

## UPCOMING EVENTS

2/10 - FREE Commercial Seminars with TheNCREA – Hybrid - 10:00A  
 2/14 - Brian Buffini, "Outperform the Recession" – OBAR - 9:00A  
 2/14 - Brian Buffini, "Sell, Serve, and Communicate..." – OBAR – 10:30A  
 2/14 - Government Affairs Com Mtg – Hybrid – 3:00P  
 2/15 - REALTOR@Fest Com Mtg – Hybrid – 9:30A  
 2/15 - Paragon 101 – GoToMeeting – 1:00P  
 2/16 - BIC Break – Zoom – 8:30A  
 2/21 - MLS Com Mtg – Hybrid - 9:00A  
 2/22 - Courthouse Retrieval Systems – GoToMeeting – 1:00P  
 2/23 - Finance & Budget Committee Mtg – Hybrid – 9:00A  
 2/28 - 2023 Community Partner Program Deadline  
 3/1 - Auto Email Notification / Collab Center – GoToMeeting – 1:00P  
 3/2 - Wakeup with YPN – TBD – 8:30A  
 3/3 - 2023 Bowling Tournament – Nags Head Bowling Alley – 6:00P  
 3/8 - Education Com Mtg – Hybrid - 10:00A  
 3/8 - Intro to MLS – GoToMeeting – 1:00P (REQUIREMENT FOR NEW MEMBERS)  
 3/9 - Board of Directors – Hybrid – 9:30A  
 3/14 - Government Affairs Com Mtg – Hybrid - 3:00P  
 3/15 - Young Professionals Network Com Mtg – 9:00A  
 3/15 - REALTOR@Fest Com Mtg – Hybrid – 9:30A  
 3/15 - Lunch & Learn: "Excel 101" – Hybrid – 12:00P  
 3/15 - Paragon 101 – GoToMeeting – 1:00P  
 3/16 - New Member Orientation – Hybrid – 1:00P  
 3/21 - MLS Com Mtg – Hybrid - 9:00A  
 3/23 - General Membership Mtg – TBD  
 3/27-29 - NCR Legislative Mtgs – Raleigh, NC  
 3/29 - NCR Legislative Day Visits – Raleigh, NC  
 3/29 - Auto Email Notification / Collab Center – GoToMeeting – 1:00P  
 3/30 - RSPS Certification – OBAR – 8:30A-4:30P

## BIC BREAK - FEBRUARY

The first BIC Break of the year is scheduled for Thursday, February 16<sup>th</sup>. Please join us from 8:30-9:30A via Zoom. 2023 President Natalie Painter and CEO Willo Kelly will discuss everything you need to know to share with your agents. Subjects include the latest hot topics, scams, the current process for new agents joining OBAR and the MLS, and upcoming events.



There will be a lot of important information presented at this meeting, so please make sure to RSVP as soon as possible. To register for this BIC Break visit [www.outerbanksrealtors.com](http://www.outerbanksrealtors.com). "See" you there!

## NOMINATE A GOOD NEIGHBOR



Do you know a fellow REALTOR® who has been putting a lot of work into volunteerism in the Outer Banks? If so, nominate them for the Good Neighbor Award sponsored by Platinum Community Partner Wells Fargo Home Mortgage.

The Good Neighbor Award recognizes local REALTORS® who go above and beyond for the betterment of the community and the REALTOR® name. In 2022 three REALTOR® members were recognized as good neighbors. In April, Natalie Painter received the Good Neighbor Award for her volunteerism with Meals on Wheels in Dare County. Jimmy Anderson was recognized for his volunteerism and help with the fundraiser for local legend Hampton "Hambone" Wolf who passed away in May. In October, Christi Bryant was honored with the award for her volunteerism with both the Kitty Hawk Rotary and the Food Pantry.

Visit [www.outerbanksrealtors.com](http://www.outerbanksrealtors.com) and download the application under the resources tab.

## WAKEUP WITH YPN



The YPN Committee, chaired by Kirsten Shackelford, has scheduled multiple "Wakeup with YPN" networking events. Each event features a speaker discussing hot topics that new REALTORS® need to know. Everyone is invited and these events are a great way to meet

new people and Community Partners. Visit [www.outerbanksrealtors.com](http://www.outerbanksrealtors.com) to sign up for the next one on March 2<sup>nd</sup>.



