

# AAR News



**Mark Your Calendar!**  
**Association Christmas Luncheon**  
**(Dry Goods & Cash Donations for area families)**  
**Thursday, Dec. 8th**  
*See page 6*

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## Message from the President by Peggy Hill, President, CEO

**Welcome!**

I want to take this opportunity to "Welcome" all our new members that have joined our Association and MLS this year.

**Thank you!**

I want to also take this opportunity to say "Thank you" to all our members who have hung in there with patience this year. We have been through a lot of change and it has all been good change.

And...though change is good, the Board of Directors approved that we have NO change to our current fee structure for Association dues or Monthly MLS fees for the coming 2006 year.

**More Good News!**

S.C.A.R. and NAR yearly dues are remaining the same this year too. Therefore, your dues for 2006 are as follows:

<b>Local \$</b>	<b>80.00</b>
<b>SCAR \$</b>	<b>95.00</b>
<b>NAR \$</b>	<b>84.00</b>
<b>Total</b>	<b>\$259.00</b>

Dues for 2006 will be billed in November and go out to each office. One check from each office should be made payable to "AAR" for all licensees within the company. Remittance deadline is December 15th.

As always, we appreciate the wonderful ongoing support you, our members give us.

**Best wishes for the coming year!**

## Important News

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***I Received this letter from the Louisiana REALTORS® Association and thought you would appreciate me sharing this with you - Peggy***

Dear Anderson Association of REALTORS®,

“We have received your generous contribution for the Louisiana REALTORS® Association Relief Fund. On behalf of our fellow REALTORS® and citizens, know how appreciative we are for your financial assistance as we offer to ease the tremendous losses of many homeowners in Louisiana. Please convey our gratitude to your members and to those who made the decision to contribute to our fund.

Disasters strike and destroy lives and property. What follows is an outpouring of support as people near and far away try to offer help. You have helped make it possible for REALTORS® to once again lend assistance to families whose homes have been severely damaged or destroyed. Every dollar you gave will go directly to someone in great need.

Thank you for caring and for your concern for those Louisianans so terribly impacted by Hurricane Katrina.”

Sincerely,  
Linda Butler, President

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### Spanish Interpreters for Real Estate Transactions

The South Carolina Association of REALTORS® now has a list of foreign language interpreters on the SCAR Housing Opportunity Website, <http://www.screaltors.com>.

#### AAR News

##### Publisher

Peggy Hill, President/CEO  
Anderson Association of REALTORS®

##### Editor

Ivy Nabors, Director of Communications  
Anderson Association of REALTORS®

##### About AAR

The Association encourages and supports affirmative advertising and marketing programs in which there are no barriers to obtaining housing because of race, color, religion, sex, handicap, familial status or national origin.

#### We Want to Help Break the Language Barrier...

If you are bilingual, you will want to have this information available to potential clients/customers. NAR, the National Association of REALTORS® recognizes this need and has a field in your NRDS record to indicate this information. All you need to do is contact the Association office and identify the languages you speak. We will then update your NRDS record for you. It's that easy.

Call the Association office or email [inabors@carol.net](mailto:inabors@carol.net).

GE  
Security

ShowingValue™

Now you can access free online tools as part of your Supra KeyBox service. Available to all Supra keyholders using an eKEY or a DisplayKEY.

#### Receive email notifications automatically

- Receive an email when you've had a showing or feedback at your listing
- Get emails weekly, monthly, or after each eSYNC
- Send copies to your assistant, your team members, or your broker
- Emails are sent with direct link into KIM through a secure login

#### Communicate efficiently with other agents

- Notify agents who have already shown the property about changes to your listing
- Send your buyers' responses to listing agents after each showing
- Let the system remind you to send feedback on listings you have shown

#### Give clients more than they expect

- Easily customize showing activity reports
- Compile showing feedback from other agents
- Email or print reports with a few clicks

#### Sell Smarter:

Target agents with interested buyers who have already visited the property

#### Enhance your image:

Impress your clients and colleagues with customized activity reports

#### Sell faster:

Use feedback reports to help the home seller understand the changes necessary for a quicker sale

