



REALTY EXECUTIVES Southern Region



Eagles' Edition

June 2010

EXPERIENCE EXCELLENCE®

Broker / Owner Symposium

*** Breaking News!!! ***

Tom Esdale and Ken Durkee just returned from an International Broker/Owner meeting in Phoenix, AZ. It was great to be with the folks from the Southern Region. Those with us were Jen Dollar of Orlando, FL; Oscar Marti of Miami, FL; Charles Motley of Knightdale, N.C.; Steve Johnston of Greensboro, N.C. and Carlton Purvis of Athens, Ga. A special "Thank You" to Rich Rector and Glenn Melton for delivering a fantastic meeting! We all came away from the meeting with our heads swimming with the great strides Realty Executives International is making to place us well ahead of our competition.



Here are just a few highlights of a three and half hour presentation we received on how Realty Executives is positioning us to be at the top of the list with substance when it comes to real estate technology.

Web Platform

- FLASH – 93% of all buyers using a REALTOR researches first online to search for homes.
- Realty Executives International has developed a state-of-the-art web platform that will enable us to connect our international listings. The web platform is unique to the real estate industry because it will link all of us together moving our brand to the top of real estate search optimization.
- This system will be operational for everyone by the NAR Convention this November.
- The platform is as sophisticated as your i-Phone - giving us unlimited capability to expand our awareness through all the Social Media outlets available now and in the future.
- As part of the technology initiative, a brand new, highly upgraded and sophisticated Executive webpage is being developed that will be highly interactive with all Social Media systems.
- The new Executive webpage format can include your profile, IDX, Blog, Twitter, Facebook, a link to Realtor.com, SearchforHomes.com and other Social Media plus bookmarking capability.
- The Executive webpage will be available on two levels – one for the consumer and internally to other Executives looking for professionals to handle their referrals.
- Executive webpage's won't be available until later this summer. In the meantime, please update all of your personal information now in our system!
- REI listing search will be modified so Google will more readily recognize our listings.
- REI websites will have a "feedback" button for immediate consumer feedback.
- RealtyExecutives.com will have a translation option so that you can read any of the Realty Executives foreign websites in any language REI permits.
- Anyone in the world will be able to search REI listing from anywhere in to world to any of our international locations.

SmartSigns/Tags

- A brand new signage program called "SmartSigns" using SmartTag technology. The SmartTags will be available for your yard signs, your billboards and in your print media that are read by any mobile device giving instant data over the web to your

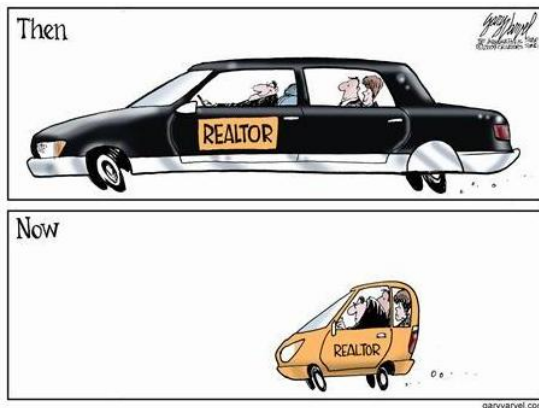
customer including virtual tours, videos, and web links of anything you want to link to the SmartTag.

- Once a customer scans the “SmartTag” with their mobile device, you capture their phone number for an opportunity to call them back on your listing!
- Visit www.gettag.mobi to download the application to your smart phone to start using SmartTag technology today.

Timelines for Delivery

- New websites will be in beta testing starting late June/early July.
- Full launch and training on website initiatives to begin by August 30th.
- September 30 to December 30 – Launch of Executive websites
- Realty Executives is positioning themselves to begin a marketing campaign beginning at the NAR Convention to drive the customer to Realty Executives websites to search for your listings!
- SmartSigns/Tags to be available within 90 days.

In summary: On a personal note, I have never been more excited at where Realty Executives International is going than I am today! The cartoon shown below, drawn by Gary Varvel illustrates our industry then and now. The evolutionary direction that Realty Executives International is taking would change the cartoon to reverse this image.



Realty Executive International's Executives would be in the luxury vehicle, while the rest of the industry would continue in the subcompact car. Realty Executives International's vision to capture the consumer on the Internet before they enter the buying market is just plain OUTSTANDING! Just think, other companies can advertise their

brand daily and not grow; yet, we should see rapid growth in business because we are capturing the customer at the point of contact, the Internet. This concept is not just another tool to use... it is “Game Changing”! This is one of those times where “you had to be there” to be fully impacted by the vision and direction REI is taking. **Folks, this is breathtaking!!! We will cover all of this in more depth at our Annual Regional Conference in Savannah October 7th through the 9th. So, please be sure to be there!**

Economic Update

Ken Durkee

What is going on in the Economy?

