

Lake Pointe News

President

Robbin Barnes
Re/Max Suburban
586.262.5163
barnro@mirealsource.com

President-Elect

Brenda Lee Szlachta
GMAC The Kee Group
brendalee@thekeegroup.net
586.246.4600

Vice-President Membership

Kathy Burbeula
Advantage Realty Inc.
586.246.6718
info@callkathy.com

Financial Secretary

Pat Uribe
ReMax/Suburban
586-909-1540
paribe@mirealsource.com

Recording Secretary

Cindy Manciero
Advantage Realty Inc.
586.212.1517
cindy@manciero.net

Upcoming Events

- ⇒ **July 26, 2010**
16th Annual Make A
Difference Golf Outing
Gowanie Golf Club
- ⇒ **August 17, 2010**
Business Resource Meeting
At Home With Diversity
- ⇒ **September 21, 2010**
Mixer & 2011 Election
Location To Be Determined
- ⇒ **October 14, 2010**
Sexy Men of Real Estate
Calendar Launch Party



www.wcrlakepointe.com

June 2010



Robbin Barnes, President

*Congratulations Lake Pointers...
Our Chapter has been honored with the
Gold Award for Chapter Excellence in 2009!*

Greeting Lake Pointers!

What a whirlwind quarter we have had in the Lake Pointe Chapter! Of course the highlight was traveling to the NAR/WCR Mid-Year meetings in Washington D.C. where we received our GOLD Award for Chapter Excellence in 2009! Your line officers were so proud to represent all of you and accept this honor. I want to thank all of the line officers, committee chairpersons, members and volunteers for working so hard last year to make all of our Chapter events a success and for bringing so much value to our members.

Additionally, our Chapter came in First Place for the small Chapter category in the 2010 National Recruitment and Retention Contest! The prize was a \$500 check to our Chapter, which we will use in a way that best serves all of our members. We are seeking ideas and discussion about what to do with this prize money. Let us know your thoughts...

We need your help getting donations of gift certificates, gift baskets, etc. for raffle prizes to be used at the upcoming 16th Annual Golf Outing at Gowanie Country Club on July 26th. Also, please spread the word about the golf outing, we need golfers to sign up!! Look for all the pertinent info in this newsletter as well as your email boxes.

The summer is always a busy time in our business and our personal lives, but don't get too busy to include the Golf Outing on July 26th and the Business Resource Meeting on August 17th in your schedules! Looking forward to seeing you all very soon...

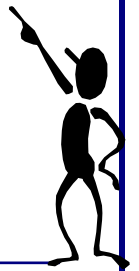
ARE YOU READY??

www.wcrlakepointe.com
www.wcrmichigan.com
www.wcr.org

Texting Ban Begins July 1st

Michigan will join 27 other state in enacting legislation which prohibits behind-the-wheel texting. Violators will face a fine of \$100 for a first offense; \$200 for subsequent offenses.

For more information on the dangers of distracted driving, AAA encourages you to visit www.michigan.aaa.com and read "The Facts About Distract Driving."



To HAFA or Not to HAFA ??

Here is a brief outline of what you can expect with the HAFA program. Basically HAFA (Home Affordable Foreclosure Alternative) provides an option for home owners who are unable to keep their homes thru the existing HAMP (Home Affordable Modification Program).

ADVANTAGES:

- 1st Mortgagee waives deficiency.
- 1st Mortgagee orders appraisal/BPO up front (you know what they will accept).
- Guaranteed 6% commission.
- Uses standardized processes, documents, time frames/deadlines.
- Seller receives up to \$3000 at closing.

DISADVANTAGES:

- If the short sale is denied, or house does not close within 120 days, Seller is forced to accept a deed in lieu or foreclosure, terminating the listing contract.
- Seller must continue making payments up to 31% of gross income.
- Seller must still live in the house.
- 2nd Mortgagee must accept 6% of balance (up to 6,000) and settle the account with no deficiency.
- Seller must apply for HAMP first.
- Property must be in (and kept in) "good condition".
- Seller must continue to pay utilities, assessments and association dues.

