

## President's Message

Pershendetje! Summer is here for sure! Hope you are staying cool and getting ready for your 4th of July Festivities!

What a great month we had with the Covid restrictions being lifted! We kicked off June with our Awards Banquet at the Hidden Hills in Rindge, New Hampshire. The venue was beautiful, the food was delicious, our DJ, Central Mass Productions was wonderful, and also broadcasted the event for our remote viewers and our amazing Award Winners so deserved their accolades!! The scholarship recipients were incredible. The committee had such a hard time deciding that they went with 4 winners instead of 3. Denise Peach of Total Mortgage chipped in the difference for the scholarship money. You can see all the Champions later in this newsletter. And being with everyone live and in person was fantastic. It was a very inspiring evening, all the way around!

Shortly after that, some of us began working on the Abolitionist Park in Fitchburg. That was a project that was begun last year and put on hold with Covid. With a \$4500 grant from the National Association of REALTORS we were able to purchase the supplies for 3 flower beds, apple trees, fencing and a flagpole. NCMAR supplied the human capital and we had talented, enthusiastic REALTORS and Business Partners devote their time and talents to make the first phase of this project a huge success.

NCMAR's participation in the C2EX program is going great and we have 1 more newly endorsed REALTOR, Michelle Haggstrom! Have you signed up yet?! There is still plenty of time to jump in and complete the program before October. In addition to the prizes from NAR and NCMAR I am also offering a President's Challenge: Anyone that completes the program during the contest time before I do, I will give them a \$20 Gift Local card from the North Central Mass Chamber of Commerce, that way we are both incentivized! Michelle has one coming her way. My dashboard says I am 86% complete, so there is still some time to finish up before I do!

This month in our Spotlight section we are excited to present our Business Partner Mickie Lemay of Lemay Lead Testing and Katey Adams, NCMAR's Membership Coordinator. Thank you for the work you both do to keep our transactions and businesses humming along!

Premiere Sponsor



The Massachusetts Association of Realtors (MAR) had a ribbon cutting ceremony at their new facility in Foxboro. They had a great turnout with local politicians and Pat from the New England Patriots! Here's me and Pat with the G.O.A.T. of AEs Kathy Lore! p.s. check out my ring!!



MAR is working on forms to help us navigate the interesting market we are in. Look for a Home Inspection Waiver, Buyer Letter Considerations for Sellers and Buyers and Buyer Purchasing Sight Unseen documents to be in your form library soon.

Our Code of Ethics Scavenger Hunt winner for May was Yasmin Loft of Aberman Associates. Last month's clue was: What Standard of Practice in Article 1 deals with Dual Agency? The answer was: Standard of Practice 1-5: REALTORS® may represent the seller/landlord and buyer/tenant in the same transaction only after full disclosure to and with informed consent of both parties.

This month's clue is: Define "dual or variable rate commission arrangements" from the Code of Ethics and state where you found it. The first person to email me at [darlenerossi@morinrealestate.com](mailto:darlenerossi@morinrealestate.com) will be the winner of this Month's DD card! Good Luck!

I hope to see you all at our first networking event in over a year on July 15th at the Harbor Restaurant in Winchendon! Our sponsor is Athol Savings Bank and it's sure to be a great celebration!

Thank you for being the face of the REALTOR Brand in your communities. Our Organization does so much good to protect home ownership, fairness and opportunities to all. Great things to celebrate this Independence Day weekend. That's who we R.

"America is another name for opportunity." - Ralph Waldo Emerson

Until next time, Be Kind and Be Real.

*Darlene*

**Justin Davidson, MAR General Counsel**

**Catherine Taylor, Associate Counsel**

**Jonathan Schreiber, Legislative & Regulatory Counsel.**



**Q.** I have an Exclusive Right to Sell but another Broker just listed the property in the MLS. What do I do?

**A.** An Exclusive Right to Sell Listing Agreement is a bilateral contract between the seller of the property and the listing broker. One party may not unilaterally change the terms of the contract or “cancel” the contract. A seller who enters into a subsequent listing contract with a second brokerage is in breach of the original contract and may be obligated to compensate both listing brokers according to the terms of the contract.

