Welcome to Realty World®!

Realty World® - First Coast Realty
- Sue Anderson

Realty World® - On Salem Street
- Dawn Hayes
- Marcie Mott

Realty World® - Partners
- Traci Hobson

Realty World® - Today
- Andrew Patterson

Realty World® - Triangle Living renews Franchise Agreement!

Shawn Britt Besanson, Broker/Owner, of Realty World® - Triangle Living renews her Franchise Agreement for another ten years!

Regional Commercial Realtor® Achieves NAR® Green Designation

Pete Chenery, Broker/Owner of Realty World® - Investment Marketing was awarded the Green Designation, the only green real estate professional designation recognized by NAR.

Pete was trained in understanding what makes a property green, helping clients evaluate the cost/benefits of green building features and practices, distinguishing between industry rating and classification systems, listing and marketing green homes, buildings, and properties, discussing the financial grants and incentives available to property owners, and helping consumers see a property’s green potential. In achieving this designation Pete has further shown his commitment to providing his clients with the best possible representation and service possible and become a trusted green resource throughout North Carolina.

Realty World® - Chatham Properties signs Franchise Agreement!

Our newest Broker/Owner, Stephen Coble of Realty World® - Chatham Properties signs a five year Franchise Agreement!
Top Producing Agents for August 2009
Based on Reports Submitted to Region Office by 9/5/09

This ranking is based on total commission for the month.

#1
Stephen Brown
REALTY WORLD® - FIRST COAST REALTY

#2
Dorothy Mills
REALTY WORLD® - CAROLINA LIVING

#3
Janet Hollingshead
REALTY WORLD® - FIRST COAST REALTY

#4
Carolyn Lauter
REALTY WORLD® - HERITAGE REALTY

#5
Becky Rosen
REALTY WORLD® - CAROLINA LIVING

#6
Melinda Pate
REALTY WORLD® - GRAHAM/GRUBBS & ASSOCIATES

#7
Jennifer Morales
REALTY WORLD® - INTEGRITY FIRST

#8
Elaine Main/Llew Ramsey
REALTY WORLD® - FIRST COAST REALTY

#9
Eric Osborn
REALTY WORLD® - HERITAGE REALTY

#10
Margaret Tunstall
REALTY WORLD® - CAROLINA PROPERTIES

Top Producing Owners/BICs for August 2009
Based on Reports Submitted to Region Office by 9/5/09

This ranking is based on total commission for the month.

#1
Shawn Britt Besanson
REALTY WORLD® - TRIANGLE LIVING

#2
Tom Mallette
REALTY WORLD® - HERITAGE REALTY

#3
Patty Edney
REALTY WORLD® - CAROLINA SHORES

#4
Julie Stone
REALTY WORLD® - CAROLINA LIVING

#5
Luther Ennett
REALTY WORLD® - ENNETT & ASSOCIATES

#6
Caroline Thomas
REALTY WORLD® - THOMAS REALTY COMPANY

#7
Bryant Brantley
REALTY WORLD® - BRANTLEY & ASSOCIATES

#8
Newt Heilman
REALTY WORLD® - CAROLINA PROPERTIES

#9
Eric Andrews
REALTY WORLD® - CAROLINA PROPERTIES

#10
Veronica McBroom
REALTY WORLD® - PROFESSIONALS

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
TOP PRODUCING OFFICES FOR AUGUST 2009
Based on Reports Submitted to Region Office by 9/5/09

THIS RANKING IS BASED ON TOTAL COMMISSION FOR THE MONTH.

#1
REALTY WORLD® - FIRST COAST REALTY

#2
REALTY WORLD® - CAROLINA LIVING

#3
REALTY WORLD® - HERITAGE REALTY

#4
REALTY WORLD® - TRIANGLE LIVING

#5
REALTY WORLD® - CAROLINA PROPERTIES

#6
REALTY WORLD® - GRAHAM/GRUBBS & ASSOCIATES

#7
REALTY WORLD® - BOLLINGER & ASSOCIATES

#8
REALTY WORLD® - THOMAS REALTY COMPANY

#9
REALTY WORLD® - INTEGRITY FIRST

#10
REALTY WORLD® - BRANTLEY & ASSOCIATES

LOOK WHOSE BIRTHDAY IS IN SEPTEMBER* - HAPPY BIRTHDAY!

