



THE CAROLINAS

Network News

REALTY WORLD® THE CAROLINAS REGIONAL OFFICE

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WELCOME TO REALTY WORLD®!

REALTY WORLD® CAPE FEAR
Paul Reish

REALTY WORLD® FIRST COAST

Sonya Anderson
Heather Hobbs
Nicole Hogan
Nicole Leuthold
Helen McDowell
Jacqueline Morse
Alan Pacek
Etta Sapp
Bonita Schradder
Diane Teasdale
Kim Williams
Trish Zimmerman

REALTY WORLD® PARTNERS

Deborah Ebanks
Kelvin Ebanks

Calendar of Events

2010 GRI SCHEDULE

NOVEMBER 15 - 18, 2010

CHARLOTTE, GRI 200

MARRIOTT EXECUTIVE PARK

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

2010 GRI SCHEDULE

DECEMBER 13 - 16, 2010

GREENSBORO, GRI 300

NC ASSOCIATION OF REALTORS® OFFICE

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

**REALTY WORLD® - THE CAROLINAS
AWARDS BANQUET & BUSINESS CONFERENCE**
DOUBLETREE HOTEL, CHARLESTON, SC
FEBRUARY 11 - 12, 2011

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REALTY WORLD® - CAROLINA LANDMARK participated in the annual Downtown Trick or Treat event. Over 2,000 people turned out for the event. "We handed out a lot of candy and business cards!" said Margaret Johnson, an Agent at REALTY WORLD® - CAROLINA LANDMARK.



TOP PRODUCING AGENTS FOR OCTOBER 2010
Based on Reports Submitted to Region Office by 11/5/10

THIS RANKING IS BASED ON TOTAL COMMISSION FOR THE MONTH.

#1
 Sharon Barnes
 REALTY WORLD® - FIRST COAST REALTY

#2
 Caroline Johnson
 REALTY WORLD® - EAST CAROLINA

#3
 Tammy Brown
 REALTY WORLD® - TODAY

#4
 Lisa Quin
 REALTY WORLD® - ON SALEM STREET

#5
 Margaret Johnson
 REALTY WORLD® - CAROLINA LANDMARK

#6
 Raye Davis
 REALTY WORLD® - PEE DEE PROPERTIES

#7
 Christine Cronick
 REALTY WORLD® - CAPE FEAR

#8
 Patti Jenkins
 REALTY WORLD® - THOMAS REALTY COMPANY

#9
 Dianne Safford
 REALTY WORLD® - BOLLINGER & ASSOCIATES

#10
 Lisa Skumpija
 REALTY WORLD® - CAROLINA PROPERTIES



TOP PRODUCING OWNERS/BICS FOR OCTOBER 2010
Based on Reports Submitted to Region Office by 11/5/10

THIS RANKING IS BASED ON TOTAL COMMISSION FOR THE MONTH.

#1
 Patty Edney
 REALTY WORLD® - CAROLINA SHORES

#2
 Shawn Britt
 REALTY WORLD® - TRIANGLE LIVING

#3
 Harold Chappell
 REALTY WORLD® - CAPE FEAR

#4
 Stephen Gooding
 REALTY WORLD® - PARTNERS

#5
 Joe Gardner
 REALTY WORLD® - J.E. WOMBLE & SONS

#6
 Kimberly Sands
 REALTY WORLD® - ON SALEM STREET

#7
 Newt Heilman
 REALTY WORLD® - CAROLINA PROPERTIES

#8
 Tony Brown, Jr.
 REALTY WORLD® - CAMBRIDGE REALTY

#9
 Penny Smith
 REALTY WORLD® - FIRST COAST REALTY

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

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 OCTOBER 2010
Based on Reports Submitted to Region Office by 11/5/10

THIS RANKING IS BASED ON TOTAL COMMISSION FOR THE MONTH.

#1
 REALTY WORLD® - FIRST COAST REALTY

#2
 REALTY WORLD® - CAPE FEAR

#3
 REALTY WORLD® - CAROLINA SHORES

#4
 REALTY WORLD® - EAST CAROLINA

#5
 REALTY WORLD® - ON SALEM STREET

#6
 REALTY WORLD® - CAROLINA PROPERTIES

#7
 REALTY WORLD® - HERITAGE REALTY

#8
 REALTY WORLD® - PARTNERS

#9
 REALTY WORLD® - THOMAS REALTY COMPANY

#10
 REALTY WORLD® - TODAY

LOOK WHOSE BIRTHDAY IS IN NOVEMBER* ~ HAPPY BIRTHDAY!

REALTY WORLD® - BOLLINGER & ASSOCIATES
 Sylvia Pinson ~ November 12TH

REALTY WORLD® - BRANTLEY & ASSOCIATES
 Bryant Brantley ~ November 17TH

REALTY WORLD® - CAMBRIDGE REALTY
 Angela Morrow ~ November 23RD
 Cindy Elliott ~ November 29TH

REALTY WORLD® - CAROLINA LANDMARK
 Rebecca Jones ~ November 30TH

REALTY WORLD® - CAROLINA PROPERTIES
 Julie Roland ~ November 25TH
 Eric Andrews ~ November 30TH