During the recent G-20 meeting in Toronto, Canada, the European Union nations stated that they wish to reduce their deficits significantly by 2014. If they are serious about reducing government spending, we would see some improvement in the world economy. Additionally, Americans will need to wait to see if Congress will reduce the amount of additional spending, over and above current revenue to the treasury, without raising taxes. Recent surveys of the consumer shows that their confidence level has fallen to below the level of March 2010 and has given up the gains for the last 90 days. As consumer confidence softens, the amount of discretionary spending by the consumer also softens. Below is an article written by *CNNMoney.com* for you to review.

NEW YORK (CNNMoney.com) -- A key measure of consumer confidence fell in June, reversing a three-month gain, as Americans remain nervous about the job market.

The Conference Board, a New York-based research group, said its Consumer Confidence Index dropped to 52.9 in June from 62.7 in May. It was the lowest level since March, when the index stood at 52.3.

"Increasing uncertainty and apprehension about the future state of the economy and labor market, no doubt a result of the recent slowdown in job growth, are the primary reasons for the sharp reversal in confidence," Lynn Franco, director of the Conference Board Consumer Research Center, said in a statement.

Consumer confidence had been recovering slowly since the index hit a record low of 25.3 in February 2009, but the gauge is still far from a reading above 90, which indicates the economy is stable and 100 or above, which indicates strong growth.

Economists pay close attention to measures of consumer confidence as a proxy for consumer spending, which drives the bulk of the U.S. economy.

"Today's report on confidence provides little reason to expect a meaningful pickup in consumer spending in the near term," said Jim Baird, partner and chief strategist at Plante Moran Financial Advisors. "Consumers are still exceedingly nervous about the jobs market."

"Although the economy is growing, consumers recognize that employers remain hesitant to hire and jobs are still hard to come by," Baird said.

Economists expect the government's monthly jobs report for June to show a decline of 100,000 jobs after temporary Census hiring led to the biggest monthly job gain in ten years during May.

Meanwhile, the government said last week that the economy grew at a slower pace in the first three months of this year than previously estimated.

Gross domestic product, the broadest measure of the nation's economic activity, grew at an annual rate of 2.7% in the first three months of 2010, according to the Commerce Department, down from the previous reading of a 3% rise.

What does all this mean? For the past two months I have been searching information outlets looking for data so that a trusted forecast could be made to our members. The data is sound. Here are the facts:

- New construction will near 300,000 units for 2010, the lowest in unit count in years.
- Sales of merchandise will soften.
- Housing inventories will inch upward in the near term.
- The median price is up 4% in the past year but will flatten near term.
- New hires in the private sector are minimal.
- Housing interest rates will continue to be very favorable near term.
- GDP growth was 2.7% for the first quarter adjusted downward.
- Commercial real estate will continue to soften during 2010.
- We will remain in a buyers market for some time.
- Frugal spending will return short term.
- Stock market closed below 9,000.
- The value of the dollar may have reached its floor and is beginning to strengthen.
- The Fed Chairman continues to hold interest rates at their current rate.
- Inflation is still flat, but expect some movement upward later in the year.
- Banks profits continue to improve.
- Appraisals have become more realistic; however, some appraisers still use foreclosures and short sales in their mix of comparables forcing values downward.
- Cost of a barrel of oil is still trading in the normal range and supply is still greater than demand.
- Remember, the BP oil spill never made it to market.
- Unit number of foreclosures will continue to increase short term awaiting a rebound in the job market.

The public is hopeful that following the November elections, the new Congress will rein in government spending substantially. Until the elections, the public is unsure about their financial future and the

financial future of their children and grandchildren. A wait and see attitude will creep into individual thinking for the near term, causing further slowing of the economy.

Here is the great news. Maslow's Hierarchy of Needs demonstrates that there are three items that everyone must have. Those items are: food, **shelter** and clothing. Fortunately, we are shelter specialists. If the economy slows further, they will need our services even more than before. Isn't it great that you are positioned to help those consumers that need your help now? What the consumer needs to hear from you is that now is the time to buy or sell a home and you are just the right person to help them. The Southern Region wishes everyone the best during 2010!

