

## President's Message

I hope you have been enjoying your summer! We purposefully kept the NCMAR programming light the last 30 days as we know everyone has busy summer schedules! With that being said I'm excited to see everyone again at our next big event coming up August 25th at 5:30pm at Game On in Fitchburg! We will be holding our annual Business Partner Appreciation event where we thank our business partners for all they do to support us and our businesses.

It truly is amazing how important it is in our industry to have strong relationships with business partners you can count on. On so many occasions our business partners can truly save the day whether it is pulling a deal back together by finding a solution to a financing or title issue, scheduling a last minute home inspection or photography appointment or so much more. Our business partners help us look like experts to our clients by helping us solve the issues that aren't our expertise.

For these reasons, and many more, it's an honor to have this event each year to thank our business partners for all that they do! If you haven't had a chance to check out the Game On facility yet it is truly

amazing and we are excited that we will have the NEW Axe Throwing lanes OPEN for our event!

Reminder to invite a new agent in your office to attend with you! We would love to have them!

The event is free to all members but we ask that you register for the events at [www.ncmar.com](http://www.ncmar.com) so we can have an accurate headcount for the facility and food.

See page 7 for details!

As always if there is anything I can do to help in the meantime let me know! As always if there is anything I can do to help let me know!

Nick



# Meeting Minutes

August 2022

## July Board of Directors Meeting

Members in attendance: Nick Pelletier President; Jean Rubin President elect; Shauna Roberts Treasurer; Darlene Rossi, Past President; Denise Wortman 2022 Director at Large, Sophia Bell, Business Partner Director and Kathy Lore Executive Officer

The meeting was called to order at 9:32 am

MOTION: It is moved, seconded and carried to approve the June 2022 BOD Minutes.

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

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

MOTION: It was moved, seconded and carried to approve the Executive Officer's attendance at the NAR Convention in November.

It was agreed to have a demonstration of the Safety App before voting on the proposal.

It was agreed to form workgroups to review the rules and guidelines for the Top Producer Awards and Recognition Awards.

A request was made that the Membership Coordinator send the names and contact information of new business partners to the Business Partner Director and new REALTORS to the REALTOR Director each month.

President Pelletier gave an update on the Mural, proposed MAR dues increase, professional standards administration, call for action, MAR Conference and the State Associations Strat Plan.

Association Executive Kathy Lore gave an update on the Lead Program offered by MAR, parking lot maintenance, budget and strat planning, and placemaking grants.

Reminders: Business Partner Appreciation Event at Game On in August

Next BOD Meeting Monday, August 29th at 10 am.

The meeting adjourned at 10:40 am

### NCMAR Leadership

#### President

**Nicholas Pelletier**  
Keller Williams Realty  
North Central  
npelletier@kw.com  
978-674-7146

#### President Elect

**Jean Rubin**  
Hometown, REALTORS  
jean.rubin@ymail.com  
978-660-6185

#### Treasurer

**Shauna Roberts**  
Bank Hometown  
sroberts@bankhometown.com  
978-877-7938

#### Secretary

**Susan Wright**  
EXIT New Options  
swright@exitnewoptions.com  
978-549-1146

#### Director

**Denise Wortman**  
EXIT New Options Real Estate  
dwortman@exitnewoptions.com  
978-852-7955

#### Business Partner Director

**Sophia Bell**  
Total Mortgage  
sbell@totalmortgage.com  
978-870-7152

#### Past President

**Darlene Rossi**  
Morin Real Estate  
darlenerossi@morinrealestate.com  
978-895-3770

#### Executive Officer

**Kathy Lore**  
NCMAR  
kathylore@ncmar.com  
978-345-2531

Justin Davidson, MAR General Counsel

Catherine Taylor, Associate Counsel

Jonathan Schreiber, Legislative & Regulatory Counsel.



**Q. Should a buyer's agent be checking permits for their clients?**

A. No. A buyer's agent's job is to ensure that their client's interests are best served throughout the transaction. While this may include advising the client regarding potential issues with outstanding permits or unpermitted work on the property, the agent should not be the one researching this issue. Our recommendation is that REALTORS® always be the source of the source. A buyer's agent should be advising their clients to inquire about any work that was done on the property that may have required permits and assisting the client with obtaining additional information regarding those permits. This may even include accompanying the client to the building department to obtain this information, which allows the buyer to receive the desired information directly. If an agent were to obtain the information themselves and then share it with their buyer client, there is the potential for liability if the information they share with their client is incorrect or incomplete. By having the buyer receive the information directly, they are limiting their exposure to this type of liability.

