

Greater Harrisburg Association Of REALTORS®

APRIL 2008

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THE PRESIDENT'S *Pen*



“REALTORS® Make Good Neighbors”

Okay, that headline might take a bit too much liberty with Robert Frost’s work BUT it’s true. Since becoming a REALTOR® in 2000, I have continued to be impressed with the generosity of my fellow professionals. This generosity is not just limited to dollars and cents but also includes time, compassion and creativity. I know that you are acquainted

with a REALTOR® that works hard to improve the quality of “community” in the areas of family, youth services, physical and emotional well-being, environment or many other ways. That REALTOR® may even be you.

I’m sure you join me in wanting to assure such people are recognized. NAR is once again providing us with such an opportunity. Nominations are now open for the ninth annual REALTOR® Magazine Good Neighbor Awards. There will be 5 winners awarded a \$10,000 grant benefiting the winner’s community cause. In addition, five honorable mentions will each receive a \$2,500 grant. Travel expenses will be provided for each person to

attend the 2008 REALTOR® Conference & Expo in Orlando, Florida.

I know that good people are often too humble to toot their own horn and that is certainly an admirable trait. Perhaps knowing that your submission can actually financially benefit the organization you care so much about, will give you the push you need. Please give this serious consideration.

Entries must be received by Friday, May 23, 2008. Entries should be submitted directly to NAR. But please give Kathy Ludwig a call at (717) 364-3200 to let us know about your nomination. Forms may be obtained

Continued on Page 2



COMING SOON ... Spacious & gracious main-level master, The “Wythe” (homesite #52), is offered at \$232,600 (includes homesite). This 1,774 SF brand new “Energy Star” efficient plan features main-level master with tray ceiling and large walk-in closet. 2 bedrooms and full bath are located on second floor. 1st floor laundry center, formal dining room, open kitchen with breakfast bar, vaulted great room and more! FHA approved. HURRY ... there’s still time to choose colors!

Brand new plans from \$220,000’s (includes homesite) & features – stop by today!

Located in Swatara Township minutes from I-83/I-81/Turnpike/ Harrisburg Mall! 2 & 3 bedroom open floorplans. Open house Saturday - Tuesday 1-5PM or by appointment. Marketed by Jack Gaughen REALTOR® ERA, 564-5101. Call Linda Poleshuk or Kelleen Kerschner.

Directions: I-83 South to Paxton Street Exit. T/L onto Paxton Street (at Bass Pro Shop), T/R onto Friendship Drive (Sheetz on Corner), T/L onto Harrisburg Street, T/R onto Orchard Street. Community is on the right.

Community developed & built by Triple Crown Corporation, providing excellence in real estate services since 1977. Visit online at www.triplecrowncorp.com for other exciting communities.



Staff Directory -

Kathy Ludwig
Executive Vice President
kathy@ghar.info

Sara Bloss
Member Services
Manager
sara@ghar.info

Maura Clark
Director of Professional
Development
maura@ghar.info

Cindy Cuddeford
Office Manager
cindy@ghar.info

Martha Cuneo
Membership Coordinator
martha@ghar.info

Marika Chronister
Professional Standards
marika.c@comcast.net

Liann Migash
Professional Development
Coordinator
liann@ghar.info

Sherri Pursel
Government Affairs
Director
sherri@ghar.info

Monday - Friday
8:30 a.m.—5:00 p.m.

GHAR
424 N. Enola Drive, Suite 1
Enola, PA 17025

Phone: 364-3200
Fax: 364-3206
Website: www.ghar.info

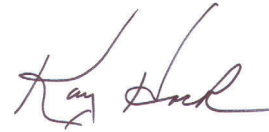
President's Pen (Continued)

by clicking the "Good Neighbor" button at www.REALTOR.org/realformag or calling 800-874-6500.

Thanks.

Keep in mind that April is Fair Housing Month

Don't forget to get out and vote on April 22, 2008.



President
Kay Hock

Capital Campaign

**GREATER
HARRISBURG**



**REALTORS
FOUNDATION**

Since 1993, the Greater Harrisburg Association of REALTORS® Foundation has donated a total of over \$480,000 to housing and shelter related organizations in the greater Harrisburg area. To help raise the money, the Foundation holds various fundraising events. In addition to these events the Foundation holds an annual Capital Campaign.

During the Capital Campaign, the Foundation asks each REALTOR® to give a minimum contribution of \$10. All funds go back to the communities in which we live. Our 2008 Capital Campaign goal is \$20,000.

Please make your contribution today!!!

Foundation Mini Golf Tournament

Wednesday, May 21, 2008

4:00-7:00 p.m.

Water Golf on City Island, Harrisburg



\$30 per person/\$150 Team of 5

For more information visit www.ghar.info/meeting_events.htm

or call the association at 717-364-3200.

Sponsorship Opportunities are Available, call TODAY!

MEMBERABILIA



NAME:
Robert D. Fox

COMPANY:
RE/MAX
Premier
Properties

BIRTHPLACE: Harrisburg

**MARITAL STATUS &
FAMILY:** Married 35 years – 2
children

YEARS IN REAL ESTATE: 34

HIGHEST VOLUME YEAR:
2007

**BEFORE I SOLD REAL
ESTATE I WAS INVOLVED
IN:** Banking

**WHY YOU BECAME A
REALTOR®/WHY YOU STAY
IN REAL ESTATE:** I
specialized in real estate lending
when I was a Banker and enjoyed
it. I became a REALTOR®
because I wanted the
independence it affords as well as
the rewards for hard work.

