

Volume 44, Issue 6

News & Views

June 2021

President's Message



Darlene Rossi
2021 NCMAR President

De Groeten! I hope you all enjoyed the Memorial Day weekend, in spite of the weather. We did need the rain!

I am sure you are all aware of the Governor's changes to Massachusetts' Covid policies. MAR has been great about providing timely information throughout Covid as well as crafting documentation and policies that have helped the industry navigate the past 15 months. From the MAR website:

"On May 17, 2021, the Baker-Polito

Administration announced the final stage of reopening Massachusetts. As of May 29, 2021, all industry restrictions and capacity limitations will be rescinded. The Department of Public Health will be issuing updated guidance mirroring that from the Centers for Disease Control." Additional information and updates can be found at

<https://www.marealtor.com/covid-19-updates/>

At NCMAR we are adjusting to these changes and are planning on in person meetings. Yeah! Meeting remotely has its advantages too, and we plan on keeping that option open where we can for those who want that. We are also looking forward to our first in person banquet in over a year! Our Awards Banquet is taking place on June 7, at Hidden Hills in Rindge, New Hampshire. 130 of you have signed up, so I think we are ready to get together and party!

We had a fantastic turnout for our Fill A Cruiser event to gather donations for local food pantries. It was a lot of fun for a great cause and the communities were so generous with their extra groceries. This week we have another opportunity to work together for the good of our community at the Abolitionist Park in Fitchburg. If you have a few hours on Thursday or Friday and don't mind getting a little dirty, we would love to have you join us! Reach out to Kathy Lore for details.

NCMAR's participation in the C2EX program is going great and we have 2 new graduates, Kathy Lore and Nick Pelletier! There is still plenty of time to jump in and complete the program before October. In addition to the prizes from NAR and NCMAR I am also offering a President's Challenge: Anyone that completes the program during the contest time before I do, I will give them a \$20 Gift Local card from the North Central Mass Chamber of Commerce, that way we are both incentivized! Stephanie Pandiscio, Kathy Lore and Nick Pelletier each have one coming their way. My dashboard says I am 69% complete, so there is still some time to finish up before I do!

This month in our Spotlight section we are excited to present our Business Partner Kathy Malone of PuroClean and Kathy Lore the Executive Officer of our Association. Both have been members of our Association for a long time, and in Kathy Lore's case, it's generational! I know you will enjoy learning more about them and how they are available to help you in your business.

Our Code of Ethics Scavenger Hunt winner for May was Stephanie Pandiscio of Foster Healey! Last month's clue was: What article of the Code of Ethics is this from?

REALTORS® shall ensure that their status as real estate professionals is readily apparent in their advertising, marketing, and other representations, and that the recipients of all real estate communications are, or have been, notified that those communications are from a real estate professional. The answer was Article 12!

This month's clue is: What Standard of Practice in Article 1 deals with Dual Agency? The first person to email me at darlenerossi@morinrealestate.com will be the winner of this Month's DD card! Good Luck!

Wishing you a prosperous month in this most interesting market. And, with prices at historic highs, at least "There is no price set on the lavish summer, and June may be had by the poorest comer." James Russell Lowell

Until next time, Be Kind and Be Real.

Darlene

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total  **mortgage**

NMLS#2764

Justin Davidson, MAR General Counsel

Catherine Taylor, Associate Counsel

Jonathan Schreiber, Legislative & Regulatory Counsel.



Q. Is a broker able to associate with more than one brokerage?

A. Yes, the single affiliation requirement contained within Massachusetts General Laws Chapter 112, Section 87RR speaks only to individuals licensed as salespersons. As the law is silent in this regard as to those licensed as real estate brokers, brokers may associate with multiple brokerages. Although permissible under Massachusetts laws, a broker of record may restrict associate brokers from working at another brokerage.

Q. If I represent two buyers interested in submitting an offer on the same property is that dual agency?

A. No, this is not considered dual agency. An agent may represent multiple buyers interested in the same property so long as the agent is able to fulfill their fiduciary responsibilities to each. The MAR Exclusive Buyer Agency Agreement speaks exactly to this possibility and affirmatively states that this situation does not constitute a conflict of interest and that the broker will maintain the confidentiality of each buyer. Given the current market conditions, brokers may want to ensure that buyers are specifically aware of this provision to avoid problematic situations. Additionally, dependent upon the comfort level of the buyers and the broker involved, it may be appropriate to refer one buyer to another agent for that particular property.

