



Debra Townsend - Association Executive
 Normajean Fry - MLS Coordinator - Administrative Assistant
 Rebecca Sacha- Intern

Dilemma 5: Can You Write Me An Offer

“REALTORS shall not engage in any practice or take any action inconsistent with the exclusive relationship recognized by law that other REALTORS have with clients.” (Article 16)

The Scenario: *You are representing clients who want to sell their home quickly so they can move into their new home. You get a call from a prospective buyer who says that he’s already viewed the property and would like to make an offer immediately. He asks for you to write the offer.*

The risk: *The buyer may already be represented*

What to do: First, ask the buyer if he’s working with a buyer’s agent, says Bill Lublin, CRS, CBR, chief executive of Century 21 Advantage Gold in Philadelphia. If he’s represented, encourage him to submit an offer through his agent. Also, the buyer should be made aware that he may have contractual obligations to the buyer’s agent, says Lublin, vice-chair of the NAR’s Professional Standards Committee. In most cases, the buyer’s agent can be owed a portion of the sales commission. If the buyer is unable to work through his agent, and still demands that an offer be written immediately, your duty as the listing agent is to follow through with the request, Lublin says. After writing the offer, contact the buyer’s agent and let the person know what’s going on, and let them know they’ll receive commission from the deal as set out on the buyer’s rep contract.



RENEW LICENSES ON LINE

Go to www.michigan.gov/eligence

To renew *with no* changes, choose the third option (renewing with no changes). Hit submit button. Fill in license number and hit submit again. Follow instructions 2009 license renewal instructions.

To renew *with* changes, choose the second option and create a new account. Follow instructions.

For both options above you will need a Visa or Mastercard.

To renew your office, choose the second option. Enter the office license number. A temporary login and password will be sent to you in 3-5 days.

Monthly MLS

Number of Residential Units Sold

In September 09 **91**

Average Selling Price

In September 09 **82,459**

Number of Residential Unit Sold

In September 08 **72**

Average Selling Price

In September 08 **69,390**

**2009
Leadership**

Kevin Keating
President

Paula Arndt
President Elect

Jim Parsons
Past President

Eileen Rush
Treasurer

Becky Thornhill
Secretary

Directors:
Melissa Allen

Mick Bowerman

Marci Browne

Sandi Jeffery

Brandon Labelle

Denise Love

**Affiliate
Director**

Notice of election of CMAR Officer and Directors:

Ballets must be received by the Association no later than 4:00p.m. Friday, October 16, 2009. Results to be announced at the Annual General Membership meeting.

Annual General Membership Meeting:

Join us on October 20 at 8:30am for a breakfast buffet at Riverwood Golf Course. There will be a special presentation by Dan Coffey and Brian Westrin on the proposed Mandatory Septic inspections in Michigan. Also the election results will be revealed for the 2009-2010 Board of Directors. REGISTER FOR EVENT NO LATER THAN FRIDAY, OCT. 16, 2009 BY 5:00PM.

Real Estate Blogging & Social Networking for Business:

Workshop presented by certified e-PRO Trainer Mike Bowler Sr., on November 11, 2009 from 9:00am to 12:00 pm. Bonus: 1 hour e-pro workshop immediately following. The workshop will be held at Isabella Community Credit Union. Sign up today and save. Only \$39.00 for CMAR members!

“Research shows that when we practice gratitude, we get a measurable boost in happiness that energizes us and enhances our health. It’s also physiologically impossible to be stressed and thankful at the same time.” *Marcus A. Wally, MBA*

DO YOU HAVE ALL YOUR CON ED CREDITS COMPLETED BEFORE THE 10/31/2009 LICENSING CYCLE DEADLINE?

Do you know where you stand with your con ed credit requirements for the end of this 3-year licensing cycle? Check it out at: <http://www2.dleg.state.mi.us/colaLicVerify/> You will search for your name or license and then click on the con ed credit history report in your own record.

JUST FOR LAUGHS

In a semi rural area recently a new neighbor called the local township administrative office to request the removal of the deer crossing sign on the road. The reason: “Too many deer are being hit by cars out here! I don’t think this is a good place for them to be crossing anymore.”



**WANTED:
Articles for the
newsletter.
Send them to:
Normajeau**

	<p>NEW MEMBERS <i>Julianna Curran with Broadway Realty</i></p>
	<p><i>Lost but not forgotten</i> <i>Norman Eipper</i></p>

<p><u>Upcoming Events and Meetings</u> <u>October</u></p> <p>16th: Election Meeting 4pm 20th: General Membership Meeting 8am (Riverwood Golf Course- Breakfast Buffet)</p> <p>22nd: MLS Meeting 9am 23rd: MRA Meeting 12pm 27th: Education Meeting 9am 29th: New Member Orientation 9am</p>
