



# Impact



**R. W. Watson**  
**NOCBOR President**

It truly is hard to believe that December 2012 is here and that I'm closing the chapter of my life as NOCBOR President.

We had our monthly Board of Directors' meeting this past Wednesday and it was at that meeting I realized that in one month I would be passing the gavel over to my good friend, President-Elect Bill Haviland—a talented man who has all the qualifications and years of experience to be a fantastic Board President. And yet, I had feeling of sadness that the year was ending. It was too soon. I was beginning to learn "the nuts and bolts" of the so called "Real Estate Political Machine" . . . attending the local business luncheons and mixers, political fundraisers, the state and national mid-year and annual conventions, leadership forums and social events. Meeting new people and creating friendships and you're beginning to feel more comfortable in your new role.

But I knew this position would end too soon, it always does when you're having a great time enjoying the moment. As you age, time travels at a faster speed! And these last eleven months seemed more like eleven weeks.

It's funny, but life is a reflection of time passed, remembering and recognizing all good things that count . . . and forgetting the negative events that don't. It's recognizing the givers --- selfless people who care and donate so much of their precious time to our profession and NOCBOR.

It's at this time I would like to acknowledge and thank the people who are responsible for maintaining the daily operations of NOCBOR.

*Pat Jacobs, Executive Vice President*, my dear friend and fearless leader who I would describe as a "pro-active, forthright, honest, hardworking dramatic, butt kick'n lady!!! And, above it all, Pat truly loves her job and NOCBOR. Teasingly, when she's ask, "when are you going to retire, Pat?" She quickly remarks, "When they carry me out of here. I'm not done yet! I love my job and I've got more work to do.!" 31 years ago Pat rescued a board that was dying and on the edge of bankruptcy! Today, NOCBOR has a membership of 2,850 REALTORS®-- the second largest board in the state -- thriving, debt-free and still growing.

*Millie Traylor*, Membership Services Administrator, *Tonya Wilder*, Executive Assistant, and *Janet Sneckenberger*, Financial Administrator, collectively they do the same work as 7 to 10 staff administrators in other "Large Boards" throughout the country. This can be documented. You are the **BEST of the BEST!!!**

*And many kudos and cheers to my Officers and Board of Directors*

You're 16 men and women with diversified, professional backgrounds. There's something special and unique about each one of you!!!! Thank you for the time and energy plus your trust and confidence.

*Bill Haviland*, President-Elect  
*Maddy Dishon*, Treasurer  
*Cheryl Gates-Beers*, Secretary

*Angela Batten*, REALTOR®/ Manager  
*David Botsford*, Broker/Owner  
*John Burt*, Broker/Owner  
*Laura Felix-Smith*, Title Insurance/ Sales  
*James Gillen*, Broker/Owner  
*Tony Haviland*, Broker/Owner  
*Tanya Mitchell*, REALTOR®/Sales  
*David Niezgoda*, REALTOR®/Sales  
*Ray O'Neil*, REALTOR®/Appraiser

*Jake Porritt*, REALTOR®/Attorney  
*Jenifer Rachel*, REALTOR®/Sales  
*Rhona Ravenell*, REALTOR®/Appraiser  
*Angie Ridley*, Broker/Owner

You're a very talented, candid, "no-nonsense" group. I truly enjoyed the opportunity and experience of working with each of you.

It's been a great year serving as President of NOCBOR and a great past 33 years as a member of NOCBOR. Moreover, I'm truly proud to be a member of NAR, the largest trade association in the world with a membership of 1,006,000; MAR with a membership of over 24,000 in the state of Michigan and NOCBOR with a current membership of 2,850

And to all my fellow members, if you've never been involved on either the local, state or national level, do yourself a favor and join a committee and attend a Membership meeting. Get involved. It's a great journey and I only wished I would have jumped on the train years ago.

Thanks for the memories and the opportunity to serve

*R.W. Watson, President*  
*SKBK~ Sotheby's International.*





#### OFFICERS

President R.W. Watson	736-3000
President-Elect Bill Haviland, GRI, e-PRO	505-4732
Treasurer Maddy Dishon	620-1000
Secretary Cheryl Gates-Beers	620-8777

#### BOARD OF DIRECTORS

Angela Batten	625-0200
David Botsford	360-2900
John Burt, GRI	628-7700
Laura Felix-Smith	338-7135
James Gillen	800 971-1303
Tony Haviland	742-8773
Tanya Mitchell	625-0200
David Niezgoda	620-1000
Ray O'Neil, GAA, RAA	674-3333
Jake Porritt	693-7400
Jenifer Rachel	620-8777
Rhona Ravenell	202-6824
Angie Ridley	810-744-7600

