



2nd Quarter 2010
Jeanette Saxby, Editor

President's Message

INSIDE THIS ISSUE:

<i>President's Message</i>	1
<i>ED-CON is Coming! May 6th</i>	2
<i>Membership Director's Report</i>	3
<i>Welcome New IBA Members</i>	3
<i>Our Next Meeting May 20th</i>	3
<i>Meeting Notes</i>	4
<i>Who's Who</i>	5
<i>IBA Meeting & Event Calendar</i>	5
<i>Spotlight On Members</i>	6

We're on the Web!
www.NWIBA.com

In April, the IBA elected our new Board of Directors and the Board then appointed new Officers. I am very excited to see so many members come forward to be on the Board, and am looking forward to working with them. A big thanks to our Nominating Committee: Scott Mallard/Madison Properties - Chairperson; Brian Graves/Bentley Properties; Jenn Flynn/Quorum - Laurelhurst, Inc. and Louis Herrera/RT Brokerage Services, for their efforts in bringing us an exceptional slate of Directors.

We have a new SPOTLIGHT ON MEMBERS column. Turn to page 6 to see who the spotlight landed on this month, and read his profile - I hope you will find it as interesting as I did.

Our organization continues to grow with the help of our Membership Director, Ruth Baumgart, Property Lines Real Estate. Ruth invites interested brokers to attend our monthly meetings and events as guests, so please be sure to extend your friendship to both new members and guests.

We had several engaging speakers last quarter, including Martha Rose from Martha Rose Construction. Martha will gladly provide pizza and take IBA members, and their agents, on a tour of her latest project, Fish Singer Place, in Shoreline. Call me to firm up a date.

I have received good feedback from our IBA Satellite School with Rock-

well. It is proving to be a valuable benefit to our members, and their Affiliated Agents, as the discounted class fees are passed onto our members.

Next Week ! We are preparing for our IBA Educational Conference & Trade Show (ED-CON) which will take place on **May 6th, 2010** aboard the Royal Argosy Cruise Ship, Pier 56. Classes are 3 Clock Hours each and admission includes a continental breakfast, gourmet lunch, delicious snacks and many drawings. **THERE IS STILL TIME TO REGISTER.**

Registration Forms are available at www.NWIBA.com.

Our June 17th meeting will be a Members Open Forum & Roundtable Discussion, a time when our members can share information on the changing face of the industry, their brokerage, consumer models, ask questions of their colleagues, and even give away a few secrets of their success ! This has been one of my favorite meetings, as I always learn something of value... either a trick of the trade that helps my business run more smoothly or a piece of information that will prevent me from doing something stupid!

I look forward to seeing you at ED-CON and at our next meeting.

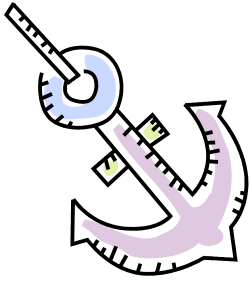
Sincerely,

Anne Rittenhouse, IBA President

Rittenhouse Realty LLC

206-714-0826

SAVE THE DATE!



Independent Broker's Association
Educational Conference & Trade Show

May 6, 2010



7:30am Registration, Classes 8 am-5:30 pm*

Royal Argosy Cruise Ship, Pier 56
Seattle, WA

Anchors Aweigh

Come Earn Clock Hours & Play

See Vendors Galore

Win Prizes & More

Classes are 3 Clock Hours each and admission includes a continental breakfast, gourmet lunch, delicious snacks and many drawings!

(Including FIVE \$100 Cash Drawings!)

It's a fun day in a spectacular setting.

Morning classes:

CORE – Instructor Larry Christensen, or

RE.net: Social Networks bring you business – Instructor Claudia Wicks

Afternoon classes:

Generate Online Business – Instructor Claudia Wicks, or

Transitions – Instructor Larry Christensen

\$60 IBA Members, Affiliated Agents & Invited Guests

Check website for registration information.

www.NWIBA.com

***The ship will return to dock at noon, if anyone wishes to disembark at that time.**

Membership Director's Report

I'm excited to let you know we've added six new members so far this year. Please find an opportunity to personally greet all of them. As we grow, so does the diversity of our membership and our business models. Do you let others know that you are an IBA member? It's up to us to let other independent brokers know who we are, our goals, and how we work together to let our voice be heard.