When approached by a prospective client, a REALTOR® has an affirmative obligation under Article 16 of the Code of Ethics to make reasonable efforts to determine that the client is not subject to an exclusive agreement for the same type of real estate service. Failure to ask a prospect whether they have an exclusive listing agreement with another broker may subject a REALTOR® to an Ethics complaint.

In a situation where a listing goes live in the MLS despite being subject to a previously executed listing agreement, the REALTOR® may first want to engage in conversations with the second broker and the seller to try to reach an amicable resolution of the situation. If this is unsuccessful, the first broker may contact the MLS to make them aware of the conflict and/or file an Ethics complaint with their local REALTOR® association. Additionally, the initial broker may seek compensation according to the terms of the listing agreement once the property has closed.

**Q.** Is a Broker required to provide a commission check for a cooperating broker at the closing?

**A.** Once a transaction has closed, a cooperating broker is due a commission as agreed upon, either through mutual participation in the MLS or agreement of the brokers. Massachusetts laws and regulations, as well as the MLS rules and regulations, are silent as to when the payment is due to the cooperating broker.

Some brokers may elect to provide commission checks at the time of closing, but many others may choose to wait until the transaction is on record before issuing any payments to a cooperating broker. Ultimately, it is best to issue payment as soon as possible after the transaction is on record and the funds have cleared. While it is permissible to provide a commission check at closing, it is not required as the funds are not available for deposit at the time the check is given.

A subsidiary question to the timing of cooperating broker compensation is: from what account may compensation be paid? Payment may be made either directly from the escrow account or transferred to the operating account and paid from there. Funds drawn from a broker's escrow account must be properly accounted for and may only be disbursed once the transaction has closed or there is a mutual release or court order.

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# Committee Meeting Minutes

July 2021

## Board of Directors: June 23, 2021 Minutes

Members in attendance: Darlene Rossi, President; Nick Pelletier, President elect; Shauna Roberts, Treasurer; Kendra Dickinson, Past President, Steve Kelley, Business Partner Director and Kathy Lore, Executive Officer

Absent: Jean Rubin, Secretary and Irene Hayes, Director at Large

The meeting was called to order at 9:40 am

MOTION: It is moved, seconded and carried to approve the May 2021 BOD Minutes.

MOTION: It was moved, seconded and carried to approve the May Membership Report as presented.

MOTION: It was moved, seconded and carried to approve the May Financials subject to review.

MOTION: It was moved, seconded and carried to approve the request for additional funding for the Business Partner Appreciation event up to \$3,000 in total expenses.

MOTION: It was moved, seconded and carried to accept the bid of City Line Paving for the resurfacing and painting of the large parking lot.

The Community Involvement Committee minutes were reviewed.

The Meeting with the Legislators Zoom was discussed.

Next BOD Meeting: July 28th at 9:30 am in person at the NCMAR office.

The meeting adjourned at 10:28 am

## NCMAR Leadership

### President

Darlene Rossi  
Morin Real Estate

### President Elect

Nicolas Pelletier  
Keller Williams Realty North Central

### Treasurer

Shauna Roberts  
Hometown Bank

### Secretary

Jean Rubin  
Hometown REALTORS

### Director

Irene Hayes  
Exit New Options Real Estate

### Business Partner Director

Steven Kelley  
Total Mortgage

### Past President

Kendra Dickinson  
Keller Williams Realty North Central

## Community Involvement Committee: June 14, 2021 Minutes

Attendance: Brianna Kelley (chair), Darlene Rossi, Linda Lee, Rick Cuddy, Sarah Mayer, Julie Millar, Alyssa Durkin, Stephanie Pandiscio, Michelle Haggstrom, Shauna Roberts, Kathy Lore and Katey Adams

Call to Order – This meeting was conducted via zoom.

MOTION: It was moved, seconded and carried to approve the minutes of the 4-19-2021 and 5-10-2021 meetings.

Abolitionist Park Updates – NCMAR worked at the park on four separate days. We were involved in purchasing and installing trees, planting beds, perennials, a flagpole and a fence. There will be a soft opening of the park on Saturday, June 19th, at 10am. The Abolitionist Park is located on Snow St. in Fitchburg.