**Q. Can a buyer switch agents to submit an offer on a home they were shown by another agent?**

A. Maybe. If the buyer entered into an exclusive representation agreement with the first agent, they are bound by the terms of that contract unless the first broker is willing to release them from that contract. If approached by a prospective buyer client, a REALTOR® has an

affirmative obligation to make reasonable efforts to determine whether the prospective client is subject to an exclusive representation agreement with another broker. Failing to ask this question may result in a violation of Article 16 of the Code of Ethics. Further, REALTORS® should not be contacting other brokers to request that they release a buyer from an exclusive representation agreement. If the buyer is not subject to an exclusive representation agreement, they are free to switch brokers; however, this situation may present a question of procuring cause if the property they purchase was initially introduced to them by the first agent. While the so-called "threshold rule" does not singularly determine procuring cause, the agent who first introduced the buyer to the property is one of many factors considered. A buyer agent who finds themselves as the second broker working with a buyer in their home search should strongly consider entering into an exclusive representation agreement with that buyer to protect the broker's interest in being compensated for the work they do on behalf of that buyer.

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## Welcome New Members!!

### New Realtors

Andrea Deane	Coldwell Banker Realty
Aaron Estivill	EXIT New Options
Monica Farley	ReMax Patriot Realty
Michelle Kelly	Coldwell Banker Realty
Alex Torres	Lamacchia Realty

### Transfers

Amy Cooper	From Lux Group	To Real Broker
Maria Gautreau	Laer Realty	Coldwell Banker Realty
Debra Baker	ReMax Property Promotions	Straight Real Estate

### Drop

Chantel Oliveras	Lamacchia Realty
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### Business Partners

#### Transfers

Kaleigh Maramma	Law Office of David Rocheford	Reynolds Law Office
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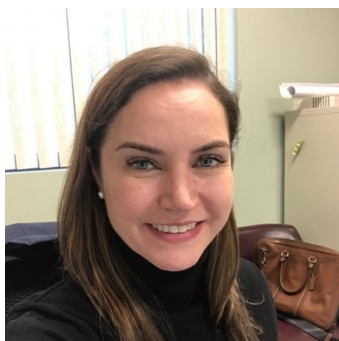
#### New

Gina Wilson	True North Property Partners
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## Membership Numbers

New REALTORS	5
Resignations	1
Secondary Member	1
Office Transfers	3
Business Partners	0
As of July 2022	
REALTORS	540
Business Partners	<u>79</u>
TOTAL MEMBERSHIP	619

## Business Partner Spotlight—Alyssa Martin



Alyssa Martin has been with the Law Office of David R. Rocheford Jr. since March 2002 and just recently celebrated 20 years with the firm! Alyssa grew up in Townsend, MA and always wanted to be a dentist until John Grisham books changed her mind.

Alyssa started off as David's first employee after going out on his own. Alyssa first started off as a paralegal, moved up to operation's manager, and then made the courageous decision to go to law school. Alyssa passed the bar exam first try in February 2018 and has been an attorney with the firm ever since.

Alyssa treats each client like they are human and appreciates all her clients no matter what obstacle they are going through. Not all real estate transactions are joyous. Some clients are selling due to a death in the family or downsizing after being in their home for over fifty years. Alyssa is sensitive to each and every one of her client's needs and she has made lifetime friends with some of them. Sellers, Buyers, Realtors, and Loan Officers have benefited from her years of experience, knowledge, and kindness.

Alyssa also enjoys working with first time home buyers. First time home buyers require extra attention as this is a whole new experience for them and the additional patience Alyssa provides gives them the confidence and comfort they need during this big step in life.

When not working, you will always find Alyssa doing something active. Running a road race, snowshoeing, or hiking to name just a few. One of Alyssa's passions and greatest joys is coaching cheer to her nieces, Mariah and Kendall. You may also find Alyssa on the golf course playing in her league or with her twin brother.

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

Log on to [www.ncmar.com](http://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.

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

Please email suggestions to [kathylore@ncmar.com](mailto:kathylore@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](http://mass.gov).

