

**REALETY WORLD®
THE CAROLINAS
REGIONAL OFFICE**

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

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Pinehurst, NC 28374
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Fax: (910) 215-8807
E-mail: carolinas@realtyworld.com

**THE CAROLINAS
Network News**

Calendar of Events

**2009 SC REALTOR
ANNUAL CONFERENCE & TRADE SHOW
SEPTEMBER 16 - 17, 2009
COLUMBIA, SC**

**NCAR CONVENTION
SEPTEMBER 27 - 29, 2009
SAVANNAH, GA
WWW.NCARCONVENTION.ORG**

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

**REALETY WORLD® - THE CAROLINAS
MARKETING 401
OCTOBER 5 - 6, 2009
HOLIDAY INN BROWNSTONE
RALEIGH, NC**

**REALETY WORLD® - THE CAROLINAS
AGENT BUSINESS PLANNING
OCTOBER 8, 2009
MCKIMMON CENTER
RALEIGH, NC**

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WELCOME TO REALTY WORLD®!

REALETY WORLD® - FIRST COAST REALTY

➤ Sue Anderson

REALETY WORLD® - ON SALEM STREET

➤ Dawn Hayes
➤ Marcie Mott

REALETY WORLD® - PARTNERS

➤ Traci Hobson

REALETY WORLD® - TODAY

➤ Andrew Patterson



**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.



**REALETY WORLD® -
TRIANGLE LIVING
renews Franchise
Agreement!**

Shawn Britt Besanson, Broker/Owner, of REALTY WORLD® - TRIANGLE LIVING renews her Franchise Agreement for another ten years!



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

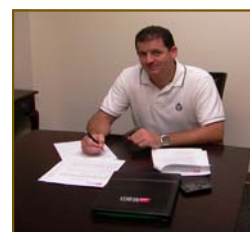
**HILTON WILMINGTON
RIVERSIDE
WILMINGTON, NC**

Room Reservations
Phone: 888-324-8170
Online:
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!



**REALETY 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

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

#2
 Dorothy Mills
 REALTY WORLD® - CAROLINA LIVING

#7
 Jennifer Morales
 REALTY WORLD® - INTEGRITY FIRST

#3
 Janet Hollingshead
 REALTY WORLD® - FIRST COAST REALTY

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

#4
 Carolyn Lauter
 REALTY WORLD® - HERITAGE REALTY

#9
 Eric Osborn
 REALTY WORLD® - HERITAGE REALTY

#5
 Becky Rosen
 REALTY WORLD® - CAROLINA LIVING

#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

#6
 Caroline Thomas
 REALTY WORLD® - THOMAS REALTY COMPANY

#2
 Tom Mallette
 REALTY WORLD® - HERITAGE REALTY

#7
 Bryant Brantley
 REALTY WORLD® - BRANTLEY & ASSOCIATES

#3
 Patty Edney
 REALTY WORLD® - CAROLINA SHORES

#8
 Newt Heilman
 REALTY WORLD® - CAROLINA PROPERTIES

#4
 Julie Stone
 REALTY WORLD® - CAROLINA LIVING

#9
 Eric Andrews
 REALTY WORLD® - CAROLINA PROPERTIES

#5
 Luther Ennett
 REALTY WORLD® - ENNETT & ASSOCIATES

#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	#6 REALTY WORLD® - GRAHAM/GRUBBS & ASSOCIATES
#2 REALTY WORLD® - CAROLINA LIVING	#7 REALTY WORLD® - BOLLINGER & ASSOCIATES
#3 REALTY WORLD® - HERITAGE REALTY	#8 REALTY WORLD® - THOMAS REALTY COMPANY
#4 REALTY WORLD® - TRIANGLE LIVING	#9 REALTY WORLD® - INTEGRITY FIRST
#5 REALTY WORLD® - CAROLINA PROPERTIES	#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. **

Free
Training

**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.*

ON THE INSIDER

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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Open House Signs and Directional Signs,
 Banners,
 Vehicle Magnetics,

Name & Custom Message Riders
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 various accessories are also available.



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

Requires Adobe Flashplayer



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**Free
Training**

**October 8,
2009**



**REALTY
WORLD®**

The Carolinas

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

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® -

- 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.)

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 - MARKETING STRATEGIES



**BONNIE MAYS WILL BE IN RALEIGH, NC TO PRESENT
MARKETING 401 - MANAGEMENT STRATEGIES**

**OCTOBER 5 & 6, 2009
9:00 A.M. - 5:00 P.M.**

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.***

 **REALTY WORLD®**
REALTY WORLD®

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

MARKETING 401 - MARKETING STRATEGIES

OCTOBER 5 & 6, 2009

HOTEL ACCOMMODATIONS
HOLIDAY INN
Brownstone Hotel & Conference Center
1707 Hillsborough Street
Raleigh, NC
800-331-7919

*You must ask for "In-House Reservations" Tell Them You Are With
REALTY WORLD®*

Online Registration: [www.ihg.com/h/d/HI/1/en/rates/RDUHS?
groupBookingCode=REA & IATano=99801505](http://www.ihg.com/h/d/HI/1/en/rates/RDUHS?groupBookingCode=REA&IATano=99801505)

REALTY WORLD® group rate at the HOLIDAY INN is \$89 per night plus tax.
Be sure to tell them you are with the REALTY WORLD® group to get this rate!
*Hotel room reservations must be made by Monday, September 21, 2009. After this
cut-off date, no reservations will be guaranteed at the special group rate.
In-House Reservations office hours are Monday through Friday 8:00 a.m. - 5:00 p.m.*

ALL OWNERS/MANAGERS **MUST** PRE-REGISTER

FREE.....FREE.....FREE.....FREE.....FREE.....FREE.....

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



Hilton
Wilmington Riverside



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 20TH
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

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 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 *******

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 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

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

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

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%* _____ **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

**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.)