## THE GAVEL HAS BEEN PASSED: 2023 PRESIDENT NATALIE PAINTER



After almost 1.5 years, 2022 President Doug Brindley of Brindley Beach Vacation & Sales passed the gavel to 2023 President Natalie Painter of Coastal NC Realty Group at the first general membership meeting of the year. Says Painter, "I am grateful for the privilege to serve as the 2023 President of the Outer Banks Association of REALTORS® and am looking forward to collaborating with our local municipalities, community groups and REALTOR® membership to continue to push progress on the challenges affecting our industry and our residents. The leadership team of OBAR is comprised of talented real estate agents and Community Partners that serve our membership; they also work on behalf of our community on the local, state, and national levels to be a voice of real

property rights for our area. I believe that with passion and great leadership we will continue to provide value to our community as a whole."

Natalie encourages members to participate in the many professional development, surf, turf, & roll charity events, and networking events already scheduled throughout the year. She says, "In addition to our general and annual membership meetings and charity events, the Education, Membership and YPN committees, and the Property Management Council have already scheduled multiple events including Lunch & Learns, Property Management Hot Topics, Wakeup with YPN networking hours, commercial seminars, certification classes, Brian Buffini Power Hours, a YPN Tourney, and much more. I hope everyone will take advantage of the many opportunities that OBAR is providing members this year." Information about these events can be found on [www.outerbanksrealtors.com](http://www.outerbanksrealtors.com).

## COMMUNITY PARTNER PROGRAM



multiple options to attend charity, membership, and other events, and more.

It is time for the 2023 Community Partner Program! OBAR offers 2 categories of partnership: 1 for affiliate businesses, and another for REALTOR® companies. Each category has multiple levels of partnership ranging from \$250-\$7,500 depending on category. The program is like a "pre-pay" package where you pay for multiple options to attend charity, membership, and other events, and more.

The digital footprint for our Community Partners is considerable. The banner ads at [outerbanksrealtors.com](http://outerbanksrealtors.com) log over 4,000 daily viewer impressions, there is a full page devoted to Community Partners, membership communications, press releases, and more. This does not even include our Community Partner banners that are displayed in the office and at every event. There's no better way to get your company's name and products in front of decision-makers than through a comprehensive, year-round partnership package. To join or renew your partnership with OBAR, please contact Member Services Director Karen Pierce at [karenp@outerbanksrealtors.com](mailto:karenp@outerbanksrealtors.com) or (252) 489-1480. You may also visit [www.outerbanksrealtors.com](http://www.outerbanksrealtors.com) and download the application under the resources tab.

## FREE COMMERCIAL WEBINARS



Join us February 10<sup>th</sup> in the OBAR Kilgore Training Center (upstairs) from 11:00A-3:30P for 2 FREE, informative 2-hour live webinars with Michael Simpson, one of the Top 1% of agents in the US and owner of The National Commercial Real Estate Association (TheNCREA). Michael will be joined by national speaker Steven Moraldo, the Business and Development Manager of TheNCREA. At 11:00A they will present, "Speaking the Language of Investors". You will learn how to find investors, what to say, and how to turn a conversation into an appointment.

A complimentary lunch will be served from 1:00-1:30P. At 1:30P, Michael and Steven will present, "Wealth Building". You will learn how to invest, including reviewing calculations, identifying opportunities, factors you will use as an investor to identify a good deal, the four ways to determine value, real world and hands-on deal analysis, analyzing deals for personal investment and so much more!!

Visit [www.outerbanksrealtors.com](http://www.outerbanksrealtors.com) to register. You do not have to be in commercial/investment real estate to attend-it is open to all OBAR members. And remember-it's FREE! In-person no-shows will be charged \$10 to cover the cost of food.

## THANK YOU 2022 COMMUNITY PARTNERS!

Platinum

WELLS FARGO Home Mortgage

Diamond

BANKERS INSURANCE... Brindley Beach VACATIONS & SALES CALIBER HOME LOANS FIRST BANK

Howard Hannan Outer Banks Realty SAGA REALTY & CONSTRUCTION TOWNEBANK MORTGAGE A Towne Family Company

Gold

Carolina Designs REALTY Outer Banks, NC SEASIDE VACATIONS STEVEN GILLIS AGENCY ROCKET Mortgage | State Farm InsureOBX.com vacasa VACATION HOME MANAGEMENT

Silver

AnnieMac Home Mortgage COAST REALTY ISU - G.R. Little Agency Insurance Solutions Since 1983

FARM BUREAU INSURANCE

SouthernBank Since 1921 The Bank of Outer Banks

SOUTHERN TRUST MORTGAGE TIDEWATER HOME FUNDING Funding Your Dreams TOWNE INSURANCE TWIDDY Since 1978

## SPRING CE SCHEDULE NOW AVAILABLE

We've received multiple calls about our Spring continuing education schedule. We are excited to announce that we have scheduled 3 CE opportunities for our members. All courses are \$35/member or \$50/non member.