**WHAT IRRITATES ME
MOST IN REAL ESTATE:**
Lack of professionalism among
too many of our peers.

**MOST EMBARRASSING
MOMENT IN REAL ESTATE:**
Going through a stop sign while
showing homes to a State Police
officer.

**MOST PEOPLE WOULD BE
SURPRISED TO KNOW
THAT . . .** I was a Disk Jockey.

**BIGGEST CHALLENGE AS A
REALTOR®:** Maintaining exem-
plary service to my clients

**GOALS FOR LIFE AND
CAREER:** Finding balance
between work and play

**REALTOR® YOU ADMIRE
MOST AND WHY:** I have 2 –
Jim Leonard and Kurt Eby. Both
are very hard working, knowledge-
able and very ethical in their busi-
ness practice

**IF I COULDN'T BE A
REALTOR®, I'D BE:** Building
houses.

**WHY YOU ARE A MEMBER
OF THE ASSOCIATION/
WHAT YOU VALUE MOST
ABOUT YOUR
MEMBERSHIP:** I am a member
because I think it is our responsi-
bility to be both a part of our pro-
fessional organization and to im-
prove our standards of perform-
ance. We are fortunate to have
such a capable and diligent staff
with our Association as well as so
many hard working volunteers.

**ASSOCIATION/COMMUNITY
INVOLVEMENT:** Member of
GHAR-RPAC and Government
Affairs Committee. Member and
past President of the Rotary Club
of Colonial Park, Advisory Mem-
ber to the Hershey Federal Credit
Union, member of the Hershey

Partnership, advisor to Boy
Scouts of America Troop #284

**FAVORITE FOOD &
DRINK:** Beef tenderloins with
Cabernet Sauvignon

FAVORITE VACATION:
Sailing on Lake Cayuga- Finger
Lakes Region – NY

FAVORITE MOVIE:
Moonstruck

HOBBIES AND INTERESTS:
Golf, Sailing, Kayaking

**IF YOU COULD MEET
WITH ONE PERSON,
LIVING OR DEAD, WHO
WOULD IT BE AND WHY?**

Thomas Jefferson – to learn how
he mastered so many diverse
subjects.

**YOUR BEST FRIEND IS...my
wife, Diann**

**YOUR GREATEST
FANTASY...Arriving for an
appointment early**



**EQUAL HOUSING
OPPORTUNITY**

APRIL IS FAIR HOUSING MONTH

The National Association of REALTORS® and all REALTORS® across the country are celebrating two anniversaries. NAR is celebrating its 100th Anniversary of its founding in 1908 and the 40th Anniversary of the Fair Housing Act.

The Fair Housing Act establishes a national policy of fair housing. The law makes it illegal for any person or business to discriminate in the sale, lease, advertising, or financing of housing – or making housing otherwise unavailable because of race, color, religion, sex, handicap disability, familial status and national origin.

NAR is committed to the country's racial and ethnic diversity and strives to make the benefits of real property ownership available to all.

When a real estate agent becomes a REALTOR®, he or she pledges to support business in keeping with the spirit and letter of the Code of Ethics. Article 10 imposes obligations upon REALTORS® and is also a firm statement of support for equal opportunity in housing.

Fair Housing Resources Available to REALTORS®

- **How to Avoid Predatory Lending brochure** – the brochure identifies warning signs of predatory lending and tips to consumers on how to avoid them.
- **The Fair Housing Handbook** – this guide is an excellent comprehensive resource and a must have for brokers, owners and managers.
- **Learn About FHA Mortgages** – this brochure outlines the FHA's mortgage insurance programs, the application process and how to qualify for an FHA mortgage.
- **Learn How to Avoid Foreclosure And Keep Your Home** – this brochure provides suggestions for getting help and urge borrowers to work with experts and their lender to avoid foreclosure.

To purchase any of these resources, visit www.REALTOR.org/Store.

The Greater Harrisburg Association of REALTORS® is committed to Fair Housing practices in our area. New members of the Association are shown NAR's Fair Housing DVD at new member orientation. The DVD focuses on timely topics, introduces viewers to fair housing laws and presents situations in which fair housing violations could occur.

To learn more about Fair Housing Month, visit
www.REALTOR.org/diversity

Primary Election 2008 Absentee Ballots

Deadline to register to vote by absentee ballot is April 15.
Visit www.votespa.com
for more information.

Looking for current local, state, or national government affairs news? Check out the GHAR Weekly E-mail archive for the most up-to-date information.

You can find the archive in the Press Center on the GHAR Web site:

www.ghar.info/PressCenter/indexPC.htm

Register Now for ICI Happy Hour on April 17!

There is still time to register for the ICI Happy Hour on April 17. This social event will take place at **Dorado's in Camp Hill from 5:30-7:30 p.m.** This event is a networking opportunity to allow commercial and affiliate members to socialize, meet each other, and to get to know each other in a relaxed, informal setting. Thanks to our sponsors, this event is free for ICI members.

Thank You to Our Event Sponsors!

BL COMPANIES
FIRST INDUSTRIAL REALTY TRUST
HARRISBURG REGIONAL CHAMBER & CREDC
REAGER & ADLER, PC
SUSQUEHANNA BANK

Space is limited, so ICI members must pre-register.

Please call the Association at 364-3200, or login to the Members Only section of the GHAR Web site.

