

# e-Professional Edge

A Publication of the Winston-Salem Regional Association of REALTORS®

Inside this issue:

July 2002

From the President's Desk

by George Munford

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2-3 Government Affairs

Board of Directors Report

4 Membership Changes

5 SCAN Golf Tournament June 20th

6 Thomas W. Lambe, Jr. Hall of Fame Award Nomination Form

7 Citizenship Award Nomination Form

8 July Birthdays

Driving Product Development Tempo-Part 2

9 EKEY REMINDER

10 RPAC UPDATE

**JULY MEMBERSHIP MEETING INFO**

11 U.S Patent & Trademark Office Upholds REALTOR Trade-marks



If you're not out closing a loan, I hope you have time to read this!

According to almost every barometer the hot real estate market continues. Sales in our MLS this April

were up 12% over 2001 and May had a booming 43% increase over a year ago. NCAR reports May sales across the state were up 13% over May of last year.

If you're seeing a lot of new faces in the industry don't be surprised- nationally the number of real estate licenses has increased 10% (to 2.3 million) from 2001 to 2002. In a recent 7 month period the state of Texas issued 9,951 new licenses, double the amount from a year ago. Factors causing this are the sizzling real estate market and a murky employment picture.

The growth should continue- Harvard University's "State of the Nation's Housing" report predicts that the housing market will remain robust in the future. Spurred by growth in immigrant and minority households, the report calls for 20 million new homeowners in the next 20 years. This demand plus supply/demand imbalance, and low rates will fuel the market and reduce fears of a housing bubble. Land-use regulations

that limit building will keep the housing inventory from exploding and also may contribute to keeping prices up.

Our Association, over the years, has adopted 3 major community service projects: Habitat for Humanity, The Children's Center for the Physically Handicapped, and the Tee Off Against Child Abuse Golf Tournament benefiting SCAN. Thanks to the extremely hard work of staff members Stephanie Hamberis and Nancy Yarborough and a multitude of hours from the Community Service Committee this golf tournament was held June 20<sup>th</sup> at Tanglewood Park. Due to all of the committee's hard work the golf slots were sold out for the first time ever, plus more money for SCAN was raised than ever before. They have made our entire REALTOR® Association look great and have served the community to the utmost. Congratulations !

This always-busy Committee hosts our annual Association Picnic at Tanglewood on July 16<sup>th</sup> at 6:00 (see details on page 11). Be there- beer, hotdogs, no program..., great socializing!!

See you at Tanglewood!!!

# Governmental Affairs Report

By Chuck Folds

## Government Affairs Update- July 2002 Winston-Salem Regional Association of REALTORS® Chuck Folds

(Due to the complex nature of Phase II, I have lifted comments from a recent report written by the NCHBA to help you understand this issue.)

### What is Phase II?

**The federal NPDES Phase I stormwater program requirements, in effect since 1990, imposed stormwater control requirements on 11 categories of industrial activity, including construction sites disturbing 5 or more acres of land, and large and medium municipalities with a population greater than 100,000. Phase II stormwater requirements, signed into law in December 1999, build upon the existing Phase I program by lowering the acreage threshold for construction activities from 5 acres to 1 acre and by requiring local governments that own or operate a stormwater collection system to acquire a state permit.**

### How do I know if my city or county will have to comply with Phase II?

Local governments with a population of 50,000 and a density of 1,000 people per square mile are AUTOMATICALLY INCLUDED in the federal rule. The Federal Rule designated 25 counties and 60 cities in North Carolina. This includes Forsyth, Davidson, and Guilford County, as well as Clemmons, High Point, Rural Hall, and Walkertown.

### City and Counties not on this list are also being included:

In addition to those cities and counties automatically covered, the federal rules prescribe that certain areas may be included by state designation. The federal rules require the NC Division of Water Quality (DWQ) to develop designation criteria for units of government outside of urban areas to deter-

mine if they will be covered under Phase II. At least 23 more cities and at least 10 more counties will be added through the designation process.

You may also note that larger municipalities such as Raleigh, Durham, Charlotte, Winston-Salem, Greensboro and Fayetteville are not on the federal list. The reason is that these municipalities are already complying with Phase I. They will have to comply with Phase II when their Phase I permits expire (the permits coincide with the state's basinwide management schedule).

