

Greater Harrisburg Association Of REALTORS®

MARCH 2008

THE PRESIDENT'S *Pen*



THANK YOUR "LUCKY STARS"

Very soon we will be celebrating the accomplishments of our co-workers, friends and ourselves at the Lucky Stars Awards Night. I know we all appreciate the talent and hard work of the Special Events

Committee and staff each year as the date draws near, we can be assured a good time is waiting for us. These hard working committee members include Kathy Shannon (Chair), Mary Sill (Vice Chair) Chris Gilds, Chris Holbert, Gloria Latin, Mary Meckley, Marlena Miller, Bill Pierce and Jeff Taylor.

This year I am asking everyone to keep their eyes, ears and minds especially opened. The reason is not only you don't want to miss anything but I also

would like your assistance with a task during the months following the event.

The Board of Directors has formed a task force to review our annual awards program. Many of you have had insightful suggestions and comments about the annual awards.

These suggestions have all had one common theme – How to make the event more meaningful to everyone. What has been missing is a way

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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

Sheri Pursel
Government Affairs Director
sheri@ghar.info

Monday - Friday
8:30 a.m.—5:00 p.m.

G HAR
424 N. Enola Drive, Suite 1
Enola, PA 17025

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

MANADA COURT VILLAS, A QUALITY BUILT COMMUNITY

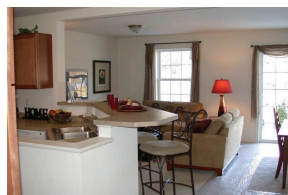


One of the East Shore's best kept secrets! Manada Court Villas is a small community of 30 condos located less than 5 miles from the Hollywood Casino, 9 miles from the Hershey Medical Center and downtown Harrisburg. Quality and comfort are characteristics of an

AP Williams home.

The condos are 1586 square feet featuring 2 or 3 bedrooms, poured concrete basements; 1 car garage; ceramic tile bathroom floors; maple kitchen cabinets; Pergo flooring in the kitchen, entry, laundry and powder room; 30 year architectural shingled roof; patio; 2x6 exterior walls; 2/4 tongue and groove structure gold subflooring and the list goes on. Prices begin at \$166,900 with \$5000 buyer incentives with a \$2000 bonus to buyers agents for a successful transaction. The offer is good until April Fool's Day. Floor plans and amenities can be found at www.hersheyrealty.com. A decorated model is open Sat, Sun and Mon 1-4pm. For more information call Hershey Realty at 533-1500 or Ann Malkoff at 497-1346, Dave Santanna at 903-1353 or Jack Kilkenny at 554-3057.

Directions from Harrisburg: West on Rt. 22, left on Rt. 39, left at the 1st light, which is Jonestown Rd. Manada Court Villas is the first community on the left. Exclusive builder is AP Williams.



President's Pen (Continued)

to channel these suggestions somewhere they could be heard, discussed and acted upon.

Ergo, the Awards Task Force has been created. Bob Hoobler has graciously agreed to chair this effort that also includes Dave Giovanniello, Michele Gould, Jennifer Hollister, Dan Piscioneri and Jim Spagnolo. Please share with any of them ideas you may have.

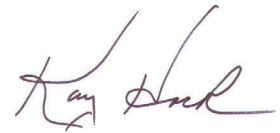
The Special Events Committee works hard year after year to make sure we all have a good

time at Awards Night but they need you and your thoughts. The Awards Task Force does not replace the committee but rather supports their efforts.

Task forces may become more common as we review our committee structure. A task force has a time limited well-defined purpose as opposed to a standing committee that deals with long term, ongoing strategic issues. Task forces also create more opportunities for more members to become involved. Busy schedules may not allow long term commitments but a

short term commitment may be possible. I think anything that creates more opportunities for our membership to impact the Association is a good thing.

Speaking of good things – I look forward to seeing you March 14 at Lucky Stars Awards Night.



President

Kay Hock

PAR's One Big Planet National Purchasing Discount Cards

The Pennsylvania Association of REALTORS® is now offering One Big Planet discount cards. These cards offer valuable benefits and discounts to both local and national discount partners. The One Big Planet card allows the purchaser to get online coupons to be used any number of times. This program is not limited to just one area code. Card users can enter a zip code online for any location across the country and find discounts that will be available in that area. The card also has a year long expiration date from the time you purchase the card, so no wasted coupons!



Savings categories include: Dining, Travel, Automotive Services, Movies and Entertainment, Health and Beauty, Shopping, Sports, Car Rentals and more!

Discount cards are available for purchase through the PAR Website by using the GHAR Association Code: GHA1. Cards are regularly \$50 but PAR members receive the discounted price of \$45! These cards are great for personal use but also as an excellent gift for employees, clients and closing gifts! Members are also able to personalize their card with their name and brokerage on the back of the card for a small additional fee.

If you are interested in purchasing a One Big Planet Discount Card or have more questions and would like to view all discounts offered, visit www.parealtor.org.

**Don't forget to use the GHAR Association Code:
GHA1 to purchase your One Big Planet Discount Card.**

MEMBERABILIA



NAME:
Michael B.
Yingling

COMPANY:
RE/MAX Delta
Group, Inc.

