



# THE CAROLINAS Network News

## REALTY WORLD® THE CAROLINAS REGIONAL OFFICE

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

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Toll Free: (800) 699-7982  
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Fax: (910) 215-8807  
E-mail: carolinas@realtyworld.com  
Web: www.realtyworldcarolinas.com



Sonya Ganyard from  
REALTY WORLD®  
BRANTLEY &  
ASSOCIATES  
completed REBAC's  
Short Sale and  
Foreclosures course.

**OLD REPUBLIC  
HOME PROTECTION**  
**Patty R. Collins**  
Senior Account Executive

Applications: 800-445-6999  
Messages to Patty: 800-282-7131, Ext.1385  
Service: 800-972-5985  
PattyC@orhp.com  
www.orhp.com

**There's  
still time  
to join the  
fun!**

## 2010 REALTY WORLD® - THE CAROLINAS



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

## Calendar of Events

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

### 2010 GRI SCHEDULE

FEBRUARY 22 - 25

CHARLOTTE, GRI 300

MARRIOTT EXECUTIVE PARK

\*\* REGISTRATION DEADLINE: 5 DAYS PRIOR TO THE  
BEGINNING OF THE COURSE \*\*

### 2010 REALTY WORLD® INTERNATIONAL CONVENTION

MARCH 9 - 10

NASHVILLE, TN

### 2010 GRI SCHEDULE

MARCH 15 - 18

GREENSBORO, GRI 200

NC ASSOCIATION OF REALTORS® OFFICE

\*\* REGISTRATION DEADLINE: 5 DAYS PRIOR TO THE  
BEGINNING OF THE COURSE \*\*

### 2010 GRI SCHEDULE

APRIL 19 - 22

WILMINGTON, GRI 100

COASTLINE CONFERENCE & EVENT CENTER

\*\* REGISTRATION DEADLINE: 5 DAYS PRIOR TO THE  
BEGINNING OF THE COURSE \*\*

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## WELCOME TO REALTY WORLD®!

### REALTY WORLD® CAROLINA LIVING

Michelle Bass  
Dawn Schneider

### REALTY WORLD® CAROLINA SHORES

Tambra Jackson

### REALTY WORLD® FIRST COAST REALTY

Kimberly Maness

### REALTY WORLD® ON SALEM STREET

John Carmentate  
Karen Machikas

### REALTY WORLD® SOUTHEASTERN

Gene Wallin

### REALTY WORLD® TRIAD

Jean Fox  
Kenneth Moser  
Suzanne Moser  
Dorothy Nardelli  
Robert Palsha  
Rachel Vogler  
Herbert Wright, Jr



**TOP PRODUCING AGENTS FOR JANUARY 2010**  
**Based on Reports Submitted to Region Office by 2/5/10**

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

- #1  
Jane Rouse  
REALTY WORLD® - FIRST COAST REALTY
- #2  
Melanie Gerig  
REALTY WORLD® - INTEGRITY FIRST
- #3  
Sandy Savage  
REALTY WORLD® - CAROLINA PROPERTIES
- #4  
Ann Whitley  
REALTY WORLD® - EAST CAROLINA
- #5  
David Leinwand  
REALTY WORLD® - CAPE FEAR

- #6  
Pastor Bob Heap, Jr.  
REALTY WORLD® - FIRST COAST REALTY
- #7  
Caroline Johnson  
REALTY WORLD® - EAST CAROLINA
- #8  
Judy Ferguson  
REALTY WORLD® - FIRST COAST REALTY
- #9  
Nilesh Jethwa  
REALTY WORLD® - CAPE FEAR
- #10  
Ann Hall  
REALTY WORLD® - CAPE FEAR



**TOP PRODUCING OWNERS/BICS FOR JANUARY 2010**  
**Based on Reports Submitted to Region Office by 2/5/10**

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

- #1  
Patty Edney  
REALTY WORLD® - CAROLINA SHORES
- #2  
Mike Mullis  
REALTY WORLD® - EAST CAROLINA
- #3  
Michelle Morris  
REALTY WORLD® - INTEGRITY FIRST
- #4  
Sharon Barnes  
REALTY WORLD® - FIRST COAST REALTY
- #5  
Harold Chappell  
REALTY WORLD® - CAPE FEAR