### Mark Saunders

February 23<sup>rd</sup>: GENUP - 9:00A-1:00P - Zoom

February 24<sup>th</sup>: Elective, "e-Closings" - 9:00A - 1:00P - Zoom

### Bill Gallagher

May 2<sup>nd</sup>: GENUP - 8:30A-12:30P - Zoom

May 3<sup>rd</sup>: BICUP - 8:30A-12:30P - Zoom

May 4<sup>th</sup>: Elective, "Cons, Scams, & Hacks" - 8:30A-12:30P - Zoom

### Tanya Sekhon

May 31<sup>st</sup>: GENUP - 1:30-5:30P - Comfort Inn, KDH

June 1<sup>st</sup>: BICUP - 8:30A-12:30P - Comfort Inn, KDH

June 1<sup>st</sup>: Elective, "TBD" - Comfort Inn, KDH

Please Note: You may only take the BICUP if you are a Broker in Charge or are BIC Eligible. All others must take the GENUP.

Cancellation and Attendance Policy: You must cancel your registration NO LATER than 24hrs before the course to receive a refund. NC Real Estate Commission CE Rules: Students may not join 15 minutes after the course has started. Attendance is monitored by staff. If the course is being offered via Zoom you may NOT use a cellphone and MUST have your camera turned on to receive credit. If it appears you are working, the CE Monitor will give you a warning.

If you have questions about upcoming CE, please contact Communications & Marketing Director Leah Holmes at [leah@outerbanksrealtors.com](mailto:leah@outerbanksrealtors.com) or (252) - 489-1480.

## ATTENTION BICS: NMO - MARCH 16TH



### New Member Orientation

MARCH 16  
1:00-4:30P  
HYBRID

Our next New Member Orientation (NMO) is Thursday, March 16<sup>th</sup> at OBAR from 1:00-4:30P. Per OBAR Policy Section A: General Policies Part 2.2, new members are required to take the orientation class within 60 days of submitting their new member application. Please remember that they must have completed NAR's online 2.5-hour New Member Ethics course, NAR's Fairhaven Simulation (NEW), and attended, "Introduction to MLS" with Dan Sutherland (if applicable). New members are encouraged to attend NMO in-person, however there will be a Zoom option.

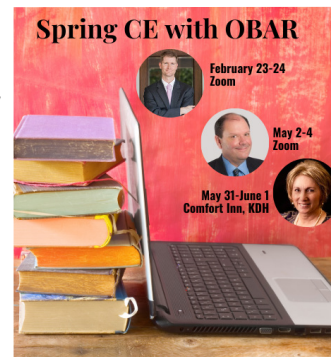
The orientation is proudly sponsored by TowneBank Mortgage. Please ask your new member to register via [www.outerbanksrealtors.com](http://www.outerbanksrealtors.com) or have them contact Membership Services Director Karen Pierce at [karenp@outerbanksrealtors.com](mailto:karenp@outerbanksrealtors.com) or (252) 489-1478.

We fly again in the Spring. Until then, surf [www.outerbanksrealtors.com](http://www.outerbanksrealtors.com)!

Brought to you by:



201 West Eighth Street, Nags Head  
(252) 441-3036



## BRIAN BUFFINI

Join Aimee Pitts from Wells Fargo Home Mortgage as she proctors 2 FREE Brian Buffini Power

Hours on February 14<sup>th</sup> at OBAR's Kilgore Training Center (upstairs) from 9:00-11:30A. At 9:00A you will watch Brian's, "Outperform the Recession" webinar where he shares tips and strategies to help you get your life where you really want it to be in this new era. Then at 10:30A, you will watch his, "Sell, Serve, and Communicate in a Changing Market" where you will discover not only what your REALStrengths are, but how you can use them to never be misunderstood again! With the real estate market cooling off a bit and talks of recession, you will not want to miss these two FREE informative webinars. Breakfast will be provided. To register, visit [www.outerbanksrealtors.com](http://www.outerbanksrealtors.com).

