



SPECIALIST

THE • NEWSLETTER • FOR • CERTIFIED • RESIDENTIAL • SPECIALISTS

Arizona Chapter

Fall 2003

MAKE SURE TO CHECK US OUT ON THE WEB: www.arizonacrs.com

ARIZONA CRS CHAPTER 2003

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President's Message



Dear Fellow CRS's

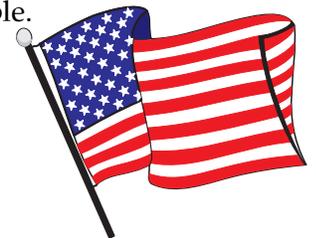
The summer has been a busy one for our state, fires and flooding from Mother Nature and low interest rates and rising property values have kept us all hopping. The CRS 204 course offered in June in Scottsdale was sold out with a waiting list, the title of the course, Building Wealth through Real Estate, was a timely topic and had great content and was taught by a CRS instructor who is a CPA and Real Estate Broker.

The chapter has two more courses scheduled one in Tucson for September 18-19, CRS 202 and October 23-24 in Scottsdale, CRS 200. We also have a one day course, Ninja Selling offered on the 22nd of October in Scottsdale. You can register for these classes on line at our state website – www.arizonacrs.com or call Sarah Frese or Christine Moore our Education Chair and Co-Chair.

The Council of Residential Specialists is offering a leadership training session in Scottsdale the 8th thru the 10th of October. This is the first time the Council has offered this training and all incoming chapter presidents and Regional Vice Presidents for 2004 are invited to attend, chapters can send other officers but they will have to pay the registration fees. This is a great opportunity for us in Arizona, since it is so close if you have wanted to get more involved with the state chapter or move up to the national level the training is available!

This newsletter will be sent out electronically, so check with your fellow CRS's to make sure they received this on their email, if they did not ask them to contact our chapter administrator, Jeanie Merideth at jgmerideth@aol.com to correct their email address. Jeanie has reported that she is still getting several emails bounced back to her as undeliverable.

The Arizona chapter is going to send out an invoice for our local dues for 2004, watch for it and send any new contact information back with your dues. The national council will send their invoice separately.



Hope to see you at a meeting or a class!

Sharon Hildebrand, ABR, CRS, GRI
Arizona 2003 Chapter President

**PROUD TO BE
AN AMERICAN!**





The Marie Brown Bill by Tiffany D. Brooks, Esq.

Combs Law Group, P.C. ~ 2200 E. Camelback, Suite 221 • Phoenix, AZ 85016
Telephone: 602-957-9810 • Fax: 602-955-4712

In 1997, Westbrook Village Homeowners' Association brought a civil action against Marie Brown for her failure to maintain the landscaping of her property in accordance with the terms of Westbrook Village's Declaration of Covenants, Conditions and Restrictions ("the CC&Rs"). Ms. Brown was ordered to remove decorations from her property, trim her trees, and maintain her property in accordance with the CC&Rs. At that time, a lien of \$561.50 in penalties was placed on Ms. Brown's property due to her violation of the CC&Rs; additionally, Westbrook Village was awarded over \$2,500.00 in attorneys' fees and court costs incurred in obtaining the default judgment against Ms. Brown.

Thereafter, the situation became tenuous, to say the least. Ms. Brown refused to comply with the Court's Order, and she was found in contempt of court. Ms. Brown soon stopped paying assessments to Westbrook Village altogether. Eventually, the Court ordered that if Ms. Brown did not comply with the CC&Rs, Westbrook Village could hire its own landscapers to bring Ms. Brown's property into compliance with the CC&Rs, charge Ms. Brown for the landscapers' services, and assert the cost of landscaping as a lien against Ms. Brown's property.

The battle raged on between Ms. Brown and Westbrook Village for several years, until September 6, 2001, when Westbrook Village foreclosed its judgment against Ms. Brown by selling her property at a Sheriff's Sale for \$52,500.00. Subsequently, the purchaser forcibly evicted Ms. Brown from the home. (Ms. Brown's home had an estimated fair market value of approximately \$135,00.00.) Thus, a 77-year-old widow lost the home in which she had lived for seventeen years due to her failure to comply with Westbrook Village's CC&Rs.

Ms. Brown's predicament understandably outraged many people; however, pursuant to the CC&Rs, and Arizona law, what Westbrook Association did was perfectly legal. Enter Arizona State Representatives Eddie Farnsworth, Bill Konopnicki, and Russell Pearce, who introduced House Bill 2307 ("the Marie Brown Bill") during the First Regular Session of the Forty-sixth legislature, seeking to prevent other homeowners' associations from taking similar action in the future.