Congratulations to all of you for getting off to a **Great Start in 2010**. Two Executives have achieved the Diamond Award and ten Executives have achieved 100% Club status in only five months. WOW! This is fantastic!!! You are all amazing!

Diamond Award

1	Judi Starliper	Knoxville	2	Alona Dishy	St. Petersburg
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100% Club Award

1	Sandra D'Aquin	Knoxville	6	Kimberly M Decanini	St. Petersburg
2	Joe Ciarla	Port Charlotte	7	Angela Lloyd	Knoxville
3	Ben Smith	Johnson City	8	Quint Bourgeois	Knoxville
4	Sally Love	The Villages	9	Jerry Sigler	Pinellas Park
5	Cindy Wise	The Villages	10	Jackie Price	Knoxville

Gold *EXECUTIVE* Award

1	Ron Brunelle	Port Charlotte	12	Paula Massey	South Savannah
2	Debbie Cunningham Team	St. Petersburg	13	Carrie Dougherty	Knoxville
3	Kerry Queener	Knoxville	14	Jackie Mills	Knoxville
4	Cheryl Walker	Chesapeake	15	Dick Brower	Knoxville
5	Denise Fritts	Kingston	16	Robert Sabrkhani	Lake Mary
6	Ellen Purvis	Bogart	17	Karen Taporowski	The Florida Keys
7	Debra Whaley	Knoxville	18	Ron Petzel	Port Charlotte
8	Lillian Sung	Kempsville	19	Betty Cooper	Knoxville
9	John Melton	Knoxville	20	Bev Shive	The Villages
10	Joe Chalmers	Knoxville	21	Tim & Sue Malloy Team	St. Petersburg
11	Nancy Alley	Knoxville			

Silver *EXECUTIVE* Award

1	Renee Hentschel	Hickory	23	David DiGioia	Cornelius
2	Jim Smith	The Florida Keys	24	Michael Cameron	Knoxville
3	Vicki Everbach	Knoxville	25	Craig Pomfret	Port Charlotte
4	Jon Brock	Knoxville	26	Lynn O. Butcher	Bristol
5	Heather & Bill Pourchot	Seminole	27	Jerry Collins	Knoxville
6	Doyle Webb	Knoxville	28	Jeff Larue	Knoxville
7	Stephen Johnston	Greensboro	29	Daniel Green	Knoxville
8	Sharon Bailey	Knoxville	30	Jennifer Hollowell	Winston-Salem
9	Adam Sharp	Knoxville	31	David Talley	Knoxville
10	Jan Cole	Knoxville	32	Andrew Cole	Knoxville
11	Ashley Finney-White	Knoxville	33	Don Taylor	St. Petersburg
12	Randy Susong	Knoxville	34	Furman Burt	Winston-Salem
13	Timothy Hathaway	Knoxville	35	Cheryl Hollway	Lynnhaven
14	Tom Hughes	Knoxville	36	Pamela Zibell	St. Petersburg
15	Jay Fradd	Pigeon Forge	37	K C Jones	St. Petersburg
16	Mary Ann Stephenson	Knightdale	38	Paula Spartz Sanders	Lynnhaven
17	Tyler Fogarty	Knoxville	39	James Lee	Knoxville
18	Annie Sellers	Knoxville	40	Tammie Hill	Knoxville
19	Doug Gregory	Chesapeake	41	Maurice Sikes	Melbourne
20	Julie Hedges	Johnson City	42	Kathy Caylor	Knoxville
21	Donald Canter	Knoxville			
22	Carlene Wales	Lynnhaven			

Congratulations to all of you for getting off to a **Great Start in 2010**. The Executives listed below demonstrate that if they continue to produce at the same rate of gross commission income closed per month, then by December 31st, these individuals could achieve this award level by the end of 2010. Keep you eye on the goal, it is achievable!

Double Diamond Award

1	Judi Starliper	Knoxville	3	Sandra D'Aquin	Knoxville
2	Alona Dishy	St. Petersburg	4	Joe Ciarla	Port Charlotte

Diamond Award

1	Ben Smith	Johnson City	5	Angela Lloyd	Knoxville
2	Sally Love	The Villages	6	Quint Bourgeois	Knoxville
3	Cindy Wise	The Villages	7	Jerry Sigler	Pinellas Park
4	Kimberly M Decanini	St. Petersburg			

100% Club Award

1	Jackie Price	Knoxville	5	Cheryl Walker	Chesapeake
2	Ron Brunelle	Port Charlotte	6	Denise Fritts	Kingston
3	Debbie Cunningham Team	St. Petersburg	7	Ellen Purvis	Bogart
4	Kerry Queener	Knoxville	8	Debra Whaley	Knoxville