- #6  
Luther Ennett  
REALTY WORLD® - ENNETT & ASSOCIATES
- #7  
Caroline Thomas  
REALTY WORLD® - THOMAS REALTY COMPANY
- #8  
Joseph Gardner  
REALTY WORLD® - J.E. WOMBL & SONS
- #9  
Bryant Brantley  
REALTY WORLD® - BRANTLEY & ASSOCIATES
- #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)*

**RADNOR PRINTING COMPANY**  
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 Web: [www.RadnorPrinting.com](http://www.RadnorPrinting.com)

Michael Donnellan



**TOP PRODUCING OFFICES FOR JANUARY 2010**  
**Based on Reports Submitted to Region Office by 2/5/10**

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

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

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

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

**#7**  
 REALTY WORLD® - THOMAS REALTY COMPANY

**#3**  
 REALTY WORLD® - CAPE FEAR

**#8**  
 REALTY WORLD® -BRANTLEY & ASSOCIATES

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

**#9**  
 REALTY WORLD® - ENNETT & ASSOCIATES

**#5**  
 REALTY WORLD® - INTEGRITY FIRST

**#10**  
 REALTY WORLD® - J.E. WOMBLE & SONS

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

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

**REALTY WORLD® - CAROLINA LIVING**  
 Teresa Hampton ~ February 27<sup>th</sup>  
 Betty Cassidy ~ February 28<sup>th</sup>

**REALTY WORLD® - DESOTO TRAIL**  
 Wendell Waldrop ~ 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® - HERITAGE REALTY**  
 Brooke Morrissey ~ February 28<sup>th</sup>

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

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

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

**REALTY WORLD® - ON SALEM STREET**  
 Sarah Coker ~ February 17<sup>th</sup>  
 John Carmentate ~ February 23<sup>rd</sup>

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

**REALTY WORLD® - THOMAS REALTY CO.**  
 Brandon Goodman ~ February 18<sup>th</sup>  
 Kimberly Gatlin ~ February 26<sup>th</sup>

**REALTY WORLD® - TRIAD**  
 Suzanne Moser ~ February 8<sup>th</sup>

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

\*Based on information received before 1/29/2010. We apologize if you joined REALTY WORLD® after that date and are not listed here.

**REALTY WORLD® - HERITAGE REALTY is Well Represented!**



**Christine Mallette** served on the new MLS advisory committee and the WNC Tech Committee for Haywood County.



**Jess Osborn** served on the 2009 Board of Directors.



**Carolyn Lauter** was elected 2010 Haywood County Board of Realtors President.



**Thomas Mallette** served as the 2009 MLS President.



## **REALTOR® SAFETY: A YEAR-ROUND PRIORITY**

### **Safe Steps for Meeting a New Client**

Here are 10 steps you can follow to help take the risk out of meeting prospects and clients:

1. Make sure you are not alone in the office when meeting someone. If you are alone, call a friend or colleague before the client is due to arrive and ask them to call and check on you 15 minutes into the visit. Then call them back when the person has left your office.
2. Ask each new client to stop by your office and complete a Prospect Identification Form, preferably in the presence of an associate.
3. When the person arrives, get the make, model and license number of their car. Check this information yourself—don't just take their word for it. You can do this discreetly by watching them drive up, glancing out at their car, or checking it when you leave the office.
4. Use a registration book for all clients and other visitors. Be careful to make sure that everyone signs in.
5. Photocopy the client's driver's license and retain this information at your office. Legitimate clients should not mind you copying their driver's license. People freely show their licenses to the clerk at the grocery store when they write checks, and they show their IDs to rent a movie.
6. Get personal references as well as employment and home information. Then check all references and verify employment and current address. Check county property records to confirm ownership.
7. Introduce the prospect to someone in your office. A would-be assailant does not like to be noticed or receive exposure, knowing a person could pick him/her out of a police lineup.
8. Always let someone know where you are going; leave the name and phone number of the client you are meeting.
9. When talking to any client or prospect, be careful not to share any personal information—specifically, details on where you live or information that can allow the person to pinpoint your home.
10. When showing a property, always leave the front door wide open while you and the client are inside. As you enter each room, stand near the door.

