

LIST IT

▶ ..... CIVIX Lawsuit:  
The steps NABOR has taken to protect our brokers' and agents' interests!



▶ ..... N A B O R Affiliate members:  
Why your support is invaluable to those who support us!



▶ Broker Reporting Requirement: Agent Status Roster...are you in compliance with NAR's policy?

# Broker E-Update

QUARTERLY UPDATE

*Greetings Brokers,  
With everyone so busy I would like to take this opportunity to update you on several issues currently affecting our Board by re-introducing the Quarterly Broker Newsletter!*

**NABOR VALUE!** *Personalized, "everybody knows your name" service*

Often size is the only attribute small associations have in common. Each is unique, and, like the markets they cover, some are affected more by the economy than others. For some, the shifting real estate market is taking its toll on members' resolve to maintain their small associations. At NABOR we are justifiably proud of our history, our members and the services we provide. **Small Boards Rule!**



## Mandatory Bylaws Requirement

Each year per NAR policy, the Designated REALTOR® is required to certify to their local Board all active agents that are affiliated with their office. The DR must also confirm each agent's license status, confirm that the agent is a Navarre MLS subscriber and also (in the case of multiple affiliations) state the primary organization each agent belongs to. The completed forms will then be checked against NABOR and DBPR records. NABOR is an all REALTOR® Board and the dues responsibility of any non member falls to the DR. **Thank you to everyone who has so far complied with this requirement. Completed forms should be returned to this office no later than June 30th.**

## Association Self Audit

Every two years, in an effort to protect the Board and ensure that operations are run in a fiscally responsibly way and with maximum efficiency, the Board of Directors tasks three members to conduct an Association Self Audit. This year the audit was conducted by incoming Treasurer Amity Parrish, Secretary Jennifer Giglio and Director Sue Rogers. The audit was in accordance with FAR recommendations and reviewed daily operations and identified best practices. NABOR is financially sound and operations were given another clean bill of health! A copy of this document is available for review, should you so desire, in the NABOR office, together with the financials. Please contact either Angela Campbell, President Shari or Treasurer Amity if you have any questions.

## The Importance of Affiliate Members

As a Realtor® organization why is such importance and so much time devoted to promoting Affiliate members? Affiliates dues and sponsorship are vital to the Board's finances. Not only is it beneficial for our members to have a comprehensive pool of like-minded professionals that they can confidently recommend, Affiliates pay for the privilege to interact with Realtor® members at our events. NABOR as an organization does not endorse any individual business, but it does provide numerous platforms for these companies to showcase their talents and to network with you, their potential customers. If we don't have the backing of the agents at these events, the Affiliates may find that their marketing dollars can be better spent, and produce greater rewards, than in support of NABOR which, in turn will leave a big hole in our finances.

**Please ask your agents to consider a NABOR Affiliate member next time they do business, and let any potential Affiliate members know the benefits of association! A full list of NABOR Affiliates is published on [naborhome.com](http://naborhome.com).**

## Keeping Up With Communication

We recognize that times are ever changing and the ways that we communicate our message needs to keep pace with the delivery methods that are most convenient for our members. A recent informal poll showed us that “subject specific “emails are still preferred, but in addition, we invite all our members to “Like” us on Facebook. We won’t accept friends...just fans, so be sure to type in “Navarre Area Board of Realtors “rather than “naborhome “ (our administration page) when you’re searching for us. The Board website: [www.naborhome.com](http://www.naborhome.com) remains our number one method of delivering the information you need and the quick links that will make your business life easier!

## CIVIX Lawsuit...the truth, the whole truth and .....

You may well have read about pending litigation from CIVIX potentially against all Realtor® associations and MLS’s alleging that patent infringement.

Recently your NABOR Board of Directors voted unanimously to approve complying with NAR’s request to pay our share of the settlement fee (\$9.06 per subscriber). **By electing to opt in to the settlement at the first possible opportunity, we were able to secure funding from Florida Realtors® and MLS vendor Solid Earth to cover all but 76 cents per subscriber, therefore negating the need to pass on any of this cost to you, the broker.**

Under the terms of the Agreement, all MLSs and /or associations (including commercial MLSs or CIEs) may be licensed to use the CIVIX patents for this one-time fee **This license extends to MLSs or associations and their members, participants and subscribers, franchisors, brokers, brokerage firms, and agents, and also applies to all of the products and services used by any of them in that MLS market area.** Under the terms of the agreement, NAR has 30 days (beginning on May 18) to obtain payment for MLS license agreements covering 275,938 subscribers . If that minimum number is achieved, the licenses of those MLSs that paid the fee in that first 30 day period become effective and permanent. **(This includes NABOR)** If that amount is not paid to CIVIX, those license agreements may not be issued by NAR and CIVIX may pursue any other remedies. During the next 30 days (June 17 – July 16) NAR must obtain payment for an additional 275,938 subscribers at \$9.06 per subscriber and make a second payment of \$2.5 million. If the additional payment of \$2.5 million is made, the licenses of all MLSs who requested the license and paid the fee will become effective and permanent. If that threshold is not achieved, **the licenses granted in the first 30 days remain in effect** but those requested during the second 30 day period may not be issued by NAR and CIVIX may pursue other remedies. NAR will then have a final 30 day period (July 17 – August 15) to obtain payment for another 275,938 subscribers at \$9.06 per subscriber and make a third payment of \$2.5 million. Upon making that payment to CIVIX, NAR has no further obligation to CIVIX and NAR has exclusive rights to license the patent throughout the real estate industry. In the event any of the milestones are not reached and an MLS does not receive a license, the money submitted by the MLS will be returned by NAR. **We await a further update from NAR as to whether the first deadline has been met. For more information, visit [www.realtor.org](http://www.realtor.org) and search CIVIX.**

## Tell Me More, Tell Me More.....

Every market is different and right now, ours is **HOT!** We’re keen to spread the good news and starting next month, the staff will produce a monthly Navarre Housing Market Statistics document covering the previous months sales. Stats are, of course, available for you to pull at any time on the MLS...this is just an extra service that we hope you will benefit from. The reports will be produced in the first week of each successive month, so to ensure accuracy, please encourage your agents to comply with the MLS rules and post status changes within one business day!