9	Lillian Sung	Kempsville	52	Jennifer Hollowell	Winston-Salem
10	John Melton	Knoxville	53	David Talley	Knoxville
11	Joe Chalmers	Knoxville	54	Andrew Cole	Knoxville
12	Nancy Alley	Knoxville	55	Don Taylor	St. Petersburg
13	Paula Massey	South Savannah	56	Furman Burt	Winston-Salem
14	Carrie Dougherty	Knoxville	57	Cheryl Hollway	Lynnhaven
15	Jackie Mills	Knoxville	58	Pamela Zibell	St. Petersburg
16	Dick Brower	Knoxville	59	K C Jones	St. Petersburg
17	Robert Sabrkhani	Lake Mary	60	Paula Spartz Sanders	Lynnhaven
18	Karen Taporowski	The Florida Keys	61	James Lee	Knoxville
19	Ron Petzel	Port Charlotte	62	Tammie Hill	Knoxville
20	Betty Cooper	Knoxville	63	Maurice Sikes	Melbourne
21	Bev Shive	The Villages	64	Kathy Caylor	Knoxville
22	Tim & Sue Malloy Team	St. Petersburg	65	Tony Hall	Florence
23	Renee Hentschel	Hickory	66	Autumn Hackney	Pigeon Forge
24	Jim Smith	The Florida Keys	67	David Hackney	Pigeon Forge
25	Vicki Everbach	Knoxville	68	Gina King	Hickory
26	Jon Brock	Knoxville	69	Jeanne Dukes	Knoxville
27	Heather & Bill Pourchot	Seminole	70	Glenn Ryder	Kempsville
28	Doyle Webb	Knoxville	71	Debaran Hughes	Knoxville
29	Stephen Johnston	Greensboro	72	Chris Spencer	Hickory
30	Sharon Bailey	Knoxville	73	Linda Mabry	The Villages
31	Adam Sharp	Knoxville	74	Sandra Loveday	Knoxville
32	Jan Cole	Knoxville	75	Debbie Okruhlica	The Villages
33	Ashley Finney-White	Knoxville	76	Mary Crawford	Melbourne
34	Randy Susong	Knoxville	77	John Edwards	St. Petersburg
35	Timothy Hathaway	Knoxville	78	Dawn Kilby	Hickory
36	Tom Hughes	Knoxville	79	Jeff Funk	Central Florida
37	Jay Fradd	Pigeon Forge	80	Cheryl Pass	South Savannah
38	Mary Ann Stephenson	Knightdale	81	Jason Bramlett	Greensboro
39	Tyler Fogarty	Knoxville	82	Judy Collins	Knoxville
40	Annie Sellers	Knoxville	83	Paula Thomas	Knoxville
41	Doug Gregory	Chesapeake	84	Pamela Raymond	Seminole
42	Julie Hedges	Johnson City	85	Robert Berube	The Villages
43	Donald Canter	Knoxville	86	Milford Leedy	The Villages
44	Carlene Wales	Lynnhaven	87	Terry Goodson	Knoxville
45	David DiGioia	Cornelius	88	Rusty Ensor	Knoxville
46	Michael Cameron	Knoxville	89	Frank Weiskopf	Knoxville
47	Craig Pomfret	Port Charlotte	90	Emma Bea Stallings	Knoxville
48	Lynn O. Butcher	Bristol	91	Donna Bailey	Knoxville
49	Jerry Collins	Knoxville	92	Darrell Moore	Chesapeake
50	Jeff Larue	Knoxville	93	Noel Ortiz	Kissimmee
51	Daniel Green	Knoxville			