## "EXCEL 101" L&L



Our first Lunch & Learn of the year was such a success that Maslin Seal will be presenting "Excel 101" March 15<sup>th</sup> at OBAR, from 12:00-1:00P sponsored by Steven Gillis State Farm and Rocket Mortgage. You will learn the different formats, spreadsheet sources, formulas, text functions, page layouts, and more.

We encourage joining us in-person for this FREE class which includes lunch. There will be a Zoom option. Please Note: If you register for in-person, you will be charged a \$10 no-show fee if you do not cancel beforehand to cover the cost of your lunch. To register for this event visit: [www.outerbanksrealtors.com](http://www.outerbanksrealtors.com).



## OUT AND ABOUT WITH OBAR WITH OBAR MEMBERS



President Doug Brindley received the 2022 Career Achievement Award at our Annual Meeting for his service work for OBAR and the OBX.



Past President Jimmy Anderson was recognized as the 2022 REALTOR® of the year during the REALTOR® Ball for his work with DEI.



2023 President Natalie Painter was inducted by friend and BIC Lori Brooks at the 2022 Annual REALTOR® Ball. She began serving on January 1<sup>st</sup>.



Community Partner Brendan Medlin's "Guaranteed Bait" team won the Surf Fishing Tournament with the highest score and caught the biggest fish.



2022 President Doug Brindley recognized Aimee Pitts as Affiliate of the Year for volunteerism on multiple committees in 2022.



Member Cindy Edwards was recognized by 2022 President Doug Brindley as Chair of the Year for her work with the Scholarship Committee.



Community Partner Steven Gillis and spouse Marilyn hanging out with members Brook Sparks and Kim Endre at our REALTOR® Ball in December.



Member Paul Sabadash and Past President Michael Davenport participating in our in-person CE with Mark Given in December.

## 2023 BOWLING TOURNEY



Are you a fan of the TV show "Yellowstone" or maybe you are old school and watched "Gunsmoke"? Did you ever watch the movies "Young Guns" or "Silverado" to name a few? Is John Wayne or Clint Eastwood your hero?

Then this event is for you! Get your bowling balls! OBAR's 2023 10-Pin Bowling Tourney is scheduled for Friday, March 3<sup>rd</sup> at Nags Head Bowling Alley, from 6:00-10:00P. The cost for the event is \$300 for a 6-person team. This includes one free pizza for your team and beverage of choice for each member.

This year's theme is Boots & Bling so search break out all of your western wear and saddle up for a this fun, charity event. In addition to raffle prizes at the event, there will be a grand prize prior to the event. Tickets are \$10.

This year proceeds from the tournament will benefit OBAR's Scholarship and Disaster Relief Funds held through the Outer Banks Community Foundation. To register your team, contact Membership Services Director Karen Pierce at [karenp@outerbanksrealtors.com](mailto:karenp@outerbanksrealtors.com) or (252) 489-1478. You may also download the form on [www.outerbanksrealtors.com](http://www.outerbanksrealtors.com).

## NAR & NCR COM MEMBERS FROM OBAR

Congratulations to the following OBAR members serving on, or appointed to, state and national committees:

### NC REALTORS®

- Lori Brooks, Vice Chair - Bylaws; Forms
- Kim Endre, Vice Chair - Professional Standards; RPAC Region 1 Trustee; Finance & Budget; Diversity
- Michael Davenport - Legislative Region 1 Representative
- Jimmy Anderson - Diversity
- Rosemarie Doshier - Risk Management
- Janice Farr - Innovation Forum
- Shelley O'Grady - Diversity
- Jean-Paul Peron - Diversity
- Janice Scarborough - Image
- Stephanie Walker, Member - Professional Standards

### National Association of REALTORS®

- Stephanie Walker, Professional Standards Interpretations and Procedures Advisory Board; Professional Standards Committee
- Kim Endre - Broker Engagement Council; 2023 Leadership Academy



Congratulations and thank you for representing OBAR on the state and national levels! Serving on state and/or national committees takes a serious investment of time. It is invaluable to have our members on these committees.

"If you do not have a seat at the table, you are likely on the menu!"