

## The REALTOR® Rap



Summer/Fall 2017

### A Letter from the President

Dear Members:

The year has raced by, and as we ease into the Holidays, I want to say it's been a great year for the association.

Your Stamford Board of REALTORS® has had a busy year bringing you CE classes, fundraisers, social events and some free events. We try to offer the best value of the nearby associations, and this year we believe we have succeeded.

In March, at our 1<sup>st</sup> quarterly meeting we had the honorable Mayor David Martin present the state of the city. Shortly after that we had our first happy hour fundraiser for the Stamford Animal Shelter and raised \$1170.

In April we had our first FREE Lunch and Learn with Nobu Hata, the NAR Director of Member Engagement, who shared some dynamic ideas on RE marketing in the age of technology and social media.

At the 2<sup>nd</sup> quarter meeting in May we had Sandy Goldstein of the Downtown Stamford Special Services District, and Greg Stackpole the city assessor.

In June we renamed our scholarships in memory of our friend and colleague, Frank N. Green. In addition to awarding ten deserving students scholarships, we had TWO Gates Scholarship Award winners from our association.

Among our five CE classes this year, we were pleased to offer one free, including breakfast. By the way, have you noticed we offer a delicious breakfast at all of our CE classes, courtesy of our great sponsors?

September was a busy month with a FREE Lunch and Learn for REALTORS® Safety Month featuring Jeff Stella; the Young Professionals Network presented a Zumbathon, raising \$1000 each for Music Intake and the Ferguson Library Southside Branch; and the 3<sup>rd</sup> Quarter meeting featured a fascinating lineup of the Stamford Police Dept., John Harness, Esq. and Jim Heckman, Esq., the CTR Director of Government Affairs.

To round off the year, we had our fall happy hour and raised \$1500 for the Boys and Girls Clubs of Stamford.



The annual meeting is coming up on Nov. 15, and it's one you don't want to miss! Our keynote speaker will keep you enlightened, entertained, and laughing you're a \_\_\_ off. Darryl Davis is a nationally known author, speaker, entertainer and REALTORS®.

In closing, I want to say it's been an honor to serve as your president this year, and I thank you for the privilege. I wish you all a very happy and safe holiday season, and a strong finish to your sales year!

Your retiring prez, Len Schwartz

## Fall Back to Ethics



NATIONAL  
ASSOCIATION of  
REALTORS®

### Code of Ethics and Standards of Practice of the National Association of REALTORS®

Article 16 - REALTORS® shall not engage in any practice or take any action inconsistent with exclusive representation or exclusive brokerage relationship agreements that other REALTORS® have with clients.

## Summer BBQ Party

We had an amazing turn out at our annual Summer BBQ at the Ponus Yacht Club on Tuesday, July 11th thanks to our sponsors Mario Pansino, Home Lending Officer at Citi Bank, Fabian Durango of Durango Insurance & Financial Services, David Perry and John Ciolino both of Wells Fargo Home Mortgage, our fellow Stamford Board of REALTORS® members enjoyed a scrumptious dinner and drinks. And, even though it was a humid day, it didn't stop us from having a great time with great food, rockin' music and above all our peers. It's a time where we let loose and revert to 'people' status. If you missed the fun this year, don't miss out on the fun next!



## Backpacks

One of our yearly successful and appreciated programs is the distribution of backpacks to two elementary schools. On Aug. 18th and Aug. 25th, we distributed approximately 120 backpacks to the Springdale and Julia Stark elementary schools. Both principals distributed the backpacks to students in need. The backpack event is just one of the many programs your membership supports. Children at the two schools were thankful to have a major tool for their education.



Top Photo: Springdale Principal Gloria Manna, Susan Swidler, Director SBOR  
Bottom Photo: Julia Stark Principal Jennifer DeRubeis, Assistant Principal Joseph Claps, Len Schwartz President SBOR, Valerie Willey Director SBOR

## Zumba into Fall

The Young Professional Network, the recently formed group of highly motivated young REALTORS®, held its first official fundraiser on September 26th at the Harbor Point Boardwalk Amphitheatre. Instructor Eddie Calle of Energ-E Zumba Fitness kept everyone moving, shaking, and stomping to a jazzy beat. Funds raised will benefit The Ferguson Library (South End) and the Intake Organization. Stay tuned for their next big night!



## J.M. Wright Tech High School

On Sept. 14th J.M. Wright Tech hosted an impressive student prepared brunch which left REALTORS® asking for seconds. Afterwards, the Juniors and Seniors toured us from one eye opening class to another; carpentry, auto mechanics, media, nursing, and other fully equipped, career training classrooms. The school opened in 2014 to 144 students and is now preparing to graduate its first group of seniors in 2018. J.M.Wright Tech prepares young adults to take on careers from nursing to carpentry, plumbing, and even media while also taking on a rigorous high school curriculum.