## Esplanade Property

The Esplanade property continues to be leased by The Navarre United Methodist Church’s “We Care Mission” as their “Good Neighbor House” thrift store. The income covers NABOR’s immediate expenses on the property.



*My Navarre Beach*

Official Site of the Navarre Area Board of REALTORS®

## Promoting NABOR’s Public Site....

We’ve been looking at ways to gain better exposure for our public MLS site: [www.mynavarrebeach.com](http://www.mynavarrebeach.com). In addition to some behind the scenes improvements in search engine optimization, we are now promoting the site in our advertisements and editorials as the more user friendly : [www.navarrehomesonline.com](http://www.navarrehomesonline.com).

Over the coming months we’ll be tracking our success and reporting back to you! In the meantime...please be reminded that every office should have representation at the quarterly MLS committee meetings. Any prospective committee members are encourage to contact chair, Mark Miller on 217-5761 to see what’s involved and the very limited time commitment.

## Community Affairs

Last month NABOR co-hosted an informational style meeting to re-establish the facts surrounding the Navarre Town Center Plan. Public in-put was then garnered from a successive meeting and the future of the plan was discussed at the County Commission level this week. There’s a lot going on, and everyone’s very busy, so to keep the membership abreast of changes that affect our community and our businesses, we’ve included a handy link to the County Commission’s meeting calendar, agenda and a direct link to our District 4 Commissioner Jim Melvin on the home page of [naborhome.com](http://naborhome.com).

## 7th Special Forces Arrive!

The Board worked hard last year to promote Navarre and attract the 7th Special Forces. We’ve no firm way of tracking 7th Special Forces’ sales, other than an upturn in the market, so let us know if you’ve helped them find a home...it helps us with our marketing for next time!



## How To Become A REALTOR®

This office, in common with many of yours, is often asked how a person can secure a real estate license and what educational requirements are necessary. To assist you and prospective agents, we have added a new page to naborhome.com entitled "How to Become A Realtor®" which lists all the steps needed and includes links to NABOR's online educational partner: McKissock and local real estate schools. The basic on line course costs just \$63 and can be viewed before purchase and/or recommendation. NABOR benefits by a percentage of each course purchased!

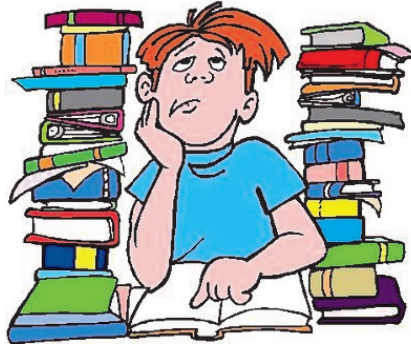


## Quadrennial Code of Ethics Requirement



**No surprises!**  
**No suspensions**  
**No terminations!**

Every REALTOR® member is required to take at least 3 hours of Ethics training in the 4 year period ending December 2012. The next NABOR Ethics class with instructor Bob Hartley is scheduled for



## Need CE credit?

With so much importance placed on education, why is there not a more varied program available at NABOR? The breadth and standard of education was an issue that we identified last year: With more agents favoring online training, and a relatively small pool of qualified instructors locally, NABOR opted to compliment our existing extensive program with various online offerings. It is a reflection of the times and the changing world in which we do business that we simply do not have the membership base to warrant engaging outside instructors that require travel, lodging and per diem in addition to their hourly rate. We are proud of the new McKissock partnership and the Florida Realtors® iCE program that offers diverse and expert educational opportunities such as 14 hours of CE credit for just \$9.99. A full schedule of the "in-house" and on line NABOR education program for new agents, continuing education and appraisal education is available at: [www.naborhome.com](http://www.naborhome.com)

## Identifying Prospective Leaders!

NABOR depends on a constantly evolving leadership for success. President Elect Nancy Brown (803-6129) welcomes your recommendations for suitable candidates to serve on the 2012 Board!

## 2012 Dues

It's great that so many agents are busy right now. Please help us by reminding them of the 2012 Dues requirement. Invoices will be sent electronically on November 1<sup>st</sup> and payable no later than January 1<sup>st</sup>. **Members should expect to see an increase of \$40 in their National dues.** Earlier this year, the NAR Board of Directors voted to approve this increase to fund the Realtor Political Survival Initiative. Assuming an agent is profitable, this in real terms means a \$24 increase because of the increased overall tax deduction allowed. There is currently no recommendation for any local dues increase.

NAR:	\$ 120
NAR Assessment:	\$ 35
FAR:	\$ 116
FAR Issues:	\$ 10
NABOR:	\$ TBD
RPAC:	\$ 19 *
School donation:	\$ 5 *

\*Voluntary



## And finally .....

*Please encourage participation from your agents in our classes, committees, networking and marketing events.*

*It's YOUR Board, these events are organized for the success of YOUR business. We depend on our members' support to maintain the same high standards that you have grown accustomed to. That said, if you can think of anyway that we can better improve our services, please do not hesitate to let us know! It's only through your feedback that we can evaluate our strengths and weaknesses and gain a focused perspective on how we can better serve the membership.*

Next month's General Membership Meeting Luncheon guest speaker is confirmed as:  
Representative Matt Gaetz.  
RSVP required!



**24 HOUR IMPROVEMENT  
HOTLINE: 850-939-3870**

