



THE CAROLINAS Network News

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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 **

REALTY 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@realtyworld.com
Web: www.realtyworldcarolinas.com

Renita Jones from
REALTY WORLD - PARTNERS®
attends Short Sale and Foreclosure
Certification class.



Way to go, Renita!

WELCOME TO REALTY WORLD®!

**REALTY WORLD®
CAMBRIDGE REALTY**
Michele Allison

**REALTY WORLD®
CAPE FEAR**
Roseanne Padon

**REALTY WORLD®
CHATHAM PROPERTIES**
Paul Fields

**REALTY WORLD®
FIRST COAST REALTY**
Bob Fowle, Jr

**REALTY WORLD®
HERITAGE REALTY**
Jessica Enander

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!



Cindy Wright, an
agent at

REALTY WORLD®
CAROLINA HOMETOWN
PROPERTIES, had a baby
girl, Savannah on December
10th 8lbs, 10 oz, 22in long.

Congratulations!



TOP PRODUCING AGENTS FOR DECEMBER 2009
Based on Reports Submitted to Region Office by 1/5/10

THIS RANKING IS BASED ON TOTAL COMMISSION FOR THE MONTH.

#1

Ron Cocca
 REALTY WORLD® - BRANTLEY & ASSOCIATES

#2

Melinda Pate
 REALTY WORLD® - GRAHAM/GRUBBS & ASSOCIATES

#3

Jesse Allen, Jr.
 REALTY WORLD® - EAST CAROLINA

#4

Lisa Skumpija
 REALTY WORLD® - CAROLINA PROPERTIES

#5

Barbara Johnson
 REALTY WORLD® - FIRST COAST REALTY

#6

Bandy Herman
 REALTY WORLD® - FIRST COAST REALTY

#7

Heather Flynn
 REALTY WORLD® - ON SALEM STREET

#8

Melissa McKinney
 REALTY WORLD® - INTEGRITY FIRST

#9

Christine Cronick
 REALTY WORLD® - CAPE FEAR

#10

Norm Abney
 REALTY WORLD® - TRIANGLE LIVING



TOP PRODUCING OWNERS/BICS FOR DECEMBER 2009
Based on Reports Submitted to Region Office by 1/5/10

THIS RANKING IS BASED ON TOTAL COMMISSION FOR THE MONTH.

#1

Harold Chappell
 REALTY WORLD® - CAPE FEAR

#2

Shawn Britt
 REALTY WORLD® - TRIANGLE LIVING

#3

Michelle Morris
 REALTY WORLD® - INTEGRITY FIRST

#4

Caroline Thomas
 REALTY WORLD® - THOMAS REALTY COMPANY

#5

Bryant Brantley
 REALTY WORLD® - BRANTLEY & ASSOCIATES

#6

Phil Healy
 REALTY WORLD® - OF THE UPSTATE

#7

Patty Edney
 REALTY WORLD® - CAROLINA SHORES

#8

David Pearson
 REALTY WORLD® - SWANSBORO PROPERTIES

#9

Steve Gooding
 REALTY WORLD® - PARTNERS

#10

Brenda Grubbs
 REALTY WORLD® - GRAHAM/GURBBS & ASSOCIATES

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

RADNOR PRINTING COMPANY
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 Email: Mike@RadnorPrinting.com
 Web: www.RadnorPrinting.com

Michael Donnellan



TOP PRODUCING OFFICES FOR DECEMBER 2009
Based on Reports Submitted to Region Office by 1/5/10

THIS RANKING IS BASED ON TOTAL COMMISSION FOR THE MONTH.

- | | |
|---|--|
| #1
REALTY WORLD® - CAPE FEAR | #6
REALTY WORLD® - EAST CAROLINA |
| #2
REALTY WORLD® - FIRST COAST REALTY | #7
REALTY WORLD® - CAROLINA PROPERTIES |
| #3
REALTY WORLD® - TRIANGLE LIVING | #8
REALTY WORLD® - THOMAS REALTY COMPANY |
| #4
REALTY WORLD® - INTEGRITY FIRST | #9
REALTY WORLD® - GRAHAM/GRUBBS & ASSOCIATES |
| #5
REALTY WORLD® - BRANTLEY & ASSOCIATES | #10
REALTY WORLD® - CAROLINA LIVING |

LOOK WHOSE BIRTHDAY IS IN JANUARY* ~ HAPPY BIRTHDAY!