## Lunch-n-Learn

Our personal safety is of paramount importance while out on field; hosting open houses, driving to client meetings, putting signs in the ground, or even taking phone calls from prospective clients. On Sept. 20th, Jeff Stella, a former New York Detective and fellow REALTOR® shared practical and commonsense ideas on how to avoid becoming victims of crime. Some take-aways include; never meet an unknown prospect at a property without first meeting at the office; if you're the only person in the office, tell the visitor you are going to tell your manager or colleague you will be in a meeting for a few minutes; when on Facebook or other social media, don't advertise you will be at a VACANT open house; and, never post personal information such as your home address on your FB business Page. Our business makes us vulnerable targets. Be informed, be educated, and be aware of your surroundings. Members left the lunch-n-learn with happy tummies and many ideas on how to be stay.



Jeff, Stella, REALTOR®

## 3rd Quarter Membership Meeting

Are you aware of current tenant rights and landlords responsibilities? This very informative and eye-opening meeting was filled with facts provided by Stamford Police Officers Gary Nevola and John Vossler. Their presentation included real life moments where they were placed in difficult and heartbreaking eviction situations between Landlords and Tenants. As REALTORS® we benefit by staying updated on Tenant / Landlord rights. We thank our local police for providing our members with facts they needed to further help and protect their clients.



## Girls & Boys Club Fundraiser

On Oct. 3<sup>rd</sup>, we held a Happy Hour at Villa Italia to raise funds for the Boys and Girls Club of Stamford. We had a very successful night, raising \$1,500 thanks to the wonderful support of our members. On Oct. 25<sup>th</sup> our outreach committee delivered the check to the Boys and Girls Club. They were so happy to receive our donation as they have many needs for the funds. Thank you to the outreach committee. Job well done.



## Glenbrook Community Clean-up

On Saturday, October 14<sup>th</sup> the Stamford Board of REALTORS® pitched in to help the Glenbrook Neighborhood Association with their Fall Clean Up. "Excellent results at Saturday's cleanup! Because we had more volunteers than usual, including six from the Stamford Board of REALTORS®, we were able for the first time in years to trim the trees and tackle the weeds and litter along the entire train platform" praised GNA President C. Fountain. SBOR looks forward to more boots-on-the-ground involvement in the community. Volunteers are welcome! Call the Board office for more information.



Rafael Moquete, REALTOR®

## RPAC

End of the year is around the corner, and so is reaching our RPAC goal. As we stand together to help our community, we need to stand together to help RPAC, which in turn helps REALTORS® and our business. We are so close to reaching our goal - only \$493 to raise! If you haven't contributed before, please consider contributing now. Stop by the Stamford Board office for an RPAC envelope.



## The following REALTORS® have submitted their application for membership:

Mohammad M. Ashraf - *Antonio LaRocca, Broker*  
Athanasios Athanasiadis - *Keller Williams Prestige*  
Meghan Athnos - *Halstead Real Estate*  
Paul S. Berg - *Kinard Realty Group*  
Andrew J. Coffey - *Kinard Realty Group*  
Marie L. Cutrone - *Keller Williams Prestige*  
Michael J. D'Amato - *Keller Williams Prestige*  
Emilio Encarnacion - *Keller Williams Prestige*  
Jean C. Florian - *William Raveis*  
Robin G. Friedman - *Douglas Elliman*  
Jonathan P. Harris - *YellowBrick Realty, LLC*  
Maureen A. Kitson - *Keller Williams Prestige*  
Ming Kong - *Coraland Realty*  
Nicole Lombardo - *BHHSNE Properties*  
Walker R. Manzke - *Kinard Realty Group*  
William McDonough - *Keller Williams Prestige*  
Marcela Mendez - *Keller Williams Prestige*  
Jeanine M. Narita - *BHHSNE Properties*  
Shane M. Nizzardo - *Nizzardo Real Estate Services*  
Jessica J. Nunez - *William Pitt Sotheby's*  
Christine F. Oleynick - *Kinard Realty Group*  
Susan M. Olsen - *Houilhan Lawrence*

Carolyn Oppliger - *Keller Williams Prestige*  
Coraima S. Orellana - *William Pitt Sotheby's*  
Charles R. Parrish - *Keller Williams Prestige*  
Edwin Perez - *Bolanos & Associates*  
Maria Ximena Perez - *Keller Williams Prestige*  
Christopher S. Ragsdale - *Modern Day Real Estate*  
Jeffry F. Sagastume - *Keller Williams Prestige*  
Daniel R. Sandford - *Keller Williams Prestige*  
Sherry M. Scanlon - *William Pitt Sotheby's*  
Laura Schultz - *Weichert Madison and Post*  
Richard MG Scott - *Keller Williams Prestige*