For more information, please contact Sherri Pursel at sherri@ghar.info.

Save the Date...

Foundation Golf Outing

Wednesday, June 25, 2008

Armitage Golf Club, Mechanicsburg, PA



12:00 p.m. Shotgun Start, More Information to Follow!

Sponsorship Opportunities Available, call today 364-3200!

GOVERNMENT AFFAIRS UPDATE

by: *Sherri Pursel*

GHAR Government Affairs Director

Pennsylvania Primary Election 2008 – April 22



The 2008 Primary Election is fast approaching! Citizens across the Commonwealth will be going to the polls to elect candidates for various offices, including United States President, PA Attorney General, PA Auditor General, PA Treasurer, members of the Pennsylvania General Assembly, and more. Polls are open on April 22 from 7:00 a.m. to 8:00 p.m.

As most of you probably are aware, the 2008 Pennsylvania Primary is a major focus of national attention due to our state's role in determining the race for the Presidential Democratic nominee. Pennsylvania also will have an opportunity, however, to elect candidates for many other offices. Here is a snapshot of many of the candidates on the ballot:

President of the United States

<u>Candidate</u>	<u>Party</u>
Hillary Clinton	DEM
Barrack Obama	DEM
John McCain	REP
Ron Paul	REP

Pennsylvania Attorney General

<u>Candidate</u>	<u>Party</u>
John M. Morganelli	DEM
Tom Corbett*	REP

Pennsylvania Auditor General

<u>Candidate</u>	<u>Party</u>
Jack Wagner*	DEM
Chet Beiler	REP
Chris Walsh	REP

Pennsylvania State Treasurer

<u>Candidate</u>	<u>Party</u>
John F. Cordisco	DEM
Jennifer L. Mann	DEM
Robert McCord	DEM
Dennis Morrison-Wesley	DEM
Tom Ellis	REP

United States Congressman (District PA-9)

<u>Candidate</u>	<u>Party</u>
Tony Barr	DEM
Bill Shuster*	REP

United States Congressman (District PA-17)

<u>Candidate</u>	<u>Party</u>
Tim Holden*	DEM
Toni Gilhooley	REP

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United States Congressman (District PA-19)

<u>Candidate</u>	<u>Party</u>
Philip J. Avillo, Jr.	DEM
Todd Platts*	REP

Pennsylvania Senate (District 15)

<u>Candidate</u>	<u>Party</u>
Judy Hirsh	DEM
Alvin Q. Taylor	DEM
Jeffrey Piccola*	REP

Pennsylvania Senate (District 27)

<u>Candidate</u>	<u>Party</u>
John Gordner*	REP

Pennsylvania Senate (District 31)

<u>Candidate</u>	<u>Party</u>
Susan Kiskis	DEM
Pat Vance*	REP

Pennsylvania House of Representatives (District 86)

<u>Candidate</u>	<u>Party</u>
Mark Keller*	REP
Michael J. Lapp	REP

Pennsylvania House of Representatives (District 87)

<u>Candidate</u>	<u>Party</u>
Christina Loy	DEM
Glen Grell*	REP

Pennsylvania House of Representatives (District 88)

<u>Candidate</u>	<u>Party</u>
Margaret Stuski	DEM
Jeffrey Banzhoff	REP
Bill Cornell	REP
Sheryl Delozier	REP
Lowell Gates	REP
Michael Hancock	REP
Ian M. Hayes	REP
Matthew Seagrist	REP

Pennsylvania House of Representatives (District 89)

<u>Candidate</u>	<u>Party</u>
Rob Kauffman*	REP

Pennsylvania House of Representatives (District 92)

<u>Candidate</u>	<u>Party</u>
Scott Perry*	REP

Pennsylvania House of Representatives (District 98)

<u>Candidate</u>	<u>Party</u>
Daniel Stephenson	DEM
David Hickernell*	REP

Pennsylvania House of Representatives (District 103)

<u>Candidate</u>	<u>Party</u>
Ron Buxton*	DEM
Karl Singleton	DEM

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Pennsylvania House of Representatives (District 104)

<u>Candidate</u>	<u>Party</u>
Patricia Garcia	DEM
Sue Helm*	REP

Pennsylvania House of Representatives (District 105)

<u>Candidate</u>	<u>Party</u>
Ron Marsico*	REP

Pennsylvania House of Representatives (District 106)

<u>Candidate</u>	<u>Party</u>
Phyllis Bennett	DEM
John Payne*	REP

Pennsylvania House of Representatives (District 199)

<u>Candidate</u>	<u>Party</u>
Greg Scudder	DEM
Will Gabig*	REP

**Denotes incumbent*

DEM= Democratic Party

REP=Republican Party

Exercising your right to vote is important not only because you are a citizen, but also because you are a REALTOR®. As many of you are well aware, decisions made at all levels of government have a major impact on the real estate industry. Whether its allowing banks in real estate, or modifying the mortgage interest tax deduction, or changing the realty transfer tax, the decisions made by these officials effect the way you do business as a REALTOR®.

This impact is why it is important for REALTORS® to be informed about what is happening in government and also to get involved with this process. One of the easiest ways to get involved is to learn about the candidates running for office and to go to the polls and cast your vote.