Q. What advice can I give to my clients to mitigate the risk of wire fraud?

A. With a significant number of real estate transactions happening largely remotely over the last year, there has been a dramatic rise in internet-related crimes. 2020 saw an almost 70% increase in the number of complaints according to the Internet Crime Report published by the FBI. Massachusetts reported 11,468 victims suffering a total financial loss of \$97,583,753. Phishing, data breaches, and spoofing not related to a specific industry were some of the top reported internet crimes. Internet-based real estate crimes placed 14th on the list nationally.

Given this information, it is critical to develop office policies to mitigate the risk of becoming a victim of an internet crime and to counsel buyers and sellers of the risks associated with transacting remotely. Use the MAR Wire Fraud Advisory to advise your clients to:

Never wire funds without independently verifying all information;

Independently verify contact information shared within an email;

Only send personal information (SSN, account numbers, etc.) through a securely encrypted email or personal delivery to the intended recipient; and

Use strong passwords and secure WIFI.

Services provided through the Massachusetts Association of REALTORS® is intended for informational purposes and does not constitute legal advice, nor does it establish an attorney-client relationship. The Massachusetts Association of REALTORS®, by providing this service, assumes no actual or implied responsibility for any improper use of responses to questions through this service. The Massachusetts Association of REALTORS® will not be legally responsible for any potential misrepresentations or errors made by providing this service. For more information regarding these topics authorized callers should contact the MAR legal hotline at 800-370-5342 or e-mail at legalhotline@marealtor.com.

BOD Meeting Minutes

June 2021

Board of Directors: May 26, 2021 Minutes

Members in attendance: Darlene Rossi, President; Nick Pelletier; President elect; Shauna Roberts, Treasurer; Kendra Dickinson, Past President and Kathy Lore, Executive Officer

Absent: Jean Rubin, Secretary; Irene Hayes, Director at Large; Steve Kelley, Business Partner Director

The meeting was called to order at 9:30 am

MOTION: It is moved, seconded and carried to approve the April 2021 BOD Minutes.

MOTION: It was moved, seconded and carried to approve the April Membership Report as presented.

MOTION: It was moved, seconded and carried to approve the April Financials subject to review.

The C2EX program was discussed.

The Community Involvement Committee minutes were reviewed.

The Government Affairs Committee minutes were reviewed.

The Membership/Events Committee minutes were reviewed.

MOTION: It was moved, seconded and carried to take \$500 from the scholarship account to cover the remaining \$500 so the third scholarship may be awarded.

MOTION: It was moved, seconded and carried to hold dinner meetings (June, October and December) committee meetings, NCMAR Nights Out in person and continuing education and lunch and learns via Zoom until further notice.

Next BOD Meeting: June 23rd at 9:30 am in person at the NCMAR office.

The meeting adjourned at 10:28 am

NCMAR Leadership

President

Darlene Rossi
Morin Real Estate

President Elect

Nicolas Pelletier
Keller Williams Realty North Central

Treasurer

Shauna Roberts
Hometown Bank

Secretary

Jean Rubin
Hometown REALTORS

Director

Irene Hayes
Exit New Options Real Estate

Business Partner Director

Steven Kelley
Total Mortgage

Past President

Kendra Dickinson
Keller Williams Realty North Central

Community Involvement Committee: May 10, 2021

Attendance: Brieanna Kelley (chair), Alyssa Durkin, Tom Ruble, Shauna Roberts, Darlene Rossi, Julie Millar, Linda Lee, Stephanie Pandiscio, Kathy Lore, Katey Adams

Call to Order 10:00am – The meeting was conducted electronically via Zoom.

Abolitionist Park Updates: June 3rd and June 4th are the dates that NCMAR is helping. There is a ribbon cutting for the park in mid-June. There are sign-up sheets for these dates.

Food Donations / Collections updates and planning: We heard back from Market Basket and have permission to collect food at the Leominster, John Fitch, and Athol Locations. We are still waiting to hear from Price Chopper. There were discussions about where to advertise the food drive, such as on Facebook. The date for the event will be May 22nd, and a couple of volunteers will be needed at each location.