## Demonstrate the value of using a REALTOR®



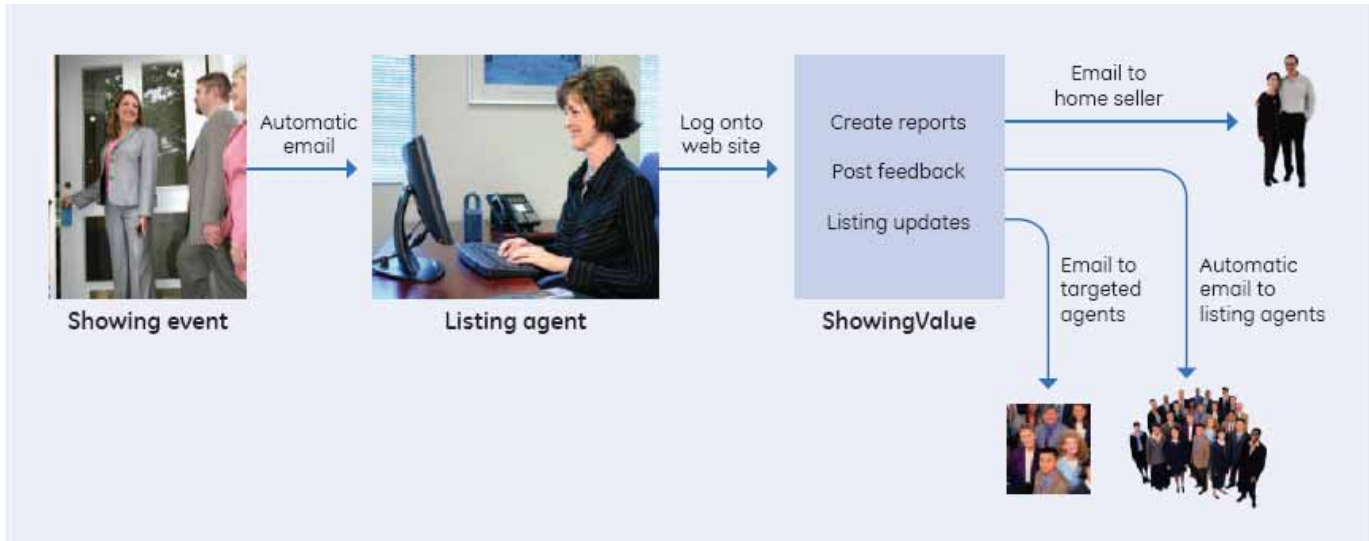
# Upstate MLS News

## Get started in three easy steps

1. Make sure your email is correct in your MLS/ Membership.
2. Assign Your KeyBoxes by logging on to KIM and clicking the **Add New KeyBox** link.
3. Next, click on the **Settings** link to put ShowingValue to work for you.

## Need a little help?

- Click on **Help** for frequently asked questions
- Click on **Learn More About ShowingValue** for complete instructions
- Call field support toll free at 1.877.699.6787



## ShowingValue Dashboard

Whenever you log on to KIM, you will see a Dashboard displaying a count of activity during a selected time frame. Click on Edit Dashboard Date Range to set your preferences.

### ShowingValue™ > Dashboard

[Help ?](#)

Activity	Count	Action
Showing Activity on Your Listings	30	<a href="#">View</a>
eFeedback on Your Listings	14	<a href="#">View</a>
Reminders to Give eFeedback on Properties You Have Shown	7	<a href="#">View</a>

Activity shown is from 30 day(s) ago to present.

[Learn more about ShowingValue](#)
[Change Dashboard Date-Range](#)


imagination at work

## Upstate MLS News

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### *New MLS Fines Go into Effect*

**I**n an effort to improve the accuracy and usefulness of our MLS and due to the continuing problems with incomplete or inaccurate listing information, the Board of Directors has implemented several additional fines to take effect immediately.

A fine in the amount of \$25.00 will be charged to the Broker-in-Charge of the company in violation of the below listed Rules/Regulations:

**(New)** Closed Data - All SOLD Properties must be submitted to Upstate MLS within five (5) business days with the only exception being holidays and week-ends.

