



# THE CAROLINAS Network News

## REALTY WORLD® THE CAROLINAS REGIONAL OFFICE

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## Calendar of Events

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

## WELCOME TO REALTY WORLD®!

**REALTY WORLD®  
CAPE FEAR  
Michael Bain**

**REALTY WORLD®  
FIRST COAST  
Angela O'Bey**

**REALTY WORLD®  
PARTNERS  
Angela Butler  
Joan Jones**

REALTY WORLD® - BOLLINGER & ASSOCIATES held an Open House to celebrate their new office. They had a great turnout; "The sheriff was there and he didn't even lock me up!", jokes Phillip Bollinger, Broker/Owner.



Pictured from left to right: (Region Owner/President) Maurice Johnson, REALTY WORLD® THE CAROLINAS, (Brokers) Darrell Pennell, Gerald Sprinkle, Dianne Safford, Sylvia Pinson, Phillip and (Office Manager) Christine Bollinger. Also there but not pictured were (Brokers) Becky Greer and Cathy Greene.



**TOP PRODUCING AGENTS FOR DECEMBER 2010**  
**Based on Reports Submitted to Region Office by 1/5/11**

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

#1

Paula Cooper  
 REALTY WORLD® - MARKETPLACE

#2

Lisa Skumpija  
 REALTY WORLD® - CAROLINA PROPERTIES

#3

Cynthia Horgan  
 REALTY WORLD® - CAPE FEAR

#4

LaKenna Hicks  
 REALTY WORLD® - PARTNERS

#5

Ann Hall  
 REALTY WORLD® - CAPE FEAR

#6

Christy Warren  
 REALTY WORLD® - THOMAS REALTY COMPANY

#7

Fred Cummings  
 REALTY WORLD® - J.E. WOMBLE & SONS

#8

Jill McLester  
 REALTY WORLD® - THOMAS REALTY COMPANY

#9

Julie Roland  
 REALTY WORLD® - CAROLINA PROPERTIES

#10

Lisa Ferstler  
 REALTY WORLD® - PARTNERS



**TOP PRODUCING OWNERS/BICs FOR DECEMBER 2010**  
**Based on Reports Submitted to Region Office by 1/5/11**

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

#1

Harold Chappell  
 REALTY WORLD® - CAPE FEAR

#2

David Jones  
 REALTY WORLD® - CAROLINA LANDMARK

#3

Patty Edney  
 REALTY WORLD® - CAROLINA SHORES

#4

Shawn Britt  
 REALTY WORLD® - TRIANGLE LIVING

#5

Thomas Mallette  
 REALTY WORLD® - HERITAGE REALTY

#6

Newt Heilman  
 REALTY WORLD® - CAROLINA PROPERTIES

#7

Kathy Woodell  
 REALTY WORLD® - CAROLINA HOMETOWN PROPERTIES

#8

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

#9

Kimberly Sands  
 REALTY WORLD® - ON SALEM STREET

#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](mailto:carolinas@realtyworld.com)*



**TOP PRODUCING OFFICES FOR DECEMBER 2010**  
**Based on Reports Submitted to Region Office by 1/5/11**

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

#1 REALTY WORLD® - CAPE FEAR	#6 REALTY WORLD® - ON SALEM STREET
#2 REALTY WORLD® - CAROLINA PROPERTIES	#7 REALTY WORLD® - THOMAS REALTY COMPANY
#3 REALTY WORLD® - FIRST COAST REALTY	#8 REALTY WORLD® - CAROLINA SHORES
#4 REALTY WORLD® - CAROLINA LANDMARK	#9 REALTY WORLD® - PARTNERS
#5 REALTY WORLD® - HERITAGE REALTY	#10 REALTY WORLD® - J.E. WOMBLE & SONS