Food Donation – The first Fill a Cruiser food event was very successful. There was a lot of positive feedback and appreciative recipients. Food was collected at the Market Basket in Leominster, on John Fitch Hwy, and in Athol. The community involvement committee would like to conduct the food collection event again on July 24th from 10am to 2pm. We will talk to the Walmart in Gardner about joining the next event.

Activate Mill Street Volunteerism – Kathy reached out to Francisco, and he will be getting back to us with possible volunteer opportunities.

New Business:

*Habitat for Humanity is currently building in Athol. We can look in to a build day for NCMAR.*

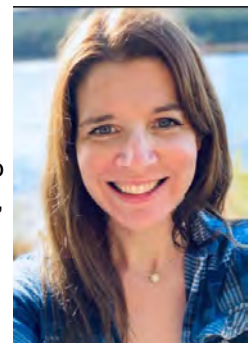
*Next Meeting: July 12th at 10am*

<i>Welcome New Members!!</i>		<i>May Membership Numbers</i>	
<b>REALTOR Members</b>		New REALTORS	3
<u>Name</u>	<u>Office</u>	Reinstatements	1
Michael Sacco	Keller Williams Realty North Central	Secondary Broker	0
Rajpreet Sidhu	Keller Williams Realty North Central	Association Transfers	2
Jamie Sleeper	Keller Williams Realty North Central		
Kerri Lyden	Keller Williams Realty Worcester		
<b>Association Transfers</b>		As of May 30, 2021	
<u>Name</u>	<u>Office</u>	REALTORS	525
Patti Anderson	Dimacale & Gracie Real Estate	Business Partners	62
Lynn Walsh	Coldwell Banker Realty	<b>TOTAL MEMBERSHIP</b>	<b>587</b>

*NCMAR Team Member Spotlight—Katey Adams*

Hello, I am Katey, the membership coordinator at NCMAR. I will tell you a bit more about myself!

For over a decade, I worked primarily as an at-home mother to four children. My twins, Stephen and Marie, are thirteen years old. My son Ben is eleven, and my youngest daughter, Emily, is eight. I also have five nephews, one niece, and my significant other’s two children living in the same town as I do, so I always have plenty of opportunity to stay young at heart.



I grew up in Lunenburg on Hickory Hills Lake and have come full circle, as I now live in Lunenburg on Hickory Hills Lake. I can even see my parents’ house from my kitchen window. The kids and I call our house “camp”. With the help of loved ones, we renovated an unwinterized camp into a cozy year-round home. We tried to be as true to the camp’s 1958 heritage as possible. It was exciting to have the opportunity to preserve an original camp. Historic preservation and land preservation are topics on which I enjoy working, and for which I am passionate about advocating.

My passion for land preservation can be seen in my efforts in small town government, both as a citizen and as an elected official. From May 2018 – May 2021, I served as a member of the Lunenburg Select Board. Although I participated in discussions and work on a variety of topics, I was most well-known for my advocacy for municipal land preservation, as it relates to the preservation of Lunenburg’s town center. I also focused my efforts on student safety and security. I worked to bring a school resource officer and other improved security measures to the Lunenburg Public Schools.

Prior to having children, I worked in pharmaceutical sales. I have my Doctor of Pharmacy degree, and I have a great deal of lovely data stored in my head! If you want to talk about microbes, neurons, cytochrome P450 enzymes, or organic chemistry, you can give me a call. I am a lifelong nerd, and I am not afraid to show it. The schedule and travel associated with my former job was not amenable to the transition that occurred when my children became school-aged.



Working at NCMAR has provided my family and me with a wonderful balance between having time for each other, while also having a job that I enjoy doing when they are at school. I am thankful to have been working at NCMAR for the past two years. This job has been the perfect fit, and I am so lucky to work with Kathy, who is a great mentor. I have learned a great deal, and I have found ways to apply my eclectic background to my role as membership coordinator. I must also say that I am impressed by the REALTORS and our business partners. They are an intelligent, hardworking, and extremely generous group of individuals. I am delighted to be a part of the North Central Massachusetts Association of REALTORS.