I challenge each of you to extend an invitation to potential new members — and let them know what the IBA has meant to you and your business. With over 700+ independent brokerages in the NWMLS, we have more room to grow !

Continuing Education is important to all of us, and we're happy to announce that IBA is now a Satellite School of the **Rockwell Institute**. When you or your agents register through our website, you will receive a substantial discount on Rockwell Courses. Just go to www.NWIBA.com, click on the Events and Meetings tab, and then scroll down to Rockwell Satellite School. It's that easy!

If you know of someone who would like to become an IBA Member, please let me know and I'll be happy to contact them.

Ruth Baumgart
IBA Membership Director
Property Lines Real Estate
425-985-4221
Membership@NWIBA.com

HELP US GROW!

***Bring a guest to any of our
General Membership Meetings.
We provide a professional network,
an educational speaker, a great breakfast
buffet and plenty of hot coffee!***

WELCOME NEW IBA MEMBERS

Suki Bazan

Bazan Realty, Seattle

Brett Clifton

PRESS, Inc., Seattle

Allen & Marsha Houchins

Acacia Property Management,
Bellevue

Scott Comey

The Real Estate Bundle, Everett

Michael Hellickson

The Hellickson Team, Lake Tapps

George Lassiter

Rainier Pacific Realty,
Federal Way

AT OUR NEXT MEETING...

May 20th - "Sure- Close Transaction Management"

The next IBA General Meeting will be on May 20th at 10 am.

WHAT'S NEXT:

June 17th - Members Open Forum & Roundtable Discussion. Share your ideas and questions.

July 15th - King County Assessor, Lloyd Hara, discussing property assessments and appeals.

August 19th - Dept of Licensing, Real Estate Commissioner discussing the new license law and DOL business.

Meetings are held at 10 AM on the third Thursday of the month, *except December*, in the NWMLS Building, 11430 NE 120th St. Kirkland, WA 98034.



“Migration to Matrix” - March 18th, 2010

As the Northwest real estate industry knows, the NWMLS is transitioning from its current MLS system to the new Tarasoft Matrix system. Access to this new system is given after attending the mandatory “Migration to Matrix” orientation class, a session of which was held at our IBA meeting on March 18th. During class, agents were able to follow along with instructor, Debra Wuts, as she used the system live. The new Matrix system offers many of the same features but with enhancements.

According to Debra, an MLS search with the new system takes 0.4 seconds, eliminating the need to wait for searches to load. Also, the Matrix system features step by step directions of multiple listings at once and includes maps that display the individual directions from one listing to another, making it easier to plan a tour of several homes. Using this new system, agents are able to specifically map the areas they would like to search for homes. Not only are they able to do a radius search from a point on a map, they can draw squares or polygons for a more detailed search. Furthermore, searches can *include* or *exclude* specific areas. Lastly, mapping is not a separate search but is a component of every search.

An added feature of this system is that along with the traditional “discard” button, a new “undiscard” button was created, to avoid losing listings that are accidentally

deleted. Also, agents will be able to view listings that go back ten years.

Other useful features include the smart search feature, in which a user types in the first few letters and the search word automatically shows up, helping save time, and the ability to attach a contact to a search, making it easy to organize and create profiles of each client.

With this new system, agents are able to further interact with their clients because they can electronically send a list of homes and the clients are then able to provide input on the homes or delete the homes they are not interested in from the list. Another great upgrade of the system is the elimination of special software to open files because they are automatically shown in a PDF format and agents are able to customize reports to fit their needs with charts, pictures, etc.

