



Iowa Chapter No. 2 Certified Residential Specialist Newsletter

Visit our Web site at www.iowacrs.org

October, 2001

President's Message

By Sally Hackett, ABR, CRB, CRS

I hope you were able to join us for at least one of the CRS events at this year's convention in Davenport. The CRS Fun Night on



Tuesday was a great time. Comedy Sportz kept us laughing with their impromptu skits and the food was delicious as usual.

After the comedy show and hors d'oeuvres, the

group headed to the casino for a slot pull contest. Lynn Curtis of Davenport was the lucky winner of \$250. Lynn had the most points after five minutes, making her the prize winner.

On Wednesday night, two past Iowa CRS presidents were installed as officers at the state association level. R. Scott Case of Davenport was installed as state president and Larry Pickering of Des Moines as vice president.

Congratulations to both!

The highlight of Thursday's CRS luncheon was Dick Mathes being named Iowa CRS REALTOR® of the Year. You can read all about that in the story that begins here on page 1. Also during the meeting, all of the past CRS REALTOR® of the Year winners were recognized and presented with a medallion by Jerry Rossi.

It was a great convention and I hope you had a chance to go! Speaking of conventions, I hope I will see you in Chicago at the end of October. Be sure to sign up for the CRS Day there. This is a first and hopefully we can continue to have our special day at national convention.



Jerry Rossi (right) places a medallion on Jon Smith's shoulders during the CRS luncheon at the convention. All former Iowa CRS REALTORS® of the Year were presented with a medallion.

Dick Mathes named CRS REALTOR® of the Year in Iowa

Story reprinted from the IAR's
Iowa REALTOR® Report

Dick Mathes of Home Realty Group in beautiful, sunny Mason City, Iowa (for those of you who know Dick, you know what I'm talking about ... for those of you who don't, ask him to call you sometime), was presented with the 2001 Iowa CRS REALTOR® of the Year award at this year's state association convention in Davenport.

Mathes has been involved in the real estate business for more than 20 years and received his CRS designation in 1993. He will become president of the Iowa CRS chapter in January.

"I was absolutely flabbergasted when they called my name," Mathes said about winning the award. "They pulled that off extremely well ... I had no inkling whatsoever and I was totally surprised."

See REALTOR® of the Year on
page 2

Mission Statement

The Residential Sales Council provides superior member benefits to enable residential sales specialists to maximize their professional performance.

Visit our Web site at www.iowacrs.org

Iowa CRS Leadership

PRESIDENT

Sally Hackett, ABR, CRB, CRS
Mel Foster Co.
3211 East 35th Street Court
Davenport, IA 52807
319-359-4663
Fax: 319-359-0069
E-mail: shackett@melfosterco.com

PRESIDENT-ELECT

Dick Mathes, CRS
Home Realty Group
120 West State Street
Mason City, IA 50401
800-873-0885
Fax: 641-423-5225
E-mail: DickMathes@DickMathes.com
www.RelocationIowa.com

TREASURER

KaRene Egemo, CRS
Egemo Realty
4 North 15th Street
Fort Dodge, IA 50501
515-955-6148
Fax: 515-955-2556
E-mail: kegemo@dodgenet.com
www.FortDodgeRealEstate.com

SECRETARY

Kathy Miller, CRS
Coldwell Banker Premier Realty
513 7th Street
Sioux City, IA 51101
712-255-5611
Fax: 712-255-9067
E-mail: kmill@aol.com

REGIONAL REPRESENTATIVE

Gary Lukens, CRS
701 Lois Drive
Sun Prairie, WI 53590
800-532-3364
E-mail: klukens@luken4ahome.com

DIRECTOR OF CHAPTER AND MEMBERSHIP PROGRAMS

Colleen McMahan, CRS
430 North Michigan Avenue
Chicago, IL 60611-4092

REALTOR® of the Year

Continued from page 1

He said it means a lot that his peers chose him as this year's winner. "I'm extremely flattered," he said. "There are a lot of deserving people and it never even crossed my mind that I was being considered. I sincerely appreciate the importance of it because I know it comes from within the CRS group itself and to be selected by your peers is the highest form of sincere compliment."

Mathes also talked about how important the CRS chapter is to him. "I became a member of the CRS organization in 1993," Mathes said, "and it has been the most significant, professional organization in helping its members do a better job for their clients than any other group I've been involved with in real estate. The classes that I took and still take have been helpful in keeping focused in my day-to-day job."



Iowa CRS President Sally Hackett (right) presents the 2001 Iowa CRS REALTOR® of the Year plaque to Dick Mathes of Home Realty Group in Mason City.

Iowa CRS "Chapter with a Heart" program wins award

The Iowa CRS chapter will be recognized for its hard work on the Chapter with a Heart program at this year's national convention in Chicago. The Iowa CRS chapter has earned a special recognition award for its effort in this program and will be presented with an award at the Chapter President's Leadership Committee meeting on Friday, November 2. That meeting will be held from 2-5 p.m. in the Renaissance Hotel in Chicago during the National Conference Meetings.

R. Scott Case of Mel Foster Co. in Davenport was this year's Iowa leader, helping one family obtain the American dream of homeownership. The Iowa plan is to go into the city that is hosting the state convention every year and choose a family from that area that needs

assistance with buying a home. The money raised goes toward helping a buyer come up with the down payment needed to get into a home.

Case pointed out that sometimes it's difficult to choose the right family for the program.

"It's a combination of money being available and a house being available," he said. "The people have to go through an eight-week course. We tell the agencies that we have money

available and they give us a couple candidates that need this type of funding."

The fun and rewarding project, funded by the Iowa CRS chapter, moves from city to city and uses a different CRS representative every year. Case says it's a great learning tool and well worth the time and effort.



Get involved in CRS Day at national convention

The Iowa CRS chapter is encouraging all members to get involved at CRS Day, scheduled for Friday, Nov. 2 at NAR's Conference and Expo in Chicago. Those going to the event will have an opportunity to hear top CRS members share their sales strategies and participate in a CRS-only networking session.

The panel session is being called **Sales Strategies and Secrets of CRS Superstars**. Five lively top producers will share their secrets and strategies for success. A few topics include the latest technologies to boost business, significant changes in clients, pricing and marketing your listings, and promoting yourself.

The moderator is Gee Dunsten of Gee Dunsten Seminars in Salisbury, Md. Dunsten is the 2001 CRS president and a CRS senior instructor.

Panelists are: Robert Bohlen, Preview Properties.com in Brighton, Mich.; Allan Domb, Allan Domb Real Estate in Philadelphia; Lillian Montalto, Signature Properties in Andover, Mass.; Sandra Nickel, a REALTOR® from Montgomery, Ala.; and Robert C. Wolff, RE/MAX Real Estate Services in Monarch Beach, Calif.

The CRS Networking Reception is open to council members only and is a great opportunity to build business contacts and do some important networking. The income-enhancing networking session is led by Chuck Bode, a CRS senior instructor. The reception will give you an opportunity to meet CRS members nationwide to build your agent referral business and will give you a chance to share promotional materials and exchange ideas with other CRS members.

A registration form is available on the CRS Web site at <http://www.crs.com/members/events/crsday.shtml>.



CRS photos from 2001 IAR convention



Comedy Sportz was a big hit at the CRS Fun Night. Nearly 150 people attended the event in which comedy performers kept the audience laughing with impromptu skits.



CRS President Sally Hackett enjoys the comedy skit performed by Comedy Sportz.



Judy Rumley, executive officer of the Des Moines Area Association of REALTORS®, tries to stifle her laugh, but the comedy group is too funny.



In the picture to the left, Jerry Rossi hugs Gail Flagel after placing the Former CRS REALTOR® of the Year medallion around her neck. All the former award winners were recognized and given medallions at the CRS luncheon during state convention in Davenport.

Mark your calendars now for Sell-a-Bration, scheduled for January 22-23 at the Holiday Inn in West Des Moines. More information will be available as we get closer to the event.

2002 Iowa CRS leadership team members

<u>Position</u>	<u>Name</u>	<u>City</u>	<u>E-mail</u>
President	Dick Mathes	Mason City	DickMathes@DickMathes.com
President-Elect	Kathy Miller	Sioux City	Kmill@aol.com
Secretary	Lynn Leaders	Council Bluffs	Lynn@LynnLeaders.com
Treasurer	John Goede	Spencer	jwg@pionet.net
Membership Comm. Chair	Jon Smith	Des Moines	Jon.Smith@iselldm.com
Program Comm. Chair	Jim Manderfield	Urbandale	JimManderf@aol.com
Communications Comm. Chair	Karel Murray	Waterloo	Karel@Karel.com
Public Relations Comm. Chair	Lana Baldus	Cedar Rapids	Lanacrs@skogman.com
Strategic Planning Comm. Chair	Sally Hackett	Davenport	SHackett@MelFosterCo.com
Education Comm. Chair	Karen Ott	Bettendorf	KarenOtt@KarenOtt.com
CRS Regional Vice President	Gary Lukens	Sun Prairie, WI	Gary@GaryLukens.com
CRS Financial Vice President	Gail Flagel	Des Moines	GailFlagel@FirstRealtyHomes.com
CRS Chicago Staff	Rachel Tristano	Chicago	RTristano@crs.com
CRS Chicago Staff	Colleen McMahon	Chicago	CMcMahon@crs.com

RS 200 — Business Development for the Residential Specialists

Course Review: A strong foundation is the key to building a successful real estate career. The Business Development core course helps students learn the fundamentals of business planning that can lead to increased profits and productivity. Students learn how to create a detailed business plan that encompasses the essential areas of budgeting, promotions, marketing and cost analysis. This course requires students to bring a standard calculator.

Dates: October 23-23, 2001
Location: Amana Holiday Inn (I-80, exit 225
in Amana, Iowa)

Class hours: 8:30 a.m.-5 p.m. both days
CEU: 15 hours

Cost: \$275 if preregistered by October 19, 2001
\$175 for CRS designees.

\$300 if not preregistered by October 19.
\$250 for CRS designees.

Yes! Register me for RS 200 in Amana October 23-24, 2001!

Name: _____ Social Security #: _____

Office Name: _____

Office Address: _____

City, State, Zip: _____

Office Phone: _____ Home Phone: _____

Credit Card #: _____ Expiration Date: _____

Check #: _____ Total Amount Enclosed: _____

Mail to: Iowa Association of REALTORS®
1370 NW 114th Street, Suite 100
Clive IA 50325

Fax to: 515-453-1070