HB2307 sought to amend A.R.S. §§ 33-1256 and 33-1807 as follows:

- Clarify that a homeowners' association is entitled to an automatic lien for assessments only (*i.e.*, not for penalties related to violations of the CC&Rs).
- Provide that a penalty lien may only be imposed after a civil judgment by a court of competent jurisdiction.
- Restrict a homeowner's association's right to foreclose on assessment liens (*i.e.*, the foreclosure could not take place until at least seven years after the recording of the assessment lien, and the sale must be for at least the fair market value of the subject property).
- Eliminate a homeowners' association right to foreclose on penalty liens (*i.e.*, a penalty lien related to violations of the CC&Rs would be effective only upon the conveyance of any interest in the property).

Although HB2307 passed the Arizona House of Representatives, it died in an Arizona Senate committee. Many speculators believe that there is a good chance that the Marie Brown Bill will be reintroduced next year.

Have You Paid Your National & State Dues?

Candidates ~ Check on your necessary requirements to obtain your CRS designation & membership! Contact Council of Residential Specialist:

1-800-462-8841

or go the website at: www.crs.com

Contact State Membership: www.arizonacrs.com

Back to School Shopping



Every fall the Tucson CRS members take school age children from a local shelter, back to school shopping for clothes and shoes. The call went out for volunteers from the local membership and seven people were at the shelter by 8 am on a Saturday to take 13 children from 5 to 17 years old shopping a near by Target store. One of CRS members, Bill Jones, who answered the call, was shocked that our budget was a \$1000.00. He could not see how we could buy much with about \$76.00

per child....so Bill got on the phone and went to other CRS members and people in the community and raised an additional \$1500.00 for the back to school event!

"Way to go Bill"!!!!

So this group of children got to buy more than one outfit for school and they got shoes and underwear etc. After the shopping we went to a local restaurant for breakfast. This was a memorable day for all involved, the kids were very thankful – the older children really understood the benefit and the volunteers felt good for giving up some time on a Saturday for a good cause.

Each community in Arizona has CRS members who could coordinate the same type of fundraising and be of service to children who are homeless and in need of support!

The other volunteers were: Sharon Ellsworth, Claire Prager, Edie Schmitz, Sharon Hildebrand, Sandy Riggins (Hearth board member), Linda Leon and 3 staff people from the shelter.





Christine Moore
CRB, CRS

*2002 Arizona CRS
of the Year*

*2000 Arizona CRS
Chapter President*

A SPECIAL VALUE FOR YOU!

ARIZONA CHAPTER 10 PLUS EDUCATION PROGRAM!!

Contact your Broker or Manager and register 10 agents from your office or Company for one of our Two Day CRS Classes. A drawing will be done prior to the conclusion of the class, the lucky winner will be reimbursed for the registration cost of the class. The agent must attend the class as scheduled for that class. Call me if you are a franchise office or smaller independent office for more information.



BE A LUCKY WINNER!!!



*Our CRS Classes are updated constantly with new information.
If you want a greater return on your investment ,call now to attend.*

This is a WIN-WIN opportunity.

DON'T FORGET...

The Next CRS Classes are October 22, 23 & 24, 2003 in Scottsdale, Arizona

CRS 150 ~ Ninja Selling - A NEW CLASS!!!

CRS 200 ~ Business Development for the Residential Specialist



*Arizona Chapter President Elect Paul Pastore
and CRS agents enjoy a lunch break at the last CRS Class.*



SARAH FRESE
CIPS, CRS

If you would like to be included on a special pre-registration mailing list to have a better opportunity to enroll in any of these classes, please contact:

Fax: (520) 577-1654

Email

sarah@sarahfrese.com

The 2004 AZ CRS Courses Calendar

The Arizona CRS Chapter has five CRS classes tentatively scheduled for 2004. Information for the upcoming courses along with respective dates and cities where they will be held will be published as soon as possible.

We look forward to welcoming you to a 2004 class!

- **March 25-26, 2004 ~ Scottsdale, AZ**
NEW CLASS: CRS 210 - Building an Exceptional Customer Service Referral Business
- **June 3-4, 2004 ~ Scottsdale, AZ**
CRS 204 ~ Creating Wealth Through Residential Real Estate
- **September, 2004 ~ Tucson, AZ**
CRS 200 - Business Planning & Marketing for the Residential Specialist
- **September, 2004 ~ Tucson, AZ**
NEW CLASS : Generational Marketing
- **October 21-22, 2004 ~ Scottsdale, AZ**
CRS 206 - Technologies to Advance Your Business



Upcoming CRS Meetings



PHOENIX

October 23rd ~ Noon Lunch Meeting
Scottsdale Association Office

December 4th ~ Noon Lunch Meeting
S.E. Valley Regional Association Office

For Reservations Call
Debi Radden (480) 850-3505

TUCSON

December 11th
5:00 pm Mixer
Viscount Suite Hotel
Installation of New Officers

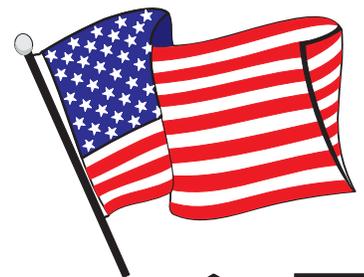
For Reservations Call
Tina Banks (520) 382-3012

"Knowledge Is Power"

Ask about our 10 plus special offer!