Though Matrix offers new and improved features, it is not without caveats. One quirk is that now all amounts must be entered in thousands. For example, instead of entering 600,000 users will enter 600. This is simple when entering amounts in the hundred thousands but gets trickier when entering \$600 as 0.6. Those agents dissatisfied with some of the changes are encouraged to provide feedback to the Northwest Multiple Listing Service, so the system can better fit the needs of its users. Written by Liz Duran



Martha Rose

Construction—April 15th, 2010

We were fortunate to have a presentation on earth-friendly housing by a pioneer in the Green Building Movement, Martha Rose. The “Queen of Green,” Martha is a leader in energy sufficient and sustainable building practices, and founder/owner of Martha Rose Construction. The company became a partner with the Department of Energy and the “Building America” program in March, 2007.

Martha’s presentation included topics ranging from the real estate market and “green” living to construction practices. Martha’s buildings are green from head to toe, and I found it most interesting to learn about “Living Roofs”: A roof made with a top layer of soil and completely planted with seeds. These seeds, of course, turn into lush leafy plants that not only clean the air around them, but also provide insulation for the house they protect. And though logic would suggest that up keeping the roof would be a tedious task, the plants which grow on it are practically no-maintenance and basically groom themselves. “Going green” may no longer be a novel topic of conversation, but Martha Rose is innovative not only in the materials she uses in the construction of a home, but also in the building process itself. She proves that if we take care of the planet, it will take care of us. For more information on Martha Rose Construction please visit www.martharoseconstruction.com, where you will find pictures, videos, links, and other media which includes a blog, events, news, and her awards.

Martha offered to take IBA members and their agents on a tour of her latest project, **Fish Singer Place**, in Shoreline, and will gladly bring the pizza. If you are interested in touring these amazing homes, please contact Anne Rittenhouse, IBA President, at Ritts@comcast.net Written by Liz Duran



*“Keeping
the
Independent
Broker ...
Independent.”*

We are always looking for speakers and/or meeting topics that will benefit our members. If you have any ideas, please contact our Programs Coordinator, Donna Wood, Cornerstone Real Estate, (206) 999-9663.

*Check our website for
updates and notices.*

www.NWIBA.com

WHO'S WHO AT THE IBA

EXECUTIVE COMMITTEE

President: Anne Rittenhouse, Rittenhouse Realty LLC, Bellevue 206-714-0826
 Vice President: Melissa Lising, Titan Real Estate, Redmond 425-296-5131
 Secretary: Jenn Flynn, Quorum - Laurelhurst, Inc., Seattle 206-522-7003
 Treasurer: Louis Herrera, RT Brokerage Services, Seattle 206-973-2587

Membership Director: Ruth Baumgart, 425-985-4221
 Executive Assistant: Liz Duran, 206-354-4227

DIRECTORS

Brian Graves, Bentley Properties, Bellevue
 Doug Davis, Hallmark Realty Corp., Kirkland
 Michael Cornell, Michael Cornell RE Group, LLC, Seattle
 Brett Warner, Strategy Real Estate, Inc., Bremerton
 Cary Porter, The Cascade Team RE, Issaquah
 Delna Vermillion, Towne or Country Wash. RE, Inc., Seattle
 Jeanette Saxby, Emerald City Realty, Seattle
 Jason Wall, Lake & Company, Seattle
 Donna Wood, Cornerstone Real Estate, Seattle

Sue Linell, NW Business & Accounting Service, LLC

Sue is the latest addition to the IBA Administrative Team. Introduced by our Treasurer, Louis Herrera, she is a great aid to the IBA, performing all of the accounting functions: AR, AP, banking, general ledger, tax filing, and registration help for our very own ED-CON. Thanks to the hard work of Sue and Louis, our monthly statements are now electronic!



Born in Kirkland, growing up in Bellevue, Sue graduated from Interlake High School. It was in high school that her love of numbers blossomed, under the positive influence of a high school teacher that taught business machines. She began working part-time for an accountant, later earning a degree in Accounting at Green River Community College. After 35 years in the business – the same number of years she has been happily married to her husband - she still loves numbers! Along the way, Sue raised a son and a daughter. She also finds time to enjoy sewing, developing her quilting skills and creating things on her embroidery machine.