REALTY WORLD® - BOLLINGER & ASSOCIATES

Darrell Pennell ~ January 31st

REALTY WORLD® - CAMBRIDGE REALTY

Antoinette Messer ~ January 5th

REALTY WORLD® - CAROLINA HOMETOWN PROPERTIES

Cindy Wright ~ January 5th

Kathy Woodell ~ January 20th

REALTY WORLD® - CAROLINA LANDMARK

David Jones ~ January 28th

REALTY WORLD® - CAROLINA LIVING

Richard Kirk ~ January 12th

Bobby Stone ~ January 17th

Candice Bennett ~ January 20th

REALTY WORLD® - CAROLINA PROPERTIES

Lisa Skumpija ~ January 10th

REALTY WORLD® - CAROLINA SHORES

Patty Edney ~ January 20th

REALTY WORLD® - EAST CAROLINA

Ann Eatmon ~ January 23rd

REALTY WORLD® - FIRST COAST REALTY

Tammy Main ~ January 8th

Chris Latham ~ January 22nd

Catherine Reid ~ January 28th

REALTY WORLD® - FOSTER & ASSOCIATES

William Chestnut ~ January 12th

Glenn Brown ~ January 20th

REALTY WORLD® - GRAHAM/GRUBBS & ASSOCIATES

Mildred Skamperle ~ January 14th

REALTY WORLD® - HERITAGE REALTY

Csaba Essoe ~ January 12th

Lynda Bennett ~ January 14th

REALTY WORLD® - INTEGRITY FIRST

Michelle Morris ~ January 27th

REALTY WORLD® - OF THE UPSTATE

Aaron Schmaus ~ January 30th

REALTY WORLD® - PARTNERS

Janice Gulick ~ January 14th

REALTY WORLD® - PEE DEE PROPERTIES

Willie Brooks ~ January 1st

REALTY WORLD® - SOUTHEASTERN

Julie Santiago ~ January 10th

Tom Roper ~ January 14th

Vicki Foster ~ January 28th

REALTY WORLD® - THE CAROLINAS

Jessica Medlin ~ January 3rd

REALTY WORLD® - THOMAS REALTY

Peggy Harris ~ January 1st

Patti Jenkins ~ January 1st

Donna Blake ~ January 2nd

REALTY WORLD® - UNITED

Stephen Gillham ~ January 13th

*Based on information received before 12/22/2009. We apologize if you joined REALTY WORLD® after that date and are not listed here.

Protecting Your Client's American Dream

We Care—we handle claims on a case by case basis, fast, friendly, efficiently.

We Listen—we understand the human side to home warranties.

We're Helpful and Sincere—we take pride in the service we offer.



Patty R. Collins
 Senior Account Executive
800-282-7131 Ext. 1385





Maurice Johnson
GRI, CSR
President/
Regional Owner

FROM THE DESK OF MAURICE JOHNSON
PRESIDENT/REGIONAL OWNER

Positive Notes: Housing Market to Stabilize in 2010. Increased affordability and government incentives will help stabilize the housing market in coming year.

Household incomes will stabilize after unemployment peaks in the 2nd or 3rd quarter. Banks and financial institutions holding onto the backlog of distressed properties are expected to release them back into the market gradually so the homes will be absorbed without drastically reducing prices.

Inventories are close to the norm of six months and prices have returned to 2003/2004 levels.

Positive Notes: Existing Home Sales Post Another Big Gain

In the South, existing-home sales rose 4.8 % in November and were 44.8 % higher than a year ago. The median sales price in the South was \$151,400.00, down 1.4 % lower than a year ago.

Lawrence Yun, NAR chief economist says we expect a temporary sales drop while buying activity ramps up in the Spring when buyers take advantage of the expanded tax credit. In all, 4.4 million households are expected to claim the tax credit before it expires.

