master Card* _____
Card Number _____		
Expiration Date _____	Security Code _____	Billing Zip Code _____
Cardholder's Name _____	(As it Appears on the Card)	
Cardholder's E-mail Address _____		
Cardholder's Billing Address _____		
Signature _____		Date _____

Make Check Payable To: **THE CAROLINAS BROKER COUNCIL**  
295 Olmsted Blvd., Suite One, Pinehurst, NC 28374  
Toll Free: 800- 699-7982                      Fax: 910-215-8807

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**You need to arrive before class begins to sign in and show your  
Real Estate License Pocket Card**

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Non-refundable if not notified 7 days before the Awards Banquet & Business Conference starts.  
(Any 4% Administration Fees for credit card charges can not be refunded.)