



THE CAROLINAS
Network News

Calendar of Events

REALTY WORLD® - THE CAROLINAS
MARKETING STRATEGIES (MARKETING 401)
McKIMMON CENTER, RALEIGH, NC
OCTOBER 25 - 26, 2010

THE CAROLINAS BROKER COUNCIL, INC.
AGENT BUSINESS PLANNING
McKIMMON CENTER, RALEIGH, NC
OCTOBER 28, 2010

2010 GRI SCHEDULE
OCTOBER 25 - 28, 2010
NEW BERN, GRI 300
HILTON NEW BERN/RIVERFRONT
**** REGISTRATION DEADLINE: 5 DAYS PRIOR TO THE**
BEGINNING OF THE COURSE **

2010 GRI SCHEDULE
NOVEMBER 15 - 18, 2010
CHARLOTTE, GRI 200
MARRIOTT EXECUTIVE PARK
**** 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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RWTC
Round of Golf
Drawing Winners

Visitors to our booths at the NC and SC Real Estate Conventions are entered in a drawing to win an 18-hole round of golf with Maurice Johnson ~ REALTY WORLD®-THE CAROLINAS. This year's winners are:

Lisa Langley from Wilson Nash Properties, Inc (NC drawing)

Wayne Poplin from Carolina One Real Estate (SC drawing)

REALTY WORLD®
THE CAROLINAS
REGIONAL OFFICE

Maurice Johnson, President/Owner
Ernie Wilkinson, Regional Director
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

WELCOME TO REALTY WORLD®!

REALTY WORLD®
CAROLINA HOMETOWN
PROPERTIES

Megan Leigh Mosier

REALTY WORLD®
CENTRAL CAROLINA

Marilyn Alicea
Monta Faggart

REALTY WORLD®
MOLLOY & ASSOCIATES

Michael Goodman

Maurice Johnson and Ernie Wilkinson ~ REALTY WORLD®- THE CAROLINAS
at our booth at the North Carolina & South Carolina Real Estate Conventions in Myrtle Beach, SC.





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

THIS RANKING IS BASED ON TOTAL COMMISSION FOR THE MONTH.

- #1
Cynthia Horgan
REALTY WORLD® - CAPE FEAR
- #2
John Clapp
REALTY WORLD® - CAPE FEAR
- #3
Judy Ferguson
REALTY WORLD® - FIRST COAST REALTY
- #4
Lisa Quin
REALTY WORLD® - ON SALEM STREET
- #5
Matt Lowe
REALTY WORLD® - CAMBRIDGE REALTY

- #6
Nilesh Jethwa
REALTY WORLD® - CAPE FEAR
- #7
Caroline Johnson
REALTY WORLD® - EAST CAROLINA
- #8
David Leinwand
REALTY WORLD® - CAPE FEAR
- #9
Marcia Holcomb
REALTY WORLD® - FIRST COAST REALTY
- #10
Tammy Brown
REALTY WORLD® - TODAY



TOP PRODUCING OWNERS/BICs FOR SEPTEMBER 2010
Based on Reports Submitted to Region Office by 10/5/10

THIS RANKING IS BASED ON TOTAL COMMISSION FOR THE MONTH.

- #1
Scott Thomas
REALTY WORLD® - THOMAS REALTY COMPANY
- #2
Harold Chappell
REALTY WORLD® - CAPE FEAR
- #3
Tom Mallette
REALTY WORLD® - HERITAGE REALTY
- #4
Chris Latham
REALTY WORLD® - FIRST COAST REALTY
- #5
Shawn Britt
REALTY WORLD® - TRIANGLE LIVING

- #6
Melissa Sites
REALTY WORLD® - MARKETPLACE
- #7
Newt Heilman
REALTY WORLD® - CAROLINA PROPERTIES
- #8
Eric Andrews
REALTY WORLD® - CAROLINA PROPERTIES
- #9
Mike Mullis
REALTY WORLD® - EAST CAROLINA
- #10
Penny Smith
REALTY WORLD® - FIRST COAST REALTY

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

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® - ON SALEM STREET |
| #3
REALTY WORLD® - THOMAS REALTY COMPANY | #8
REALTY WORLD® - TRIANGLE LIVING |
| #4
REALTY WORLD® - HERITAGE REALTY | #9
REALTY WORLD® - GRAHAM/GRUBBS & ASSOCIATES |
| #5
REALTY WORLD® - CAROLINA PROPERTIES | #10
REALTY WORLD® - TODAY |

LOOK WHOSE BIRTHDAY IS IN OCTOBER* ~ HAPPY BIRTHDAY!