According to the federal requirements, Phase II applies to entities that OWN OR OPERATE a municipal separate stormwater system (MS4). In North Carolina counties are prohibited by law from owning MS4s, these are owned by the Department of Transportation. Therefore, under the federal rule NO COUNTY IN NORTH CAROLINA, IN ITS ENTIRETY, IS SUBJECT TO PHASE II. There are some counties that have industrial parks or schools or some other use that has a stormwater system. These counties would be required to implement some of the minimum requirements for that specific use; however, they would not have to implement Phase II requirements throughout their jurisdiction.

### Compliance:

Local governments permitted under Phase II are required to develop and implement a comprehensive stormwater management program that includes six minimum measures; (1) public education and outreach on stormwater impacts, (2) public involvement/participation, (3) illicit discharge detection and elimination, (4) construction site stormwater runoff control, (5) post-construction stormwater runoff control, and (6) pollution prevention/good housekeeping for municipal operations.

Cities that are federally designated and the cities that are state designated will have to implement all six of the above listed minimum measures throughout their entire jurisdiction, including extra-territorial jurisdiction. Phase II implementation

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## Government Affairs Update- July 2002

-territorial jurisdiction. Phase II implementation will be expensive. The city of Raleigh spent \$80,000 for the initial application; \$40,000 for the required studies and has an annual stormwater budget of \$300,000. However, this annual budget does not include sedimentation and erosion control, street sweeping, capital improvements or lake management. It is estimated by city staff that the costs could increase to \$500,000 to \$750,000 annually with the addition of those measures. The other cities cited the following costs: Winston-Salem \$280,000; Durham \$364,000 and Charlotte \$400,000-\$500,000. Again, Phase I does not include post-construction and other measures that Phase II requires. The question is, how will local governments fund Phase II?

The requirements that will most significantly affect development are for construction site stormwater runoff control and post-construction stormwater management for new development. The federal requirements for construction site stormwater runoff control are similar to North Carolina's existing sedimentation and erosion control program. Local governments may meet these requirements using existing state or local programs.

Under required post-construction controls, all development will have to control stormwater using methods such as detention ponds, buffers, created wetlands, ditches and grass swales. Operation and maintenance agreements will have to be approved by the cities. Homeowner's Associations will be responsible for maintaining these ponds and structures into perpetuity. Questions regarding what liability developers and local governments will have not been answered by DWQ.

The additional construction and maintenance costs associated with the post-construction requirements will be borne by homeowners. Recent developments in Raleigh, which is required to comply with the Neuse River stormwater requirements, indicate that the upfront costs to comply

with nutrient reduction requirements ranged from \$2,500 to \$5,000 per unit for residential and \$30,000 to \$60,000 per acre for commercial, office and industrial uses. In order to comply with Phase II, volume specifications and consideration of topography and subdivision size will lead to higher costs than that as more and/or larger ponds and devices will be required. HOAs will undoubtedly be required to carry insurance and maintain the stormwater devices, this could start at \$250 per unit. These additional costs will seriously diminish housing opportunities.

There is no justification or nexus between some of the proposed requirements and actual stormwater runoff problems. The NCHBA has been commenting on Phase II for a year and will continue to address this very serious issue.

# Board of Directors Report:

## Membership Changes

Below are highlights of the June Board of Directors meeting:

- Approved the resignation of 3 members
- Approved 2 REALTORS® transferring from other Boards
- Approved 3 new Affiliate members
- Heard a report from the Governmental Affairs Director on requesting Issues Mobilization Funds from NCAR and on the status of the contracts for Dr. John Connaughton to conduct a Davie County Fiscal Impact of Housing study and for Dr. Mark Dotzour to review the study being conducted by Tischler & Associates for Davie County government. The GAD also reported on House Bill 1490, an act to provide that local revenues may not be withheld by the state
- Heard an update on the golf tournament to raise funds for SCAN
- Authorized the EVP to reserve a hospitality suite at next year's convention as soon as the information becomes available and then next year's Board of Directors can make the final decision if they want our Association to host a suite
- Discussed possible nominees for the NCAR Hall of Fame Award and the NCAR Regional Service Award; Deferred the nominations to next month's meeting until they could review bios on the nominees
- Decided to present the local Citizenship Award at the August membership meeting
- Heard from the EVP that the Board of Directors might have to hold a procedural review of a recent case heard by a Professional Standards hearing
- Heard a report from the President and the EVP on the recent NCAR Legislative Meetings

