



**GREATER PROVIDENCE
BOARD OF REALTORS®**
ETHICS • PROFESSIONALISM • INTEGRITY

September 21, 2017

2017 President's Message: Leann D'Ettore



Friends,

As I passed the gavel last week to my highly esteemed successor, Sally Hersey, I was reminded of how grateful and humbled I was to have taken that same oath a year ago. Not only has it been an honor and privilege to serve this amazing association, it has made me a better human being. I found myself waking up every morning asking myself, how can I make the most of my term this week? How can I improve the association as best as possible? Which challenges can I endure? This mentality has opened my mind and heart to a new outlook of living a purposeful life and giving back in ways like never before.

These questions of "how can I", soon transformed into "how can we", because as time passed during my term, I realized that members constantly stepped up, leadership stood by me, and the incredible Board staff worked tirelessly to ensure success at every angle.

Together, we achieved more than I could've ever imagined. Our Board was recognized nationally by NAR for our involvement in the community. We held drives, we cooked for the families of the Providence Ronald McDonald House, and our golf tournament raised over 21k for three amazing charities. Our Board did not hesitate to contribute to the REALTOR® Relief Foundation to help the victims of the recent natural disasters of Hurricanes Harvey and Irma. Our Board also raised more money for RPAC from our membership this year than we ever have in the history of our Board raising over 34k! Our investor goal was 850 but we exceeded that by 10% with our current investors number at 945, a huge jump from last year's 645. We made great strides towards becoming more paperless, enhancing communication among our membership, and increasing membership. We now have over 1,800 members. Our membership numbers haven't been that high since 2007! Thank you all for coming together to achieve all of this and for making this year a tremendous success.

When I accepted the gavel last year, I stood before you stating that I wanted more. More involvement, more for RPAC, more for the REALTOR® image, more communication, more for community outreach, and more membership. We achieved all of that together. My term may soon be ending, but my passion for giving back will never subside. I still want more great things for this Board and this industry that I care so much about. My commitment to our association and our industry will not end here.

From the bottom of my heart, thank you all for making this year a success and thank you for allowing me to serve as your 2017 President.

Circle of Sales Excellence Awards Announcement

As was emailed to all members in July, the applications to apply for this annual program will be emailed to all members by 12/31/17 and will also be posted on our website. Interested members must then e-file the forms to us by the specified deadline.



The Board recognizes the sales success of members who apply and who are approved through a verification process overseen by volunteer members.
Without these volunteers, this program would not be possible!

GPBOR will be updating the recognition process for the 2017 production year. Successfully approved candidates will receive a digital badge with a whole new look, which will indicate whether they were an individual or team effort, along with two (2) e-certificates in 2 different sizes. The Board will no longer provide a print certificate. Members will then be responsible for their individual marketing efforts.

In addition, the Board's Circle of Sales Excellence Rules now require all Team Applications to have a Team MLS ID number. The Team MLS ID number must be reflected on all MLS Market Award Reports from RI's Statewide Multiple Listing Service's Matrix System. If you regularly file a team application, please plan accordingly now so that you will be prepared by 12/31/17. Thank you for your cooperation.

Sally Hersey installed as the 2018 President of the Greater Providence Board of REALTORS®



Sally Hersey, a sales associate of Williams & Stuart Real Estate in Cranston, was installed as the 111th President of the Greater Providence Board of REALTORS® on 9/13/17 at the Squantum Association in East Providence. She will assume this role in November.

The Board also installed its 2018 Officers and Directors on 9/13/17 and honored REALTOR® Emeritus Members Sally Lapidés and Joyce Phipps, 2017 REALTOR® of the Year Don Parsons and 2017 Lear Award Recipient Ann M. Shackford.

[Click here](#) to see the full text of our release.

Your 2018 dues order has been posted to your account

Please view & pay [your 2018 membership dues renewal invoice](#), which has been posted to your account. No paper invoices will be mailed.

See your 9/15 & 9/17 emails from us. One will contain your username. The 2nd email will contain your password (which is case-sensitive).

Members are responsible for logging into the portal to renew electronically by 11/1/17. Reinstatement fees will be added to your total, should your membership lapse. Be sure to check out these [questions & answers](#) regarding 2018 dues & membership. Explore the [Dues Savings Plan](#) with the RFCU.

Thank you for your membership this past year. We look forward to continuing to serve you in 2018. Questions? Please call 401-274-8383 or email info@gpbior.realtor.



FREE!

TWO REALTOR® SAFETY WEBINARS

9/20 1PM CDT | SAFETY: DO THIS NOW

9/27 1PM CDT | STAY SAFE BY BUILDING BETTER BUSINESS RELATIONSHIPS

REGISTER NOW

REALTOR SAFETY PROGRAM

NATIONAL ASSOCIATION of REALTORS®

SOLD OUT:
**Our Professional
 Development Series of
 10/17/17**



Understanding Financing for The First Time Home Buyer
 9:30-11:30 AM

Understanding the Purchase & Sales Agreement
 12:30-2:30 PM

The Appraisal Process
 3:00-5:00 PM

Want to be added to the waitlist? Then click [HERE!](#)

Board updates website and email addresses

Please note the Board recently updated its website and email addresses to adopt the REALTOR® domain. Our new website is www.gpbtor.realtor and our staff members may be reached at the following:

Donna Andrews, Chief Executive Officer: donna@gpbtor.realtor
Suzanne Silva, RCE, Chief Operating Officer: ssilva@gpbtor.realtor
Erin Herzog, Membership Director: ehertzog@gpbtor.realtor
Kate Leach, Administrative Assistant: kleach@gpbtor.realtor
General Email: info@gpbtor.realtor

Please be sure to update your address books and to add us as a safe sender in our email program.



Visit us on the web at www.gpbtor.realtor

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