What are you waiting for? Now is the time to get ready, so don't wait for it to happen and be unprepared. Right now you can make sure you:

1. Are a member of 3 community groups such as the Rotary and attend their regularly-scheduled meetings. Be seen and make sure they know what you do so referrals will come to you.
2. Have 100 Sphere of Influence names in your data base and you're set up to call 5 of them each day during your blocked out time and ask for referrals. You should know them well enough that you can call them monthly and talk with about whatever.
3. Send 300 mail outs to your friends, businesses and people other than the 100 in your Sphere of Influence. Ask your office for names and addresses of those people that did business with agents who have left your company and make them yours to contact.
4. Be professional! Dress the part and always use correct business cards, yard signs in good shape and logoed letterheads and envelopes. You have a great franchise name that says what you do so brand it.
5. Be at the Sales Rally this year... *for sure!*

DON'T BE A SECRET AGENT!

LET PEOPLE KNOW WHAT YOU DO FOR A LIVING.

YOU SHOULD ALWAYS HAVE ON LOGO APPAREL

OR AT LEAST WEAR YOUR NAME BADGE.



REALTOR® SAFETY: A YEAR-ROUND PRIORITY



THE 10-SECOND RULE

One of the most common reasons that people find themselves in dangerous situations is that they weren't paying attention. Take a few precious seconds during the course of your day to assess your surroundings.

Take 2 seconds *when you arrive at your destination.*

- Is there any questionable activity in the area?
- Are you parked in a well-lit, visible location?
- Can you be blocked in the driveway by a prospect's vehicle?

Take 2 seconds *after you step out of your car.*

- Are there suspicious people around?
- Do you know exactly where you're going?

Take 2 seconds *as you walk towards your destination.*

- Are people coming and going or is the area unusually quiet?
- Do you observe any obstacles or hiding places in the parking lot or along the street?
- Is anyone loitering in the area?

Take 2 seconds *at the door.*

- Do you have an uneasy feeling as you're walking in?
- Is someone following you in?

Take 2 seconds *as soon as you enter your destination.*

- Does anything seem out of place?
- Is anyone present who shouldn't be there or who isn't expected?

Safety in just 10 seconds

It takes just 10 seconds to scope out your surroundings and spot and avoid danger. Make this "ten-second scan" a habit in your everyday work as a REALTOR®. Then share it with someone else.

(Source: "What You Can Do About Safety," *REALTOR® Magazine*, September 2000. Courtesy Night Owl/Vector Security, Landover, MD.)

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





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!

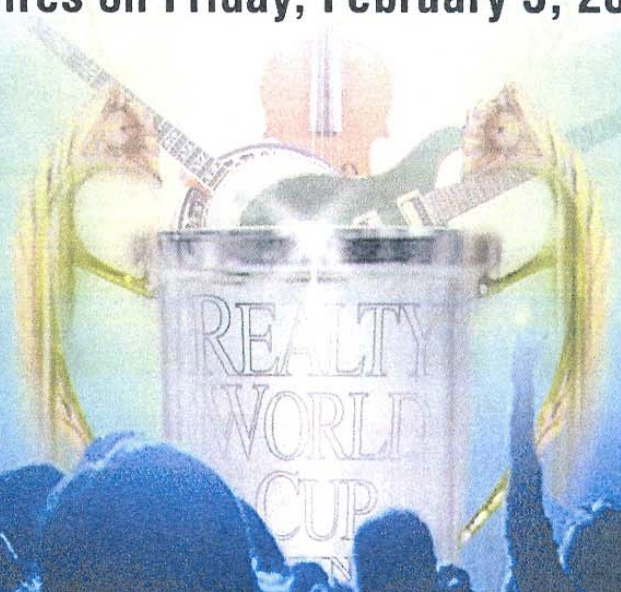
Call Hotel's Reservation Hot Line:

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**





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: _____

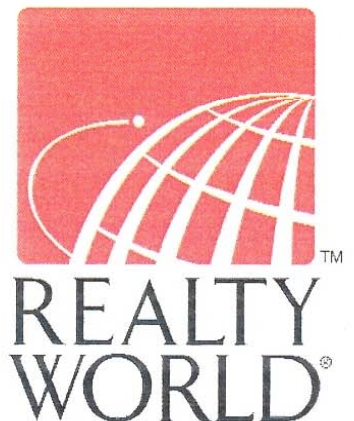
Credit Card: VISA MASTERCARD AMERICAN EXPRESS

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

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 ****

GUEST SPEAKER
RICK DELUCA FROM
BUFINNI & COMPANY

SATURDAY, FEBRUARY 20TH
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

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 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 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

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.)