#### STAFF

Patricia Jacobs	Executive Vice President
Millie Traylor	Member Services Administrator
Tonya Wilder	Executive Assistant

#### CHAIRMEN

Budget & Finance	Bill Haviland, GRI
Bylaws	Louise Bisogni
Education	Cathy Siders
Executive	R.W. Watson
Government Affairs	Bill Haviland, GRI, e-PRO & Ray O'Neil, GAA, RAA
Membership Services	Angela Batten
Nominating	John Burt, GRI
Professional Standards	
Arbitration	Jim Porritt
Ethics	Kathleen Sanchez
Grievance	David Botsford
Technology	Rick Bailey

#### REALCOMP II LTD. GOVERNORS

David Botsford	626-2100
John Burt, GRI	628-2178
Alternate Governor, James Gillen	800 971-1303

#### NAR DIRECTOR

R.W. Watson

#### MAR DELEGATES

Bill Haviland  
R.W. Watson

**NORTH OAKLAND COUNTY BOARD OF REALTORS®**  
**4400 West Walton | Waterford | MI | 48329**  
**Phone (248) 674-4080 | Fax (248) 674-8112**  
**E-mail: boardoffice@nocbor.com**  
**www.nocbor.com**

#### MISSION STATEMENT

*The purpose of the North Oakland County Board of REALTORS® is to enhance the ability and opportunity of its members to conduct their business successfully and ethically, and to promote the preservation of the right to own, transfer and use real property.*

## Board of Directors

October, 2012

**MOTION CARRIED** to approve three (3) Primary Designated REALTORS®; one (1) Secondary Designated REALTOR® and twenty-nine (29) Primary REALTORS®.

**MOTION CARRIED** to approve the 2012/13 NOCBOR proposed budget.

**MOTION CARRIED** to cast an unanimous vote for the slate of officers recommended by the Nominating Committee, **Cheryl Gates-Beers** (KW/Clarkston) for the position of Secretary; **Maddy Dishon** (Re/Max Encore) for the position of Treasurer and **Jake Porritt** (Porritt Group) for the position of President-Elect.

## Board of Directors

November, 2012

**MOTION CARRIED** to approve three (3) Primary Designated REALTORS®; (59) fifty nine Primary REALTORS® and (1) Affiliate member.

**MOTION CARRIED** to elect Director **John Burt** to serve a three (3) year term (2013-2015) as Realcomp Governor.

**MOTION CARRIED** to elect Director **James Gillen** to serve one (1) year (2013) as Alternate Realcomp Governor.

**MOTION CARRIED** to elect **Rhona Ravenell** as Director for a term of one (1) year.

**MOTION CARRIED** to accept the 2013 Directors' meeting calendar.

## Director Elected

NOCBOR Directors elected **Rhona Ravenell** to complete the one year term, vacated by **Jake Porritt** who will serve as NOCBOR's 2013 President-Elect. Rhona has served as Director since January 2011, and will continue through 2013.

## In Memoriam

The members, staff and Board of Directors of NOCBOR extend their deepest sympathy to the family and friends of **Cindy Taylor** (Huron Valley Financial) whose mother passed away on October 19, 2012.

The members, staff and Board of Directors of NOCBOR extend their deepest sympathy to the family and friends of **NOCBOR Secretary, Cheryl Gates-Beers** (Keller Williams Realty) whose husband, Jerry, passed away on November 1, 2012.

Condolences to **Kathy Persha** (Next Age Advantage) and her family for the loss of her husband Tom, who passed on November 5, 2012.

## 2012 Award Recipients

Congratulations and special recognition to NOCBOR's Special Awards recipients, who will be celebrated at the Annual Special Awards & Induction Ceremony Luncheon at the Edgewood Country Club in Commerce on Tuesday, December 4, 2012.

**Cheryl Gates-Beers** has been selected as the 2012 **Manager-of-the-Year**, **Keller Williams Marketplace/Clarkston**.

Selected as **Rookie-of-the-Year** for 2012 is **Susan Felice-Herzfeld**, sales associate affiliated with Coldwell Banker Weir Manual/Clarkston.

**Andrea Larson**, sales associate with Real Estate One/Clarkston, has been selected to receive the **Distinguished Service Award**.

The 2012 recipient of the **Affiliate-of-the-Year** Award is **Brian Seibert**, Watson Group.

**Mary Kaverley**, sales associate of Coldwell Banker Weir Manual/Clarkston, has been named as NOCBOR's **Humanitarian** recipient.