<p>REALTY WORLD® - CAMBRIDGE REALTY Tony Brown, Sr. ~ October 8TH Natasha Richmond ~ October 13TH</p> <p>REALTY WORLD® - CAPE FEAR Sandy Haynes ~ October 26TH</p> <p>REALTY WORLD® - CAROLINA HOMETOWN PORPERTIES Megan Leigh Mosier ~ October 14TH</p> <p>REALTY WORLD® - DESOTO TRAIL Susan Parrish ~ October 9TH Jim Parrish ~ October 15TH</p> <p>REALTY WORLD® - ENNETT & ASSOCIATES Sherry Ennett ~ October 18TH</p> <p>REALTY WORLD® - FIRST COAST REALTY Julius McCabe ~ October 3RD Norwood Jackson ~ October 4TH Elaine Main ~ October 16TH Bob Fowle, Jr. ~ October 28TH</p>	<p>REALTY WORLD® - HERITAGE REALTY Carolyn Lauter ~ October 12TH</p> <p>REALTY WORLD® - PARTNERS Gene Hunt ~ October 4TH Olita Boone ~ October 7TH Anne Pagano ~ October 11TH Lisa Ferstler ~ October 15TH Renita Jones ~ October 21ST Vincent Beam ~ October 30TH</p> <p>REALTY WORLD® - PROFESSIONALS Veronica McBroom ~ October 13TH</p> <p>REALTY WORLD® - TODAY Robert Butts ~ October 8TH</p> <p>REALTY WORLD® - TRIANGLE LIVING Beckie Jarrett ~ October 8TH</p> <p>REALTY WORLD® - UNITED Debra Gillham ~ October 23RD</p>
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*Based on information received before 9/24/2010. We apologize if you joined REALTY WORLD® after that date and are not listed here.

On The Insider

There's a link on *The Insider* where you can get housing market report badges and banners to put on your Social Media Profile, website or email signature.

- CALENDAR OF EVENTS
- COMPLIANCE FAQ
- LIFETIME INCOME PROGRAM
- LOGOS/GRAPHIC STANDARDS
- MARKETING

FREE Housing Trends eNewsletter
 Add a FREE badge to your Website, Blog, Email Signature, Social Media Profile



[Click here to see all badges available for download](#)

Check it out under the *Marketing* tab.

AROUND OUR REGION



**Lisa Skumpija
Installed as WCR
State Treasurer**

Lisa Skumpija of
REALTY WORLD®

CAROLINA PROPERTIES was installed as the 2011 State Treasurer of the North Carolina Women’s Council of REALTORS® (WCR).

“I am very excited for 2011 and look forward to the opportunities WCR offers to all of its members.” said Lisa.

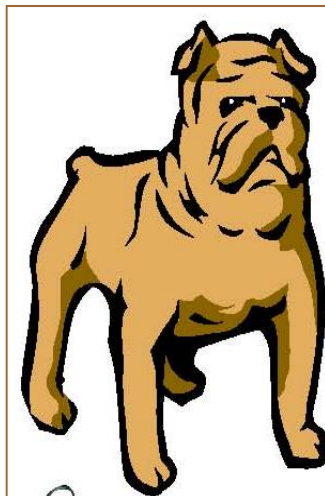
**REALTY WORLD® - CAROLINA LANDMARK
Holds Grand Opening of Their New Office!**



Veronica McBroom
Owner of
REALTY WORLD®
PROFESSIONALS

“What great Christmas presents these would make. It shows your family, friends and associates how concerned and involved you are in their safety. I’ve had mine for 10 years and gave one to my daughter when she went off to college.”
~ Veronica

Feel free to call Veronica at 704-502-7017 or email her at veronica.mcbroom@realtyworld.com if you have any questions.