(Sources: Louisiana REALTORS® Association, Washington Real Estate Safety Council, City of Albuquerque, NM, Nevada County Board of REALTORS®, Pinehurst NC Police Department)

This article is part of the NATIONAL ASSOCIATION OF REALTORS'® 2008 REALTOR® Safety Week Kit.

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# 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 FROM**  
**BUFINNI & COMPANY**

SATURDAY, FEBRUARY 20<sup>TH</sup>  
8:30 AM - 11:30 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 UPDATE ~ 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<sup>®</sup>**  
**THE CAROLINAS**

**2010 AWARDS BANQUET & BUSINESS CONFERENCE**

***CONTINUING EDUCATION REGISTRATION FORM***

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

REALTY WORLD<sup>®</sup> 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.)



*Hitting the Right Notes!*

**2010 AWARDS CONVENTION**

**Reserve the dates today, March 9-10, 2010**

**At the Fabulous Gaylord Opryland Hotel & Resort in Nashville, TN**

**Make your hotel reservations now!**

**Call Hotel's Reservation Hot Line:**

**615.883.2211**

**For the Realty World Discounted Group Rate be sure to  
mention our special code: X-RYWD**

**This Preferred Room Rate is \$149.00**

**Room rate and Realty World registration rate  
expires on Friday, February 5, 2010**

**REALTY  
WORLD  
CUP**



**NASHVILLE**

**REALTY  
WORLD**

*Hitting the Right Notes!*

**2010 AWARDS CONVENTION**

**March 9-10, 2010 - Gaylord Opryland Hotel & Resort, Nashville**

## REGISTRATION FORM

Member Name: \_\_\_\_\_  Broker  Manager  Agent

Member Name: \_\_\_\_\_  Broker  Manager  Agent

Member Name: \_\_\_\_\_  Broker  Manager  Agent

Member Name: \_\_\_\_\_  Broker  Manager  Agent

Guest Name: \_\_\_\_\_

Guest Name: \_\_\_\_\_

Guest Name: \_\_\_\_\_

RW Office: \_\_\_\_\_ City/State \_\_\_\_\_

**REGISTRATION COST:** \$299 per member; \$175 per guest

\_\_\_\_\_ # of Members @ \$299 \_\_\_\_\_ Total

\_\_\_\_\_ # of Guests @ \$175 \_\_\_\_\_ Total

\_\_\_\_\_ Total Due

**METHOD OF PAYMENT:**  Check  Credit Card

Check # \_\_\_\_\_ Amount Enclosed: \_\_\_\_\_

Credit Card:  VISA  MASTERCARD  AMERICAN EXPRESS

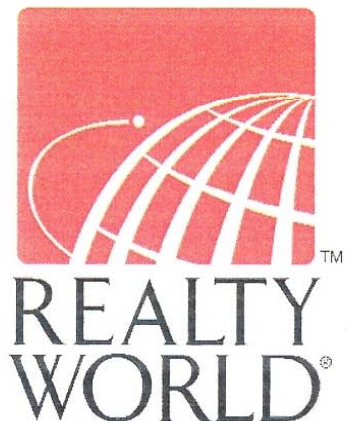
Card #: \_\_\_\_\_

Name on Card: \_\_\_\_\_

Expiration Date: \_\_\_\_\_

Billing Address: \_\_\_\_\_

\_\_\_\_\_



*Hitting the  
Right Notes!*

*Registration fees are non-refundable*

**Return registration form today by fax, email or mail.**

**FAX COMPLETED FORM TO: 714.436.9010**