Sue is the owner of **NW Business & Accounting Service, LLC**. Her background includes property management. One of the things she especially enjoys about contract bookkeeping is the opportunities to get to know a variety of people. Her favorite part of being independent is that it allows her to balance her home life, and spend time with her three grandchildren, ages 2, 3, and 4.

Written by Liz Duran

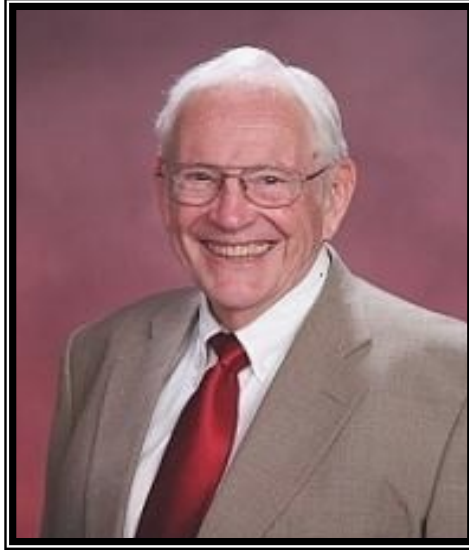
SPOTLIGHT ON MEMBERS



Brian Graves was born and raised in Eugene, Oregon. He joined the Navy at the tail end of WWII. Returning to Eugene after the War, he attended the University of Oregon, earning a Bachelor of Science degree in Marketing, with a minor in Psychology.

Brian started working in the music business after his mother opened a music store in Eugene named "Graves Music" which specialized in selling pianos, organs, TV's, band instruments, rentals, and sheet music. He went on to work at "Music West," but decided to change his career to the real estate business.

He got his start working at Royalty Realty in Bellevue and moved on to Realty Consultants in Everett. Finally, he formed America's Home Caretakers in 1983, and later became owner of Bentley Properties, where he is currently the managing broker. When asked for a piece of advice for new brokers, Brian advises that they must watch their financials and remember to run their brokerage like a business.



Having spent over thirty years in the business, more than 25 as a Broker, Brian has broad real estate experience and education. Always a leader, Brian was the President of a regional retail corporation, has years of management experience, was the President of two service clubs and on the Board of Directors of the Boy Scout Council, and County Chairman of the March of Dimes.

He served as Secretary of the Washington State Chapter of the Council of Real Estate Brokerage Managers and was the Director of Washington Realtors.

Brian is also a Realtor with many professional designations: **GRI** (1 of only 180 people in the state), **CRS** (held by less than 2% of all Realtors), **CRB** and **SRES**. He was President of the IBA for two terms and Secretary for two terms. Last year he was honored by the IBA and appointed a Director Emeritus by the Board.

When Brian joined the IBA in 1997, it was much different. Not only were there only around fifteen members, but the IBA was also financially in debt. He has watched the IBA grow and recognizes the benefits of the organization. He believes that one of the main benefits of the IBA is the sharing of information that takes place. "I haven't gone to a meeting without learning something," he states. He likes that the IBA offers a way of creating a fellowship in which you never stop learning.

Brian has 5 kids, 3 of them in the real estate business! For leisure, he enjoys spending time with his family in Lake Crabapple, Snohomish County.



The Northwest Independent Broker's Association (**IBA**) is a non-profit, membership-based real estate broker's association.

The IBA brings service-minded, independent real estate brokers together so, collectively, they can deliver solutions and strategies to provide their agents and clients with superior services. Our commitment to giving the real estate client the very best in truly independent representation is enhanced through our regular meetings, special events and conventions, clock hour classes and seminars.

Membership in the IBA is open to all real estate brokerages who are not part of a national or regional franchise organization. Today, **IBA** membership includes over 50 brokerage offices, representing more than 1,700 real estate professionals in Western Washington.