BIRTH PLACE: York, PA

FAMILIAL STATUS: Married with 5 grown children and 1 granddaughter. Two of my children serve in the military.

YEARS IN REAL ESTATE: 27+

HIGHEST VOLUME YEAR: 1998

BEFORE I SOLD REAL ESTATE I WAS INVOLVED IN: Electrical engineering. Residential and Commercial construction.

WHY YOU BECAME A

REALTOR®: I was not pleased with the level of service that I saw was provided in the real estate community in general.

WHY DO I STAY IN

REAL ESTATE: The challenge to be better each and every day

WHAT IRRITATES ME MOST IN

REAL ESTATE: The lack of knowledge and follow through of some real estate associates? This is an industry that you must consistently re-educate yourself. I live by the standard that I never go home any day until I learn something new and I have never once been disappointed.

MOST EMBARRASING

MOMENT: Sometimes I have difficulty remembering peoples last names. Several years ago, at a large

meeting set up with out of country clients, their names were difficult to pronounce and there was to be about 5 different individuals in the party. I practiced for some time the correct pronunciation of their names and what name went with what face. The big day came and I took my assistant, Karen, along to help me with the presentation. I met with them and proceeded to introduce myself and to identify each one of them by name. Things were going great until the last person I was to introduce was my assistant, Karen, who I might add we have worked many years together. When I got to her, my mind went blank and for what seemed like an eternity, I could not remember her name. We all laughed and it was something that our clients remembered long after our first meeting. It was a great ice breaker and yes, we did get the deal.

WHAT PEOPLE WOULD BE SURPRISED TO KNOW ABOUT

YOU: If you haven't been in our office and see how it is decorated, you wouldn't know I have a great love of railroading.

BIGGEST CHALLENGE AS A REALTOR®:

To motivate our associates to be the best they can be and constantly provide them with the latest in training and tools to help them succeed in their careers.

GOALS FOR LIFE AND

CAREER: I greatly enjoy helping people succeed in their personal life and their career. I believe there is no other greater goal in life than to service others.

THE REALTOR® I ADMIRE THE

MOST AND WHY: Gary Nalbandian, owner of NAI/CIR Realty. Gary has always been an inspiration to me and a mentor. He has always found time for me if I needed to talk to him. He is the main reason why my wife and I bought a RE/MAX franchise.

IF I COULDN'T BE A

REALTOR®, I WOULD BE: I cannot imagine being anything else. I really enjoy the people I meet and what I do.

MEMBERSHIP WITH THE

ASSOCIATION: I really enjoy being a member. I have met many fascinating and great people through the association. I enjoy getting involved because I always get more out of the association than I put into it.

ASSOCIATION AND

COMMUNITY

INVOLVEMENT: Serve as Vice President of the W.E.S. Hanover Business Association, Serve on East Hanover Township's Public Safety Advisory Council, serve on a few committees of the REALTORS® Association

FAVORITE VACATION: What's a vacation?

FAVORITE FOOD: Never met a cookie I didn't like. For those who know me, no further explanation is needed

FAVORITE MOVIE: Ghost

HOBBY AND INTERESTS: Model railroading

IF YOU COULD MEET ONE PERSON LIVING OR DEAD AND

WHY: Jesus. I have a lot of questions.

YOUR GREATEST

FANTASY: Some day if I have time I might be able to think about one.

AWARDS TASK FORCE FORMED

The GHAR Board of Directors has approved the formation of an Awards Task Force to review the entire awards process including awards night, the winners circle criteria, criteria for all of the awards and the promotion of the awards. The Task Force will hold its first meeting in April or May.

The Task Force members are:

Bob Hoobler, Chair
 Dave Giovanniello
 Michele Gould
 Jennifer Hollister
 Dan Piscioneri
 Jim Spagnolo



Ideas, comments and suggestions on the awards process and event can be given to any member of the task force or sent to Kathy Ludwig, Executive Vice President at Kathy@ghar.info.

PA REALTORS® TAKE *EASYSTREET* TO INSURANCE SERVICES

Pennsylvania REALTORS® who need health insurance now have more options. The Pennsylvania Association of REALTORS® (PAR) has a licensed insurance brokerage to help members find health, prescription, dental and life insurance coverage. EasyStreet, designed specifically for REALTORS® and their families, takes the frustration out of buying insurance and makes it, well, easy.

REALTORS® can access EasyStreet Insurance Services online and choose from a variety of prescreened insurance plans. The service provides REALTORS® with side-by-side comparisons and the convenience to talk with insurance counselors online or by phone. This service doesn't stop after the sale. REALTORS® can contact EasyStreet anytime with questions about their insurance plans.

With EasyStreet, members will find high quality regional and national carriers available including Aetna, Highmark, Assurant Health and Dominion Dental.

Brokers and employers can also get information on group insurance with a no-cost, no obligation professional consultation and program review. PAR and its subsidiary, Business Services for Real Estate (BSRE) created EasyStreet Insurances Services specifically for real estate professionals.