Activate Mill Street Volunteerism – It is anticipated that we may help with Activate Mill Street in August. We do not have any official plans at this time.

New Business: Habitat for Humanity was discussed.

Next Meeting: Date to be determined.

Committee Minutes

June 2021

Membership/Events Committee—May 11, 2021

In Attendance: Jean Rubin, chair, Darlene Rossi, Tom Ruble, Yasmin Loft, Stephanie Pandiscio, Beverly D'Agostino, Michelle Haggstrom, Kendra Dickinson, Susan Wright, Lisa Thomann, Brooke Radcliffe, Brieanna Kelley, Linda Lee, and Sarah Mayer.

Committee Members Absent: (excused) Rick Cuddy, Christina Sargent

The meeting began at 9:02 am

MOTION: It was moved, seconded and carried to hold the June Awards Banquet at Hidden Hills Estate in Rindge NH in person and via livestream.

The October Annual Meeting and Business Partner Expo will be held at the Double-tree in Leominster on October 4th,

The Holiday Party/Installation Banquet will be held at the Fitchburg Art Museum on December 6th.

The June 17th NCMAR Night Out will be held at the Red Apple Farm in Phillipston if available. Linda Lee to confirm.

The July 15th NCMAR Night Out will be held at Harbour Restaurant, Winchendon.

The August 19th NCMAR Night Out will be held at the 228 in Sterling. This event will be the Business Partner Appreciation event. The sub committee planning the event will consist of Lisa Thomann, Susan Wright, Darlene Rossi and Kathy Lore.

Lunch and Learn for May will be a legislative update with Jonny Schreiber of MAR Legal and Legislative Department.

Lunch and Learn for June will be on the difference between MA and NH licensing topics.

NCMAR will continue to encourage members to take the C2EX course. There will be 5 \$50 Amazon gift cards given to members that complete the course. President Rossi has challenged members to complete the course before she does to receive a \$20 Chamber gift card.

Next Meeting Date: June 15th, 9:30 am via Zoom

The meeting ended at 9:50 am.

Government Affairs Committee—May 20, 2021 Meeting

Attendance: Michelle Haggstrom, chair, Stephanie Pandiscio, Rick Vallee, Nick Pelletier, Laura Shifrin, Brian Cormier, Susan Wright, Kendra Dickinson, Katey Adams and Kathy Lore, Liaison

Excused: Tom Ruble, Yasmin Loft, Jean Rubin, Darlene Rossi

The meeting was called to order at 10:03

The REALTOR Day on the Hill event will be virtual this year and called the MAR Week of Advocacy. The keynote speaker and MAR presentation will be on Monday June 7th beginning at 10 am. Our legislative meetings will be held on June 9th at 1 o'clock.

The legislative topics for this year are the Fair Housing Law Education, First Time Homebuyer Savings Accounts, Transfer Taxes and Rent Control.

The Real Estate Summit was discussed.

The RPAC goals were reviewed. NCMAR has met all three levels: fundraising, participation and major investors. An email will be sent to the members in late August, early September to explain the benefits and legislative issues regarding RPAC.

Next meeting date August 19, 2021 @ 10 am

Adjourned at 10:27 am

2021 Committee Chairs

Executive Committee

Darlene Rossi

Finance Committee

Shauna Roberts

Government Affairs

Michelle Haggstrom

Member Services/Event Planning

Jean Rubin

Community Involvement

Brieanna Kelley

Grievance

Gayle Sabol

Professional Standards

Gary Bourque

Scholarship

Pamela Bakaysa Conway

Awards & Recognition

Kendra Dickinson

Top Producer

Laura Shifrin/Gail Lent

MAR Directors

Darlene Rossi

Kendra Dickinson

Alternates

Susan Wright

Nicholas Pelletier

MLS PIN Directors

Rick Healey

Paula Savard



Meet Your Business Partner—Kathy Malone

I'm married to my husband, Jeff and we have 2 daughters and 3 grandchildren. I live in Rutland, the geographical center of MA.

I've been in the restoration business since 1999 and with PuroClean since 2005. We help people get their homes and businesses back in order after a fire, water, mold or biohazard disaster. It's very rewarding and I love networking and meeting new people.

