

**REALTY WORLD®
THE CAROLINAS
REGIONAL OFFICE**

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**THE CAROLINAS
Network News**

Calendar of Events

REALTY WORLD® - THE CAROLINAS

AWARDS BANQUET & BUSINESS CONFERENCE

FEBRUARY 24 - 25, 2012

HILTON WILMINGTON RIVERSIDE

WILMINGTON, NC

IN THIS ISSUE

Welcome to Our Family	1
Top Producing Agents	2
Top Producing Owners/BICs	2
Top Producing Offices	3
Birthdays	3
Office Spotlight	4
Industry Related Information	5
On The Insider	6
2012 Sales Rally Flier & Registration Forms	7-9

Bryant Brantley, Broker/Owner of REALTY WORLD® - YADKIN VALLEY shares an article about his daughter, Stephanie's basketball career.



**Stephanie Brantley
Forsyth Lady Hawks, Winston-Salem , NC**

Stephanie Brantley is a 5'10" guard multi-position player who has not committed to any colleges at this point but has offers on the table. She is averaging 23.6 point per game, 10.5 rebounds per game, 3.9 assists per game, 5.0 steals per game and 2.4 blocks per game. She shoots 60% from the 2FG, 43 percent from the 3FG and 75% from the free throw line. Brantley so far has scored 1,422 career points, 939 career rebounds, 319 career assist, 380 career steals and 128 career blocks. She has amassed 7 triple-doubles during her career. Stephanie not only excels on the court but also off the court with a GPA of 3.8 and hours of service for her community each year.

**WELCOME TO
REALTY WORLD®!**

**REALTY WORLD®
FIRST COAST REALTY
Bucky Springle**

**REALTY WORLD®
LEVER & RUSSELL
Lori Snell**

**REALTY WORLD®
ON SLAME STREET
Janice Monaco**



~ Self Promotion ~

- ✓ Maintain your sphere of influence
- ✓ Send birthday and/or closing anniversary cards
- ✓ Sponsor a local sports team ~ Supply sports cups with logos
- ✓ Be present at inspections and closings



TOP PRODUCING AGENTS FOR DECEMBER 2011
Based on Reports Submitted to Region Office by 1/5/12

THIS RANKING IS BASED ON TOTAL COMMISSION FOR THE MONTH.

#1 Nilesh Jethwa REALTY WORLD® - CAPE FEAR	#6 Dianne Safford REALTY WORLD® - BOLLINGER & ASSOCIATES
#2 Caroline Johnson REALTY WORLD® - LEVER & RUSSELL	#7 Phillip Wainwright REALTY WORLD® - LEVER & RUSSELL
#3 Jeanette Holland/Micah Shepard/Patricia Yelton REALTY WORLD® - FIRST COAST REALTY	#8 Maggie Tunstall REALTY WORLD® - CAROLINA PROPERTIES
#4 Eileen Walsh REALTY WORLD® - TRIANGLE LIVING	#9 Cynthia Horgan REALTY WORLD® - CAPE FEAR
#5 Pastor Bob Heap REALTY WORLD® - FIRST COAST REALTY	#10 Lisa Skumpija REALTY WORLD® - CAROLINA PROPERTIES



TOP PRODUCING OWNERS/BICs FOR DECEMBER 2011
Based on Reports Submitted to Region Office by 1/5/12

THIS RANKING IS BASED ON TOTAL COMMISSION FOR THE MONTH.

#1 Harold Chappell REALTY WORLD® - CAPE FEAR	#6 Shawn Britt REALTY WORLD® - TRIANGLE LIVING
#2 Tom Mallette REALTY WORLD® - HERITAGE REALTY	#7 Phil Healy REALTY WORLD® - OF THE UPSTATE
#3 Eric Andrews REALTY WORLD® - CAROLINA PROPERTIES	#8 Kimberly Sands REALTY WORLD® - ON SALEM STREET
#4 Patty Edney REALTY WORLD® - CAROLINA SHORES	#9 Caroline Thomas REALTY WORLD® - THOMAS REALTY COMPANY
#5 David Lever REALTY WORLD® - LEVER & RUSSELL	#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 DECEMBER 2011
Based on Reports Submitted to Region Office by 1/5/12

THIS RANKING IS BASED ON TOTAL COMMISSION FOR THE MONTH.

#1 REALTY WORLD® - FIRST COAST REALTY	#6 REALTY WORLD® - HERITAGE REALTY
#2 REALTY WORLD® - CAPE FEAR	#7 REALTY WORLD® - THOMAS REALTY COMPANY
#3 REALTY WORLD® - LEVER & RUSSELL	#8 REALTY WORLD® - CHATHAM PROPERTIES
#4 REALTY WORLD® - CAROLINA PROPERTIES	#9 REALTY WORLD® - BOLLINGER & ASSOCIATES
#5 REALTY WORLD® - TRIANGLE LIVING	#10 REALTY WORLD® - ON SALEM STREET

FEBRUARY BIRTHDAYS* ~ HAPPY BIRTHDAY!