In our area, we have one “open seat” for the Pennsylvania House of Representatives. State Representative Jerry Nailor served the citizens of the 88th District – including many of our members – for more than two decades. Earlier this year, he announced that he will be retiring when his term is finished at the end of 2008. Eight candidates are vying for this open seat – one Democrat and seven Republicans. In March, a GHAR Candidate Screening Committee held interviews will all eight candidates. After meeting with each candidate, the Screening Committee decided to remain neutral in the Primary and not recommend support to the Pennsylvania Association of REALTORS® RPAC Board of Trustees for a particular candidate. Aside from the race for the 88th House of Representatives seat, General Assembly incumbents are running for re-election in all our other legislative districts.

Overall, I would encourage you to do some research and learn about the candidates running to represent you. If you are having difficulty finding information on your candidates, please feel free to contact me at the Association. Most importantly, please take time on April 22 to go to the polls and cast your vote!

For more information on the primary election and voting, check out the Pennsylvania Department of State’s Web site at www.votespa.com.

For more information, please contact Sherri Pursel at sherri@ghar.info or at the Association at 364-3200.

The Lockbox: Intrusion Upon Seclusion?

“Intrusion upon seclusion” is more than a catchy title. It is also the title of the legal claim that one person may bring against another based upon an invasion of privacy.

Prospective buyers and their agents all over Pennsylvania gain access to listed homes by way of the familiar lockbox. That these strangers to the seller have access to the place where an owner conducts her private affairs is rarely given a second thought. Most buyers are quite respectful and their agents are present to keep the snooping within bounds though there are few disasters such as where a salesperson has given their code or key to a buyer who alone goes through the home!

To what extent may the buyer and agent look through the home? Imagine that the buyer and seller are discussing making an offer and are calculating the dates by which the mortgage application must be made, inspections concluded, and when settlement will take place. The buyer sees a calendar on a kitchen desk and lifts the top page to see the following month. There he notes that the seller has written this entry: “settlement on our new home.” The buyer and agent conclude that the seller must be anxious to sell his present home and figure that with the tight market and additional pressure, the seller just might consider a very low offer.

Was leafing through the calendar an unlawful intrusion into the private life of the seller? I can't answer that with certainty. What I can state with certainty is that Pennsylvania recognizes a cause of action (the legal name for the right to bring a lawsuit) for unlawful intrusion upon seclusion. Having the right to bring the claim certainly doesn't mean an owner will win. All of the elements of the cause of action would have to be proved by the evidence. Win or lose,

isn't it bad enough that your client's act of opening a calendar, a drawer, or a door could lead to a lawsuit?

There are four types of claims based upon the invasion of privacy. One of them is “intrusion upon seclusion” which is established if someone intentionally intrudes, physically or otherwise, upon the owner's solitude, seclusion or private affairs. The intrusion must be such that the reasonable person would be highly offended.

I doubt that a jury would conclude that a reasonable person would be highly offended by someone leafing through a calendar to note on what weekday a numbered date will fall. On the other hand, if it is evident that the calendar is used to mark private and personal events, then leafing through it may be beyond the bounds of decency. Opening a kitchen drawer to observe its construction and hardware may be reasonable, whereas opening a drawer in a nightstand or desk is beyond those bounds.

Drawing a bright line between offensive and acceptable conduct is hard to do. Two of my colleagues who assist me in answering the PAR Legal HotLine and who also represent real estate licensees across the state engaged in a debate on this very subject. One and a half of us thought that leafing through a wall calendar was an improper invasion of privacy and one and a half of us felt that it was reasonable!

Whether opening a desk drawer will lead to a civil suit is not the only consideration. The Real Estate Commission may find that the conduct violates the *Prohibited Acts* section of the Real Estate Licensing and Registration Act and may impose a fine. If the invasion of privacy is so

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ASSOCIATION IS LOOKING FOR A FEW GOOD PEOPLE.....

The Greater Harrisburg Association of REALTORS® is looking for a few good people to serve on the Association Board of Directors.

Each Director of GHAR helps to provide strong leadership for the Association by setting a sound and accurate course for its future and by establishing policy and procedures that ensure the Association fulfills its legal and professional responsibilities.

In order to serve on the Board, you must have been a REALTOR® member of the Association for at least two years.

Board members must attend board meetings, participate in certain other Association events, be informed about the Association and industry issues and be supportive of the Association and Foundation.

Do you have what it takes? If yes, please consider running for the Association Board of Directors.

This year, at the Annual Meeting and Trade Fair on September 11, the membership will be electing four members to serve on the Board of Directors.

Please contact Kay Hock, Fred Briggs, Jim Spagnolo or Kathy Ludwig if you want to learn more about what is involved in serving on the Board of Directors.

Deadline to submit your application is June 12, 2008. All applicants will meet with the members of the Screening Committee in late June or early July .



REALTORS® in the NEWS

Jackie Eakin, Vice President of Asset Management with DeSanto Realty Group, has been named chairwoman of the Tri-County Planning Commission. Jackie also is the chairwoman of the Cumberland County Planning Commission and a Silver Spring Township Supervisor.

New to your REALTOR® Store...

Need to get more organized?
Want to become more safety conscience?
Now is the time to begin!

The GHAR REALTOR® Store has always carried your favorite items, but now we are adding some new and exciting items for your convenience.



Auto Expense Log



Pepper Spray Key Chain



Shoe Covers



Erasable Open House Signs



Open House Balloons



Consult a REALTOR License Plate Frame

Stop by today to view these and other brand new items!

The GHAR REALTOR® Store is open Monday-Friday 8:30 a.m-5:00 p.m.