REALTY WORLD® - BOLLINGER & ASSOCIATES
LuAnn (Cookie) Bradshaw ~ September 7th
Stephen Lambrechts ~ September 12th
Kevin Annas ~ September 22nd

REALTY WORLD® - CAMBRIDGE REALTY
Clayton Henderson ~ September 6th
Sarah Brown ~ September 24th

REALTY WORLD® - CAPE FEAR
Roger Boggs ~ September 15th
William Jones ~ September 18th

REALTY WORLD® - CAROLINA LIVING
Ernie Wilkinson ~ September 22nd
Billie Faye Sasser ~ September 24th
Pamela Silver ~ September 29th

REALTY WORLD® - CAROLINA PROPERTIES
Rudy Vitaro ~ September 30th

REALTY WORLD® - EAST CAROLINA
Lisa Faulkner ~ September 15th

REALTY WORLD® - FIRST COAST REALTY
Kathleen Furtner ~ September 11th
Sandra Davis ~ September 20th
Amanda Rice ~ September 21st

REALTY WORLD® - GRAHAM/GRUBBS & ASSOCIATES
Brenda Grubbs ~ September 12th
Melinda Pate ~ September 13th
Jane Somerville ~ September 16th

REALTY WORLD® - INTEGRITY FIRST
Melissa McKinney ~ September 2nd
Denise Truelove ~ September 11th

REALTY WORLD® - J.E. WOMBLE & SONS
Joe Gardner ~ September 7th
George Womble ~ September 20th

REALTY WORLD® - MARKETPLACE
Melissa Sites ~ September 13th

REALTY WORLD® - MEADLOCK PROPERTIES
Deborah Norris ~ September 9th

REALTY WORLD® - PARTNERS
John Williams ~ September 5th
Justin Lewis ~ September 14th
Carol Roberts ~ September 28th

REALTY WORLD® - PROFESSIONALS
Alan Karp ~ September 4th

REALTY WORLD® - THOMAS REALTY CO.
Jill Furstein ~ September 13th
Caroline Thomas ~ September 17th
Christy Warren ~ September 22nd

*Based on information received before 8/25/2009. We apologize if you joined REALTY WORLD® after that date and are not listed here.

** We accidentally missed listing a birthday in last month’s newsletter. Julie Stone ~ REALTY WORLD® - CAROLINA LIVING celebrated her birthday on August 31st; We’re sorry about that Julie. **

REALTY WORLD® - THE CAROLINAS
ANNUAL AGENT BUSINESS PLANNING WORKSHOP

REALTY WORLD® - THE CAROLINAS would like to help you start your year off right with a FREE workshop. Start 2010 off with the right information to know exactly what you have to do to reach your goals. The Raleigh workshop is: DATE: OCTOBER 8, 2009 TIME: 9:00 - 4:00 PLACE: MCKIMMON CENTER FOR EXTENSION AND CONTINUING EDUCATION, RALEIGH, NC

Make plans to come to this workshop and let’s all have a record setting year! Your Registration Form is attached to the end of this newsletter; please fill it out and send it in today! A second location will be announced soon.
SSi - Services (SignLight Services)
201 A Horn Street
Mocksville, NC 27028
Contact: Dan Desnoyers
336-751-9543
www.ssisource1.com/realw.htm
Email: info@ssisource1.com

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Select a Service >>

Click >>> STANDARD SERVICE YARD SIGN STORE  NextDAY SERVICE YARD SIGN STORE

SignSOURCE1 manufactures and markets
a full line of Professional Outdoor Sign products
for REALTY WORLD

SignSOURCE1 manufactures and markets
a full line of Professional Outdoor Sign products
for REALTY WORLD

We hope you find what you are looking for quickly and easily. Please
feel free
to contact us at:

888-813-7400 ph
336-751-9376 fx
info@ssisource1.com

Office I.D. Signs include illuminated Pan Face and Channel Letter
signs, Wall or Pole mounted in single or two side configurations.
Agent Business Planning

Agents, we know you want to have a very productive year in 2010 and The Broker Council would like to get you off on the right foot by offering a FREE workshop for you to work on your Business Plan for the year. We want you to begin the year off with exactly the right information to know exactly what you have to do to reach your goals!