Business Partner Spotlight—Mickie Lemay



Michelle "Mickie" Lemay is a Lead Paint Inspector owner of M. Lemay Lead Paint Consulting. I have been inspecting for lead paint for 16 years. I inspect, single families, multi-families, day-cares, schools, for Full Initial Inspections, PCAD'S (Post Compliance Assessment Determinations) Inspections, Up-dates for section 8, Re-inspections, RRP (Renovate Repair & Paint) Inspections. The inspections are performed by using an XRF Analyzer which gives on the spot results.

I also do informational round table speaking for Realtor's and have done informational speaking for the Landlord Association. I enjoy educating my clients and prospected clients about the laws and rules on lead paint hazards and the abatement process. I have about 30 years of knowledge in the construction field which helps my clients in the different ways to abate the hazards.

I am a Breast Cancer survivor for 11 years and still going strong.

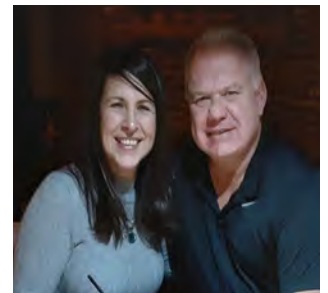
I come from the Consalvo family of 9 children, 4 boys and 5 girls and was born and raised in Leominster. I have 1 son and a daughter in-law to be next year. Alex & Stephanie. I also have 2 grandchildren, Arianna & Colin. I enjoy being with them as often as I can, as they live on Cape Cod. I have 2 Golden Doodles, Bunka & Lambo. Bunka is the mother of Lambo. I used to breed golden Doodles. Bunka had 2 litters.

I am also engaged to Joseph McAllister, my best friend, golf partner and Daddy to our fur babies.

I am an avid golfer and have been a member of Oak Hill C.C. for 20 years. I have 1 hole in one and 1 eagle, I enjoy playing competitive golf and have played in many tournaments over the years and have won a few trophies. Just recently got to play with the first female to make the cut to play in the Mass. Open, Seul-ki Hawley during their practice round.

My hobbies are, wood working, sewing, crafts, remodeling, decorating and teaching my dogs new tricks.

Mickie can be reached at 978-430-6306 Mickie@lemayleadpaintconsulting.com



NEW MEMBER ORIENTATION

REALTOR and Instructor Niles Busler

- What is the REALTOR Code of Ethics ?
• How does the Code help me in my business?
• Why the Code so important to know?
• Can I be cited for a violation of the Code by the public?
• Is the Code of Ethics and all its articles relevant to today?
• Have questions of your own.? The class is interactive so ask the instructor anything.

Get the answers to these questions and many more at this mandatory training.



Thursday
July 8, 2021
9 am to 12:30 pm
40 Summer Street
Fitchburg, MA 01420

Register by emailing Katey at membership@ncmar.com

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## 2021 Sales Associates of the Year

Our Sales Associates of the Year Awards are voted by their peers to recognize those members that are enthusiastic, accessible, ethical and exhibit best business practices.

Our 2021 Sales Associates of the Year are from left to right

**Lana Kopsala of Coldwell Banker Realty**

**Linda Lee of Hometown, REALTORS**

**Kurt Thompson of Keller Williams Realty North Central**



## Scholarship Award Recipients

### Community Scholarship Recipients:

**Briahna Bouchard.** Briahna is a graduate of Murdock High School and she plans to attend Franklin Pierce University to study Health Sciences. Briahna is a member of the National Honor Society, Student Council, Cross Country and Track and Field Teams. She works at the Harbour Restaurant, Blueprint American Bar and Grill and South Street Elementary School as a para-professional. She has volunteered for Earth Day Cleanup, Clothes drives, Operation Winchendon Cares Food Kits, tutors and babysits.

**Arshjot Kaur** Arshjot is a 2021 graduate of Nashoba Valley Technical High School. Arshjot plans on attending college at the University of Massachusetts Lowell to study Psychology. Arshjot is a member of the National Honor Society, Tennis Team, Band and Chorus. She served as Secretary of the Junior Class. Arshjot is Health Aide Certified and works as a program aide for Cooperative Elder Services of Acton. She has worked as a health care provider since 2018. She has donated over 90 hours of community service for a variety of organizations.