### Membership Totals Report

(as of June 30, 2002)

REALTORS®	972
Affiliates	75
Institute Affiliates	11
Public Service	4
Life Members	<u>28</u>
TOTAL	1090

Applied for Membership	27
Non-Member Licensees	139
MLS Participants	1175
C&I Participants	104
PMD Participants	31

### Resignations:

Lynda Lengyel (Prudential Carolinas Realty)  
 Robert Scarborough (Crowder McChesney & Associates)  
 Debra Stubbs (Century 21 Roberts)

### Leave of Absence:

Tara Lynch Cranfill (Crowder McChesney & Associates)

### New Affiliate Members:

Eric Braun (Bunch & Braun, PLLC)  
 Ralph Bunch (Bunch & Braun, PLLC)  
 Frank Fowler (McNeely Pest Control)

### Transfers:

Jo Ann Greene (United Triad Realty)  
 Ellen Grubb (Coldwell Banker Triad)  
 Meredith Holroyd (Re/Max Realty Consultants)  
 Terry Long (Coldwell Banker Triad)  
 Lee Mabe (Hampton-Voss, REALTORS)  
 Mason Reilly (Mulvaney Homes)  
 Harry Sellers (Real Estate Options)  
 Mary Ann Vescio (Re/Max Realty Consultants)

### Applicants:

Beth Atkinson (Prudential Carolinas Realty)  
 Heidi Carr (Miller-Shaw, Inc.)  
 Robert L. Clendenin (Prudential Carolinas Realty)  
 Monica Crawford (Re/Max Hallmark Realty)  
 Terri S. Davi (Coldwell Banker Triad)  
 Cynthia R. Dixon (Coldwell Banker Triad)  
 Tiffany Earnhardt (Coldwell Banker Triad)  
 Barbara S. Elliott (Coldwell Banker Triad)  
 Millard F. Martin (Coldwell Banker Triad)  
 Sharon McElveen (Prudential Carolinas Realty)  
 Crystal Mendenhall (Prudential Carolinas Realty)  
 Richard Moore (Crowder McChesney & Associates)  
 Timothy M. Orlando (Keller Williams Realty)  
 Rhonda Pedersen (Re/Max Realty Consultants)  
 Dan T. Privett (Carolina Life-Style Realty)  
 Merie Rector (Pennington & Company)  
 Allison M. Sarandis (Realty Choices, Inc.)  
 Matthew J. Silmsner (Silmsner Realty)  
 Darvis G. Stanley (Coldwell Banker Triad)  
 Christopher Stewart (Keller Williams Realty)  
 Lynn R. Stewart (Graham & Boles Properties)  
 Samuel L. Stone (Coldwell Banker Triad)  
 Dale Terry (HMC)  
 Sharon F. Thomas (Prudential Carolinas Realty)  
 Lu S. Tickle (Landfinder Realty)  
 Patricia G. Vilar (Re/Max Realty Consultants)  
 Amos U. Wilson II (New Millennium Realty)



## Thomas W. Lambe, Jr. Hall of Fame Award

**Deadline For Nominations:** Friday, September 14<sup>th</sup> 2002

**Date of Presentation:** November Membership meeting

**Award Selection Committee:** Last 9 Presidents of the Association

**Qualifications for the Award:**

- 1) Nominees must be or have been active REALTORS<sup>®</sup> for at least 10 years.
- 2) Nominees must be a member as of January 1st of the current year.
- 3) Nominees should have made contributions to the real estate industry and the REALTOR<sup>®</sup> organization which have had an enduring effect.

**1995**

Max Dwiggins  
 Vernon Ferrell  
 Lewis Hubbard  
 Ray Johnson  
 Sam Ogburn, Sr.

**1996**

June Dinkins  
 Paul Johnson  
 Henry Nading  
 Cliff Vaughan  
 Lanier Williams

**1997**

Rick Crowder  
 Chummy Grubbs  
 Mary Ann Parrish  
 Gordon Pfefferkorn

**1998**

Louis Baldwin, Sr.  
 David Shaw

**1999**

Sophia Cody  
 Robert Helms  
 Kapp Ogburn, Jr.