I enjoy volunteering, decorating, planning events, visiting beaches and the casino. We love auctions and yard sales. We have 2 cats, Rocco and Romeo and like to relax in our backyard with the pool and fire pit. I am the Events Chair for the HealthAlliance Hospital Guild in Leominster and was Vice President for several years.

I'm proud to be a business partner with NCMAR and of service to our community.



Kathy Malone

Vice President of Sales & Marketing
Cellular 978-696-1027
PuroClean Mitigation / Restoration Service

Meet Your Executive Officer—Kathy Lore. RCE, ePro, Omega Tau Rho

The majority of the members of NCMAR know who I am, but there are so many new members that have joined in recent years that may only know me by my weekly emails from kathylore@ncmar.com. Please add me to your email address list.

So here is a little about myself: I come from a family of 9. I have 5 brothers and one sister. My father was a carpenter, landlord and the hardest working person I have ever known. My mother Theresa (Terry) Davis worked as the Multiple Listing Service supervisor for the Northern Worcester County Board of REALTORS until 1995. She introduced me to the world of real estate. I joined the REALTOR family in 1989 when I was hired by Executive Officer Carol Southern to assist the very busy Multiple Listing Service staff. I later became the parttime Bookkeeper and then full time Membership Coordinator and Administrative Assistant. In 1998, I was promoted to the position of Executive Officer.

Working for the association for the past 32 has been a pleasure. I have grown personally and professionally because of all the training and guidance from the REALTOR organization and the 32 presidents I served with. I earned the RCE (REALTOR Certified Executive) designation, the ePro designation and C2EX certification. I was also awarded the Omega Tau Rho distinguished service medal from the National Association of REALTORS. I am a certified Professional Standards Administrator and member of the state and national Association Executives Committees. I am a member of the 2021 MAR Diversity, Inclusion and Equity Committee. I am also a member of the New England Society of Association Executives.

I grew up in Massachusetts, living in Jamaica Plain, Franklin, Ashby, Fitchburg and Westminster. I graduated from Oakmont Regional High School and attended college at Mount Wachusett Community College and the University of Chicago Graham School of Business. I taught kindergarten at the Limestone Christian Academy in Limestone Maine and worked for my father for two years renovating apartment buildings in Fitchburg before joining the staff of NCMAR..

I met my husband in high school and we married after he enlisted in the Air Force. My husband served in the Air Force Security Police Rapid Deployment Unit so we were stationed at Grand Forks AFB in North Dakota and Loring Air Force Base in Maine.

Married for 43 years, my husband and I have three married children, Justin, Melissa and Rebekah. We have been blessed with 10 grandchildren Gabriella (15), Lilah (12), Alexander (8), Lucas (4), Yuriah (1), Joseph (4), Martin (3), Madalyn (8 months), William (2) and Danielle in heaven. We now live in Gardner, MA with our two rescue cats, Bailey and Abby and two rescue dogs Sam and Micah.

In my free time I spend as much time as I can with my family, church, gardening and making gifts. There is no doubt that it is around the family and the home that all the greatest virtues... are created, strengthened and maintained." —Winston Churchill

Family isn't always blood. It's the people in your life who want you in theirs; the ones who accept you for who you are. The ones that would do anything to see you smile and who love you no matter what. NCMAR has become my extended family.



Welcome New Members!!

REALTOR Members

<u>Name</u>	<u>Office</u>
Randy Albertelli	Crown Ledge Realty
Nicholas Brigwood	Keller Williams Realty North Central
Alicia Burak	Coldwell Banker Realty
Natalia Espindola	Results Realty
Jeannie Troisi	Central Mass Real Estate
Ashley Whitney	Foster-Healey Real Estate

Reinstated Members

<u>Name</u>	<u>Office</u>
Patricia Collette	Keller Williams Realty North Central
Elaine Davis-Curll	Keller Williams Realty North Central
Bupe Mwaipungu	Foster-Healey Real Estate
Jason Regan	Keller Williams Realty North Central
Ruth Truesdell	Acres Away Realty

Office to Office Transfer

<u>Name</u>	<u>From</u>	<u>To</u>
Kenton Jacobs	Keller Williams Realty NC	Coldwell Banker Realty
Derek Johnson	Exit New Options	Redfin