**REALTY WORLD®
CAPE FEAR**

Anna Clark ~ February 4TH
 Paul Snider ~ February 14TH
 Robert Moore ~ February 19TH
 John Clapp ~ February 25TH

**REALTY WORLD®
DESOTO TRAIL**

Wendell Waldroop ~ February 14TH

**REALTY WORLD®
CAROLINA SHORES**

Annette Minx ~ February 20^{1ST}

**REALTY WORLD®
FIRST COAST REALTY**

Susan Taylor ~ February 2ND
 Margaret Averitt ~ February 8TH
 Jerry Ferguson ~ February 20TH

**REALTY WORLD®
LISA TEDDER & ASSOCIATES**

Lisa Tedder ~ February 14TH

**REALTY WORLD®
MARKETPLACE**

Suzanne Hulme ~ February 20TH

**REALTY WORLD®
ON SALEM STREET**

Sarah McAllister ~ February 17TH

**REALTY WORLD®
PEE DEE PROPERTIES**

Frank Hough ~ February 17TH

**REALTY WORLD®
SOUTHERN STYLE**

Cooper Healey ~ February 10TH

**REALTY WORLD®
THE CAROLINAS**

Maurice Johnson ~ February 15TH

**REALTY WORLD®
THOMAS REALTY COMPANY**

Kimberly Gatlin ~ February 26TH

**REALTY WORLD®
TRIAD**

Suzanne Moser ~ February 8TH

**REALTY WORLD®
TRIANGLE LIVING**

Natalie Steen ~ February 13TH

**REALTY WORLD®
YADKIN VALLEY**

Renae Andrews ~ February 17TH

*Based on information received before 1/13/2012. We apologize if you joined REALTY WORLD® after that date and are not listed here.

REALTY WORLD® ~ OFFICE SPOTLIGHT

REALTY WORLD® - DESOTO TRAIL

Realty World-DeSoto Trail has been putting buyers and sellers together since 1977. At Realty World-DeSoto Trail, whether it's residential homes, vacation homes, land (lots and acreage), farms, or rental properties, we know "The Right Agent Makes All The Difference In The World!". Our staff is committed to finding the right property for every client, and as a member of the Realty World family, you get the power of a Billion Dollar name when buying or selling your home.

We offer new home construction for those people looking to build their dream mountain home. We also have several beautifully designed subdivisions, each with lots available to meet your specific needs.



687 East Main Street, Franklin, N.C. 28744, (828) 524-8488

<http://www.desototrailrealty.com>

todd.parrish@realtyworld.com

REALTY WORLD® - DIANE CLINE & ASSOCIATES



1858 Tansie Lane, Hickory, NC 28602 (828) 327-7070

www.RealtyWorldHickory.com

diane.cline@realtyworld.com

REALTY WORLD Broker Network/Diane Cline & Associates is a small Real Estate company with a large advantage. We believe our motto - "The Right Agent makes all the difference in the world". We begin by selecting only agents with Christian character and integrity whereby clients can feel comfortable in the service provided to be honest and reliable. We add to that training and experience so that the client will receive top professional and quality service to meet their needs.

With the REALTY WORLD Advantage, we have access to the most up to the minute information, technology, training, and materials to make sure we stay at the top of our game. Therefore, we can stay small in size allowing us to have a direct touch with each client, customizing their individual needs and following through until we reach their home objectives, and still have the advantage of large company services through technology, materials, Internet, relocation services, etc. We have the best of both worlds!

Rent-to-Own Deals: Smart Questions to Ask

- Who will tend to the property and pay for routine maintenance?
- Who pays for major repairs?
- What are the costs of setting up and managing an escrow account for the portion of rent allotted to the down payment?
- Will you manage the property yourself, or hire an agent?
- What if the renters change their minds? Who keeps the money in the escrow account?
- If the buyers change their minds, what will be required to put the property back on the market?
- How much of the rent is going to the down payment?
- How locked in are you if you change your mind?
- What will it cost you to get out of the deal?
- How long will it take to accumulate enough of a down payment that you are likely to qualify for a mortgage?

<http://www.realtor.org/library/library/fg301>

Old Republic Home Protection

has raised the bar in Home Warranty Coverage!

By choosing **Old Republic Home Protection's**
Enhanced Standard Plan and *adding* optional coverage
choices, including the **Ultimate and Platinum Plus Upgrades,**

You Receive:

- ★ Increased Risk Reduction
- ★ Decreased After-Sale Hassles
- ★ Increased Client Satisfaction
- ★ More Referrals!