Gold *EXECUTIVE* Award

1	Paul Klink	St. Petersburg	28	Judy Taub	Erwin
2	Carlton Purvis	Bogart	29	Wanda Hendryx	Seymour
3	Judy Massey	Knoxville	30	Stacey Brandau	Knoxville
4	Diane Frith	Knoxville	31	Dave Laspesa	The Villages
5	Susan Caruana	Lynnhaven	32	William Long	Knoxville
6	Kelly Bullard	Knoxville	33	John Gorry	The Villages
7	Alan Price	Kempsville	34	Jay Crockett	Johnson City
8	Louise Harrison	Knoxville	35	Lisa Vineyard	Knoxville
9	Jane Paquin	The Villages	36	Chris Faircloth	Kempsville
10	Cynthia Stansberry	Knoxville	37	Carrie Koppin	Greeneville
11	Roberta Mira	The Florida Keys	38	Nik Shewmaker	Knoxville
12	David Snelson	Knoxville	39	Jamie DiSalvatore	Orlando North
13	Kenny Gays	Pigeon Forge	40	Vickie Ricker	Greeneville
14	Kim Rogers	Kempsville	41	Maurice Franklin	St. Petersburg
15	Page Pratt-Miller	Knoxville	42	Debbie Miller	Bristol
16	Mike Rogers	Kempsville	43	Frankie Hawn	Kingston
17	Ed Jarvis	Central Florida	44	Angie Gibson	Knoxville
18	Lynn Waters	Knoxville	45	Sheila Robertson	Knightdale
19	Wayne Sherlin	Cleveland	46	Elwanda Shelton	Johnson City
20	Paul Meise	Kempsville	47	Vonda Kudron	Marietta
21	Laura Ashley	Bristol	48	Chris Homan	St. Petersburg
22	Joe Hicks	Bristol	49	Jane Forbes	St. Petersburg
23	Bettina Guild	St. Petersburg	50	G. Scott Whidden	Kissimmee
24	Terri Kerr	Knoxville	51	Wendy W Hoffman	St. Petersburg
25	Jeffrey Read	Clermont	52	William McLain	Knoxville
26	Yolanda Pfeifer	Kempsville	53	Stacey Stahl	The Florida Keys
27	Phil Ahmed	Port Charlotte			

Silver *EXECUTIVE* Award

1	Karen Gore	Orlando North	19	Roland Hauber	Marco Island
2	Phyllis Harrison	Bristol	20	Linda Trotta	Kempsville
3	Cathy Guihuly	Orlando North	21	Hu-Ed Sharp	Knoxville
4	Teresa Hensley	Hickory	22	Brian Howard	Knoxville
5	Jeff Bales	Knoxville	23	Shirley Ross	Knoxville
6	Julia Brazier	St. Petersburg	24	Steven Davis	Knoxville
7	Daniel Parker	Knoxville	25	Bill Cox	Hickory
8	Laura Wilson	Marietta	26	Adelina Rotar	Knoxville
9	Laura Harrison	Seminole	27	Barbara Lowry	Knoxville
10	Beth Pankratz	Knoxville	28	Regina Stanford	Chesapeake
11	Kim Oliver	Hickory	29	Tina Mounger	Knoxville
12	Don Edwards	Cary	30	Kathryn Knowles	Orlando North
13	Margaret McGuinness	Knoxville	31	Shashi Dhingra	Knoxville
14	Michael Veri	Ocala	32	Sue Flax	Kempsville
15	Linda Richie Royal	Lynnhaven	33	Jim Pearsall	Kempsville
16	Pam Rogers	Kempsville	34	Cythia Cormany	Knoxville
17	Gary Boles	Knoxville	35	Wesley Shotwell	Knoxville
18	Debra Davis	Knoxville			

36	Debra Beasley	Pigeon Forge	63	Robbie Frye	Hickory
37	Paul Varner	Knoxville	64	Jim Griffin	Greeneville
38	Sherry Zirakdjou	Orlando North	65	Paige Widener	Knoxville
39	Susan Calabrese	Knoxville	66	Kara Edenfield	Knoxville
40	Andrea Roberts	Knoxville	67	Lois Shipley	Knoxville
41	Angie Page	Crossville	68	Win Big Team	Seminole
42	Brenda Chapman	Knoxville	69	Lois Bonacci	Lake Mary
43	Sandra Call	Clermont	70	Betsy Christensen	Knoxville
44	Doyle Hensley	Knoxville	71	Donna Tallent	Knoxville
45	Carol Adkins	Lynnhaven	72	Jane Willis	Hickory
46	Gary King	Knoxville	73	John Huskey Jr	Knoxville
47	Nicholas Nicaud	Knoxville	74	Reba Snyder	Knoxville
48	Rita Gayewski	Bristol	75	Kristin Sharp	Marietta
49	Don Anderson	Knoxville	76	Anne Barrier	Hickory
50	Mary Butler	Seminole	77	Jennifer Meadows	Chesapeake
51	Pam Miller	The Villages	78	Cindy Adams	Lynnhaven
52	Pat McGill	Knoxville	79	Tim Cogburn	Knoxville
53	Joan Taylor	Florence	80	Fred Furginson	St. Petersburg
54	Phyllis Edington	Knoxville	81	Chuck Cook	Seymour
55	Kim Douglas	Knoxville	82	Cat Kirgis	Chesapeake
56	Elizabeth Burnette	Knoxville	83	Robin Cameron	Knoxville
57	Willie Brown	Kempsville	84	Steve Tyler	Florence
58	Paula Miller	Knoxville	85	Katie Morrell	Bristol
59	Robin Myrick	Knoxville	86	Michelle Huber	Kempsville
60	Carol Julianelli	The Villages	87	Lawrence Forester	Marietta
61	Dan Mizell	Knoxville	88	Tammy Gerds	Kingsport
62	Kelly Green	Orlando North	89	Sue Thompson	Kempsville