For more information, visit www.EasyStreetInsurance.biz or call 1.877.EASY650 during business hours. EasyStreet Insurance Services. *Your route to better coverage.*

SAVE THE DATE!**ICI Spring Happy Hour - April 17**

Please plan on attending the spring 2008 ICI Happy Hour on April 17 from 5:30-7:30 p.m. at Dorado in Camp Hill. The event is free for ICI members. Registration for the event will open soon - please watch for more information. We are searching for sponsors for the event. If you or your company are interested in sponsoring, please contact Sherri Pursel at the Association at 364-3200 or at sherri@ghar.info.

ICI Regional Conference Set for October 2008

Planning has begun for the 2008 ICI Regional Conference. The event is scheduled for October 15, 2008, at the Radisson Penn Harris. Please watch for more information in the coming months.

**DEADLINE APPROACHING!****Quadrennial Ethics - Deadline December 31, 2008**

All REALTORS® are required to complete 2 1/2 hours of ethics training every four years. The Ethics and the REALTOR® course, offered through the Greater Harrisburg REALTORS® Institute, is approved for BOTH continuing education and the Quadrennial Ethics requirement. Dates and times are as follows:

March 18 from 8:30 am to 12:00 pm with Lois Graham

April 22 from 1:00 pm to 4:30 pm with Marti Garrett

May 22 from 8:30 am to 12:00 pm with Sue McGeehan

This course is an ideal way to earn CE credits and meet the NAR Quadrennial Ethics requirement. The Code of Ethics and RELRA will be key points of discussion. The class will also provide case studies and question and answer sessions for students. The cost is \$45. Additional classes of Ethics and the REALTOR® will be offered in the fall.

Other courses approved for the Quadrennial Ethics requirement include Strategies for Success (our New Member Orientation at GHAR), GRI 404, NAR Online ethics course and Code of Ethics for the Real Estate Professional (ethics course at Triple Play). To comply with this deadline courses must have been taken between January 1, 2005 and December 31, 2008.

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

GOVERNMENT AFFAIRS UPDATE

by: *Sherri Pursel*

GHAR Government Affairs Director

Results of Member Participation in Call-to-Action: General Assembly Amends Open Records Bill

In the beginning of February, members received numerous communications from the Pennsylvania Association of REALTORS® (PAR) and GHAR. These communications – mainly “Calls-to-Action” – focused on a piece of legislation that was being considered by the Pennsylvania General Assembly. Senate Bill 1, also known as the open records legislation, had been working its way through the General Assembly for nearly the last year.

In early February, the Pennsylvania Senate approved an amendment to the bill prior to formally approving the legislation and sending it to the House of Representatives for approval. As part of the approved amendment, language was added that would have had a major impact on Multiple List Services (MLSs), including the Central Penn Multi-List. The amendment language would have prohibited complex and extensive data sets, including Geographic Information Systems (GIS) or Integrated Property Assessment Lists, from being sold or otherwise provided to another person for commercial purposes. It would have prohibited MLSs from purchasing crucial data (tax assessment, housing characteristic, mortgage and other property data) from counties and then integrating it into their proprietary database for commercial sale.

Recognizing that this version of SB 1 would have had a very negative impact on multi-lists across the Commonwealth, PAR and local Associations across the state went into action. PAR’s government relations team spent days educating the House of Representatives on the impacts of the amended version of SB 1 on the real

estate industry. PAR and GHAR also launched member-wide Calls-to-Action asking REALTORS® to e-mail their state Representatives about the bill.

After a week of government affairs and grassroots efforts, an amendment was introduced and passed in the House of Representatives to remove the provision that would have precluded an MLS from providing information to another for commercial purposes. The amendment approved by the House also banned the release of information risking the safety of a person and shields identifying information of minors. The amendment was adopted unanimously, and the bill was approved by the full House. SB 1 then went back to the Senate for concurrence on the House amendment. The full Senate unanimously approved the amended version, and the Governor signed the legislation into law on February 14.

This REALTOR® victory could not have been possible without YOUR involvement. REALTORS® across the Commonwealth sent over 5,000 e-mails to the House of Representatives. In our area, over 300 GHAR members answered the Calls-to-Action and contacted their state Representatives. Because of this action, our elected officials understood the impact that the amended version of SB 1 would have had on the real estate industry and home buyers and sellers, and they successfully worked to change it!

Over the course of legislative sessions, issues arise that call on REALTORS® to step forward and get involved with our grassroots advocacy. Whether it involves open records (as is in this case), or the realty transfer tax, or a sales tax on real estate commissions, or changes to the Real Estate Licensing and Registration Act (RELRA), our Associations call...and you answer.

It is this legislative advocacy that helps protect the real estate industry and the people you represent. Thank you to all of you that responded to this critical Call-to-Action. In the months and years ahead, Calls-to-Action will be sent out when major issues arise. I encourage you to take a few moments and participate in these grassroots efforts. If you did not receive the Calls-to-Action from PAR or GHAR, please make sure that you have added the following domain names to your “safe sender list” - @parealtor.org & @ghar.info.

This grassroots advocacy really does make a difference, and it is one of the simplest ways that YOU can get involved with your government affairs efforts and advocate for your profession.