**2000**

Charles Freeman  
 Carolyn Hardy  
 Bob Hartsell

**2001**

Phillip Johnson  
 C.C. Smithdeal, Jr.  
 John Gallaher

**Nomination Form for the Thomas W. Lambe, Jr. Hall-of-Fame Award**

Nominee: \_\_\_\_\_

Nominated By: \_\_\_\_\_

***Please fax to 768-7295, email [shamberis@wsrar.com](mailto:shamberis@wsrar.com), or mail to:***

WINSTON-SALEM REGIONAL ASSOCIATION  
 OF REALTORS<sup>®</sup>, INC.  
 195 Executive Park Blvd. Winston-Salem, NC 27103

## REALTOR<sup>®</sup> CITIZENSHIP AWARD

The WSRAR REALTOR<sup>®</sup> Citizenship Award was established in 1990 to recognize REALTORS<sup>®</sup> for their contributions to the betterment of their community through outstanding public service. Nominations must be received by July 15, 2002. The award will be presented at the August Membership Meeting.

Competition rules and criteria are based on the following:

- ◆ Only REALTOR<sup>®</sup> members can be nominated.
- ◆ Previous winners of the NCAR REALTOR<sup>®</sup> Citizenship Award are not eligible.
- ◆ The last four recipients of the award will review all nominations received and will make the final decision based on the community service of the member.
- ◆ Points are awarded in the following manner:
  - 5 for membership in each community service group (Rotary, Lions, etc.).
  - 10 for service as a Board member or officer of a community service organization.
  - 10 for voluntary work in a political campaign.
  - 10 for public service.

The winner will receive a plaque and a permanent plaque is displayed at the Association office. Our local recipient will be submitted to the NCAR office where a state winner is selected. Previous winners of our local Citizenship Award are:

- |                        |                        |
|------------------------|------------------------|
| 1990 – Sandy Mitchell  | 1996 – Nat Taylor      |
| 1991 – Jean Humbert    | 1997 – Tom Bush        |
| 1992 – Bob Hartsell    | 1998 – Lou Baldwin     |
| 1993 – Beau Dancy      | 1999 – Charlie Freeman |
| 1994 – Ferrell Clay    | 2000 – Emma Graham     |
| 1995 – Ginger McCollum | 2001 – Robert Sanders  |

Please take the time to clip and return the nomination form to help bring attention to a REALTOR<sup>®</sup> who deserves credit for their public service work.

### Nomination Form for REALTOR<sup>®</sup> Citizenship Award

Nominee: \_\_\_\_\_ Nominated by: \_\_\_\_\_

Member of the following community service groups: \_\_\_\_\_

Board member or officer of the following community service organizations: \_\_\_\_\_

List work for political campaigns: \_\_\_\_\_

Public service of nominee: \_\_\_\_\_

Attach additional sheets if necessary. **Nominations due by July 15, 2002.**

*Mail to:* Winston-Salem Regional Association of REALTORS<sup>®</sup>, Inc.,  
 195 Executive Park Blvd.  
 Winston-Salem, NC 27103

