

RAR Bits

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Late Payments for Fourth-Quarter RAR/CVR MLS Dues and Fees

Please remember that the deadline for payment of fourth-quarter RAR/CVR MLS dues and fees was Monday, October 31. **Past due bills are now subject to a 10 percent late charge and all fees must be paid by November 30 to avoid termination of RAR/CVR MLS memberships.**

You may view your account and pay your bills online by using RAR's secure online bill paying service. Please view our website at <http://www.RARealtors.com> and click on the link stating "View and Pay Your Bills Online. If terminated, members must then pay a reinstatement fee of \$150 each (RAR/CVRMLS) or a cumulative \$300 for both. If you have any questions regarding your account, please call the Accounting Department at 422-5024.

BOD Elections to be Held November 16-18

The election for the Board of Directors for RAR/CVRMLS will be held November 16 - November 18. Online voting begins at 4:00 p.m. on Wednesday, November 16, and concludes at 4:00 p.m. on Friday, November 18. Members may vote in person at the REALTOR® Store Thursday, November 17, and Friday, November 18, during normal business hours. To learn more about the candidates and why they wish to serve on the Board of Directors, go to http://www.RARealtors.com/about/bod_candidates.htm.

RAR Award Nominations Due November 18

The deadline to submit nominations for REALTOR®-OF-THE-YEAR; the Adrian L. Bendheim, Jr. Outstanding Sales Associate of the Year; the C. Porter Vaughan, Jr., Outstanding Service Award; the A. Kenton Muhleman, Jr. Scholarship; and the LaVerne A. Boschen, Jr., Educator of the Year Award is Friday, November 18th. To download these forms go to <http://www.rarealtors.com/resources/documents.htm#awards>.

Broker Luncheon Scheduled for November 18

The next quarterly Broker Luncheon is scheduled for Friday, November 18, at noon. To register please call Kathryn Burke at 422-5010.

RAR Cancellations

* Dementi's "Portrait Day" scheduled for November 10, has been cancelled.

* RAR's fourth quarter Member-Sponsor Networking Session scheduled for November 21 has been cancelled.

The Real Estate School Spotlight

The Disney Institute presents "The Disney Keys to Excellence"

Take a look at the "business behind the magic" and learn how the Disney Institute can help you provide a spark of energy, excitement and innovation you never thought possible for the leadership, management, service and loyalty of your organization. This exciting seminar will be held Tuesday November 8th at John Tyler Community College. RAR members receive a 10% discount for attending. For more information, please visit www.rarealtors.com/education.

Memory Skills Workshop

Want to remember client's names? Make presentations without notes? Then you don't want to miss Gary Golman's "Memory Skills Workshop" on Thursday, November 10th from 8:30-5:00 p.m. The Central Virginia CRS Chapter is bringing this phenomenal speaker to RAR for one day only. Workshop carries 4 hrs. of CE and PL credit. For more information, visit:

<http://www.acteva.com/booking.cfm?bevaaid=97327>

Career Builder Luncheon "Apprentice Series" Continues

The career builder luncheon series will continue its look at a "day in the life of" different professions related to real estate with "A Day In the Life of the Mortgage Lender" on Tuesday, November 8th from 11:30 am -1:30 pm with Jim Cain of SunTrust Mortgage. Jim's presentation will help you gain a better understanding about the mortgage lender's role in a successful real estate transaction. **Class carries 2 hrs. of Real Estate Related CE & PL credit.** Attend one luncheon for \$15 or 2 for \$25!

The Benefits of Transacting your Business as a Business

On November 18th Ryan Losi of Piascik & Associates will be at RAR offering a one hour seminar on how to transact your business in an effective and cost efficient manner. He will show you how some small changes can make a big impact on your business and produce immediate results. **Class carries 1 hr. RE Related CE & PL credit.**

The Commercial Division Fourth Quarter Networking Event and Business Meeting

The Commercial Division will hold its next meeting on Thursday, December 1 at 8:30 a.m. Panel members include **Karl Wagner**: Proficiency in Commercial Real Estate and the Dangers of Dabbling; **Mike Lowry**: Technology and Change in Commercial Real Estate; **Cheryl Hamm**: The How's and Why's of Getting Started in Commercial Real Estate. As one of the inaugural members of our newest division specializing in Commercial Real Estate brokerage, you are invited to come out to meet and network with your fellow members. The presentations provided by our speakers will be of great interest and value, and will be followed by a question and answer session. RSVP to Celestie March at 422-5082, or email her at cmarch@rarealtors.com.