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



The Association is pleased to announce that you have **raised \$30,010.25 for RPAC 2008!** We currently are at **28 percent participation** by the whole membership. Thank you to all of you that have already made your 2008 contribution! We still have more fundraising to do to meet our **2008 goals of \$50,000.00 and 40 percent participation.**

By contributing to RPAC, you are joining with your colleagues from across Pennsylvania and the entire nation to ensure your industry and your clients are protected and treated fairly. RPAC funds are used to support pro-REALTOR® candidates at the local, state, and national levels who understand the nature of your business. The decisions made by these elected officials impact the real estate industry in so many ways, which is why REALTORS® need to participate in the political process. Please get involved and advance your interests by supporting RPAC!

Thank you again to all our members who made their 2008 contribution. If you have not yet made your contribution, there are multiple ways to give – you can go online to the GHAR Website, go online to the PAR Website, or call the Association at 364-3200. Help advance and protect your rights and the rights of all REALTORS® through RPAC!

Governor's Club

(\$999.99-\$500.00)

Viola E. Thompson

Capitol Club

(\$499.99-\$200.00)

Frederick L. Briggs

Michael J. Greene

Robert S. Hamilton
Stephen M. Hawbecker
Kay Hock

Erin K. Hoobler
Robert J. Hoobler
Donald D. Roth
James M. Spagnolo
Timothy Frazier Straub
L. Richard Zalek

\$99 Club

(\$199.99-\$99.00)

Donald H. Adams
Hillary A. Bitting
Barbara Cartwright
Kenneth C. Diltz
Robert D. Fox
Lawrence L. Geesaman
Allen J. Gordon
Lois C. Graham
Carl R. Heintzelman
Susan C. Helm
James A. Holtzman
Mark L. Horn
Rose Y. Knepp
Elizabeth P. Knouse
James M. Kriebel Jr.

Kathleen Ludwig
Thomas J. Mallios
Allen McCormack
Faith Elizabeth Michael
Angela M. Miller-Devers
Gloria J. Minnich
Michael Pion
Sherri Pursel
Barry Rudy
David Santanna
Keith A. Sealover
Jacqueline L. Singel
Robert H. Stevens
Nancy M. Stine
Susan H. Thomas
David E. Weaver
Richard Woodard

Fair Share Club

(\$98.99 or less)

John R. Adams
John Michael Adler
Kevin V. Anderson
Sherri L. Anderson
William E. Anderson, Jr.
Loie J. Appleby-Bosak
Gayle L. Arbogast
Cynthia K. Armour-Helm
Charles Aungst
Susan A. Bailey
Susan M. Baney
Ted C. Barnhart
Neil L. Barr
Lynn S. Bashore
Todd Bechtel
Jill Becker
Jeri A. Bedard
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Janene Bendrick
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Elaine S. Berringer
Thaddeus R. Biedrzycki
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Gerard J. Blinebury Jr.
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Miriam Deckman
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Jodi Diego
Robert A. Diehl
Wilbert Diehl
Emily M. DiStefano
Richard Dolinger
Linda Durgin
Linda L. Durisek
John D. Dyson
George Ebener
Mary C. Eberly
Walt S. Eby

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	Mike Kelly	Thomas E. Mattas	

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Ethics Corner

May a Salesperson Represent Competing Purchasers?

James L. Goldsmith, Esq., Caldwell & Kearns, P.C.

The title of this article was inspired by one appearing in NAR's newsletter, *THE LETTER OF THE LAW*. That article reported on a decision by the Supreme Court of Montana in a case involving facts that may seem familiar to you: A salesperson entered into separate buyer agency contracts with two buyers. Eventually, each buyer decided to submit an offer on the same property. The owner accepted one and thereafter the unsuccessful buyer filed a lawsuit against the buyer agent and her brokerage. The suit claimed that the buyer agent failed to fulfill her statutory duty to that buyer because she represented a competing buyer on the same property. Indeed, Montana's Supreme Court determined that the buyer agent who represented competing purchasers for the same property violated Montana law. (*Note: You must read this article to the end! If you read only to where I give the outcome of the case you will have a better knowledge of Montana law but may be in the dark when it comes to what Pennsylvania permits.*)

The Montana decision was based on the language of the state's license law. One section of the law, describing the duties of a buyer agent, states that the agent must "act solely in the interests of the buyer." The Montana Association of REALTORS® participated on behalf of the buyer agent and argued that the language does not prevent the buyer agent from representing two buyers in the purchase of the same home. The Association cited language from the statute pertaining to dual agency which requires that the dual agent "act solely in the best interest" of both the buyer and the seller. The Association reasoned that the statute intended that agents could represent more than one party as long as they do not act adversely to either client's interest.

The Montana Supreme Court rejected this argument and determined that Montana's license law does not allow a buyer's agent to represent competing buyers seeking to purchase the same property. The Court did find that a dual agent can represent more than one party despite the language requiring the agent to "solely" act in the best interest of the client, because

it was clear that Montana intended for dual agency to be legal.