*Fax to:* 336-768-7295

# JULY BIRTHDAYS

- |           |  |   |
|-----------|--|---|
| <b>1</b>  | Mike Hampton   |   |
| <b>2</b>  | Anita McKnight ABR   |   |
| <b>3</b>  | Ladd Freeman<br>David A. Genevie   |   |
| <b>4</b>  | Terry R. Hedrick ABR<br>Patricia McCormick GRI ABR<br>Diane Tirrell<br>John W. White                           |   |
| <b>5</b>  | Paul M. Bodenheimer<br>Jan H. Doty<br>Louis G. Jewell  |   |
| <b>6</b>  | Ann M. Chilton GRI<br>Linda V. Motsinger   |   |
| <b>7</b>  | Carnella Acker<br>Clement H. Little<br>Leonard W. Taylor   |   |
| <b>8</b>  | Victoria Boysen<br>Mary Coan<br>Denny W. Farrimond GRI CRS<br>Ricardo Harley GRI                               |   |
| <b>9</b>  | Zelda Bryant<br>Paige Dillon<br>Linda M. Pegram<br>Larry R. Thomason   |   |
| <b>10</b> | Gena Cline<br>James Ellis<br>Ronnie J. Roberts   |   |
| <b>11</b> | Shane Shuler<br>Shaun T. Sidden  |   |
| <b>12</b> | Nancy H. Anders<br>Fran Briggs<br>Susan E. Carter GRI CRS<br>Leslie M. Glaspey<br>Lucretia H. Vriesema GRI     |   |
| <b>13</b> | Nancy Brady<br>Tom Carlisle CRS<br>S.I. Craft Jr.<br>Cindy Durham<br>Audrey M. Fuhrmann<br>Andrea S. Suggs ABR |   |
| <b>14</b> | Joy Bailey GRI<br>Christopher R. Barnette<br>Larry Biggs ABR CCIM<br>Katy Boles<br>Josh Greer                  |   |
|           |  | <b>15</b>   |
|           |  | Kim M. Hackler ABR<br>Elizabeth Payton<br>Kelly K. Rhoades  |
|           |  | Angela C. Lawrence<br>Anna Kathryn Reece<br>Julie Wilson  |
|           |  | <b>16</b>   |
|           |  | May B. Kinlaw GRI ABR<br>Jay Luke   |
|           |  | <b>17</b>   |
|           |  | Lucia E. Rosenblatt GRI   |
|           |  | <b>18</b>   |
|           |  | Eleanor R. Bell GRI CRS ABR   |
|           |  | <b>19</b>   |
|           |  | Jimmy Barrett<br>Leigh Cortesis   |
|           |  | <b>21</b>   |
|           |  | Fran Johnson GRI<br>Chad J. Sizemore  |
|           |  | <b>22</b>   |
|           |  | Donald L. Dunnagan  |
|           |  | <b>23</b>   |
|           |  | Mike B. Kotarba   |
|           |  | <b>24</b>   |
|           |  | Jake E. Faircloth<br>Stacey L. Leyba  |
|           |  | <b>26</b>   |
|           |  | Johnny H. Lambert<br>Donna J. Parrish GRI   |
|           |  | <b>27</b>   |
|           |  | Cheryl P. Everhart<br>Carrie H. Heath<br>Dean Piatt<br>Courtney Slawter CRS<br>Helen Stubblefield GRI |
|           |  | <b>28</b>   |
|           |  | Vicki B. Bullard<br>Azilda Duncan<br>Samie Gupton GRI CRS<br>Arthur Johnston GRI<br>Shawn A. Mayo     |
|           |  | <b>30</b>   |
|           |  | Linda Abrams GRI<br>Frank A. Plunkett<br>Monica Taylor  |
|           |  | <b>31</b>   |
|           |  | Mack Brown  |



## Driving Product Development in Tempo – Part II Statistics and Management Reports Task Force

Last month's article made you aware of Triad's new Product Development Committee, charged with providing the Triad staff with user feedback on the value and priority of new MarketLinx enhancements and Add-Ons. The committee was also given the task of reviewing Triad MLS user's ideas and requests for enhancements and will try to incorporate them into new versions of our Tempo™ product. This month I want to update you on Triad's newest task force on Statistics and Management Reports.

The need for improvement of Tempo's™ Management Reports was discussed at the last MarketLinx User Group (MUG) meeting (MarketLinx currently has 16 MLS customers and over 100,000 users. The Triad staff is a member of MUG and attended a meeting with the staff of the other 15 MLS customers in April.) In an effort to "drive" product development, we volunteered to take the lead role in re-designing or creating some new management reports in Tempo™ and to coordinate our efforts with the other MUG members and MarketLinx developers. Therefore, we have created a task force to make sure that our member's ideas are included in the development process. Some of the topics for inclusion in the reports are Company Market Share, Company Ranking, Office Ranking, Area Analysis, Home Sales Information, etc.

A time consuming project it will be! The entire process could take six months or longer. It's hard to tell how long when you're still collecting ideas and haven't decided what the reports will look like. However, the process has begun and we have come a long way from where we were two years ago.

If you remember two years ago, we were eagerly searching for an MLS product that worked and yielded consistent search results. One year ago, we decided that when we converted over to the new product and got to a point where things were running smoothly, that we would go back and take a look at improving the management reports. We would work diligently to drive future Tempo™ product development and provide enhancements to the Tempo™ system. See the Triad MLS article *Triad MLS Converts to MarketLinx's Tempo MLS System* July, 2001 at [www.triadmls.net](http://www.triadmls.net).

Today, we are still committed to that goal and will keep you updated on the progress of the development of the new Tempo™ Management Reports and other enhancements as we focus our in-house development efforts, on providing integrated applications and information through web-based services.