2008 GHAR Awards Dinner



Congratulations to our Top Award Winners:

REALTOR® of the Year –
Greg Rothman, RSR REALTORS®

Hall of Fame –
Daniel Piscioneri,
Century 21 Piscioneri

Outstanding Sales Associate of the Year –
James A. Holtzman,
Jack Gaughen REALTOR® ERA

Outstanding New Sales Associate of the Year in Residential Sales and Leases-
Todd Fields, Help-U-Sell Real Estate Professionals

Outstanding New Sales Associate of the Year in Commercial Sales and Leases-
Michael Curran, Landmark Commercial Realty

Top Producer, Commercial –
Daniel J. Alderman,
NAI/CIR

Top Producer, Residential – John H. Smith,
John Smith Real Estate Group

Affiliate of the Year -
Peter Jones,
Countrywide Home Loans

Top Ten Unit Winners:
1. John H. Smith,
John Smith Real Estate Group
2. Robert J. Hoobler,
Exit Platinum Plus Realty

3. Steven Scheib, Weichert REALTORS®

4. Greg Rothman, RSR REALTORS®

5. Carl Snyder, Century 21 Carl Snyder

6. Timothy Costello, RE/MAX 1st Advantage

7. Donna Fleetwood, RE/MAX Realty Associates, Inc.

8. Raymond Davis, Jr., RE/MAX Realty Associates, Inc.

9. Keith Sealover, Keller Williams of Central PA

10. Joy Daniels, RE/MAX Realty Professionals, Inc.

Winners Circle Top 1% Exit Platinum Plus Realty
Robert J. Hoobler, ABR ABRM CRS CSP GRI SRES
Homestead Group Inc., REALTOR®



Jennifer Hollister, ABR CSP
Elizabeth P. Knouse, CSP
Ira S. Naiditch, ABR CRS GRI
James L. Wise
John Smith Real

Estate Group
John H. Smith, CRS CSP
Keller Williams of Central PA
Keith A. Sealover, GRI
Patrick M. Smith
Prudential Thompson Wood
Stephen J. Thompson

RE/MAX 1st Advantage
Timothy E. Costello
Donna K. Fleetwood, ABR CRP GRI
RE/MAX Premier Properties
Robert D. Fox, ABR CRS CSP
RE/MAX Realty Professionals
Joy L. Daniels, ABR CSP
RE/MAX Realty Select
Timothy B. Clouser, GRI
RSR REALTORS®, LLC
Garrett Rothman
W. Greg Rothman, CCIM
Straub & Associates Real Estate Group, Inc.
Timothy Frazier Straub, ABR CRS GRI

Thank you to the Special Events Committee:

Chair: Kathleen Shannon
Vice Chair: Mary Sill
Christopher Gilds
Christopher Holbert
Gloria Latin
Mary Meckley
Marlena Miller
William Pierce Jr.
Jeffrey Taylor
Sara Bloss, Staff
Kathy Ludwig, Staff

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GRANTS AWARDED BY GHAR FOUNDATION



On March 13, 2008, the Greater Harrisburg Association of REALTORS® Foundation Board of Directors met with prospective grantees, learning more about their programs and how they could utilize the Foundation's financial assistance. The Board decided to fund a total of \$38,500 to the local organizations in the Central Pennsylvania Area, keeping in mind the Foundation's mission of providing assistance to housing and shelter related charities.

Cumberland Perry Housing Initiatives provides housing assistance to homeless individuals with disabilities including mental health and substance abuse. Cumberland Perry Housing Initiatives was granted money to purchase windows for four apartments located on North Pitt Street in Carlisle.

Domestic Violence Services of Cumberland and Perry Counties was awarded a grant to assist in the emergency shelter program for adult victims of domestic violence along with their dependent children in Cumberland and Perry Counties.

Downtown Daily Bread is a soup kitchen in downtown Harrisburg, and in existence since 1983. A

grant was awarded to Downtown Daily Bread for the purchase of a van.

Cumberland Valley Habitat for Humanity uses volunteer labor and donations of money and materials to build and rehabilitate houses with the help of the low-income families that buy them. A grant was awarded for 2008 to Cumberland Valley Habitat for Humanity to assist with the cost of a Green Project Home in Carlisle.

New Hope Ministries provides

“basic needs” assistance for low-income individuals and families. “Basic Needs” can include: food, medical and utility needs, and help with transportation. New Hope Ministries was granted money to assist with these basic needs.

Rebuilding Together of Greater Harrisburg located in Harrisburg is a national organization that organizes and conducts a community “work-day” designed to improve the homes of low-income elderly, disabled and families with children.

Rebuilding Together of Greater Harrisburg was awarded a grant to help fund the annual work-day event.

Ronald McDonald House provides free temporary lodging, meals and support to out-of-town

families, bringing their seriously ill or injured children for treatment at Penn State Children's Hospital. Grant money this year will be used to provide temporary housing to out-of-town families.

Shalom House located in Harrisburg provides emergency housing for homeless women and children in the area also providing food and clothing links to other community support organizations and life-skills training. Shalom House was granted money to help meet building operation needs including new carpeting and plumbing.

The Delta Community provides transitional housing, life skills education and supportive services for homeless single parents with children. A grant was awarded to the Delta Community to assist families transitioning into permanent housing with security deposits.

The Joshua Group also located in the City of Harrisburg provides housing and shelter related services to at-risk youths. The program is designed to foster independent living skills for the youths who have not received that guidance or support from their families. Allotted to the Joshua Group was money which will be used to make renovations to the Transition House so additional youths may live at the house.