What does this bode for Pennsylvanians? Fortunately, our license law takes into account the possibility that a buyer agent may represent more than one buyer seeking to purchase the same property. The Real Estate Licensing and Registration Act (RELRA) provides that:

The fact that a licensee representing a buyer also presents alternative properties in which that buyer is interested to other prospective buyers does not in itself constitute a breach of a duty or obligation owed by the licensee to that buyer.

This is not to say that a buyer agent can not run into great difficulty when representing two buyers, each seeking to purchase the same property.

A provision of RELRA requires licensees to notify their clients as soon as a conflict of interest arises. Anytime a salesperson is working with multiple buyers who express an interest in the same property, a conflict arises, and notice must be given to both buyers. While RELRA does not require that the notice be in writing, the better practice is to provide a written statement (email will suffice) similar to the following:

I want to inform you that another buyer client has expressed an interest in [property address]. It is my responsibility to inform both of you of this potential conflict. I assure you that I will maintain, in confidence, any information pertaining to your interest in the property, including your intent to make an offer, the amount of the offer, as well as other information that you provide. Clearly, I must respect the confidentiality of the other client and therefore will not be able to advise you with the same sort of information regarding the nature of their interest or offer to purchase.

Many offices will invite one of the buyers to work with the broker or another designated licensee from the company so that the original salesperson is free of

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the conflict. This is a matter of company policy and is not required by law.

A licensee who continues to work with buyers competing for the same property must walk a very narrow line in order to be perceived as neutral. There is no reason why you can't provide each buyer with a comparative market analysis, but when it comes to determining the amount of the offer, that is best left to each buyer. If you are going to suggest an offer, the same suggestion has to be made to each buyer. Certainly you can coach each buyer as to the attributes and weaknesses of a property, but the same information should be provided to both buyers. In some sense, each buyer loses the benefit of a strong buyer's agent who will solely work for their respective buyer. For example, when you represent a buyer in a competitive market where the other potential buyers are represented by other licensees, you don't hesitate to pull the stops and do whatever is reasonably possible to give your buyer the advantage. That is clearly not possible when representing two buyers vying for the same property.

Fortunately, Pennsylvania law makes accommodation for the inevitable conflicts that arise in day-to-day life. It will happen that every now and then you will represent parties with competing interests, including two buyers seeking to purchase the same property. Understanding the need to provide notice of the conflict of interest and to establish protocol for handling these situations is important. You are likely to fair much better when you consider this possibility and plan for it.

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Jim Goldsmith is an attorney with Caldwell & Kearns and serves as general counsel to GHAR and 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.

ADVERTISING ISSUES ON THE INTERNET TOPIC FOR NEXT MANAGEMENT ISSUES BREAKFAST

The Management Issues Breakfast, featuring a panel discussion on Advertising Issues on the Internet, is scheduled on April 4. The panelists are Robbin Crossley, CPML; Stan Laskowski, Caldwell & Kearns and Legal Counsel for CPML and Marty Manion, Pennsylvania Association of REALTORS®.

They will be discussing Craigslist, MySpace.com, where do listings go, and how can you minimize your liability when advertising on the internet. In addition to the program, the Foundation will be distributing information on the 2008 Capital Campaign.

The breakfast will be held in Keystone Room C of the Radisson Penn Harris Convention Center, Camp Hill. Registration opens at 8:15 am, breakfast and the program starts at 8:30 am. Cost is \$20. Brokers and managers may register by contacting Cindy Cuddeford at cindy@ghar.info or by calling 364-3200.

Reservation deadline is noon on April 1.