Congratulations to Cheryl, Susan, Andrea, Brian and Mary for all that they do for their real estate community, their business associates and the general public!

# 2013 NOCBOR Officers

**President**  
**Bill Haviland**  
(Haviland Realty)



Bill has been a member of NOCBOR since 1971 and served as NOCBOR's Realcomp Governor in 1987. Bill has served as a member of NOCBOR's Board of Directors for many terms over the years and most recently, was elected to serve as Director in 2008. Appointed to the position of Chairman and Co-Chairman of the Government Affairs Committee for over 10 years, Bill is recognized as one of NOCBOR's Emeritus Members and is

considered a well-respected educator in Southeastern Michigan.

**President-Elect**  
**Jake Porritt**  
(Porritt Group)



Probably considered one of the youngest licensed real estate agents in Michigan, Jake started his professional real estate career when he was 19 years old, and began his law practice at the age of 24. Jake is a member of NOCBOR's Government Affairs Committee and will play a prominent role in the future of the Board's multiple listing services. Affiliated with the law firm Porritt, Kecskes, Silver & Gadd, Jake has committed his time and knowledge to educate NOCBOR members on issues involving short sales and foreclosures.

**Treasurer**  
**Maddy Dishon**  
(Re/Max Encore)



A member of NOCBOR since 1997, Maddy has participated on NOCBOR's Grievance Committee, 2004-2006, and served as the Chairman in 2006. Selected as "Broker of the Year" in 2007, Maddy has served as a member of

the Board of Directors since 2008 and was elected by the Directors to complete the vacant term of 2012 Treasurer. Maddy is principal broker/owner of Re/Max Encore in Clarkston and was recognized as NOCBOR's "Humanitarian of the Year" in 2005.

**Secretary**  
**Cheryl Gates-Beers**  
(Keller Williams/Clarkston)



Cheryl has been a member of NOCBOR since 2000 and selected as NOCBOR's 2012 "Manager-of-the-Year." She has also served on the Directors since 2008, and served on the Board's Grievance Committee for three years, 2004-2006. Elected as NOCBOR's Secretary in 2011, Cheryl serves on the Membership Services Committee and has been extremely active on the North Oakland Chapter of Women's Council of REALTORS®.

## "Meet Your Elected Directors"



**Angie Batten**  
Real Estate One/Clarkston



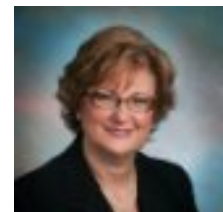
**David Botsford**  
Keller Williams/West Bloomfield



**Ray O'Neil**  
O'Neil Appraisal/Clarkston



**Ann Peterson**  
Coldwell Banker Shooltz/Oxford



**Barb Bartus**  
Watson Group Financial  
Affiliate

# NOCBOR Events

December  
January  
February

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1
3	4 11:30 a.m. NOCBOR Awards & Induction Luncheon @ Edgewood Country Club	5	6 1-3 p.m. Backdoor Workshop "Understanding The Appraisal" Matt Diskin	7	8
10 9:30 a.m. Education Committee 11:30 a.m. Government Affairs Committee	11 9:30 a.m. Technology Committee	12	13 9 a.m. Membership Services 1:30 p.m. HUD Workshop James Gillen	14 9:30 a.m. REALTOR® Code of Ethics Jack Waller	15
17	18	19 12:30 p.m. Exec 1:30 p.m. BODs Mtg	20 9:15 a.m. Grievance	21	22
24 OFFICE CLOSED	25 OFFICE CLOSED	26	27	28	29
31 OFFICE CLOSED	1 OFFICE CLOSED	2	3 9 a.m. HUD Workshop Inside Realty	4	5
7	8 9:30 a.m. Technology Committee	9	10 9 a.m. Membership Services	11	12
14 9:30 a.m. Education Committee 11:30 a.m. Government Affairs Committee	15	16	17 9:15 A.M. Grievance	18	19
21 Martin Luther King, Jr. Day OFFICE CLOSED 6-10 p.m. Pre-License Class	22	23 6-10 p.m. Pre-License Class	24	25	26
28 6-10 p.m. Pre-License Class	29	30 12:30 p.m. Executive Committee 1:30 p.m. BODs' Mtg. 6-10 p.m. Pre-License Class	31	1	2
4 6-10 p.m. Pre-License Class	5	6 6-10 p.m. Pre-License Class	7 9 a.m. HUD Workshop Inside Realty	8	9
11 9:30 a.m. Education Committee 11:30 a.m. Gov't Affairs Committee 6-10 p.m. Pre-License Class	12 9:30 a.m. Technology Committee	13 6-10 p.m. Pre-License Class	14 9 a.m. Membership Services 10 a.m. Backdoor Workshop Waterford Schools	15	16
18 6-10 p.m. Pre-License Class	19	20	21 8:30 a.m. – 5 p.m. CRS 204: "Income Properties" Course in Troy 9:15 a.m. Grievance	22 8:30 a.m. – 5 p.m. CRS 204: "Income Properties" Course in Troy	23
25	26	27 12:30 p.m. Executive Committee 1:30 p.m. BODs' Mtg	28		