All of these organizations will receive their check at upcoming Association and Foundation events, with Shalom House and Joshua Group awarded at the 2008 Awards Night.

Over \$480,000 has been raised by the Foundation and donated to local charities since 1993.

The Greater Harrisburg Association of REALTORS® Foundation supports housing and shelter related charities.



Central Penn Multi-List, Inc.

424 N. Enola Drive Suite 2, Enola PA 17025

CPML Staff

Robbin L. Crossley
Executive Vice President
rcrossley@cpml.com

Chris C. Deimler
Accounts Receivable
cdeimler@cpml.com

Patty Beaver
Membership
pbeaver@cpml.com

SUPPORT NUMBERS

CPML:
717-761-8440

PARAGON:
1-877-657-4357

SUPRA:
1-877-699-6787

SHOWING ASSIST
1-312-726-6886

PARAGON Classes
April 10
May 29
June 5

Basic 9:00 am
Advanced 1:00 pm
Call CPML to register

PARAGON 4
Essential Training Video
\$10.00 + tax

PARAGON HINTS by Robbin Crossley

Each edition I will give helpful hints for the PARAGON system. If you have a particular issue you would like me to address, please email me your request (rcrossley@cpml.com)

ACTIVE KEY INFORMATION

April 9, 2008 is the cutoff date for Display Keys (dKEYS). Any agent who still has a dKEY at that time will not be able to open CPML KeyBoxes.

CBS codes are no longer needed for Vendors to open CPML KeyBoxes. This includes home inspectors, pest control and other service providers that previously requested a CBS code when setting up the appointment.

Your Active Key will update automatically when it is in range of ANY cell tower. If you get out of cell tower range, you will still be able to open the KeyBox as long as your card was updated.

It is important to keep the Active Key charged. We do have car chargers available for \$19.95 + tax available.



Dick Betts is Coming Back!

“WANT TO WORK SMARTER, NOT HARDER? If you have a Smartphone or have ever considered purchasing one, don't miss this opportunity to get the very best hands on instruction and purchasing advice from one of the country's best instructors! He is entertaining, informative and he understands REALTORS[®] (he's married to one) Great tips, free downloads and more!” says Beth Williamson, Jack Gaughen REALTOR[®] ERA

Thursday April 17

9:00-10:30 a.m. Everywhere is my office/ 10:30-Noon Newest/Latest/Greatest Technology

1:00-4:00 p.m. Real Estate Fundamentals (Palm & Windows operating devices)

Friday April 18

9:00 a.m. – Noon Beyond Fundamentals of PDA's & Smartphones for REALTORS[®]

1:00-4:00 p.m. Smartphones for REALTORS[®]

Cost: \$25.00 per session, any two for \$40.00 or all four for \$75.00

Team Set-up!

We are able to set up your teams in the Paragon system. If you would like your listings to appear with the Team Name, we need information from you. Listings that are entered into the Paragon system can display the Team name in place of the agents name on views within the Paragon system.

If you are interested in setting up a team, you can access the form under MLS Docs on the Paragon system, or call the CPML office for more information.

License Renewal Process Information and Tips

Agents should be receiving their renewal information letter at their office address from the State Real Estate Commission in March. The duty to renew a license rests with the licensee and no one else. Each licensee must answer specific questions online during the license renewal. The renewal notice includes a licensee-specific Registration code (located in upper right corner of letter). This code will allow each active licensee access to the online renewal system. If a licensee loses the renewal letter with the registration code, the licensee can still renew online. The code needed to renew a license is printed on every license wallet card immediately below the license expiration date.

All agents are encouraged to renew online. Renewing online is much faster than renewing by mail. Where the broker has already renewed, the turnaround time for online renewal – from the electronic submission to receipt of an actual license – is about 10 days. Renewal by mail takes a minimum of several weeks. During the last renewal period, about 80 percent of all real estate licenses were renewed online. The commission letter gives detailed instructions about the renewal process. Before beginning the renewal application process, agents need to have completed the required 14 hours of continuing education, have a valid credit card (Visa, MasterCard, Discover, American Express) and have their Registration code. To renew online, visit www.mylicense.state.pa.us. If a licensee does not choose to renew online, the licensee can either print a renewal notice from the commission's web site using their registration code or send the commission a written request to be mailed a paper application.



Instead of renewing as a company, **brokers should renew their own licenses as soon as they receive their renewal application.** That would allow the rest of the licensees in the office to renew throughout the renewal period rather than having licenses wait in the computer until the broker has renewed. Salespersons and associate brokers are permitted to renew their licenses online prior to their brokers renewing, however the salespersons and associate brokers' license will not be issued until after the broker renews. While licensees have an individual duty to renew, brokers still have the duty to ensure that all licensees associated or employed with the office have a current license.

Licensees must certify, under penalty of perjury and potential disciplinary action, that they have completed the required 14 hours of continuing education. If a licensee answers that he or she has not completed the education, the license will not be renewed until the licensee provides proof that he or she has in fact completed the required hours. **Licensees who fail to renew by May 31 are not permitted to practice on or after June 1.** After the renewal deadline of May 31 licensees who did not meet the May 31 deadline are required to reactivate their licenses, by providing proof that they have completed their continuing education. A reciprocal licensee is not required to complete continuing education to renew. The reciprocal licensee must complete continuing education in the state where he/she hold his/her standard license, but must provide the commission with proof of current licensure in that state.