Should you have any questions, please call Christa Nowaczyk at Bell Title 586.416.3200



FRB Home Inventory and Fred Berg (WCR Affiliate Member) have just launched a new service for homeowners. They take a professional detailed inventory of your valuable items and home contents, document them and completely maintain your privacy. Doing a professional home inventory insures that you won't suffer a financial loss at claim time. According to the National Insurance Industry, homeowners with a current home inventory at claim time typically receive larger settlements.

Be prepared in the event of a fire, storm, or burglary. For complete details and a free estimate call Fred Berg at FRB Home Inventory 586-909-1949

The major difference between a big shot and a little shot is the big shot is just a little shot who kept on shooting
—Zig Ziglar



Terry Watson

I had the pleasure of taking a PMN class in Washington D.C. at the Mid-Year Meeting in May. Terry Watson was the instructor for the event. Terry did an excellent job motivating the entire group. I actually took 8 pages of notes. Below is my readers digest version of Terry's thoughts on how to get Momentum...

Get Momentum...

1. *There is NEVER a perfect time to do anything. TODAY is the day!*
2. *Make as many decisions as possible. Open your mind up to the possibility. Don't paralyze by analyze.*
3. *Expand your horizons — do something everyday that scares you.*
4. *Reinvent yourself — where do I want to be six months from now?*
5. *Be different... be unreasonable — If you live a reasonable life you will be dominated by unreasonable people.*
6. *Pay attention to you I AM's — don't say negative things after "I am". Beliefs are powerful. They change your life. I AM is an embedded demand and your brain will do as it is told.*
7. *The first 30 minutes of each morning should be reserved for motivational thoughts. It will set the tone for the day.*
8. *Prepare a vision board — We think in pictures.*
9. *Clear the clutter — eliminate 1/3 of what you own. Believe me you don't need it... donate it.*
10. *Systems are your friend — You should only have a problem once. After a problem occurs, develop a system to eliminate it.*

If you are interested in my 8 pages of notes... just give me a call I would be VERY happy to share...

***Brenda Lee Szlachta
GMAC/Real Living Kee Realty***

Great News...



The Michigan Chapter of WCR is sponsoring a PMN class on 9/16 in Southfield. The cost is only \$75 and will include breakfast and lunch. *Effective Negotiating for Real Estate Professionals* is one of the approved courses for earning your PMN Designation. Did you know that our Chapter will reimburse you \$50 for taking the Class? The PMN designation... education so powerful it will keep your competition up at night! ***Are you ready... to earn your PMN Designation?***

Mid-Year Conference Washington DC



Lake Pointe & Rochester
Conference attendees



MI WCR President, Angie
Ridley with Robbin & Mary Rose



WCR Michigan Winners



Kathy & Brenda Lee

The WCR Lake Pointe Continuing Education was held on April 26, 2010, and was a huge success. Special thanks to Jack Waller and Tom Kotzian (WCR Lake Pointe Member) for putting on a very informative event. Also, a big thank you to Dave Klafft from Keller Williams Lakeside for the use of his facility and a wonderful lunch. As an added bonus Con Ed attendees received a coupon for a FREE Business Resource lunch. We are always striving to provide the members with important and relevant classes. If there is a topic you would like us to bring to the membership, please let us know.



Interested in providing
inspiration to your fellow
Lake Pointe Chapter members
at our Business Resource Meeting?
Give Brenda Lee a call 586.840.0400

Save The Date!

Join our *Sexy Men of Real Estate...*

Kevin, Larry, Chris, Terry Mike,
Randy, Craig, Keith, Mike, Nick,
Zack, Randy as we launch our 2011
Sexy Men of Real Estate Calendar

Thursday, October 14, 2010.
Watch for details...

Monday July 26, 2010
18 Hole Scramble
Registration 10:00a.m.

16th Annual
Make A Difference Golf Outing

Gowanie Golf Club 24770 S.River Rd., Harrison Twp.

The MAR Convention & Expo is the largest gathering of Real Estate professional in the State of Michigan. Three days dedicated to the real estate industry. Including knowledge sessions, networking events, and industry trends in the Expo.

September 29—October 1, 2010
Soaring Eagle Casino & Resort—Mt. Pleasant

**WCR Mixer will be held on the September 28, 2010

***WCR Michigan State Annual Meeting



soaring eagle 2010



**If you are not moving closer to what you want in sales
(or life), you probably aren't doing enough asking.**

—Jack Canfield