Membership Numbers

New REALTORS	6
Reinstatements	5
Secondary Broker	0
Association Transfers	0

As of April 30, 2021

REALTORS
519

Business Partners
62

TOTAL MEMBERSHIP
581



NEW MEMBER ORIENTATION

REALTOR and Instructor Niles Busler

- What is the REALTOR Code of Ethics ?
- How does the Code help me in my business?
- Why the Code so important to know?
- Can I be cited for a violation of the Code by the public?
- Is the Code of Ethics and all its articles relevant to today?
- Have questions of your own,? The class is interactive so ask the instructor anything.

Get the answers to these questions and many more at this mandatory training.



Thursday
July 8, 2021
9 am to 12:30 pm
40 Summer Street
Fitchburg, MA 01420

Register by emailing Katey
at membership@ncmar.com

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Law Office of David Rocheford

Reynolds Law Office

RMS Mortgage

Rawson and Sons Insurance

IC Credit Union

Rollstone Bank & Trust



#NationalEthicsDay

4TH ANNUAL EVENT!

JUNE 17, 2021
BROADCAST LIVE!

Be BOUND! to the Code
Be PROUD! to be a REALTOR®

The REALTOR® Code of Ethics ensures our progress is steadfast, professional at all times, and honorable. It's now time to embrace and renew our pledge to our Code ...
it's triennial renewal time!



NationalEthicsDay.com



NationalCodeofEthicsDay



1 pm to 4 pm
Free for NCMAR
members



A historic day for real estate and a game changer for the REALTORS® Relief Foundation. World-renowned speaker, **Leigh Brown** shares the Code of Ethics - LIVE!



**JOIN US ON WEDNESDAY, JUNE 9TH AT 1 PM
VIA ZOOM**

FOR A MEETING WITH OUR LEGISLATORS



Senator John Cronin, Representative Sheila Harrington, Representative Jonathan Zlotnik,
Representative Susannah Whipps, Representative Danillo Sena, Representative Natalie Higgins
and Representative Michael Kushmerek

Topics of discussion:

REALTORS Support Bill H.333 and S.204 - Fair Housing Law Education
REALTORS Support Bill H.2840 and S.1834 - First Time Home Buyer Savings Accounts
REALTORS Oppose Transfer Taxes (10+ Bills)
REALTORS Oppose Bills H.1378/ S.886 and H.1440/S.889 Rent Control

NCMAR Fill a Cruiser Food Drive a Huge Success



The COVID-19 pandemic has greatly affected local food banks — more residents are now using their services, while fundraisers struggle to collect enough funds to keep up with the rising demand.

The Community Involvement Committee of North Central MA Association of REALTORS jumped into action to fill a cruiser and fill the shelves of local pantries. Held on Saturday, May 22nd at various Market Basket locations — Athol, Leominster and Fitchburg from 10 am to 2 pm., the fundraiser that aims to fill local food bank shelves was a hit.

Police officers and cruisers were parked in front of the Market Basket stores. There, a few volunteers and the police officers were on hand to collect food donations as well as monetary donations — and they were quite busy.

"It's been going great," said Darlene Rossi, one of the volunteers and President of the North Central MA Association of REALTORS.. "This is such a giving community, it's been incredible and we aren't even at the busiest time of the day yet. It's only morning." Nearly every shopper that left the store had a donation in their cart, which they gave to the volunteers to stuff in the cruiser.

All of the police officers and volunteers were impressed with the amount of donations that were flowing out of the store during the fundraiser. "The feedback we've been getting is very positive," said Brianna Kelley, Community Involvement Chair. "People are really being generous today, it's great."



The Athol High School Food Pantry in Athol, the Spanish American Center in Leominster and Our Fathers House in Fitchburg were the recipients of all the food and cash donations. Like many other local food banks and shelters these three have seen its customer base increase during the COVID pandemic.