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

<p><b>REALTY WORLD®</b>  <b>BOLLINGER &amp; ASSOCIATES</b>            Darrell Pennell ~ January 31<sup>ST</sup></p> <p><b>REALTY WORLD®</b>  <b>CAROLINA HOMETOWN PROPERTIES</b>            Cindy Wright ~ January 5<sup>TH</sup>            Kathy Woodell ~ January 20<sup>TH</sup></p> <p><b>REALTY WORLD®</b>  <b>CAPE FEAR</b>            Eddy Haynes ~ January 18<sup>TH</sup>            Paul Reish ~ January 31<sup>ST</sup></p> <p><b>REALTY WORLD®</b>  <b>CAROLINA PROPERTIES</b>            Lisa Skumpija ~ January 10<sup>TH</sup></p> <p><b>REALTY WORLD®</b>  <b>CAROLINA SHORES</b>            Patty Edney ~ January 20<sup>TH</sup></p> <p><b>REALTY WORLD®</b>  <b>DESOTO TRAIL</b>            Wayne Lynch ~ January 15<sup>TH</sup></p>	<p><b>REALTY WORLD®</b>  <b>EAST CAROLINA</b>            Ann Eatmon ~ January 23<sup>RD</sup></p> <p><b>REALTY WORLD®</b>  <b>FIRST COAST REALTY</b>            Tamothy Main ~ January 8<sup>TH</sup>            Kim Williams ~ January 20<sup>TH</sup>            Kimberly Heugel ~ January 20<sup>TH</sup>            Chris Latham ~ January 22<sup>ND</sup>            Catherine Reid ~ January 28<sup>TH</sup></p> <p><b>REALTY WORLD®</b>  <b>FOSTER &amp; ASSOCIATES</b>            William Chestnut ~ January 12<sup>TH</sup>            Glenn Brown ~ January 20<sup>TH</sup></p> <p><b>REALTY WORLD®</b>  <b>GRAHAM/GRUBBS &amp; ASSOCIATES</b>            Mildred Skamperle ~ January 14<sup>TH</sup></p> <p><b>REALTY WORLD®</b>  <b>HERITAGE REALTY</b>            Csaba Essoe ~ January 12<sup>TH</sup>            Lynda Bennett ~ January 14<sup>TH</sup></p>	<p><b>REALTY WORLD®</b>  <b>INTEGRITY FIRST</b>            Michelle Morris ~ January 27<sup>TH</sup></p> <p><b>REALTY WORLD®</b>  <b>CAROLINA LANDMARK</b>            David Jones ~ January 28<sup>TH</sup></p> <p><b>REALTY WORLD®</b>  <b>PARTNERS</b>            Janice Gulick ~ January 14<sup>TH</sup></p> <p><b>REALTY WORLD®</b>  <b>SOUTHEASTERN</b>            Julie Santiago ~ January 10<sup>TH</sup>            Vicki Foster ~ January 28<sup>TH</sup></p> <p><b>REALTY WORLD®</b>  <b>THE CAROLINAS</b>            Jessica Medlin ~ January 3<sup>RD</sup></p> <p><b>REALTY WORLD®</b>  <b>THOMAS REALTY COMPANY</b>            Donna Blake ~ January 2<sup>ND</sup></p>
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\*Based on information received before 12/30/2010. We apologize if you joined REALTY WORLD® after that date and are not listed here.



I had heard on the news last year that NC passed a law that you could not have a license plate frame that covered any part of the NC license plate; including the state name and the registration month and year stickers. So I changed mine so nothing would be covered.

Recently I was able to ask 4 highway patrolmen if this was now law as so many vehicles still have frames that cover the plate. They said it was definitely the law. I asked if they were writing *warnings* and they said they were not because the law had been in effect for a year. They said they were giving tickets and there is a \$100.00 fine. They said the state had already written 4,200 tickets. Check your plates so it doesn't cost you the \$100.00.

## The Code Meets Today's Realities

By [Cliff Niersbach](#) | January 2011

The REALTOR® Code of Ethics is a dynamic, living document that guides our professional activities and our relationships with other practitioners. Here's a look at some of the changes for 2011.

- No discrimination on the basis of sexual orientation. For many years, the Code has assured the public that REALTORS® would not deny any person equal professional services based on their race, color, religion, sex, handicap, familial status, or national origin. In response to the recommendations of several state associations, Article 10 and Standard of Practice 10-3 were amended to add sexual orientation as a protected category.
- A greater duty to share information. Article 3 obligates REALTORS® to cooperate with other brokers to promote our clients' interests. New Standard of Practice 3-9 explains that the duty to cooperate includes a duty to share information about listed property and to make property available to other brokers for showing to prospective purchasers. Standard of Practice 3-7 was clarified, substituting "relationship with the client" for "representational status," which acknowledges that a REALTOR® performing an appraisal may be seeking information about property yet not actually "representing" a buyer or seller.
- Linking to key disclosures on the Web. The Professional Standards Committee continues to consider how the Code applies to the Internet and mobile technology. Standard of Practice 12-5 requires REALTORS® to disclose the name of their firm in all advertising of real estate services and listed property. But in some cases, only a very limited amount of information can be displayed via electronic communication; consider posts on Twitter. Standard of Practice 12-5 was amended to take these limitations into account, and now provides that these displays are exempt from the requirement to disclose the firm's name, but only if they are linked to all required disclosures.

Be sure to hang on to the Code of Ethics insert that's included in this issue of REALTOR® Magazine; it's our adherence to this document that sets us apart from non-REALTOR® licensees.

*Dominic Cardone, ABR, CRS, is the 2011 chair of the NAR Professional Standards Committee.*



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