## 2022 Continuing Education Classes In Person and Via Zoom

Tuesday, August 16th 10 am to noon Via Zoom	Offers Taught by Attorney Craig Reynolds
Thursday, August 18th 10 am to noon At the NCMAR Office, 40 Summer St, Fitchburg	Brokerage Relations Taught by Paula Savard
Thursday, September 8th 10 am to noon At the NCMAR Office, 40 Summer St, Fitchburg	Comparable Market Analysis Taught by Andy Consoli
Thursday, September 21st 10 am to noon Via Zoom	Contract Law Taught by Attorney Thalheimer
Thursday, October 13th 10 am to 12:30 At the NCMAR Office, 40 Summer St. Fitchburg	Professional Ethics Taught by Paula Savard
Tuesday, October 18th 10 a m to Noon Via Zoom	Financing Taught by Kim Stone/Niles Busler
Thursday, November 3rd 10 am to Noon At the NCMAR Office, 40 Summer St. Fitchburg	Foreclosures Taught by Attorney Reynolds
Tuesday, December 6th 10 am to Noon Via Zoom	Fair Housing Taught by Isabelle Perkins
Wednesday, December 14th 10 am to Noon At the NCMAR Office, 40 Summer St. Fitchburg	MGL Chapter 93A Taught by Attorney Thalheimer

## Good News About NCMAR's 2022 Continuing Education!

1. Our goal for 2022 is to have live in person classes that are also broadcast via zoom for members who prefer to attend virtually. We hope to maximize accessibility to all our CE offerings.
2. Continuing education classes in 2022 will generally be held twice a month, typically Tuesday and Thursday.
3. There are 7 classes in 2022 that are eligible for both MA and NH credit, classes taught by Andy Consoli.
4. We have 25 free continuing education classes scheduled for 2022, and we will advertise them in future emails.

**Register for classes at [www.ncmar.com](http://www.ncmar.com)**



**MASSACHUSETTS**  
ASSOCIATION OF REALTORS®

2022 CONFERENCE

REDISCOVER  
**REALTOR®**  
Refresh  
REJUVENATE

SEPTEMBER 14-15, 2022  
SEA CREST BEACH HOTEL, FALMOUTH  
REGISTER TODAY AT [WWW.MAREALTOR.COM](http://WWW.MAREALTOR.COM)

# LUNCH & LEARN

WEDNESDAY, AUGUST 24TH  
11 AM TO NOON VIA ZOOM

## Digital Marketing

Learn an effective marketing strategy:

- Your website
- Developing a brand
- posting strategies for facebook profile pages Instagram
- Using Canva as a tool
- and more.....



Instructor Steve Haren  
of Brivity Platform

Register at  
[www.ncmar.com](http://www.ncmar.com)

# **BUSINESS PARTNER APPRECIATION EVENT!**

**THURSDAY, AUGUST 25, 2022  
5-8PM GAME ON IN FITCHBURG**



Please join the North Central MA Association of REALTORS for a special event in honor of our valued Business Partners.

Paired with our NCMAR Night Out, this is sure to be a celebration to look forward to.

Tasty appetizers, networking, games, raffles, music and cash bar.

The New GAME ON in Fitchburg is the location for our 2022 Business Partner Appreciation Event.

Located at 100 Game On Way Fitchburg,  
near Monty Tech High School  
(take Westminster St to Industrial Rd to Game On Way)


**No cost, but all attendees must pre-register.**

**Register online at [www.ncmar.com](http://www.ncmar.com) or email [kathylore@ncmar.com](mailto:kathylore@ncmar.com) by August 18, 2022.**



CALENDAR

**CONTINUING EDUCATION OFFERS**  
RE35RC03



**TUESDAY, AUGUST 16TH**  
**10:00 AM TO NOON**  
**VIA ZOOM**

**REGISTER AT [WWW.NCMAR.COM](http://WWW.NCMAR.COM)**

**ATTORNEY R. CRAIG REYNOLDS**  
**INSTRUCTOR**

Monday, August 15th  
Community Involvement Committee Meeting  
10 am  
Via Zoom

Tuesday, August 16th  
Member Services Committee Meeting  
9:30 am  
At the NCMAR Office

Tuesday, August 16th  
Offers CE Class  
10 am to noon  
Taught by Attorney Craig Reynolds  
Via Zoom

Thursday, August 18th  
Brokerage Relations CE Class  
10 am to noon  
Taught by Paula Savard  
At NCMAR Office, 40 Summer St, Fitchburg

Tuesday, August 23rd  
Finance Committee Meeting  
9:30 am  
At the NCMAR Office

Wednesday, August 24th  
Lunch and Learn Digital Media Marketing  
11 am to Noon  
Via Zoom

Thursday, August 25th  
Business Partner Appreciation Event  
5:30 –8:30 pm  
At Game On in Fitchburg

Monday, August 29th  
Board of Directors Meeting  
10 am  
At the NCMAR Office

**BROKERAGE RELATIONSHIPS CE CLASS**



**THURSDAY, AUGUST 18TH**  
**10 AM TO NOON**  
**AT THE NCMAR Office**

**Class covers:**

- History of brokerage, agency relationships, disclosure forms, vicarious liability, alternative business models and more....

**Register at [www.ncmar.com](http://www.ncmar.com)**