Among the three locations, the police cruisers were filled 12 times to overflowing and over \$1,200 in monetary donations were collected. Thank you to all our volunteers: Darlene Rossi, Brianna Kelley, Stephanie Pandiscio, Jean Rubin, Linda Lee, Julie Millar, Shauna Roberts, Alyssa Durkin, Kendra Dickinson, Tom Ruble and Kathy Lore

ABOLITIONIST PARK VOLUNTEER DAYS

June 3rd and 4th Beginning at 9 am

Volunteers will be installing a fence, cutting railroad ties to create flower boxes and digging holes for planting fruit trees, filling the boxes with soil and flowers and installing a flagpole.

Volunteers are welcome. Contact Kathy Lore at 978-345-2531 or email kathylore@ncmar.com

Location of the Abolitionist Park is 42-50 Snow Street in Fitchburg.





SAVE THE DATE

MAR 2021 REALTOR[®] CONFERENCE

September 28-29, 2021 • Foxwoods Resort, Ledyard, CT

TOGETHER, WE ALL WIN

Don't miss this 2-day event filled with educational break-out sessions, inspirational speakers, action-packed networking events and all the adventure that Foxwoods has to offer. You'll have the time of your professional life and *together again*, we'll all come out winners!

BREAKOUT TRACKS INCLUDE:

- **Up Your Sales:** learn new techniques to double your business
- **Go Green:** Smart home technology
- **Are You Being Social:** social media marketing, trends & tips
- **Legal Advice:** trending Legal Hotline topics and more



KEYNOTE SPEAKERS:

Day 1: Mark Mayfield
MORPH (Managing Change)

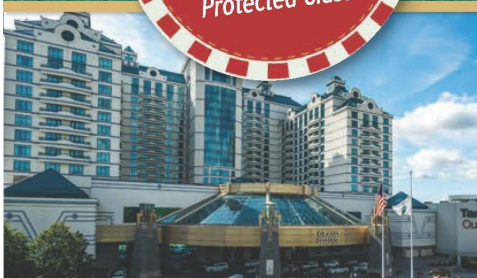
Day 2: Meagan Johnson
The Generational Consumer & Worker

REGISTRATION OPENS JUNE 1ST

NEW
THIS YEAR
EARN CE CREDIT:
Protecting the
Protected Class



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ASSOCIATION OF REALTORS[®]



Do you have suggestions for CE Classes or Lunch and Learn Topics?

Please email suggestions to kathyllore@ncmar.com.

We are looking for member input on topics for continuing education classes and lunch & learn topics.

Lunch and Learn's are one hour classes on any topic pertaining to real estate, personal growth, marketing, tax preparation, etc.

CE Classes are from a list of classes provided by the Board of Real Estate Brokers and Salespersons and can be found on mass.gov.

NORTH CENTRAL MA ASSOCIATION OF REALTORS

**WEDNESDAY,
JUNE 16TH, 10AM TO NOON**

UNDERSTANDING TITLE AND TITLE CONCERNS

Continuing Education Class RE44R05

Instructor Attorney Nik Thalheimer



Register at www.ncmar.com



Learn all about Titles

This course provides a comprehensive overview of titles and title concerns.

You will learn:

- *What are the types of titles?
- *What is a "cloud on title"?
- *What are the types of "clouds"?
- *What is title insurance?
- *What are remedies to title issues?

Sponsored by the Law Office of David Rocheford

NCMAR Wetlands Protection Act Class

This course will include:

- Background on the Wetlands Act
- 8 Primary reasons for protecting wetlands
- Identifying the presence of wetland on site
- Resources available before engaging a wetlands specialist
- Levels of enforcement action
- How the Wetlands Protection Act is implemented
- Filing procedures and related permits

June 9, 2021 10 am to Noon via Zoom

**Taught by Andy Consoli
RE23RC12 - 2 continuing education credits**

Register at www.ncmar.com

Need to know how many CE classes that you have attended at the NCMAR Real Estate School #1164?

Log on to www.ncmar.com

Click on the Member Login button on the right top of the web page.

Login in credentials are your NRDS# and password is your last name (Case sensitive).

Click on the blue link that says View Education Records.


Your CE's will be listed there. This list will not include classes that you took at other schools.