**Ny Duong** Ny is a 2021 graduate of Gardner High School. Ny plans on attending college at the University of Massachusetts Amherst to study Psychology. Ny is a member of the National Honor Society, Student Government, Stage Crew, Link Crew, Captain of the High School Color Guard and interned for the High School French teacher. She participated in the Upward Bound Math and Science Program receiving numerous awards. In her spare time, she has been an essential worker for Walmart in the Online Grocery Pickup Department.

### Willard ide Shattuck Jr. Memorial Scholarship Recipient

**Keagan Casey.** Keagan is the grandson of REALTOR Kathy Casey of Keller Williams Realty North Central. Keagan is currently attending Lehigh University in Pennsylvania studying International Economics. Keagan is on the Division 1 Swim Team, Resident Assistant, notetaker for students with disabilities, and tour guide at Lehigh University. He is also an Intern with the United Nations and Lector at Holy Family of Nazareth Parish. Keagan was the salutatorian of Leominster High School class of 2020, National Honor Society member and President of Students for Transparency and Understanding of Municipal Politics.

### Law Office of David Rocheford Supplemental Scholarship

**Connor Casey.** Connor is the grandson of REALTOR Kathy Casey of Keller Williams Realty North Central. Connor is currently attending the University of Massachusetts Amherst studying biochemistry and molecular biology. Connor is on the Dean's List and is in the top 48 Freshman Biology majors. Connor plans on becoming a pediatric cardiovascular surgeon. In high school, Connor was the valedictorian, National Honor Society member, and was a high school intern at the University of Massachusetts Medical School.



# Awards

July 2021

## Nicholas Thalheimer named Business Partner of the Year

This year's award recipient has been an active Business Partner of the Association for several years. Our award recipient has been a generous sponsor of events, serves on committees, attends NCMAR Nights Out and membership meetings.

This Business Partner served on the Scholarship Committee and teaches numerous continuing education classes and Lunch and Learns for NCMAR. He participates in the Adopt a Family program and Business Partner Expo.

In the community, he was past president of the Lunenburg BNI and Leominster BNI chapters. He also served as former chairman of the Townsend Board of Selectman and member of the Townsend Planning Board. He is an instructor for New Vue First Time Homebuyer Classes and lecturer at St Anthony's Church in Shirley. The 2021 Business Partner of the Year is a helpful, compassionate and knowledgeable member willing to assist everyone he meets.

Congratulations to the 2021 Business Partner of the Year is **Nicholas Thalheimer of the Law Office of David Rocheford.**



## Thomas Blake named Rookie of the Year

Our 2021 Rookie of the Year joined NCMAR in February of 2020. He has attended the New Member Orientation, MAR Installation and NCMAR Top Producer Awards Banquet.

Since joining the association, he has focused on educational accomplishments by attending 8 continuing education classes and has earned the ePro designation, Pricing Strategies (PSA) Designation, Seller Representative Specialist (SRS) designation, and At Home With Diversity (AHWD) designation. He has completed the Fairhaven and Implicit Bias Trainings and will shortly complete the Accredited Buyer Representative (ABR) designation.

In addition to his extensive educational accomplishments, he is a very active Listing Agent on his team. He is a member of the Homes Just For You Team at Keller Williams Realty North Central.

Congratulations to the 2021 Rookie of the Year, **Thomas Blake.**



## 2021 Committee Chairs

### Executive Committee

Darlene Rossi

### Finance Committee

Shauna Roberts

### Government Affairs

Michelle Haggstrom

### Member Services/Event Planning

Jean Rubin

### Community Involvement

Brianna Kelley

### Grievance

Gayle Sabol

### Professional Standards

Gary Bourque

### Scholarship

Pamela Bakaysa Conway

### Awards & Recognition

Kendra Dickinson

### Top Producer

Laura Shifrin/Gail Lent

### MAR Directors

Darlene Rossi

Kendra Dickinson

### Alternates

Susan Wright

Nicholas Pelletier

### MLS PIN Directors

Rick Healey

Paula Savard

## Awards

July 2021

### *Michelle Haggstrom named REALTOR of the Year*

The 2021 REALTOR® of the Year is Michelle Haggstrom of Keller Williams Realty North Central.