You can link to other newsletters online at [www.triadmls.net](http://www.triadmls.net).

By:

Darrin D. Edwards, MBA  
Executive Vice President  
Triad MLS, Inc.

## EKEY/DISPLAY KEY REMINDER

Please remember any problems with your DisplayKEY or eKEY should be reported to SUPRA (877) 699-6787. Technical support is available 9 a.m. - 10 p.m. Please also be advised most boxes operate only under the following hours (unless programmed for 24 hour access): 7 a.m. - 9 p.m. standard, 8 a.m. - 10 p.m. daylight savings. If you receive a 'not authorized' message on your keypad, scroll to 'error codes'. Please report this error code to SUPRA technical support (877) 699-6787. Please remember to use the cradle to update your keypad. While you can obtain an update code by calling KIMvoice or using [www.supraekey.com](http://www.supraekey.com) <<http://www.supraekey.com>>, this should be done just for emergencies. Showing activity will only be updated by using the cradle; it is also the only way to keep the key battery charged. Also, if you get continuous update codes, your key's memory will become full resulting in data corruption on the key.

# RPAC Supercedes Goal at \$18,373 and Rising

The 2002 N.C. RPAC fund drive is making good progress, as \$166,173 has been raised so far from 2,717 individuals. Eight local boards already have exceeded their goals (Carteret County, Havelock, High Point Regional, Topsail Island, Washington-Beaufort, Wilson, Winston-Salem and Yancey-Mitchell). The Raleigh Regional Association leads the way with \$22,930 raised so far, followed by Winston-Salem at \$18,224. Good job so far and keep it up!

**\$1,000 Contributors**  
 June Dinkins  
 Robert Helms  
 Lewis Hubbard  
 Brent Bruner

**\$500 Contributors**  
 Katy Boles  
 Tonda Burr  
 Paul McGill  
 Sam Ogburn Sr.

**\$250 Contributors**  
 Rick Crowder      Beverly Godfrey  
 Bruce Hubbard      Tom Johnson  
 Trip Smithdeal      Deanne Lentz  
 Nat Taylor      Douglas Dillard  
 John Mark Mitchell      Rod Eller  
 Rosena Dillard      Ted Kelly  
 Lanier Williams

**\$100 Contributors**

Lou Baldwin Jr.	Will Blackwell	George Boss	Cindy Blackwell	Dee P. Parker
Gray Brewer	Richard Miller	Leigh Cortesis	Ginger McCollum	Anne Walker
Lici Fansler	Ferrell Clay	Treasure Faircloth	Buster Robertson	Monte White
Charles Freeman	Randy Honeycutt	Carol Hudson	Lee Ross	Mary Preston Yates
C.J. Hyatt	Charles Miller	George Munford	Rod Hatcher	Audrey M. Fuhrmann
Elizabeth Ogburn	Mary Robertson	Ron Rosenberg	David Shaw	Elizabeth Perkinson
James Salzwedel	Sutton Slawter	Larry Biggs	Phyllis East	Nancy S. Heir
Jay Luke	Courtney Slawter	Phil Johnson	Jo Caubre	Curtis Leonard
Stephen Culler				

**\$99 Club**

May Kinlaw	Jerri Russell	Sandee Lawless	Linda Sherrill	Virginia Newell
Linda Umstead	Liz Rudisill	Wendy Taylor	James Williamson	Don Wall

