



Northwest Montana Association of REALTORS® , Inc.

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WISHING YOU NEVER HAD TO PAY DUES AGAIN?

Soon the letters will go out with all the information and the billing for your annual 2008 dues for all three Associations as well as the Public Awareness Campaign, RPAC and IMF donations. Each year when this happens we get asked, "Why do our dues keep going up?" Each year we remind members that our local dues have **NOT** gone up. Your Association operates for the year on \$110.00 from each member. The Education program runs on earnings from the Education Certificates, class fees and part of the \$110. When state and national dues and programs go up and you have questions you need to contact MAR and NAR with your concerns. They both offer many services that return value for your dues dollars and they both put out publications that show those services. Your total dues package will be **\$543.00** plus your voluntary contributions to RPAC and IMF. Please remember that although we collect for MAR and NAR, we do not get to keep any of it. We send it on to them. We also send them the RPAC and IMF funds. Only \$110 from each member is kept locally. If you have been a REALTOR member in Montana for 40 consecutive years without a lapse we will give you local membership for **FREE!!** All firms that return dues from each licensee with their firm by 12/28/07 @ 5 PM will have March MLS fees reduced by 50% pending no bounced checks from the firm's associates. See the letter that will arrive soon for further details on your 2008 REALTOR dues.

GOVERNMENT AFFAIRS UPDATE

Welcome to George Culpepper Jr., our new Government Affairs Director (GAD). George was recently the GAD for the Fort Collins Board of REALTORS and was the Assistant Director of Political Affairs, Washington REALTORS in Olympia, WA. His background in politics include campaign manager, legislative aide, field coordinator, legislative intern as well as a Bachelor of Arts in Political Science. George is currently serving on the National Association of REALTORS GAD Institute Advisory Committee.

George jumped in with both feet working hard on the issues we are dealing with locally. Before he even started his first day on the job he was busy reading up on our issues all the way back to the treaties that established our local reservations. His first meeting was the Water Compacting Commission meeting in Missoula and he has been on the run ever since attending meetings on our behalf and meeting with members and the committees to update our position papers on each issue we are involved with to uphold our commitment to the oath we all took when we accepted membership as a REALTOR. His commitment to private property rights and to the Quality of Life Program are obvious. Welcome, George!

You can reach him by email at george@nmar.com or on his cell phone at 253-8073. If you want to be involved contact Dan Ritter to join the committee. They are gearing up for success!

ARE YOU CHALLENGED BY YOUR ETHICS?

Do you work hard to protect your client's best interests? (Article 1)

- In whose best interest is it for a buyer's representative to base the presentation of an offer on an increase in the commission offered through the MLS?
- In whose best interest is it that the appliances that were offered in the MLS data are not mentioned in the buy/sell that the buyer's representative wrote up? (Do you need to show serial numbers?)
- In whose best interests is it that a commission dispute is instigated while the offer to purchase and sell are still going back and forth between the buyer and the seller?
- In whose best interest is it to withhold a new listing from the MLS until you have a chance to contact all your potential customers?
- In whose best interests is it to delay returning phone calls or contacts for showings or presentations of offers on your client's listing?
- In whose best interest is it to market a property with waterfront or access when there is none?