GREATER
HARRISBURG

Diversity Scholarship Opportunity at The Greater Harrisburg REALTORS® Institute!



GHRI is asking REALTOR® members to encourage members of the public who are interested in the real estate business to explore The Judith Reid Diversity Scholarship.

REALTORS®
INSTITUTE

Judy Reid was a member of the Greater Harrisburg Association of REALTORS® who passed away in 1995. During her real estate career, she was active in minority recruitments, and was instrumental in setting up the scholarship program that now bears her name. She was chair of the Equal Opportunity Committee and was active in the Greater Harrisburg Association of REALTORS® and the Greater Harrisburg Association of REALTORS® Foundation Board of Directors. In the community, Judy served on the Board of Directors of Goodwill Industries. She also participated in a Career Night program for interested students at Harrisburg High School.

For the purpose of the Diversity Scholarship, the focus is on racial and ethnic diversity, therefore, the applicant must be of one or more diverse racial or ethnic backgrounds. The application process includes submission of a completed application form, resume, personal statement and an interview with a broker who is participating in the scholarship program. The scholarship includes tuition for the two required pre-licensing courses with the Greater Harrisburg REALTORS® Institute, textbook for the required courses, state exam fee (recipient is initially responsible for the state exam fee but will be reimbursed upon receiving a passing grade), tuition for the *Purchase Contract: Preparation through Settlement* class through the Greater Harrisburg REALTORS® Institute within the first year of licensure and the application fee waived for the Greater Harrisburg Association of REALTORS®.

Brokers who are interested in learning more about the Diversity Scholarship or those who would like to be added to the list of approved broker interviewers can call Maura at the Institute, (717) 364-3205. We thank you for your support of the Diversity Scholarship program! For more information on this great opportunity please visit <http://www.ghar.info/Scholarship.htm>.



**The NAR Quadrennial Ethics
deadline is December 31, 2008.
GHRI will be offering multiple
sessions of Ethics and the
REALTOR® this fall.
Look for more information in the
coming weeks!**

Continued from Page 9

extreme as to be shocking, it would likely lead to the revocation of a license!

Believe it or not I once defended a REALTOR® in a disciplinary case where it was claimed that she allowed her buyer's five-year old son to ride the seller's son's tricycle around the garage while a home inspection was being conducted. A neighbor of the owner reported this incident to the owner who in turn made a complaint to the Real Estate Commission! The Commonwealth's prosecutors felt that this invasion was the result of the agent's "incompetence" and included this among the several other counts charged against the licensee.

The other side of the coin is that sellers should "stage" their homes for anticipated visits by strangers. Mail, bills, credit card statements and

other private information should be filed away in an appropriate location that everyone would recognize as "off limits." The fact that a checkbook is found on a table top, however, does not give right to anyone else to open it!

Whether an invasion of privacy occurs is based upon a "reasonable person" standard. My advice is to err on the side of being more than reasonably cautious when guiding your buyers through another's property.

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Jim Goldsmith is an attorney with Caldwell & Kearns and serves as general counsel to PAR. A substantial portion of his practice is dedicated to providing advice and counsel to real estate licensees. He and his firm represent and defend real estate salespersons and brokers in civil lawsuits and licensing claims across the Commonwealth. Jim also defends REALTORS® in disciplinary hearings conducted by the Real Estate Commission. He routinely counsels employers on employee relations issues and is one of the voices of the PAR Legal Hotline. He may be reached at www.realcompliance.com.

(Continued from Awards Night article on page 12)

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WELCOME NEW MEMBERS

The Greater Harrisburg Association of REALTORS® has received the following membership applications. In accordance with the Association's Constitution, notification of such application is provided to all members. Any member may submit written objection to the approval of these applicants. Such objections must be received in the Association office by Monday, April 14, 2008.

Applications for REALTOR® Membership

Century 21 Piscioneri Realty

Anthony D. Linn

Prudential Thompson Wood

Kristine Korth

RE/MAX Delta Group

Vito A. Lanzillo Jr

RE/MAX Realty Associates

Jason P. Herb

Applications for Affiliate Membership

Sheri Walker

Red Door Home Staging

96 Boyer Road

Carlisle, PA 17015

Phone: 717-514-2665



MEMBERSHIP CHANGES

The following changes were received either from the member office or the member(s) themselves, pertaining to membership transfers and drops. Anyone with information objecting or contradicting to the following announcements is to contact the Association immediately so that we may correct our records.

Membership Transfers

To BrokersRealty.com

Stephen R. Wells

To Campbell Commercial Real Estate

Patricia A. Toth

To Century 21 A Better Way

Robert P. Sariano

To Century 21 at the Helm

Judith E. Jenkins

To Central Penn Real Estate

Cynthia A. Whitmer

To Prudential Homesale Services Group

Richard Goodman

To Coldwell Banker Richard Ellis

Jeremy S. Shyk

To Don Paul Shearer & Associates

Renee Rhoads

To Exit Realty Capital Area

Mark V. Yon

To Exit Platinum Plus Realty

Matthew R. Hockley

Marc J. Windish

To Exit Realty Group

Shannon L. Austin

To Help U Sell Detwiler Realty

Robert J. Purvis

To Howard Hanna Real Estate Services

Martha S. Garrett

To Jack Gaughen REALTOR® ERA

Deborah A DeSantis

David A. Woolslayer

To Keller Williams of Central PA

Jennifer L. Lench

To RE/MAX Realty Associates

Monica A. Lauver

To RE/MAX Realty Professionals

Michelle Adamchick

To NAI/CIR

Adam J. Miller

Membership Drops

According to our records, the following individuals have placed their licenses in escrow or have otherwise discontinued membership in the Greater Harrisburg Association of REALTORS®.