**Other Contributions:**  
 Zana Bentz, Mary Darezzo, Lara Carpenter, Cathy Samuels, Louise Sohmer, Doris Hohman, Elizabeth Fulk, Vickie F. Bell, Jacqueline Coulston, Andrew Scott, Pat P. Dinkins, Debbie Pennington, Eleanor R. Bell, Susan Carter, Ken Sales, Michael R. Bradshaw, John P. Cosgrove, Jane Whitlock, Mary Ann Paschal Parrish, Cecily Murray, Gena Cline, Gloria Matthews, Kimmera W. Poore, Walter Nail, William C. Nichols, Rebecca White, Tammy Boyd, Butch Ray, Jerry Gray, Martha Sturkie, Mary Howard, Chris Livengood, Ruth Prongay, Linda Bailey, Fannie Fleming, Jeanette Humbert, Julia C. Howard, Darvis Stanley, Linda Liu, Bev Supple, Brenda Shoaf, Marie Horton, Sandy Dyson, Paula Robinson, Phyllis Wilcox, Sharon Thomas, Alice M. Johnson, K. Anna Wilson, Sandra Hedrick, Nancy Phelps, Ellen Grubb, Andrea Suggs, Margie Cashion, Elizabeth Swicegood, Carolyn Hodge, Douglas Teague, Beverly Russ, Julie Holland, Mary Ann Cinc, Lee Nolan, Dorothy Pritchard, Mary Nell Humes, S.E. Foust, Carol Ray, Rosemary Shackleford, Diane Foster, Donna Fiori, Harold Weaver, Jr., Janet Masters, Brenda Liles, Curtis Johnson, Chris Gaide, Mary Baysinger, Daniel Zimmerman, Evelyn Haynes, Rebecca Cook, M.J. Randall, Peter Heaven, James Baucom, Judith Sidden, Evelyn B. Ferguson, Gilbert Boger, Harry Roberts, Mike Hendrix, Troy McDaniel, Connie Kowalske, Kathi Wall, Edward Maxwell, III, Julie Wilson, Martha Waggoner, Terry Hedrick, Michael S. Ryden, Denny Farrimond, Louise Z. Austell, Dorothy Leonard, Olivia Kleinmaier, Brian Sprinkle, M. Chris Perry, Mary Louise Wilson, Bradley E. Jacobs, Merry Barber, Denise Jenkins, Judy Ricardo, Julie Poplin, Beverly Atwell, Shannon Conrad, Donna Poe, John Petitto, Nancy Mershon, Mary Hardwick, Ellen Styers, Nancy Davis, Martha Wood, Alice Hall, Mary Coan, Patricia McCormick, Linda Helsabeck, Nancy B. Sipe, Vicki Fleming, Mindy Smith, Mary Nell Humes, Paula Stephen, Catherine Rothrock, Lamar Taft, Leslie Porter, Shirley Ramsey, Laverne Smoot, Suzie Speas, Martha Rollins, John Stack, Jason Severt, Arthur Spaugh, Jessie Draft, LaMaretta Salley, Jeanette Porter, Bronda Martin, Dennis Nichols, Sherrie Hill, James Singletary, Teresa Ozburn, Tim Hymes, Ritha Tuten, Robin Weant, Rita Crews, William White, Everette Griffin, Benny Mayfield, Gwendolyn Hill, Steven Fowler, Susan Myers, Brad Millsap, Carma Miller, Sharon Cotton, Jack Nelson, Jim Whitehouse, Mark Hartsell, Amanda Miller, Lynn Stewart, Marvin J. Luck, Jennifer Davis, Paula Mosteller, Rosanna Clark, Mrs. James Griffin, Mickey Cruse

**REALTOR® Members Annual Picnic**

**Date:** July 16, 2002  
**Time:** 6:00 p.m.  
**Place:** Benton Convention Center  
**Cost:** WSRAR Members - No Charge  
Guests - \$16.50

RESPOND BY FAX 768-7295 or email [nancy@wsrar.com](mailto:nancy@wsrar.com)  
CANCELLATIONS NEED TO BE RECEIVED BY June 12th

*A very special thanks to Martha Rollins for donating the beautiful Gift Basket for our June Meeting door prize!*

**U.S. Patent and Trademark Office Upholds REALTOR Trademarks**

(June 21) -- The U.S. Patent and Trademark Office has denied a legal challenge to the REALTOR® and REALTORS® trademarks, upholding the right of the NATIONAL ASSOCIATION OF REALTORS® to use the terms exclusively to designate membership in the association.

The lawsuit, brought by Arleen Freeman, a former REALTOR® and member of the San Diego Association of REALTORS®, claimed that the terms are generic and that she should be able to continue to use them even though she is no longer a member of the association. NAR argued that the term is not generic and may be used only to refer to licensed real estate professionals who are members of the NATIONAL ASSOCIATION OF REALTORS® and subscribe to its strict code of ethics.

"This is a successful outcome for us and vindicates one of the positions advocated by the National Association in our response to her petitions. As a former member she had to offer evidence of the marks becoming generic after her membership ended, and the decision is clear that she had failed to do so," said Laurie Janik, NAR's general counsel.

In NAR's telephone survey of real estate professionals submitted as evidence, 84.5 percent recognized the term "REALTOR®" to indicate members of NAR or its state and local associations and boards.

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