**(New)** Inaccurate Data Fields - Upstate MLS will begin monitoring the "required" fields for accurate information.

Late Data Entry -

**Section 1.1 - Listings Subject to Rules and Regulations of the Service:** Any listing taken on a contract to be filed with the Multiple Listing Service is subject to the Rules and Regulations of the Service upon signature of the seller(s). All new listings must be put in the computer within 48 hours of the Seller's signature with the only exception being holidays and weekends.

Change of Status-

**Section 1.4 - Change of Status of Listing:** Any change in listed price or other change in the original listing agreement shall be made only when authorized in writing by the seller and shall be filed with the Service within twenty-four (24) hours (excepting weekends, holidays, and postal holidays) after the authorized change is received by the listing broker. Under Contract status must be put in the computer within 24 hours of the signed contract with the only exception being holidays and weekends.

If you feel there are extenuating circumstances for violation of any of these rules, notification should be provided in writing prior to the issuance of the fine and received at the MLS office via fax or mail to the attention of Peggy Hill. Or, if a fine is received, the written notification will be presented to the MLS Board of Directors to render a decision.

Thank you for your assistance in improving *your* MLS.

## Local News

### Association Membership Christmas Luncheon

at Noon

Thursday, December 8, 2005

Tucker's Restaurant

\$10.00 at the door



Come enjoy this funny and motivational speaker, Meg Barnhouse

"Two Ears, One Mouth: Secret Keys to Better Money"

Meg is a practicing therapist, humorist and song-writer, who will tell us (and sing to us) about what she has learned about people. Secrets to better listening, for figuring out what people want when they may not know, for focusing your efforts and energy where they will do the most good, and for keeping your mind clear and uncluttered are among the tips she will be sharing with you.

**Reservations** are required and can be emailed to [peggyhill@carol.net](mailto:peggyhill@carol.net) with your Name and Company or complete the reservation forms faxed to your office and fax to 224-7942 or 882-5516.

Reservations must be in by Dec. 5th.

**Donations** are being collected at the luncheon for dry goods and cash donations for area families.

*You are invited to join in on the fun for our **Annual Christmas Holiday Social** to be held at the beautiful **Liberty Hall Inn, Pendleton** Tuesday, December 20th 5-7 p.m.*



*Located in historic Pendleton, S.C., this **National Register Inn** and private residence was built in 1840 as a summer home by the Thomas J. Sloan family then known as "Home Place". In 1905 it was purchased by Boneau Harris Family, he was the first agricultural Commissioner of South Carolina and was overseer of Woodburn Plantation located 2 miles away.*

*Following a number of years of decline, the house underwent extensive restoration and opened in 1985 as Liberty Hall Inn and is now the centerpiece of four acres of lawns and gardens.*

**Reservations** are required by Thurs., Dec. 15th. Please let us know if you are planning to attend. Email [peggyhill@carol.net](mailto:peggyhill@carol.net) with your name and company or fax in your reservation to 224-7942 or 882-5516.

This Social is for Anderson Association Members at no cost. Guests, \$15.00 at the door.

Come join the festivities and fun of the holidays.

Heavy hor d'oeuvres.  
Cash bar will be available.

# Local News

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## Anderson Association of REALTORS® 2006 COMMITTEE SIGN-UP

I am interested in one of the following committees:

- Social Committee & Community Service Committee**  
Helps plan and coordinate Association events and projects which involves the membership in the community. (Annual Golf Tournaments, Annual Picnic, Top Producers Gala, and host Membership Luncheons)
- RPAC (REALTORS® Political Action Committee)/Legislative Committee**  
Implement programs designed to generate funds to be used for political activities. Monitor Local, State and National issues that affect the real estate industry and recommend positions to the Board of Directors. This committee also plans, promotes, and coordinates the Annual Legislation Luncheon.
- Grievance Committee** Are appointed by Board of Directors.
- Professional Standards Committee** Are appointed by Board of Directors.
- Technology/Forms Task Force**  
This committee member is responsible for making recommendations to the Board of Directors for improvements in technology through out all functions of the MLS.