Sponsored by Julie Millar of Home Staging by Julie

2021 Continuing Education – Conducted via Zoom



6/9/2021	10:00am	Wetlands Protection Act (RE23RC12)	Taught by Andy Consoli
6/16/2021	10:00am	Understanding Title/Concerns (RE44R05)	Taught by Attorney Nik Thalheimer
7/13/2021	10:00am	Real Estate Professional Ethics (RE33RC11)	Taught by Paula Savard
8/11/2021	10:00am	Environmental Issues (RE63RC10)	Taught by Andy Consoli
9/8/2021	10:00am	MA RE License Law/Regulations (RE08RC12)	Taught by Andy Consoli
9/22/2021	10:00am	Purchase and Sales Agreement (RE89R14)	Taught by Attorney Craig Reynolds
10/6/2021	10:00am	M.G.L. c. 93A (RE04RC12)	Taught by Attorney Nik Thalheimer
10/13/2021	10:00am	Architecture (RE14R07)	Taught by Andy Consoli
11/10/2021	10:00am	Residential New Construction (RE46R05)	Taught by Andy Consoli
11/17/2021	10:00am	Residential Appraisal Process (RE26R20)	Taught by Gary Bourque NEW!
12/7/2021	10:00am	Real Estate Professional Ethics (RE33RC11)T	Taught by Paula Savard
12/15/2021	10:00am	Closing and Settlement (RE07R19)	Taught by Attorney Craig Reynolds

Note: Classes are from 10:00am to noon, with the exception of the Real Estate Professional Ethics classes, which are 10:00am-12:30pm. Three NEW classes never offered before on the schedule for 2021!!



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Commitment to Excellence (C2EX) from the National Association of REALTORS® empowers REALTORS® to evaluate, enhance and showcase their highest levels of professionalism. It's not a course, class or designation—it's an Endorsement that REALTORS® can promote when serving clients and other REALTORS®.

This innovative engagement tool encourages participation in all levels of the REALTOR® organization, and at no additional cost.

Get started on your journey today by logging in to www.C2EX.realtor and taking any one of our 11 self-assessments to measure your proficiency in 10 aspects of professionalism (11 for brokers), ranging from customer service to use of technology. The platform generates a customized learning path and recommends experiences and resources to enhance your individual skill-set.

Be an advocate for the future of our industry. Be committed to excellence. Go to www.C2EX.realtor to get started with this award-winning program!

Congratulations Nick Pelletier

Kathy Lore

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If you haven't taken a Pinergy course in a while, you might be surprised at all the changes we've made recently. Pinergy has never been as flexible, customizable, and responsive as it is now, and you can learn all about it from your home or office. Brokers: you can schedule custom classes just for your office, on any Pinergy topic you feel would help your bottom line.

Bring on summer, and bring on the knowledge! Schedule your classes at

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Phone: (508) 845-1011 Fax: (508) 845-7820 mlspin.com



CALENDAR



FRIDAY, JUNE 25TH, 2021
NOON TO 1 PM

NCMAR Lunch and Learn

Via Zoom

The Dangers of Waiving Home Inspections

Andy Consoli of ABC Home Inspections will discuss the various dangers in waiving a Home Inspection. While some home inspection issues may be minor, like basic plumbing repairs, there can be serious issues that can cost significant money to repair or are life safety issues. Andy will give real life examples of buyers who waived their home inspection and suffered significant losses. Learn what you should do as an agent to guide your buyer through the dangers of waiving a home inspection in this market.

Free to all NCMAR members. Register at www.ncmar.com

Thursday, June 3rd
Abolitionist Park Volunteer Day
9 am 42-50 Snow St. Fitchburg

Friday, June 4th
Abolitionist Park Volunteer Day
9 am 42-50 Snow St. Fitchburg

Monday, June 7th
Week of Advocacy
Keynote Speaker via Zoom

Wednesday, June 9th
CE Class on Wetlands
10 to noon
Taught by Andy Consoli
Sponsored by Home Staging by Julie

Wednesday, June 9th
REALTOR Day on the Hill
1 pm via Zoom

Wednesday, June 16th
CE Class on Understanding Title
10 to noon via Zoom
Taught by Nik Thalheimer
Sponsored by the Law office of David Rocheford

Thursday, June 17th
Finance Committee Meeting
9:30 am

Thursday, June 17th
National Ethics Day
1 to 4 pm— Live Broadcast

Wednesday, June 23rd
Board of Directors Meeting
9:30 am to 10:30 am