REALTY WORLD® - EAST CAROLINA
 Felecia Faulkner ~ November 5TH

REALTY WORLD® - FIRST COAST REALTY
 Hamilton Nobles ~ November 5TH

Joan Pulley ~ November 6TH

Judy Ferguson ~ November 9TH

Alan Pacek ~ November 9TH

Monica Greene ~ November 10TH

Bandy Herman ~ November 12TH

Sharon Barnes ~ November 14TH

Jeanette Holland ~ November 18TH

Patricia Smith ~ November 19TH

Heather Hobbs ~ November 23RD

**REALTY WORLD® - GRAHAM/GRUBBS
& ASSOCIATES**
 Jim Graham ~ November 25TH

REALTY WORLD® - HERITAGE REALTY
 Greg Stephenson ~ November 12TH

**REALTY WORLD® - INVESTMENT
MARKETING**
 Gina Urban ~ November 4TH

REALTY WORLD® - MARKETPLACE
 Dean Pistor ~ November 22ND

REALTY WORLD® - ON SALEM STREET
 Russ Copersito ~ November 14TH
 Debbie Litsey ~ November 26TH

**REALTY WORLD® - PEE DEE
PROPERTIES**
 Sylvia Goodrich ~ November 3RD

REALTY WORLD® - THOMAS REALTY
 Joe Kindley ~ November 29TH

REALTY WORLD® - TRIAD
 Bill Wilson ~ November 20TH

*Based on information received before 10/29/2010. We apologize if you joined REALTY WORLD® after that date and are not listed here.

It's a Boy!

Katrina O'Connor, an Agent at REALTY WORLD® - FIRST COAST REALTY, and her husband Tom welcomed Colin Harvey O'Connor to their family on 10/18/2010. Colin weighed in at 7lb 8oz and 20 1/2in long. Mom and baby are doing great!



ON THE INSIDER ~ POSTCARD MARKETING SYSTEM

These free postcards can be saved to your computer so you can use them in your email campaign, put them on your website or use them in your Social Networking. You can find this marketing tool under the *Postcard Marketing* tab on *The Insider*.

CALENDAR OF EVENTS	Postcard Tutorial in Microsoft Word Format
COMPLIANCE FAQ	www.realtyworldpostcards.com
LIFETIME INCOME PROGRAM	<ul style="list-style-type: none"> ▶ Agent Postcards ▶ Broker Postcards
LOGOS/GRAPHICS STANDARDS	
MARKETING	<ul style="list-style-type: none"> ▶ Back to Postcard Start Page ▶ Postcard Tutorial in Microsoft Word ▶ Agent As Hero ▶ Buying ▶ FSBO ▶ Greeting Cards ▶ Holiday Cards ▶ Just Listed ▶ Just Sold ▶ Market Analysis
RW52 MARKETING	
NEWS AND PHOTO GALLERY	
POSTCARD MARKETING	



AROUND OUR REGION

Brokers from around our region attend our Marketing 401 workshop with Bonnie Mays, Senior Vice President REALTY WORLD, Inc.



Agents and Brokers from around our region attend our Agent Business Planning workshop with Bonnie Mays, Senior Vice President REALTY WORLD, Inc.



KNOW YOUR MARKET'S NUMBERS

Market statistic reports are available on both the North Carolina and South Carolina Association of REALTORS® websites.

The screenshot shows the website for the North Carolina Association of Realtors. At the top left is the logo with the text "NC ASSOCIATION OF REALTORS" and "The Voice of Real Estate in North Carolina". To the right is a banner for "Home Advantage: the benefits are easy to grasp. Find out more." with a "15% DISCOUNT" graphic. Further right is a "Progress Energy" logo with the slogan "SAVE THE WATTS". On the far right, contact information for the North Carolina Association of Realtors is listed: 4511 Weybridge Lane, Greensboro, NC 27407, and phone number 800.443.9956.

A navigation bar contains the following links: ABOUT NCAR, MEMBERSHIP, SPECIALTY DIVISIONS, RPAC, INITIATIVES, MARKETING OPPORTUNITIES, REALTOR PARTNERS, CONTACT US, HOME.

On the left side, there is a red sidebar menu with the following items: OVERVIEW, LOCAL BOARDS, LEADERSHIP TEAM, MARKET STATISTICS, MEET OUR SPONSORS, and NCAR STAFF. Below this is a "VISIT NC REALTORS TALK" button.

The main content area is titled "Market Statistics". Below the title, it states: "All reports are based on data provided by participating Multiple Listing Services and associations. Contact the MLS or association directly for additional information. (Please note that Triangle data includes new home sales.)"

Under the heading "Existing Home Sales:", there is a list of links for each month from August 2010 down to February 2010.

At the bottom left of the page, there is a "DOWNLOADS" link.

http://www.ncrealtors.org/market_statistics.cfm

The screenshot shows the website for the South Carolina Association of Realtors (SCR). At the top left is the logo with the text "SCR SOUTH CAROLINA REALTORS". To the right is a search bar. Below the logo is a navigation bar with the following links: Home, Member Services, Meetings, Links & Resources, Connect With Us, MySCR. On the far right of the navigation bar, it says "Not logged in | Login".

On the left side, there is a sidebar menu with the following items: Member Services, We're Working For You, Forms & Contracts, Market Reports, YPN, Legal Center & Ethics, Government Affairs, and RPAC.

The main content area is titled "SCR Market Reports: Your data at your fingertips!". Below the title, it says "Submitted by Anonymous on May 19, 2010 - 10:15am in Market MLS Market Reports".

The text below reads: "SCR is now combining our monthly MLS/DOM data with our in-depth, 10K Market Analysis Reports. These reports offer statewide and local information on all regional markets in South Carolina. And, they are FREE for members! Use these reports in your listing presentations, agent meetings, or business planning. Add the info to your websites or links to your emails. It's your data at your fingertips."

Below this text is a link: "Current 10K Market Reports - September 2010".

At the bottom, there is a note: "This is a large file and may take several minutes to download. Having trouble opening these files? We recommend 7-Zip which can be downloaded for FREE here. Click here for YouTube video explaining how to unzip files with 7-..."

<http://www.screaltors.org/news/2010/05/scr-market-reports-your-data-at-your-fingertips>