Name: \_\_\_\_\_ Email: \_\_\_\_\_

Firm: \_\_\_\_\_ Phone: \_\_\_\_\_

Position in Firm:  Owner  Manager  Agent

Number of years in real estate: \_\_\_\_\_

Number of years with AAR: \_\_\_\_\_

With other Associations: \_\_\_\_\_

List past involvement with the Anderson Associations of REALTORS®

Committees: \_\_\_\_\_

\_\_\_\_\_

Leadership: \_\_\_\_\_

\_\_\_\_\_

**Please return your application by November 15, 2005.**

Fax or mail to: Anderson Association of REALTORS®, 600 McGee Road, Anderson SC 29625

Fax to: 864/224-7942 or 864/882-5516

Email: peggyhill@carol.net

## Local News

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*Congratulations!* To the following Anderson Association of REALTORS® Silver Service Club members recognized at the South Carolina Association of REALTORS® Conference in September for their 25 years of service in Real Estate.

John Adams, Adams Commercial  
 Julie Allen, Golden Corner Real Estate  
 Chuck Ayers, Ayers Real Estate  
 Calvin Barnette, Barnette Real Estate  
 Joe Bridwell, RE/MAX Foothills Realty  
 Bill Brissey, Bill Brissey Real Estate  
 Grace Brissey, Bill Brissey Real Estate  
 Jane Brown, Carolina Real Estate, Clemson  
 S.E. Calcutt, Pendleton Real Estate  
 Marshall Carithers, Carithers Real Estate  
 Joe Carter, Prudential C. Dan Joyner Co.  
 Newt Clinkscales, Hometec Properties  
 John Crosson, RE/MAX Foothills Realty  
 Lamese Davies, RE/MAX Foothills Realty, Gville  
 Brenda Davis, Riverbank Properties  
 Jere duBois, Coldwell Banker Hugh Durham & Assoc.  
 Betty Duffield, Carolina Home Real Estate, Seneca  
 Hugh Durham, Coldwell Banker Hugh Durham & Assoc.  
 Chrystell Ensley, RE/MAX Foothills Real Estate, Seneca  
 Kathy Field, RE/MAX Foothills Real Estate, Clemson  
 Sue Gibson, RE/MAX Foothills Real Estate, Clemson  
 Lenora Granberg, RE/MAX Foothills Real Estate, Clemson  
 Katherine Hathcock, Hathcock & Associates  
 Russell Herbert, Jr., RE/MAX Foothills Real Estate, Seneca  
 Bob Hill, Bob Hill Realty  
 Alice Lambert, 1st Choice Realty, Lake Hartwell  
 Baylis Maxwell, Maxwell Realty & Development  
 Suann McClure, Coldwell Banker Hugh Durham & Assoc.  
 Jerry Meehan, Meehan Realty & Development  
 Allowee Merck, Carolina Real Estate, Clemson  
 Betty Moore, Coldwell Banker Hugh Durham & Assoc.  
 Theresa Nation, Prudential C. Dan Joyner Co.  
 Boyce Parks, Coldwell Banker Hugh Durham & Assoc.  
 Martha Petr, Aho Realty  
 Bob Roche, RE/MAX Foothills Realty  
 Yvonne Schmidt, RE/MAX Foothills Realty  
 Odell Short, Baron Agency

Sharon Short, 1st Choice Realty/Lake Hartwell  
 Jimmy Stathakis, Stathakis Realty  
 Gloria Summey RE/MAX Foothills Realty  
 Clinton Taylor, Ziegler & Taylor Co., Inc.  
 Gerald Terry, Gerald Terry Realty  
 Ken Walker, Ken Walker, Inc.  
 Marla Walker, Anderson Homes of SC  
 Barbara Watt, Riverbank Properties  
 Steve White, All Star Company  
 Harry Wilkinson, Wilkinson Realty  
 Cathy Wohlford, RE/MAX Foothills Realty  
 John Wright, McCoy Wright

## Education News



Applications  
can be found on  
S.C.A.R.s  
Website  
www.screaltors.org

Each year the South Carolina CCIM Chapter sponsors a scholarship program to encourage commercial real estate practitioners to become CCIM Designees.