Current E-mail Address for Dues Billing

RAR always works to provide services and communications to our members in the most efficient and systematic way. **Effective with the December 31st billing for the 1st quarter 2006 membership dues and fees, you will receive your bill through your e-mail only.** At this time, many of you have already made the switch to e-mail billing and therefore, no further action is required. If you have questions regarding your current email address, please view your account online to verify our records. If you have not logged into our website before, please view the Pay Bills Tutorial for instructions at the RAR website.

Holiday Calendar Magnets available in REALTOR® Store

2006 Holiday Calendar Magnets are now **in stock** in the REALTOR® Store! They come in two varieties: a Christmas Tree or American Flag cardstock cover. Calendar Magnets are a very economical and effective marketing tool to get your name in front of prospective clients and keep

it there! With prices as low as \$0.33/each and limited quantities in stock, be sure to place your order now. Contact either Tony (422-5020) or Bill (422-5021) to reserve your order and get a price quote. Sold in boxes of 100.

Donate a Toy to RAR's "Toys for Tots" Drive

RAR is collecting toys for the U. S. Marine Corps Reserves' annual "Toys for Tots" campaign, and the deadline to donate new, unwrapped toys is Tuesday, December 13th. Just stop by RAR headquarters, 8975 Three Chopt Road, between the hours of 8:30 a.m. and 5:00 p.m. Monday through Friday, and drop your donations in the box located in the main lobby. Please help us make sure that every child receives a visit from Santa on Christmas Eve!

Sign Up to Join a Committee in 2006

If you are interested in joining a committee for 2006, please download the [Committee Sign Up Form](#) and review the selections. You can fax the form back to Kathryn Burke at 422-5056.

New Group Life and Disability Insurance Plans

There is a new insurance program available for all REALTORS: group life insurance and a group disability plan with group rates and guaranteed issue. This new offering is underwritten by Hartford and is a great opportunity for REALTOR® members. For more information please contact Lewis MUNDIN at 866-220-7623 ext. 12 or lhmundin@compbenefitsinc.com. Also ask about the vision discount program with Grove Avenue Eye Center.

New Home Magazine

The Publishers of Richmond Magazine unveil their newest sister magazine in late November: R HOME. It will be the only home, garden and entertaining magazine devoted to our region on the newsstand. It will also go to every Richmond magazine subscriber. With its lush matte cover, dynamic photography and compelling local content, R HOME will set a new standard by exploring a wide variety of design and housing styles, not to mention landscaping, shopping, collecting, remodeling and renovating.

R HOME will present only the finest quality homes, gardens, builders, designers and architects in Central Virginia. Call Rich Malkman today at (804) 355-0111 to learn how you could advertise in our premiere issue.

PAID ADVERTISEMENTS

Cool off with Orleans Homebuilders

Announcing the Orleans 2005 Canada "Orleans Express" REALTOR® Incentive Program. Just sell an Orleans home between November 1, 2005 and May 31, 2006 and you become an Orleans Star. Sell the second home and you'll join the other Stars for an exciting train trip across Canada. So cool things down a little as an Orleans Star. Join us in Canada. Call Orleans Homebuilders for details at 323-3105, Ext. 202.

Main Street Homes Has a New Home

Main Street Homes has a new home -- on the web! The new Main Street Homes site is designed to help you find the house of your dreams. You can tour its models from the comfort of your home or office, view its current inventory, and find helpful resources. To view the new site go to <http://www.MainStreetHomes.info>.

The Richmond Association of REALTORS® and Central Virginia Regional MLS provide these e-mail communications as a service to its members. If you no longer wish to receive these messages, please call the RAR Membership Department at 422-5012.