Please join Bonnie Mays, VP of REALTY WORLD®, INC. for this workshop in Raleigh, North Carolina and let’s all make 2010 a Record-Setting Year!

ITEMS YOU NEED TO BRING WITH YOU

- Your personal 2008 production of activity from your MLS
- Your personal listings list (how many days your listings were on the market, etc.) not the office listings
- Total $ amount you spent on personal marketing (not what your company spent on you or your office, but money you actually spent out of pocket)
- Your sources of business for every closed transaction for the year 2008 (FSBO, etc.)

THERE IS NO COST FOR THIS WORKSHOP but we need you to sign up so we will have the meeting room set-up for the correct number of attendees!

NAME OF ATTENDEE(S):

________________________________________

________________________________________

________________________________________

OFFICE: REALTY WORLD®

________________________________________

Fax form to:

REALTY WORLD-THE CAROLINAS
910-215-8807

TRAINING LOCATION INFORMATION

MCKIMMON CENTER FOR EXTENSION AND CONTINUING EDUCATION

1101 GORMAN STREET
RALEIGH, NC 27606
919-515-2277

DATE: OCTOBER 8, 2009
TIME 9:00 AM TO 4:00 PM
Marketing 401 - Management Strategies for the REALTY WORLD® Office is the Broker/Manager Course which outlines the blueprint for operating a profitable brokerage business. Beginning with establishing your company’s mission statement and core values, we’ll also discuss the basics of business planning, budgets and profitability, management systems, team building and marketing your company. We’ll look at formulating your own recruiting plan and a customized PowerPoint recruiting presentation. We’ll also discuss implementing a business development center, internal training programs and agent compensation options.

This program is a MUST for any Broker who is in business on purpose, not by accident.

All Owners/Managers **MUST** pre-register

**FREE**.....**FREE**.....**FREE**.....**FREE**.....**FREE**.....**FREE**.....

Please register today!

**Training Will Be Held At**
**Holiday Inn Brownstone**
**1707 Hillsborough Street**
**Raleigh, NC**

(Reservation information is on the next page)

*A Broker Council meeting will be held after the training session on Monday, October 5, 2009.*
Yes! Register me to attend the Business Planning & Management Retreat.

Company Name: REALTY WORLD® -

Broker Name: __________________________

E-Mail: ________________________________

Phone: ________________________________

Please Fax Registration Form to
REALTY WORLD®-THE CAROLINAS at 910-215-8807
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
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 ***

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

GUEST SPEAKER
RICK DELUCA
SATURDAY, FEBRUARY 20TH
8:30 AM - 12:30 PM

CONTINUING EDUCATION
BILL GALLAGHER
SUPERIOR SCHOOL OF REAL ESTATE
FRIDAY, FEBRUARY 19TH
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 *****

NETWORKING RECEPTION
FRIDAY, FEBRUARY 19TH 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 20TH 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

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!

REALTY WORLD®
THE CAROLINAS
# 2010 REALTY WORLD® – THE CAROLINAS AWARDS BANQUET & BUSINESS CONFERENCE
## Attendee Registration Form

**Company Name:** REALTY WORLD®

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<th>Name of Attendee</th>
<th>Licensed</th>
<th>Unlicensed</th>
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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

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<tr>
<th>Total Licensed Attendees</th>
<th>$79.00</th>
<th>$X</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Unlicensed Attendees</td>
<td>$65.00</td>
<td>$X</td>
</tr>
</tbody>
</table>

+ 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

(As it Appears on the Card)

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!
2010 AWARDS BANQUET & BUSINESS CONFERENCE

CONTINUING EDUCATION REGISTRATION FORM

Attendee Name ________________________________
REALTY WORLD® Office ________________________________
Cell Phone Number ________________________________

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

Each Course Cost: $58.00

✓ 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%* (if applicable) 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 ________________________________

(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

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

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.)