The scholarship provides the opportunity for those individuals, who have shown professionalism and ethics in the real estate industry to sharpen their skills and become more proficient and knowledgeable in order to better service their clients.

The South Carolina CCIM Chapter will grant three (3) "tuition free" scholarships to be used for a CI-101 course offered during the calendar year 2006, a value of up to \$945. The Chapter will also offer two (2) \$500 scholarships for a CI-102, CI-103, or CI-104 course offered during 2006.

Those submitting applications must complete the application and send to the SCAR office no later than November 15, 2005 to be considered by the Board of the South Carolina CCIM Chapter.

Please spread the word... This is a great opportunity for people who are new to the business or those who have been at it awhile and just need to "buckle down and get started".

### "Over The Top - Business Planning for Brokers"

Speaker: Dianna Brouthers, DREI, CAI, ITI, GRI, LTG BS, MS, M.ed.  
(Award Winning Instruction, Award Winning Course Design)

**Thursday, November 17, 2005, 9 a.m. - 12 p.m.**

Free to Brokers-in-Charge who are members of  
Anderson Association of REALTORS® and Upstate MLS

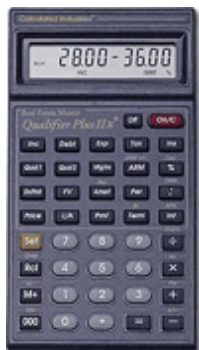
The focus of this workshop will be on recruiting, planning, and building a business, whether new or existing.

Email your reservation to [edu@upstatemlssc.com](mailto:edu@upstatemlssc.com) with your Name & Company.

### Calculated Industries and Anderson Association of REALTORS®

invite you to join in on a **FREE** Calculator Workshop

**November 22, 2005, 2-4 p.m.**



- Learn about the Qualifier Plus IIIx, *Tips & Tricks*
- Find out how to use the calculator, *Calculators will be available for the course and can be purchased for \$64.95*
- Receive a free Real Estate Workbook, \$19.95 value

**Seating is limited to 50 attendees -**

**Please email your reservation to [edu@upstatemlssc.com](mailto:edu@upstatemlssc.com)**

**Class location: AAR office, 600 McGee Road, Anderson**



opening doors  
and closing deals



Lowe's and the National Association of REALTORS® have partnered under NAR's REALTOR Benefits<sup>SM</sup> Program to offer NAR members a sure way to close more deals. Lowe's is teaming up with REALTORS® around the country to offer special savings and benefits to your clients.

For more information about this and other REALTOR Benefits<sup>SM</sup> programs visit the website at [www.realtor.org](http://www.realtor.org).

## New Name, Same Great Solutions

There's a new brand name for the practical, everyday business and personal solutions special offer program available to NAR members: REALTOR Benefits<sup>SM</sup>. REALTOR Benefits<sup>SM</sup> replaces the REALTOR VIP® name. The program comprises more than 25 NAR partners, recognized as leaders in their respective industries. Among them: FedEx, Hertz, Hewlett-Packard, and Nextel Communications. New partner, Affinity Financial Corp. Inc., provides members competitive rates on money market accounts and CDs.

Special offers from two program partners, which were extended through 2005, underscore the value of the program: Thanks to offers from Chase Card Services and American Home Shield, REALTORS® can immediately save up to \$114—more than their annual NAR membership dues.

For a complete list of REALTOR Benefits<sup>SM</sup> Program partners and offers, visit [REALTOR.org/realtorbenefits](http://REALTOR.org/realtorbenefits).