BrokersRealty.com

Daniel W. Deitzel III

Century 21 at the Helm

Stephen C. Whitman

Jack Gaughen REALTOR® ERA

Jodi L. Kiker

Fred B. Smith, Sr.

Brenda Shorter

RE/MAX Realty Associates

Kimberly C. Bush

Ruth E. Episale

RE/MAX Realty Professionals

Karen Greene

Weichert REALTORS®-First Choice

Glenn E. Smith

Bi-Weekly School Email

The Greater Harrisburg REALTORS® Institute (GHRI) is sending out a bi-weekly email on the second and fourth Monday of each month with updates on deadlines and course offerings; keep an eye out for the new school email! If you have not received this email and want to be added to the list, please confirm your email address with the Association.

Have a Legal Question? Not sure who to ask? Use this Member Benefit today!

The Legal Hotline is an exclusive benefit to the members of the Association. The legal hotline is open, Monday-Friday, 9-11 a.m. and 1-3 p.m. Get legal advice from licensed attorneys!

Call 1-800-727-5345!



The Multipurpose room at the GHAR Office is available to rent.

For more information, contact Cindy at the Association by calling 717-364-3200 or email her at Cindy@ghar.info!



Remember the clock is ticking...



Continuing Education Deadline
is May 31, 2008.

Quadrennial Ethics Deadline
is December 31, 2008.

Events Calendar:

April 17
GHAR Board of Directors Meeting

April 17
ICI Spring Social

April 24
Orientation

May 1
ICI Breakfast

May 1
1-2 Club

May 7
Executive Committee Meeting

May 8
Foundation Board
of Directors Meeting

May 21
Foundation Mini Golf
Water Golf on City Island

June 5
ICI Breakfast

June 5
Executive Committee Meeting

June 11
Information Session

June 12
GHAR Board
of Directors Meeting

June 13
Orientation

June 25
Foundation Golf Outing
Armitage Golf Club



APRIL BIRTHDAYS

Nancy C. Altmeyer	Michael R. Ent	James A. Lenker	
William Bassett	Philip P. Fitzpatrick	Steve A. Lenker	
Michelle Statler	William G. Freundel	Diane H. Leslie	
Jim Bedorf	Inez Gall	Barbara W. Long	
Shelley Beyar	Lois A. Glass	Danielle E. Louer	
Aimee Bilous	Leonard P. Grimm, II	Deborah M. Loving	
Angela Blotzer	Robert D. Hamilton	Christian B. Lubic	
Joseph C. Boone	Robert S. Hamilton	Ron Lucas	
John S. Boswell	Sheila Hartman	James A Luciano	
Joanne M. Bova	Alan Hellam	Fay Lyons	
Ken Boyer	Kelly R. Henry	Lynette Mackey	
Glenda C. Bradley	Grant Herbert	Matthew D. Madden	
Donald W. Brougher	Jennifer E. Hollister	Trisha MaGilton	
Susan Burkholder	James A. Holtzman	Faith Elizabeth Michael	
Loretta J. Campbell	Robert J. Hoobler	Manish Modi	
Jodi Carroll	Bryce J. Hopkins	Patrick Monahan	
Tracee Carter	Glenda J. Hopkins	Charles R. Moon	
Laurel Cleveland	Mark I. Jacobs	Marjorie J. Morrison	
Julian A. Coiner	Robert B. Jenkins	Thomas J. Nehilla	
Veronica Collier	James C. Johnson, II	Steven A. Nicholson	
Jennifer Cooper	George E. Jumper	Margaret A. O'Brien	
Monica L. Cox	Mary S. Kelliher	Wayne B. Ogburn	
Marti Cummings	Shirley M. Kiehl	Ruth Osborne	
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William Davis	Jeffrey J. Krimmel	James R. Perry	
Rick R. DeBoard	Karl L. Krug	Gregory B. Phenicie	
Tracie M. Dellinger	Egbert J. Langendijk	Seth E. Pomeroy II	
Keith D. Detweiler	Gloria Latin	Cheryl Portanova	
Danny Donlin	Claudia Laubach	Bonita B. Potami	
Todd F. Doyle	Monica Lauver	Louis S. Puliti	
George Ebener	April Lawson	Craig J. Rahn	
Mary C. Eberly	Kimberly A. Leggett	Doug Rauchut	
Cindy J. Emanuel	John C. Leidy	Samuel L. Reed	
		William A. Rudge Jr.	
		Robert G. Sausser	
		Richard A. Shadel	
		Cameron L. Smith Jr.	
		Karla L. Snyder	
		Donald R. Steele Jr.	
		Samuel Stewart	
		Judy A. Stover	
		Tamora M. Stum	
		Kathleen B. Sumski	
		Robert Szewczyk	
		Jack D. Taylor	
		Jean L. Taylor	
		Wesley L. Thomas	
		Bradford L. Tinkham	
		Lois Turnauer	
		Jan Verow	
		Robert K. Voigt	
		David Walker	
		Karen Walters-Brett	
		Joan M. Weaber	
		Clark Weaver	
		Charles L. Wenger	
		Dave M. White	
		Thomas White	
		Karen Wiest	
		Elizabeth A. Wille	
		Gethen Wilson	