Continued from Page 8

Ajaykumar Patel	Jeffery T. Seifert	Frank P. Tamanini	Michael B. Yingling
Nisha Patel	Anthony T. Serra	Natasha M. Tanno	Gerald D Yingst Jr.
Jerrod Paterson	June K. Shamenek-O'Donnell	Stephen J. Thompson	Rebecca R. Yost
Pete A. Paturzo Jr.	John Shannon Jr.	Bradford L. Tinkham	Sam Zeager
Barbara Paul	Vicki Shannon	Nicole Tomcanin	Gale J. Zellers
Susan E. Payne	Kathleen C. Shannon	Thomas Torchia	Ruth Ann Zimmerman
Nicole S. Pearson	Linda Shaul	Blair S. Trogner	
Sherri L. Perkins	Janet M. Sheaffer	Tammie J. Troup	
Jason Petronis	Beth Shenk	John D. Ulsh	
Sandra K. Pharmed	Jack L. Shepley	Karen M. Ulsh	
Judy E. Pierce	Alice M. Shetrom	John A. Van Buskirk	
Yelena Pinchuk	Susan E. Shienvold	Eileen C. Vasco	
Aaron Piscioneri	Beth A. Shoop	Lynn R. Vastyan	
Daniel T. Piscioneri	Gary L. Shulenberg	Pete Vastyan	
Seth E. Pomeroy II	Charlene F. Shuman	Holly Verdelli	
David C. Posavec	Jeremy Shyk	Carmen Villarose	
James A. Priar Jr.	Phyllis M. Sills	Paula R. Von Schmid	
Robert E. Priar	Hugh T. Simpson	Jane Waldeck	
Louis S. Puliti	Diane B. Slatt	Melanie A. Walderon	
Craig J. Rahn	Fred B. Smith, Sr.	Kenneth Walker	
Bernard M. Readinger Jr.	Lemar K. Smith	Millie Walker	
Kathy A. Reid	Patrick M. Smith	Matthew Wall	
Linda J. Reisinger	Henry R. Smith Jr.	Gwen Wallace	
Lori Rich	David T. Smith	Teresa L. Walters-Barrick	
Don Rickards	Brenda A. Smoker	Rose A. Walthius	
Terri Rigano	Michelle Sneiderman	John T. Walton	
Charles W. Rippon	Carl E. Snyder	Glenn I. Wareham	
Sunada J. Roberts	Mary Ellen Snyder	Patricia K. Wareham	
Amy J. Rocuskie	Henry I. Solt	Tracy Weigel	
Marye C. Roderick-Simpson	William M. Sowers	Peter T. Weigher	
Ronald D. Roseberry	David G. Springer	Donald G. Weitzel Jr.	
Gary J. Rosenstrauch	James V. St. Hilaire	Charles L. Wenger	
James D. Ross	Robert A. Stammel	Kerry J. Wenzler	
Karen M. Royer	Michael J. Stansfield	David Weyandt	
Shabnam Sachdeva	Susan D. Stapf	Jack W. Wheatley	
Ronald Sailhamer	Donald L. Steinmeier	William Whisler	
Jennil T. Salazar	Anne Stewart	Dave M. White	
Marlene Sanbower	Samuel Stewart	Calvin W. Williams	
Gloria Sassani	Kirk Stine	Robert Winesickle	
Nancy Schappell	Dale E. Stipe Jr.	David Winston	
Steven D. Scheib	Camille L. Stolz	Cherryl E. Winters	
Walter Schilling	Carl E. Strayer	Danielle Wise	
Albert S. Schmidt, Jr.	Karen Subliskey	Barbara Woods	
Joseph M. Schuetz	Kathleen B. Sumski	Kevin Worley	
Joyce Sealover	Cassi Sweitzer	Ann Wright	
	Tracy M. Taltoan	Janet Yaw	

DISCLAIMER: "Contributions are not deductible for income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. The amount suggested is merely a guideline and you may contribute more or less than the suggested amount. You may refuse to contribute without reprisal and the National Association of REALTORS® or any of its state associations or local boards will not favor or disfavor any member because of the amount contributed. 70% of each contribution is used by your state PAC to support state and local political candidates. Until your state PAC reaches its RPAC goal 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a; after the state PAC reaches its RPAC goal it may elect to retain your entire contribution for use in supporting state and local candidates."

**Primary
Election 2008!**

April 22

Deadline to
register to vote is
March 24.

Visit
www.votespa.com
for more
information.

Save the Date...[★]

*The GHAR Annual Awards Night is
Friday, March 14, 2008 at the
Sheraton Harrisburg - Hershey Hotel.[★]*

Theme: Lucky Stars

Cost is \$40.00

Limited Space available, call today to reserve your spot!

REALTORS[®] in the NEWS



REALTOR[®]

Congratulations to Michael Pion, Keller Williams of Central PA, who received Keller Williams Realty's Career Launch Award at the company's annual convention. The Career Launch Award recognizes associates who are new to the real estate industry and who had exceptionally high volume of closed sales during their first 12 months of business.

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!



New Broker Law Course!

A Broker Law course is scheduled at The Greater Harrisburg REALTORS® Institute (GHRI) for May 8, 9, 13 and 14.

The course has been approved for 2 broker credits and 30 hours continuing education.

Watch for more information in the coming weeks!

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.

Continuing Education – Deadline May 31, 2008

All licensees must complete 14 hours of continuing education by May 31, 2008 in order to renew their license. (For information on renewing your license – see article on page 16). These courses must have been taken after June 1, 2006. Licensees may take their continuing education through traditional (instructor-led) or distance education (instructor or independent) learning methods.

The Greater Harrisburg REALTORS® Institute offers many continuing education options. To register for continuing education classes, please log on to the “Members Only” section of our website at www.ghar.info, or call the Institute office at 364-3205.

Online courses are available through our website, www.ghar.info. Click on “Online CE” on the left side of the home page.

Designation Classes Offered in Harrisburg Area

The Greater Harrisburg REALTORS® Institute (GHRI) is co-hosting the following courses with the Pennsylvania REALTORS® Institute (PRI). These classes are held at the Greater Harrisburg Association of REALTORS® office and will run from 8:30 a.m. to 5:00 p.m.

ABR Core Course on both March 10 and 11

GRI 502 Real Estate Investment and Property Management on April 7

Representing the e-Buyer, ABR Elective on May 20

In addition PRI is offering the GRI 402/CRS 202 Sales Strategies for the Residential Specialist on March 26-27 at the Holiday Inn Harrisburg East. For more information or to register for the designation classes, call PRI at 1-800-745-5527.



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

March 13

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)

Can I make MLS listings available on my personal website?