Watch for our upcoming events on our website at:

www.arizonacrs.com





Arizona Education: Only the Best...Through CRS!

Chad A. Dixon, P.C., ABR, GRI
RE/MAX Anasazi, Tempe, AZ
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1-800-535-8929

Visualize: You're sitting in a real estate course. The instructor is rambling on and on about terms, facts, statistics, laws, etc. All you can think about is how uncomfortable your seat is! "This is one of the longest days I've ever had the misery to experience!", you anguish to yourself, wondering how you'll ever survive day two! Well....**Not in September 18-19th CRS 202 in Tucson, you didn't!** Not even close! No! It wasn't June 19-20th CRS 204 in Scottsdale either! If you were in either of those courses, you likely noticed no discomfort at all; only remembering the kinetic spirit bouncing freely about the classrooms as top agents learned new ways to enrich and refine their skills and revitalize already vibrant careers.

It takes a fortune of focused energy to load so much powerful knowledge and wisdom in an action-packed 2-day course. Instructor Lainie Weade-Austin, CRS, GRI aptly accomplished just that! Lainie, with Prudential in Toccoa, GA, taught the recent CRS 202, "Sales Strategies for the Residential Specialist" in Tucson. Little were the "students" prepared for Lainie's much-welcomed, unconventional methods of cramming so much profoundly useful information into freshly reformed non-judgmental minds.

Lainie started by allowing the class to freely set numerous, specific expectations of the course. Is there any way she could have met all those brainstormed designs of the participants? She was setting herself up for failure, no doubt. Setting expectations aside, she opened the curtains and began the show, weaving in and out of material and topics unlike a classroom instructor and more like a circus ringleader/ballet dancer combo. With tremendous class participation, group break-outs and exercises, how were they to muscle through all this material? At the end of day one, they were left wanting more merriment. Day two was visibly more fun as classmates were all "old friends" by then. However, with all the jest and games, meeting all expectations was impossible, but that was o.k.. At the end of class, expectations were reviewed "just because". To their wondrous amazement, the class discovered their entire pre-class wish list actually was met! A sweeping typhoon wind of gratitude to Lainie Weade-Austin of Toccoa, Georgia from Arizona CRS!

Much less of a circus, but every bit as effective and powerful was the educational performance of Doug Richards, CCIM, CRS, of Salt Lake City, Utah. Mr. Richards methodically tickled his subjects' brains through a sold-out CRS 204, "Creating Wealth Through Real Estate Investments" presented by Arizona CRS and Scottsdale Association of Realtors June 19 & 20th. Doug's expertise in this area dazzled and excited the attendees as unwavering real estate guiding principles were learned. Attendees may have even been able to feel their wallets fattening exponentially as they visualized themselves implementing sound, strategic real estate investing skills. Talk about a return on investment! Don't miss this class when it tentatively returns June 3-4th, 2004.

★ ★ ★ *A Message From Our Administrator* ★ ★ ★



Jeanie Merideth, Chapter Administrator

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The association year is winding down and it's getting to be that time when we are going to ask you to renew your membership in the Arizona CRS Chapter. We would hope it would be an automatic but many of you will ask yourselves "What have they done for me lately?"

- ◆ The arizonacrs.com web site has been recharged and updated with our members in an easily accessible database. Please check your record to make sure all info is correct. If updates need to be made please e-mail them to me. Remember you can include a photo of yourself (or your favorite pet) to be included with your record. While on the site check out the calendar and the CRS Courses page for the latest happenings.
- ◆ We have very informative quarterly meetings both in Tucson and the Phoenix area. This gives our members opportunity to network and learn new trends.
- ◆ The CRS Courses continue to be well attended and in demand. Sarah Frese and Christine Moore have done an outstanding job in putting these classes together.
- ◆ "The Specialists" has been electronically sent and each issue is posted on the website for access when it's convenient for you, the member.

So when your billing invoice comes to you in the mail please don't hesitate to write your check and get it in ASAP. Remember you must be a member of the CRS national in order to be a member of the Arizona CRS.

Together we can make a difference!



**Our Tucson December meeting
will be December 11th at the
Viscount Suite Hotel starting at 5:00 pm.
We will be installing our new Officers.**