130db Alarm
w/Door Alarm
[PAL-1]



Keychain Alarm
w/Light
[PAL-130L]

**INTRODUCING YOUR SECOND
BEST FRIEND**

**A SOUND INVESTMENT IN
PERSONAL SECURITY**

PERSONAL ALARMS

Although these alarms may not be able to fetch or roll over, they can chase off danger.

These light weight Personal Attack Alarms blasts an ear-piercing 130 decibels. Just pull the pin, and out comes the biggest cry for help you've ever heard. According to police, a loud noise is usually the best deterrent against crime and can't be used against you.

Perfect for real estate agents, high school/college students, seniors, joggers, bikers, shoppers, travelers, apartment dwellers, late shift workers, public transit riders, and children walking home from school, or anyone who likes the security of having their best friend always at their side.

PRICES START AT \$9.95!

FOR MODELS, PRICING AND ORDERING GO TO

www.individualalarms.com

MARKETING 401 - MANAGEMENT STRATEGIES

OCTOBER 25 & 26, 2010

9:00 AM ~ 5:00 PM

What You Do Best!



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

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 will be discussing "Need Analysis" for your Company, as well as the "Gap Analysis" as they relate to The Law of Compensation. We'll look at formulating your own recruiting plan and a customized PowerPoint recruiting presentation, as well as 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.

Free Seminar ~ Sponsored by Our REALTY WORLD® - THE CAROLINAS Region

SEMINAR LOCATION INFORMATION

MCKIMMON CENTER FOR EXTENSION
AND CONTINUING EDUCATION
1101 GORMAN STREET
RALEIGH, NC
919-515-2277

HOTEL LOCATION INFORMATION

HOLIDAY INN - BROWNSTONE HOTEL
& CONFERENCE CENTER
1707 HILLSBOROUGH ST
RALEIGH, NC
800-331-7919

***A Broker Council meeting will be held after the
training session on October 25, 2010.***

 **REALTY WORLD®**
THE CAROLINAS

295 Olmsted Blvd., Suite One Pinehurst, NC 28374

Toll Free: 800-699-7982

Fax: 910-215-8807

Email: jeanne.dedeyn@realtyworld.com

MARKETING 401 - MARKETING STRATEGIES

OCTOBER 25 & 26, 2010

HOTEL ACCOMMODATIONS

HOLIDAY INN

Brownstone Hotel & Conference Center
1707 Hillsborough Street
Raleigh, NC

HOTEL RESERVATIONS

CALL: 800-331-7919 AND ASK FOR IN-HOUSE RESERVATIONS*

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 October 1, 2010.
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
PLEASE REGISTER TODAY!

Yes! Register me to attend the Marketing Strategies Training Session

Broker Name: _____

Company Name: REALTY WORLD® - _____

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

 **REALTY WORLD®**
THE CAROLINAS



REALTY WORLD®

The Carolinas

Agent Business Planning

October 28, 2010 ~ 9:00 AM - 4:00 PM

All About Choices!

Agents, we know you want to have a very productive year in 2011 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 with all of the tools and systems you need to have the best year possible!! Bring your biggest challenge in today's market and we'll discuss how to overcome it!



See the newest technology by BluePrint - a must see and have!

Much more than just business planning is taught!

Please join Bonnie Mays, VP of REALTY WORLD®, INC. for this workshop in Raleigh, NC and let's all make 2011 a *Record-Setting Year!*

Free Workshop ~ Sponsored by THE CAROLINAS Broker Council

We just need you to sign up so we will have the meeting room set-up for the correct number of attendees!

ATTENDEE NAME(S): _____

OFFICE: REALTY WORLD® - _____

ITEMS YOU NEED TO BRING WITH YOU

- Your 2009 Personal Production
- Your 2009 Personal Listings Inventory

TRAINING LOCATION

MCKIMMON CENTER FOR EXTENSION
AND CONTINUING EDUCATION
1101 GORMAN STREET, RALEIGH, NC
919-515-2277

HOTEL LOCATION

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& CONFERENCE CENTER
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800-331-7919

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Please fax this form to

REALTY WORLD®-THE CAROLINAS
910-215-8807