YES! Contact the CPML office for the proper form. Ask your webmaster if you should use IDX Smart Framing where you will provide links to be placed in your website; or an .ftp feed where a feed is provided; the search and display must be created. The form will be signed by your broker giving permission and also by the webmaster, agreeing to follow our IDX rules.

I changed my email in PARAGON, why do I no longer receive copies of auto emails sent to my clients?

If you make a change to your email address, you must go back into each contact and change the BCC email address. The easiest way to do this is: open your contact, go to notification and select the word "ON". This will bring up the email setup. Simply uncheck Auto notification, and recheck the same box. Your new email will be populated.

I noticed when I changed companies, my auto emails were no longer sent, why?

If you change companies, you must go into each contact and activate the auto email. These become inactive when you are transferred in the Paragon system.

Can insurance agents access our lockboxes?

Yes, insurance agents can join CPML as an Affiliate Vendor Member. This membership entitles them to the use of a SUPRA dKEY. They need a CBS code for your lockbox.



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 17th

9:00-10:30 am Everywhere is my office/ 10:30-Noon Newest/Latest/Greatest Technology
1:00-4:00 pm Real Estate Fundamentals (Palm & Windows operating devices)

Friday April 18th

9:00am – Noon Beyond Fundamentals of PDA's & Smartphones for REALTORS®
1:00-4:00 pm Smartphones for REALTORS®

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

Commercial Agents Wanted! We are looking for a few good commercial agents to help improve the commercial area of Paragon. Modifying the Input Sheets as well as the various views is the goal. If you are interested in working with Robbin, please call the CPML office at 761-8440 or email her at rcrossley@cpml.com.

Active Keys are coming! Mark your calendar for the week of March 24th. Supra will be exchanging our dKEYS for ActiveKEYS at this time. ActiveKEYS require no cradle, no update hassles and almost no attention required. The ActiveKEY keeps itself updated 24/7 through frequent cellular connections to the Supra network. More information regarding location and times will be coming.

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

Licensees must complete 14 hours of continuing education in order to renew their license by May 31, 2008. Licensees – both brokers and salespersons are encouraged to renew online.

The following items should help you understand the license renewal process.

- 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.
- Licensees should expect notice by mail from the State Real Estate Commission about renewal around the beginning of March.
- It is expected that broker renewal applications will be mailed out a few weeks before the salespersons applications.
- The renewal notice will include a licensee-specific registration code that 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.
- 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.
- 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.

Continued on Page 19

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, March 17, 2008.

Applications for REALTOR® Membership

Cavalry Realty, LLC
Josh Schoenly

**Coldwell Banker Commercial
Bennett Williams**
Kevin A. Potter

**Coldwell Banker/HOMESALE
SERVICES GROUP**
David A. Leiss
Daniel J. Peck

Dawn and Associates Realty
Theresa J. Bowermaster
Michael A. Wonders

Exit Platinum Plus Realty
Scot E. Christiansen

Exit Realty Capital Area
Shannon Austin

G & A Appraisals
Gabriela N. Calugar

Global Realty Marketing, Inc
Corrin Henry

Jack Gaughen REALTOR® ERA

Linda A. Atherton
Kerri B. Fox
April Lawson
Vanessa L. Gullage

**John Smith
Real Estate Group**
Paula L. Thompson

**Keller Williams of Central
PA**
Rebecca J. Tran

Prudential Thompson Wood
Matthew C. Henderson

RSR REALTORS®, LLC
Abby L. Gabner

Applications for Affiliate Membership

Countrywide Home Loans
Guy Fry
6375 Mercury Drive
Mechanicsburg, PA 17050
Phone: (717) 877-2430
Fax: 866-714-6410

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!



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 Cavalry Realty, LLC
Vijay S. Teru

To Century 21 at the Helm
Stephen C. Whitman

To Century 21 Piscioneri Realty
Theodore Stefan

**To Homestead Group Inc.,
REALTOR®**
Jason L. Manges

**To Howard Hanna Real Estate
Services**
Monica L. Cox

To Lawyers Realty, LLC
John R. Andrews

**To Jack Gaughen REALTOR®
ERA**
Kassie Gall
Catherine C. Uholik

**To Keller Williams of Central
PA**
Sally J. Chaplin
Muriel Humphreys
Jerris A. Ruth
Alice M. Shetrom

To RE/MAX Realty Associates
Bryan A. Hellam

**To Straub & Associates RE
Group, Inc.**
Michael L. Clay

To Tamanini Realty, LLC
Melissa J. Repsher

**To Weichert REALTORS® -
First Choice**
Amanda L. Rodriguez

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®.**

**Coldwell Banker/HOMESALE
SERVICES GROUP**
Thomas W. Ferguson
Janet Carmo

Exit Platinum Plus Realty
Daniel A. Pierce

Exit Realty Capital Area
Saboor Mohmand

Membership Drops Continued

**Howard Hanna Real Estate
Services**
Annette Martin

**Jack Gaughen
REALTOR® ERA**
Patricia Hartman

RE/MAX 1st Advantage
DanYelle C. Batts

**RE/MAX Realty
Professionals**
Beth Williams

Continued from Page 16

- During the last renewal period, about 80 percent of all real estate licenses were renewed online.
- 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.
- 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 reactive 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.