### Cleaning Technologies Pressure Washing

Blake McCullough  
Owner/Operator  
864-940-2002  
1-800-202-7942

email: [cleanteupstate@aol.com](mailto:cleanteupstate@aol.com)

Affiliate Member of  
Anderson Association of REALTORS®

The Letter of the Law, NAR's online legal newsletter, contains the latest legal news and information that every REALTOR® member needs to know, including:

- Summaries of Important New Cases
- Guidance on Federal Legislation
- Updates on NAR Policy Changes



Available to all NAR Members. Log onto [www.realtor.org/letterlw.nsf](http://www.realtor.org/letterlw.nsf)

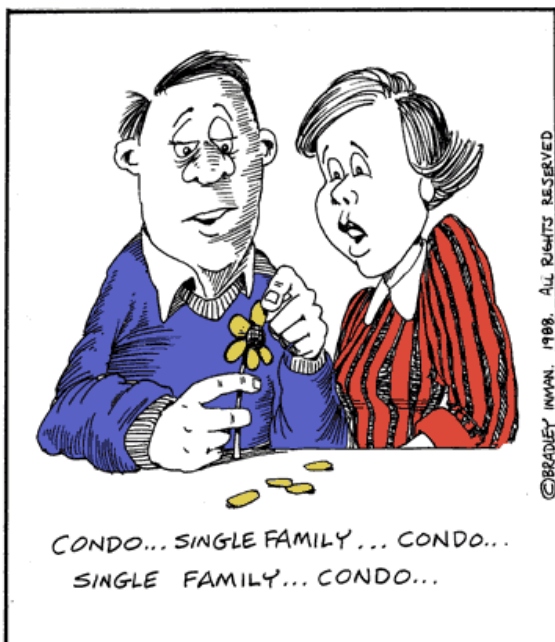
# SCAR News

## Commentary

According to the Research Division of NAR, National Association of REALTORS®, REALTORS® earn significantly more the longer they have been in the business. Members who have been in business for 6 to 10 years earned a median income of \$58,700 in 2004, up 18.6 percent from 2002, while those who have been in the business for two years or less earned only \$12,850.

REALTORS® with at least 26 years of experience earned \$92,600, up 37.2 percent from two years earlier. These statistics also show that members with designations and additional training earn more.

- Jim Peters, South Carolina Association of REALTORS®



## S.C.A.R. Legal Hotline

REALTORS® are urged to contact the SCAR Legal Hotline 1-800-233-6381 when any closing problems occur. SCAR may be able to help you solve the problem or SCAR may need to lobby for changes in governmental rules to help REALTORS® do their business.



Meet Rick Grinstead of Golden Corner Home Inspections, Inc., new Affiliate Member of the Anderson Association of REALTORS®.

Cell:  
864-985-2763  
Office:  
864-886-0236  
Fax:  
864-886-0256

Rick will help buyers/sellers know as much as possible about the home before they purchase/sell.

**A \$25 discount for online bookings at [www.goldencornerinspections.com](http://www.goldencornerinspections.com)**

# Calendar of Events



- 3 Paragon Essentials (Free)
- 7-8 ABR Designation Class
- 9 GRI 411 (ABR Elective)
- 14 On site SUPRA Palm training
- 16 New Member Orientation
- 17 Business Planning for Brokers (Free)
- 18 Paragon - Contact Management (Free)
- 22 Calculator Workshop (Free)
- 24-25 Offices Closed - Thanksgiving Holiday



- 8 AAR Membership Christmas Luncheon  
Dry Goods Donation collection
- 23, 26 Offices Closed - Christmas Holiday

**Mark your calendar for the Top Producer Gala  
January 27, 2006. Come dance to the sounds of  
the Catalinas!**



[www.UpstateHomeServices.com](http://www.UpstateHomeServices.com)

The official Affiliate Website for the Anderson Association of REALTORS®

*\*All committee meetings and training classes held at the Association/MLS Office unless otherwise denoted.*

### ***How to Reach AAR/MLS:***

**Telephone Numbers:** 864/224-7941 ■ 864/882-8611

**Fax Numbers:** 864/224-7942 ■ 864/882-5516

**E-mail:** [peggyhill@carol.net](mailto:peggyhill@carol.net)

**Website:** [www.upstatemlssc.com](http://www.upstatemlssc.com)

**Anderson Association of REALTORS®**  
**Upstate Multiple Listing Service of South Carolina**  
 600 McGee Road  
 Anderson, SC 29625