**MAR Achieve - Summit-Detroit**



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Cindy Taylor – **25 + years** (248) 891-8226  
Karen Dacey – **30 + years** (248) 563-1936  
Amy Koenig – **20 + years** (248) 421-6790  
Mike Proctor – **20 + years** (248) 931-1018

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# 2012 NOCBOR Committees

## Budget & Finance

Bill Haviland, Chm.  
Madeline Dishon, V.C.  
Cheryl Gates-Beers  
Ray O'Neil  
R.W. Watson

## Bylaws

Louise Bisgoni, Chm  
Michael Anspach  
Marcia Dyer  
Caron Koteles  
Pamela Lewis

## Education

Cathy Siders, Chm  
Laura Prendergast, V.C.  
Marsha Armstrong  
Barbara Bartus  
Brenda Brooks  
Dave Henderson  
Rhona Ravenell  
Cathy Weller

## Executive

R.W. Watson, President  
Bill Haviland, President-Elect  
Madeline Dishon, Treasurer  
Cheryl Gates-Beers, Secretary  
Ray O'Neil

## Government Affairs

Bill Haviland, Co-Chm  
Ray O'Neil, Co-Chm  
Brian Seibert, V.C.  
Sally Bell  
Doug Bills  
Curt Carson  
Cheri Hill  
Gerald Hooper  
Randy Miller  
Ron Miller  
Ron Newman  
Ann Peterson  
Jake Porritt  
Jenifer Rachel  
Mary Rettig  
Angie Ridley  
Timothy Sean  
Cathy Siders  
Sunny Sky  
Jim Skylin  
Merrick Williams

## Grievance

David Botsford, Chm  
Amy Albright, V.C.  
Marcia Dyer  
James Gillen  
Tina McNeal O'Brien  
David Montgomery  
Sunny Sky  
Steve Stockton  
Mike Wang

## Membership Services

Angela Batten, Chm.  
Laura Felix Smith  
Cheryl Gates-Beers  
Tanya Mitchell  
David Niezgoda  
Mike Proctor  
Ron St. Amant  
Keith Stonehouse  
Cindy Taylor  
Kathy White

## Nominating

John Burt, Chm.  
Dan Klaper  
Kevin McCort  
Jenifer Rachel  
Marry Rettig  
Matt Sanders

## Professional Standards

**Hearing Panel**  
Pamela Bradshaw  
Bill Clark  
Victoria Crampton  
Sue Dendler  
Madeline Dishon  
John Greene  
Edward Harris  
Gerald Hooper  
Rick Howe  
Lynn Kacy  
Denise Misaras  
Dennis Nabor  
Ron Newman  
Kay Pearson  
Cathy Siders  
Alyce Smith

## Arbitration

James Porritt

## Ethics

Kathleen Sanchez

## Realcomp Governors

David Botsford  
John Burt  
James Gillen, Alternate

## Realcomp Users

Matt Diskin  
Geoff Leach  
Tanya Mitchell

## Technology

Rick Bailey, Chm  
Kevn McCort, V.C.  
John Chartier  
Geoff Leach  
Eric Mann  
David Montgomery  
Karen Moreen  
Merrick Williams

## TOGETHER WE'LL MEET THE CHALLENGE IN 2013

We can't do it without your participation! NOCBOR is a member driven organization, and without the volunteers to make the machine run smoothly, it could possibly break down. You are invited to join one of NOCBOR's Committees in 2013! Committee members receive complimentary Continuing Education for their participation.

The following Committees are looking for volunteers. Please indicate your choices box below and e-mail this form to [info@nocbor.com](mailto:info@nocbor.com), or fax it to (248) 674-8112.

### COMMITTEES AVAILABLE:

#### Bylaws

Members meet on direction of the Board of Directors to consider amendments to the Bylaws for recommendation to the general membership.

#### Education

The Education Committee provides members with frequent and affordable opportunities to achieve knowledge and competence in an evolving business climate and to promote an atmosphere of equal opportunity in a multi cultural community through a commitment to education, awareness and an appreciation of others.