Welcome to our newest **EXECUTIVES**
Please note the addition of email addresses for your convenience

FLORIDA

REALTY EXECUTIVES Seminole, Lake Mary

Curt Roesse – CurtRoesse@gmail.com

TENNESSEE

REALTY EXECUTIVES Johnson City

Heather Wells – heatherwells@realtyexecutives.com

Jan Neese – janneese@realtyexecutives.com

Phyllis Nave – phyllisnave@realtyexecutives.com

Brenda Hubbard – brendahubbard@realtyexecutives.com

Robin Bohin – robinbohin@realtyexecutives.com

Kenny Archer – kennyarcher@realtyexecutives.com

Updated **REALTY EXECUTIVES** Tutorials and KnowledgePoint

Jay Durkee recently updated the Realty Executives tutorials. These tutorials have all the recent changes and additions to the Realty Executives system and the proprietary tools.

Jay goes into greater detail more than ever before. You can find the tutorials at www.realtyexecutivessouthernregion.com and click on "Services Demonstrations" or you can go to the Realty Executives International website and log into Executive Access, click on "YOU" and then on Executive Resources button, that is just a little way down the page and there you will see the tutorial button.

Just click onto any of the icons or the listing at the bottom of the page and sit back and relax as you review the topics you want to review most. We hope you enjoy them; they are our gift to you to help you use the Realty Executives system to its fullest.

Don't forget that **KnowledgePoint** has for your enlightenment videos of training that has been conducted in the Region. The Sessions include: "Handling Objections", "Prospecting", "Executive Business Management", "The Listing Presentation", "Building Relationships for Business" and other great resources. We hope you will take a moment to review the free training the Region has provided for your convenience.

Annual Regional Conference October 7th – 9th

As you read the first few pages of this month's newsletter, you noticed



that something is coming that is going to benefit all us in improving our listings and sales. A major part of the Realty Executives Southern Region Annual Conference will be focused on how to get everyone involved in this new real estate dynamic. During a major portion of this meeting, you will see first hand how you can roll out the program and how it will benefit you directly. I encourage every Executive in the Southern Region to set aside these few days, to see something that will change how real estate will be done in the future. Because some information about the new program is very industry sensitive, the details will not be released in this newsletter. We are excited to announce that the Regional part of the program will be rolled out prior to the International rollout at the NAR Convention this

November. When it is time to roll out the program in the Region, we will begin notifying you of specific training. Remember, August 30th the webinar training will begin.

We have a great line up for the Regional Conference. Those include:



Glenn Melton, REI Chief Executive Officer

Glenn will excite you about his vision to show how you can become the consumers "Realtor of Choice". See into the future and how you can capitalize using the innovative solutions to capturing real estate leads through the Realty Executives system.



Annette Anthony, REI Strategic Marketing Program Manager

Annette's presentation is centered on all the tools and programs that Realty Executives offers plus the new platform rollout that will thrill you, as you watch everything unfold on how you can increase your business multi-fold.



Rich Rudnick, Head Sales Coach/Trainer, Smart Sales Solutions

Rich will once again challenges us to take control of our lives to achieve the mile stones we have desired for so long. Rich will awaken the inner self to out perform our familiar results.

Now that you reviewed all of the above, take a minute and set aside the dates on your calendars for the Annual Regional gathering to be held in Savannah, Georgia. Executives and Broker/Owners are invited and this year the program will be Outstanding! We will be holding the meeting at the Savannah Hyatt Hotel on the Savannah River. Please set aside October 7th & 8th with the 9th set aside for business management for Broker /Owners. Please plan to attend. The market is turning and what a great opportunity to have a tune-up to increase our performance. Come and have a ball with other real estate professionals. Mark your calendar today and plan to attend. Please call the Region at 888 540-5300 for details and registering.

Remember:

