

THE REALTOR® UPDATE

QUARTERLY NEWSLETTER



2023 RAPV Leadership Change

Dear RAPV Members,

It's incredible how swiftly autumn has arrived, although the persistent warm weather might suggest otherwise. As we chart our course through 2023, I invite you to stand by my side in upholding our commitment to treating every consumer and colleague with the utmost integrity and respect. Let us honor the Fair Housing Act and collectively strive to eliminate housing discrimination through each of our interactions.

I am writing to inform you about recent developments within the REALTOR® Association of Pioneer Valley (RAPV) leadership team. 2023 President Elect Arlene Castellano has recently stepped down from her role to pursue other opportunities. We extend our gratitude to her for her contributions during her tenure and wish her success in all her future endeavors.

Pursuant to our Bylaws and Policy, the Board of Directors held a vote to fill the vacancy. I am pleased to announce that Peter Ruffini has been elected as the new President-Elect for the remainder of this year. Moreover, I am thrilled to inform you that he will also assume the role of RAPV President for the year 2024. Peter's dedication and commitment to the association make him an excellent choice for these roles, and we are confident in his ability to lead us forward.

I am pleased to share that Clinton Stone has been elected by the Board of Directors to fill the position of Treasurer for the remainder of 2023. Clinton brings a wealth of experience and expertise to this role, and we look forward to his contributions in managing our association's financial matters. The Board of Directors continues to work diligently to ensure a seamless transition and to continue providing valuable resources and support to our members.

Additionally, it is with great pleasure that I extend my warmest welcome to Kelly Page, Vincent Walsh, Donald Thompson, and Sue Drumm on their appointments to the RAPV Board of Directors for the remainder of 2023, filling the Director vacancies. Their dedication, expertise, and commitment to our association have not gone unnoticed, and we are excited to have them join the board to contribute their valuable insights and guidance.

If you have any questions or concerns, please do not hesitate to reach out to us. We greatly appreciate your ongoing support and dedication to our REALTOR® Association.

Thank you for being a part of our vibrant community.

Sincerely,

Lori Chase
2023 RAPV President

2023 President's Challenge

Complete the 2023 President's Challenge for a chance to win a \$300 Visa gift card!

By participating in this challenge, we take the lead in conducting business at the highest standards and demonstrating that we stand up for diverse, inclusive communities where everyone is welcome.

The deadline to participate is **December 8, 2023**. Drawing will occur on **December 11, 2023**. All names of those entered will be recognized at RAPV's Annual Holiday Luncheon. To complete the challenge, visit the components listed on [NAR's website](#) and then fill out the confirmation form below:

[Get Started Today!](#)

Parcell Resigns, Kasper Vows Urgent Change at NAR



[Click here to view NAR's REALTOR® Magazine article on the changes.](#)

RAPV 2024 Committee Sign-Ups

Thinking of getting involved with the RAPV? Join a committee!

Not sure which committee to join or what each committee does? Learn more at our upcoming Committee Open House on Wednesday, September 13th at RAPV!

[Click Here to Sign-Up for a Committee](#)

[Click Here to Register for the Open House](#)

[Click Here for the Flyer](#)

If the Realtor® Had Only Known: Fair Housing | Sept. 12

If the REALTOR Had Only Known "FAIR HOUSING"



Join us for our **FREE If the Realtor® Had Only Known: Fair Housing** Session on **Tuesday, September 12th from 10:00am - 11:30am at RAPV!**

Topics Being Covered:

- Discrimination in housing is against the law!
- Housing rights and responsibilities.

Panelists:

- Maureen St. Cyr, Esq., Executive Director of Massachusetts Fair Housing Center
- John Fisher Way Finders, Author of Property Management Manual for MA Rental Owners

[Register Here!](#)

[Registration Flyer](#)

Code of Ethics & Residential New Construction CE Classes | Sept. 13

Instructor: Andy Consoli

9:00am - 11:30am - Code of Ethics

12:00pm - 2:00pm - Residential New Construction

Price: Member: \$25 | Non-Member: \$35

[Register here for Code of Ethics](#)

[Register here for Residential New Construction](#)

[Registration Flyer!](#)

Strong Coffee Connections | Sept. 19

A promotional graphic for a coffee event. It features a top-down view of a white coffee cup with a latte art design of three leaves. The words "START STRONG" are arched above the cup, and "COFFEE CONNECTIONS" are arched below it. In the top right corner is the REALTOR logo with the text "—ASSOCIATION OF PIONEER VALLEY—". To the right of the cup, the text reads: "Come join your peers for coffee and start your morning strong!". Below this, in a dark brown box, is "Tuesday, September 19" and "9am-10am". Further down, it says "Common Grounds Cafe", "2341 Boston Road, Wilbraham, MA 01095", and "FREE!" in bold.

START STRONG

COFFEE CONNECTIONS

REALTOR
—ASSOCIATION OF PIONEER VALLEY—

Come join your peers for coffee and start your morning strong!

Tuesday, September 19
9am-10am

Common Grounds Cafe
2341 Boston Road, Wilbraham, MA 01095

FREE!

Come join your peers for coffee and start your morning strong! This is a great opportunity to network and grab a coffee on RAPV!

[Click Here to Register!](#)

Golf Tournament | Sept. 20

A promotional graphic for a golf tournament. It features a background image of a golf course at sunset. A white golf ball sits on a tee box in the foreground. The text "32ND ANNUAL GOLF TOURNAMENT" is centered in large white letters. To the right, it says "Wednesday, September 20, 2023" and "Twin Hills Country Club". In the top right corner is the REALTOR logo with the text "—ASSOCIATION OF PIONEER VALLEY—".

32ND ANNUAL GOLF TOURNAMENT

Wednesday, September 20, 2023
Twin Hills Country Club

REALTOR
—ASSOCIATION OF PIONEER VALLEY—

RAPV's 32nd Annual Golf Tournament will be held on **Wednesday, September 20, 2023**, at **Twin Hills Country Club, Longmeadow**.

There are still a few sponsorship opportunities available! Proceeds will benefit various homeless shelters and emergency food providers throughout the Pioneer Valley.

[View Our Registration Flyer and Sponsorship Opportunities Here!](#)

Technology & Real Estate Brokerage CE Webinar | Sept. 25

Earn Continuing Education Credit Through
RAPV's Live and Interactive Webinar
Mondays!

Monday, September 25, 2023

1:00 pm - 3:00 pm | Virtual

Price:

Members: \$15 per webinar

Non-Members: \$30 per webinar



Instructor: Kate Lanagan McGregor

[Click here to Register for the Technology & RE Brokerage Webinar!](#)

[Click here to View the Full Webinar Mondays Schedule!](#)

MAR 2023 REALTOR® Conference | Sept. 27-28



Go ALL IN: Join MAR on September 27–28 for world-class speakers, inspirational break-out sessions, and jam-packed networking opportunities—plus all the fun Mohegan Sun has to offer!

Breakout Sessions Include:

1. You Are Essential Now, Eliminate Your Fear of Video
2. Crushing it with Canva for Real Estate
3. Negotiation Today

Featured Speakers:

- Brian Carter, Ceo of the Brian Carter Group
- Dr. Jessica Lautz, Deputy Chief Economist and Vice President of Research for the National Association of REALTORS®
- Jared James, CEO & International Speaker of Jared James Enterprises
- Marki Lemons Ryhal, Keynote Speaker, 6X International Best-Selling Author, Podcaster and Founder of ReMarkiTable

[Click Here to Register!](#)

2024 Dues Renewal | Oct. 2

Don't forget, the 2024 dues cycle begins on October 2, 2023, and ends December 1, 2023!!!

- A \$50 late fee will be assessed if you have not paid your dues by December 1, 2023.

- If you haven't paid by January 1, 2024, your membership with RAPV will be inactivated and a reinstatement fee of \$125 will be assessed.

[Click Here for the 2024 Dues Billing Schedule](#)

R.I.S.E. New Agent Training Program | Oct. 4

Launch Your Career and Maintain
Momentum!

9:00am - 4:00pm | RAPV

New Member Price: free
Regular Member Price: \$59
Non-Member Price: \$169

RITUALS
INTENTION
SYSTEMS
EDUCTION



Instructor: Kate Lanagan
McGregor

[Register Here](#)
[Registration Flyer](#)



Broker Pre-Licensing Course Oct. 11, 13, 16, 18, 20

Instructor: Bob Falter, PhD, CRS, GRI, CDEI, Certified Residential Specialist

Dates: Oct. 11, 13, 16, 18, 20

Time: 8:30am - 4:30pm | RAPV

Prerequisite: Three years working under a MA Broker as a licensed real estate salesperson.

Price:

Member: \$475 (includes tuition and textbook)

Non-Member: \$520 (includes tuition and textbook)

*Testing fee is separate

[Register Here](#)
[Registration Flyer](#)

Women Lifting Women in Real Estate | Oct. 25



Realtor® Association of Pioneer Valley's Professional
Development Committee Presents:

Women Lifting Women in Real Estate

October 25, 2023 | 9:00 am—1:00 pm

“Women Lifting Women in Real Estate: At All Stages of Your Real Estate Career” is a panel and break-out session, featuring a diverse group of women REALTORS® at all stages of their careers. This program will connect highly motivated women in the real estate business to help leaders at all stages of their businesses to grow to the next level!

PANELISTS:

- **Rula Baki**, *Berkshire Hathaway Home Services Realty Professionals*
- **Marisol Franco**, *Associate Broker & Team Lead, Marisol Franco Team, Coldwell Banker Realty*
- **Diane Kendrick**, *Teammate, Slope to Shore Team of William Raveis Real Estate*
- **Karen King**, *Associate Broker & Team Lead, Karen King Group, RE/MAX Connections*
- **Nilsa Laboy**, *Associate Broker & Team Lead, New Home Realty Group, Gallagher Real Estate*
- **Sara Lyman**, *Associate Broker & Team Lead, Hometown Team, Laer Realty Partners*
- **Erica Nunley**, *Managing Partner, Executive Real Estate; Associate Broker & Team Lead, Nunley Group*

[Register Here](#)

[Registration Flyer](#)

Notes From the MAR Legal Hotline: July, Aug., Sept. 2023

[Click here to read the Legal Hotline July Notes](#)

[Click here to read the Legal Hotline August Notes](#)

[Click here to read the Legal Hotline September Notes](#)

Save the Date!

YPN RE BarCamp - Information Coming Soon
October 3, 2023 | RAPV

Wine and Pizza Night Fundraiser - Registration Opening Soon
October 12, 2023 | 6:00 pm - 8:00 pm | Black Birch, Hatfield

[Comm. Skills, Perception, and Reality in Leadership](#)

October 19, 2023 | 9:00 am – 4:00 pm | RAPV

Instructor: Maura Neill

YPN Social - Registration Opening Soon

PeoplesBank Creates Professionals Mortgage Program Sponsored

Physicians, CPAs, attorneys, and other professionals can have unique life circumstances that can affect their ability to get a traditional mortgage. Understanding those circumstances, and finding ways to help, is why PeoplesBank recently launched its new Professionals Mortgage Program.

[Read More](#)

Thank you to Our Advertising Sponsors:



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Your Bank Forever



Upcoming Events & Classes

Sept. 12 | If the Realtor Had Only Known: Fair Housing | 10:00 am - 11:30am | RAPV

Sept. 13 | Code of Ethics CE Class | 9:00am - 11:30am | RAPV, Andy Consoli

Sept. 13 | Residential New Construction | 12:00pm - 2:00pm | RAPV, Andy Consoli

Sept. 19 | Strong Coffee Connections | Common Ground Cafe | 9am - 10am | Wilbraham

Sept. 20 | Golf Tournament | Twin Hills, Longmeadow

Sept. 25 | Technology & RE Brokerage Webinar | 1:00pm - 3:00pm | Virtual, Kate Lanagan McGregor

Sept. 26-28 | MAR Convention | Mohegan Sun

Oct. 2 | 2024 Dues Billing Begins | RAPV Portal

Oct. 3 | YPN Bar Camp | 5:00pm - 7:00pm | RAPV

Oct. 4 | R.I.S.E. Training | 9:00am - 4:00pm | RAPV, Kate Lanagan McGregor

Oct 11-20 | Broker PLS Course | 8:30am - 4:30pm | RAPV, Bob Falter

Oct. 12 | Wine and Pizza Night Fundraiser | 6:00pm - 8:00pm | Black Birch, Hatfield

Oct. 19 | Communication Skills, Perception, and Reality in Leadership | 9:00am - 4:00pm | RAPV, Maura Neill

Oct. 19 | YPN Social

Oct. 24 | Hadley CE Classes | Marriott Courtyard, Hadley

Oct. 25 | Women Lifting Women in Real Estate | 9am - 1pm | RAPV
Nov. 8 | Code of Ethics CE Class | 9:00am - 11:30am | RAPV
Nov. 27 | Veterans Affairs CE Webinar | 1:00pm - 3:00pm | Virtual, Kate Lanagan
McGregor

[Click Here for a full list of RAPV Events and Education Classes!](#)

CONNECT WITH US



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(413) 785-1328 | www.rapv.com

RAPV | 221 Industry Avenue, Springfield, MA 01104

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