Michelle attends NCMAR events like the NCMAR Nights Out, Lunch and Learns, Membership Meetings, Legislative Breakfast and Business Partner Expo. She is a member of the Professional Standards Committee, our REALTOR of the Year currently serves as our ombudsman and mediator, Finance Committee member, Community Involvement Committee member and chair of the Government Affairs Committee.

She also served as the emcee of the recent Real Estate Summit in collaboration with the North Central MA Chamber of Commerce.

At the state level Michelle's participation includes being a member of the MAR Board of Directors, MAR Audit Committee, Leadership Academy and Mediator Training Program. In addition, she attends REALTOR Day on the Hill, Central Region Caucuses, and serves as MAR RIEPAC Trustee for the Central Region and MAR State Political Coordinator for Senator John Cronin.

At the National level she attended the NAR Conferences, Legislative Meetings and served on the NAR Membership Policy and Board Jurisdiction Committee.

In her spare time, Michelle serves on the Board of Directors of United Way, is an ambassador for the North Central MA Chamber of Commerce, is a Senior Center volunteer and KW cares contributor.

She is a NCMAR Top Producer, has the CRS designation and is a certified public accountant.

Michelle, on behalf of the members of the North Central Massachusetts Association of REALTORS®, congratulations and thank you for such outstanding service throughout the past year and your continued dedication in the future



### *2021 Recipients of the Good Neighbor Award*



**Brianna Kelley of Total Mortgage** is recognized for her service on the Habitat for Humanity board of directors, her work to assist potential homeowners with applications, her fundraising and organization of Habitat build days.

**Denise Wortman of EXIT New Options Real Estate** is recognized for her fourteen years of service to Habitat for Humanity serving on their Board of Directors, as chairperson of the Development Committee, fundraising and build day participation.

**Michelle Haggstrom of Keller Williams Realty North Central** is being recognized for her countless hours and contributions to the United Way of North Central Massachusetts and the North Central Mass Chamber of Commerce.

**Linda Lee of Hometown REALTORS** is recognized for her volunteerism at the North Quabbin Chamber of Commerce, Athol Women's Club, Athol Royalston Education Foundation, Athol Rotary Club, Greater Gardner Chamber of



**Do you have suggestions for CE Classes or Lunch and Learn Topics?**

Please email suggestions to [kathyllore@ncmar.com](mailto:kathyllore@ncmar.com).

We are looking for member input on topics for continuing education classes and lunch & learn topics.

Lunch and Learn's are one hour classes on any topic pertaining to real estate, personal growth, marketing, tax preparation, etc.

CE Classes are from a list of classes provided by the Board of Real Estate Brokers and Salespersons and can be found on [mass.gov](http://mass.gov).



CE Class RE63RC10

**ENVIRONMENTAL ISSUES**

**AUGUST 11TH, 2021  
10 TO NOON VIA ZOOM**

This class will cover the following topics:  
Lead Paint, Title V, Asbestos, Radon, Hazardous Waste, Mold, Drinking Water, EMF's, Wetlands Protection, Smoke and Carbon Monoxide Detectors, UST, UFFI and more.



**Taught by Andy Concoli**  
**Register at [www.ncmar.com](http://www.ncmar.com)**



CE Class RE110R20

**RESIDENTIAL INSPECTIONS**

**AUGUST 16TH, 2021  
10 AM TO NOON VIA ZOOM**

Taught by Andy Concoli

What you will learn: \_\_\_\_\_  
Why use a Home Inspector Consumer Fact Sheet?  
What are the qualifications of a home inspector?  
What is the scope of an inspection?  
What is included in an inspection report?  
What are the responsibilities of the REALTOR?  
and much more.

**Register at [www.ncmar.com](http://www.ncmar.com)**

**Need to know how many CE classes that you have attended at the NCMAR Real Estate School #1164?**

Log on to [www.ncmar.com](http://www.ncmar.com)  
Click on the Member Login button on the right top of the web page.

Login in credentials are your NRDS# and password is your last name (Case sensitive).

Click on the blue link that says View Education Records.