Licensees can renew their current license at <http://www.mylicense.state.pa.us>. Then follow the instructions.

Remember the clock is ticking...

Continuing Education Deadline
is May 31, 2008.

Quadrennial Ethics Deadline
is December 31, 2008.

Events Calendar:**March 5**

Executive Committee Meeting
Candidate Screenings
Orientation

March 6

ICI Breakfast

March 13

Foundation Board
of Directors Meeting and
Grant Candidate Screening

March 14

Award Night
Sheraton Harrisburg-Hershey

March 21

Office Closed
Good Friday

April 3

ICI Breakfast

April 4

Management Issues Breakfast

April 7

Executive Committee Meeting

April 17

GHAR Board of
Directors Meeting

April 17

ICI Spring Social

April 24

Orientation

May 1

ICI Breakfast

May 7

Executive Committee Meeting

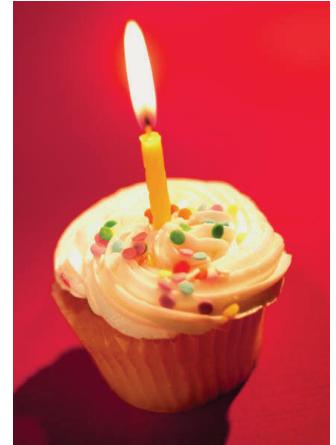
May 8

Foundation Board of
Directors Meeting



MARCH BIRTHDAYS

Donald H. Adams	Stephen M. Hawbecker	Wali Mohmand
Wendi A. Aldinger	Chuck Heller	Anthony D. Molinari
Gayle L. Arbogast	Mark E. Hilbert	Patrick Moran
Monica Archie	Walter D. Hnatuck	William D. Morrow
Kathleen S. Beecher	Toby E. Hoffman	David F. Moyer
Richard L. Bent	Elaine M. Hutchison	Gary J. Muccio
Arthur J. Berardone	Ralph Iacono	Carol A. Munley
Patricia A. Bertovic	Peter A. Jones	Tony Naccarato
Doris Bossert	Cheryl A. Kauffman	Peter J. Ostrowski
Robert P. Bowman	Wayne P. Kautz	Kathi Parry
Jodi Brewbaker	Wayne Keech	Amy Paulewicz
Gregory G. Brown	Susan M. Kent	Robert E. Priar
Steven C. Carricato	Andrew M. Kenworthy	Nancy Quaresima
Karen Ceriani	Jodi L. Kiker	Erica E. Rawls
Rick Chestnut	Robert P. Kline, Esq.	Charles H. Reese
Joyce B. Clark	Linda Knecht	Kimberly A. Regal
George C. Clauser	Arnold B. Kogan	Jessica Regan
Larry H. Claytor	Barbara F. Kriebel	Mark T. Reilly
Elizabeth Culwell	Eric Kunkle	Ralph B. Rhode
Karen S. Detwiler	Michael J. Kushner	Judith A. Robbins
Donald Diehl	Patrick Lafferty	Linda Shaul
Kimberly L. Dunbar	Melissa J. Lehman	Christopher Sherbocker
Ty C. Eby	Carlea M. Lenker	Brenda Shorter
Jenna Ercol	Alyce Lentz	Donald H. Shumaker
Joseph W. Fechter	Doris Lindsey	Phyllis M. Sills
William R. Feist	Thomas J. Mallios	Jane S. Sneeringer
Rich Fino	Brenda G. Maloney	William M. Sowers
Zachary M. Flynn	Janice C. Manari	Michelle Speaker
Kathryn Fox	Glenn B. Mayko	Sharon Spencer
Jessica M. Gasper	Michael McClurkin	Pamela Spong
Michael D. Glass, Sr.	Colleen McGeary	Robert A. Stammel
Kristen Gold	Mary R. McKee	Michael J. Stansfield
Joseph J. Golesh	Donald M. Miller	Anne Stewart
Allen J. Gordon	Ed L. Miller	Julie Stoffer
Raymond C. Hain	Marlena Miller	Robert C. Stoner
Nicole C. Hanes	Sol A. Mirin	Stephen J. Thompson
Lisa J. Harris	Eric F. Mock	Teresa A. Torquato



Linda K. Trively
 William N. Twigg
 Ronald Varano
 Dale Vaughn
 Barbara A. Wagner
 Gwen Wallace
 Patricia K. Wareham
 Joseph Washburn
 Peter T. Weigher
 Sharon J. Whipkey
 Tiffany Whittaker
 Angelique Wilt
 Robert Winesickle
 James L. Wise
 John Wysincavage
 Cindy Yarnell
 Janet Yaw
 Ellyn H. Zaia
 Valerie Zalek-Bonnick
 Lori J. Zimmerman



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(717) 439-7285 cell
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813 E Chocolate Avenue
Hershey, PA 17033



Doreen Czirok

Home Loan Consultant

Doreen_Czirok@countrywide.com
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