#### Grievance

Selected members serve to review requests for arbitration (commission disputes) and to determine the possibility of member violations of the Code of Ethics.

#### Government Affairs

Promote to NOCBOR members education, awareness and involvement in the legislative process.

#### Membership Services

The Committee makes recommendations to the Board of Directors on matters pertaining to eligibility, qualifications and approval for the election to membership. The Committee promotes an awareness of Board functions to members to help improve participation and develop new membership benefits.

#### Technology

The mission of the Technology Committee is to communicate resources to NOCBOR members to drive their productivity.

FIRST CHOICE: \_\_\_\_\_

SECOND CHOICE: \_\_\_\_\_

Name: \_\_\_\_\_ License: 6501- \_\_\_\_\_

Firm Name: \_\_\_\_\_

Business Phone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

## Thanks To All NOCBOR Volunteers During 2012

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**Jason Abrams, The Abrams Team**

NOCBOR welcomes member, **Jason Abrams**, with over 12 years experience and offices in Phoenix, Detroit, and Mclean, Virginia. Jason Abrams specializes in concierge-like real estate services, no matter whether his client is looking to rent, buy or sell. A former Keller Williams office manager of a 100+ agent office, Jason is a founding member and principal partner of one of the largest Keller Williams conglomerate in Michigan, as well as a former Chairman of their Agent Leadership Council. An expert in buying and selling homes worth millions of dollars for pro-athletes, Jason is the subject and star of the upcoming HGTV program *"Scoring the Deal."* *"Scoring the Deal"* follows Jason and his partner, Kristen Cook, into the behind-the-scenes world of pro-sports real estate. A dedicated, 24/7 working machine, Jason is equal parts real estate agent, concierge and tour guide as well as marriage and credit counselor for his clients, which led him to be dubbed "the Jerry Maguire of Real Estate." You might want to incorporate some of Jason's tips into your presentation to first-time buyers.

- Use a REALTOR® to help you find the perfect property. Buyers do not pay REALTORS®, sellers do! So for the bargain price of \$0.00 you will benefit from having an unpaid agent during your endlessly exhausting search!

- Don't you go falling in love! The essence of every property transaction is the negotiation of price and terms. Anyone who has ever negotiated anything will tell you that once you fall in love, it's all over. You need to be ready to move on at any time if you do not get the price and terms you want. Once you are unable to look objectively at the deal itself, you have lost all of your leverage.

- Stay away from the first house in a community. Statistics show that the first home in from the main road takes almost twice as long to sell and often sells for less than other like properties within the same community.

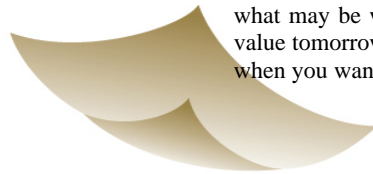
- Money is made when you buy a home, not when you sell it. My grandfather always said that if you get a good enough deal on a property when you buy it, then the odds of making money when you sell it are greatly improved.

- Appreciation is not a right, it is a privilege! If the bursting of the real estate bubble taught us anything it's that values do not always go up, and what may be worth a fortune today may be worth a fraction if its current value tomorrow. Think about resale when you are selecting a home so that when you want to sell (and you will) you will be able to!

## Legal Q & A

**Q:** I am a REALTOR® who just recently acquired a real estate license in Arizona. I have moved to my new home in Arizona and am trying to sell my home here in Michigan. Can I claim the Conditional Rescission of a Principal Residence Exemption (PRE) on my Michigan home?

**A: NO.** You can only claim the Conditional Rescission of a Principal Residence Exemption if both of the residential properties you own are in Michigan.



# SEAVER TITLE AGENCY

A DIVISION OF ATTORNEYS TITLE AGENCY



## CRS Course “Income Properties”

When: Thursday & Friday, February 21 & 22, 2013

Time: 8:30 a.m. – 5 p.m.

Location: 2125 Butterfield Rd  
Troy, 48084

Cost: 328.00\*

*\*Course qualifies for NOCBOR Education Loan!*

The buying and Selling Income Properties Course (CRS 204) will help you tap into the new opportunities for sustainable financial growth. Prepare for your future with smart, secure tips to help you.

- Learn why this is a good market to invest in and what to do about it.
- Identify money-making opportunities and how to act upon them.
- Learn how to evaluate investment property data and use it to your advantage.
- Map out your plan for retirement and follow it.

*Individuals who take this course will earn 16 education credits towards the CRS designation. Additionally, this course will help you earn 16 hours of continuing education credit in Michigan.*

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