Your CE's will be listed there. This list will not include classes that you took at other schools.

2021 Continuing Education – Conducted via Zoom

7/13/2021	10:00am	Real Estate Professional Ethics (RE33RC11)	Taught by Paula Savard
8/11/2021	10:00am	Environmental Issues (RE63RC10)	Taught by Andy Consoli
8/16/2021	10:00 am	Residential Home Inspections (RE11OR20)	Taught by Andy Consoli
9/8/2021	10:00am	MA RE License Law/Regulations (RE08RC12)	Taught by Andy Consoli
9/22/2021	10:00am	Purchase and Sales Agreement (RE89R14)	Taught by Attorney Craig Reynolds
10/6/2021	10:00am	M.G.L. c. 93A (RE04RC12)	Taught by Attorney Nik Thalheimer
10/13/2021	10:00am	Architecture (RE14R07)	Taught by Andy Consoli
11/10/2021	10:00am	Residential New Construction (RE46R05)	Taught by Andy Consoli
11/17/2021	10:00am	Residential Appraisal Process (RE26R20)	Taught by Gary Bourque <b>NEW!</b>
12/7/2021	10:00am	Real Estate Professional Ethics (RE33RC11)T	Taught by Paula Savard
12/15/2021	10:00am	Closing and Settlement (RE07R19)	Taught by Attorney Craig Reynolds

**Note: Classes are from 10:00am to noon, with the exception of the Real Estate Professional Ethics classes, which are 10:00am-12:30pm.**

**Register for classes at [www.ncmar.com](http://www.ncmar.com)**

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Commitment to Excellence (C2EX) from the National Association of REALTORS® empowers REALTORS® to evaluate, enhance and showcase their highest levels of professionalism. It's not a course, class or designation—it's an Endorsement that REALTORS® can promote when serving clients and other REALTORS®.

This innovative engagement tool encourages participation in all levels of the REALTOR® organization, and at no additional cost.

Get started on your journey today by logging in to [www.C2EX.realtor](http://www.C2EX.realtor) and taking any one of our 11 self-assessments to measure your proficiency in 10 aspects of professionalism (11 for brokers), ranging from customer service to use of technology. The platform generates a customized learning path and recommends experiences and resources to enhance your individual skill-set.

Be an advocate for the future of our industry. Be committed to excellence. Go to [www.C2EX.realtor](http://www.C2EX.realtor) to get started with this award-winning program!

**Congratulations Michelle Haggstrom**



CALENDAR

Sunday, July 4th  
Independence Day

Tuesday, July 6th  
9:30 am  
Member Services/Events Committee Meeting

Thursday, July 8th  
9 am to 12:30  
New Member Orientation Class  
NCMAR Office  
Sponsored by Reynolds Law Offices

Monday, July 12th  
10 am  
Community Involvement Committee Meeting

Tuesday, July 13th  
10 am to 12:30  
CE Class Code of Ethics Training  
with Paula Savard  
Sponsored by Total Mortgage

Thursday, July 15th  
5:30 to 8:30 pm  
NCMAR Night Out  
The Harbour Restaurant  
Sponsored by Athol Savings Bank

Wednesday, July 28th  
Board of Directors Meeting  
9:30 am to 10:30 am



LOOKING FORWARD  
TO CONNECTING WITH YOU!

# NCMAR NIGHT OUT

Thursday, July 15th 5:30 - 8:30 pm  
The Harbour Restaurant  
463 Maple St, Winchendon

Sponsored by Athol Savings Bank

TUESDAY, JULY 13TH, 2021  
10 AM TO 12:30 PM

## REAL ESTATE PROFESSIONAL ETHICS CE CLASS

ALL REALTORS MUST COMPLETE THIS NAR  
MANDATORY CODE OF ETHICS TRAINING AND  
YOU ALSO RECEIVE 2 CE CREDITS FOR LICENSE  
RENEWAL

TAUGHT BY PAULA SAVARD VIA ZOOM

PLEASE REGISTER AT [WWW.NCMAR.COM](http://WWW.NCMAR.COM) SO WE  
CAN SEND YOU THE CLASS MATERIALS IN  
ADVANCE

Sponsored by Total Mortgage