Your Clients Receive:

- ★ A "Custom-Fit" Home Warranty Plan
- ★ Greater Budget Protection
- ★ Increased Coverage/Risk Reduction
- ★ Increased Peace of Mind

Call us for additional information and to order!



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THE INSIDER



Property Address: _____

Today's Date: _____

List Date: _____

Original List Price: _____

Current List Price: _____

Listing Evaluation Form

For market time in excess of 30 days

Agent Instructions: Rank each area below on a rating scale of 1 thru 5 with 5 being the best. At the end of the evaluation, please offer your recommendations to assist the seller in obtaining a timely offer on this home.

- 1. Rate the location of this home: 1 2 3 4 5
- 2. Rate the overall condition of this home: 1 2 3 4 5
- Exterior of Home:
 - Overall Curb Appeal 1 2 3 4 5
 - Front Door (1st Impression) 1 2 3 4 5
 - Landscaping 1 2 3 4 5
 - Exterior Paint/Siding 1 2 3 4 5
 - Roof/Gutters/Downspouts 1 2 3 4 5
 - Driveways/Walkways 1 2 3 4 5
 - Garage/Storage Buildings 1 2 3 4 5
 - Backyard 1 2 3 4 5
 - Deck/Patio. 1 2 3 4 5
- Interior of Home:
 - Kitchen 1 2 3 4 5
 - Baths 1 2 3 4 5
 - Living Areas 1 2 3 4 5
 - Bedrooms 1 2 3 4 5
 - Window Treatments 1 2 3 4 5
 - Paint/Décor 1 2 3 4 5
 - Carpeting 1 2 3 4 5
 - Flooring 1 2 3 4 5
 - Basement 1 2 3 4 5
 - Showability (level of staging and/or decluttering) 1 2 3 4 5

3. Pricing Recommendations: _____

4. Agent Overall Recommendations: _____



2012 AWARDS BANQUET
&
BUSINESS CONFERENCE
FEBRUARY 24 - 25, 2012

HILTON WILMINGTON RIVERSIDE



301 N. WATER STREET
WILMINGTON, NC
FOR RESERVATIONS CALL
888-324-8170

OR EMAIL

www.wilmingtonriverside.hilton.com

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

Rooms are limited so please reserve your room today!

When making your reservation be sure to use

GROUP CODE - RWL



CONTINUING EDUCATION

BILL GALLAGHER

SUPERIOR SCHOOL OF REAL ESTATE

FRIDAY, FEBRUARY 24TH

BROKER IN CHARGE ~ 8:30 AM - 12:30 PM

MANDATORY UPDATE ~ 1:30 PM - 5:30 PM

ELECTIVE COURSE WILL NOT BE OFFERED AT THIS YEAR'S SALES RALLY

GUEST SPEAKER

ED HATCH

ED HATCH SEMINARS

SATURDAY, FEBRUARY 25TH

8:30 AM - 11:30 PM

CASINO NIGHT NETWORKING PARTY

FRIDAY, FEBRUARY 24TH 7:00 PM - 10:00 PM

2 BLACKJACK TABLES, 1 ROULETTE TABLE, 1 CRAPS TABLE & 1 POKER TABLE (NO CASH VALUE)

BUFFET & CASH BAR

AWARDS COCKTAIL HOUR & BANQUET

SATURDAY, FEBRUARY 25TH 7:00 PM - TILL (CASH BAR)

CONFERENCE REGISTRATION FEE: \$79 FOR LICENSED ATTENDEES

\$65 FOR UNLICENSED ATTENDEES

REGISTRATION FORM IS ON THE FOLLOWING PAGE

ALL REGISTRATIONS MUST BE RECEIVED AS SOON AS POSSIBLE

REALTY WORLD® - THE CAROLINAS

800-699-7982 / 910-215-8888 / 910-215-8807 FAX

E-MAIL: JESSICA.MEDLIN@REALTYWORLD.COM

2012 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 \$ _____	

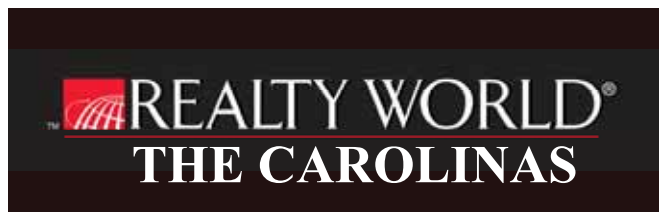
**4% Administration Fee applied to Credit Card charges*

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!





2012 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 24, 2012 8:30 AM - 12:30 PM

Mandatory Update Friday, February 24, 2012 1:30 PM - 5:30 PM

No Elective Course will be offered at this year's Sales Rally

X \$58.00 = \$ + 4%* TOTAL

*4% Administration Fee applied to Credit Card charges

Method of Payment Check # Amount Enclosed \$
Card Number
Expiration Date Security Code Billing Zip Code
Cardholder's Name
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.)