



SOUTHERN REGION

Eagle's Edition

Celebrating 50 Years of Real Estate Excellence



September 2017

EXPERIENCE EXCELLENCE®

SEE YOU AT THE TOP!

By Zig Ziegelman
CRB CRS GRI ABR SFR SRES

Displaying the Realty Executives Banner



Since last month's newsletter the Southern Region staff attended two more state conventions and expo's. Near the end of last month we represented Realty Executives at the South Carolina Realtor Conference and Expo located at the Haytt Hotel in Greenville and as you are reading this issue, we are attending the North Carolina Conference and Expo being held in Asheville at the Grove Park Inn.

In both instances we have been extremely pleased with the inquiries we are having with the general real estate Broker community. Some are affiliated with other brands and some are non-affiliated Brokers. It is again fun to see so many individuals want to talk about going into business for themselves, and hear they wish to visit with us as an option to their decision to go into business.

The turn out at these conferences have been higher than in the past. People stop and linger at the Realty Executives booth much longer than before. It is a real joy to visit with members of the Realty Executives family that drop by to say hello too. We hope you have a wonderful fall helping clients.



"SEE YOU AT THE TOP"

Congratulations Everyone!!!

Ranking is determined on "actual" gross commission closed through August 2017. Congratulations to all of the Outstanding Executives who achieved an Award Level through August. Also, congratulations **Sharon Bailey, Tammy Garber, Debaran Hughes and Debra Whaley** who achieved the **Double Diamond Award**!

NOTE: Because of Hurricane Irma some of our members were unable to report last month's data before we went to press. The previous month's data was used until the current data is available.

Double Diamond Award

1	Sharon Bailey	Knoxville	3	Debaran Hughes	Knoxville
2	Tammy Garber	Knoxville	4	Debra Whaley	Knoxville

Diamond Award

1	Sally Love	The Villages	12	Nicholas Nicaud	Knoxville
2	Kathy Abruzzo	The Villages	13	Ray Gaudet	Knoxville
3	Kerry Queener	Knoxville	14	Dick Brower	Knoxville
4	Jay Blevins	Knoxville	15	Carrie Dougherty	Knoxville
5	Jon Brock	Knoxville	16	Joe Fox	Knoxville
6	Aaron Fowler	Knoxville	17	Tyler Fogarty	Knoxville
7	Jeanne Duncan	Knoxville	18	Cindy Wise	The Villages
8	Jackie Mills	Knoxville	19	Ashley Finney	Knoxville
9	Rebecca Fritschie	Knoxville	20	Kriston Wilson	Knoxville
10	Sherry Paul	Knoxville	21	David DiGioia	Cornelius
11	Kim Miller	Knoxville	22	Amy King	Knoxville

100% Award

1	Quint Bourgeois	Knoxville	13	Thomas Jostes	Knoxville
2	Mel Bernstein	Lake Mary	14	Wanda Hendryx	Seymour, TN
3	Shannon Foster-Boline	Knoxville	15	Todd Hill	Cornelius
4	Leslie Rotella	Knoxville	16	Kara Edenfield	Knoxville
5	Bo Caldwell	Knoxville	17	Frank Weiskopf	Knoxville
6	Beth Pankratz	Knoxville	18	Brian Shelby	Knoxville
7	Pete McClain Jr.	Knoxville	19	Donna Bailey	Knoxville
8	Dave Moore	Knoxville	20	Amy Schlosser	Knoxville
9	Heather Lowe	Knoxville	21	Julie Haines	The Villages
10	Noel Gilbreath	Knoxville	22	Jeff Larue	Knoxville
11	Cissie Smith	The Villages	23	Timothy Hathaway	Knoxville
12	Cole Edwards	Knoxville	24	Julie Hedges	Johnson City

25	Rusty Ensor	Knoxville	65	Tracy Southard	Knoxville
26	Jeanne Dukes	Knoxville	66	Tish Hickman	Knoxville
27	Marian Epps	Knoxville	67	Stephanie Wilson	Knoxville
28	Ted Fisher	Knoxville	68	Tae Harper	Central Florida
29	Wesley Shotwell	Knoxville	69	Maurice Natour	Knoxville
30	Jamie Seal	Knoxville	70	Chris Barnes	Knoxville
31	Mary Crawford	Melbourne	71	Francis Pierce	The Villages
32	Forrest Murphy	Seminole	72	Jackie Price	Knoxville
33	Mark Foust	Knoxville	73	Terry Goodson	Knoxville
34	Elizabeth Hamil	Knoxville	74	Chris Spencer	Hickory
35	Christine Sparks	Knoxville	75	Laszlo Kovacs	Sarasota
36	Judy Brewton	Knoxville	76	Theodore Ciske	Clearwater
37	Matt Craft	Knoxville	77	Melissa Anderson	Knoxville
38	Laura Jensen	The Villages	78	Jason Fulmer	Central Florida
39	Pamela Owen	Knoxville	79	Robin Butler	Knoxville
40	Rene' Jenkins	Knoxville	80	Kim Isenberg	Knoxville
41	Nikitia Thompson	Knoxville	81	Lynette Bell	Knoxville
42	Mike Murphy	Seminole	82	Jon Boyles	Hickory
43	Daniel Parker	Knoxville	83	Mary Grant	The Villages
44	Yvonnca Landes	Knoxville	84	Cheryl Hatfield	Knoxville
45	Linda Sears	The Villages	85	Laura Harrison	Seminole
46	Mark Murphy	Seminole	86	Lisa Hagerman	Knoxville
47	Jesus Garcia	Lake Mary	87	Tonja Doty	Knoxville
48	Scott Shippy	Savannah	88	Angela Cody	Knoxville
49	Ray Cooper	Knoxville	89	Lisa McCurry	Knoxville
50	Sherry Zirakojou	Lake Mary	90	Ginger & Ed Jarvis	Central Florida
51	Betty Cooper	Knoxville	91	Nikki Moore	Knoxville
52	Sandy Jones	Knoxville	92	Steven Doty	Knoxville
53	Charles Fethe	Knoxville	93	Lisa Vineyard	Knoxville
54	Donna Tallent	Knoxville	94	Tom Pettitt	Knoxville
55	Mark and Kim Harrington	Lake Mary	95	Mallory Properties	Clearwater
56	Terri Kerr	Knoxville	96	Angie Gibson	Knoxville
57	Gary Koontz	Knoxville	97	Debby Gibson	Johnson City
58	Karla Mason	The Villages	98	Christine McInerney	Knoxville
59	Vicki Everbach	Knoxville	99	Susan Calabrese	Knoxville
60	Randy Susong	Knoxville	100	Don Taylor	Seminole
61	Tammie Hill	Knoxville	101	Scott Wilson	Knoxville
62	Jeffrey Eric Jones	Clearwater	102	William Long	Knoxville
63	Kathryn Knowles	Lake Mary	103	Carl Knudsen	Savannah
64	Tom Hughes	Knoxville	104	Heather Pourchot	Seminole

Gold Executive Award

1	Andrea Spires	Johnson City	38	Lambdin Freeman	Seminole
2	Denny Koontz	Knoxville	39	Keith Allison	Knoxville
3	Lois Bonacci	Lake Mary	40	Bryan Doblrow	Lake Mary
4	Alvin Sanders	Savannah	41	Christian Merrill	Knoxville
5	Ryan Fogarty	Knoxville	42	Kenneth Kirby	Knoxville
6	Chip Huber	Knoxville	43	Peggy Schaefer	The Villages
7	Andrew Sharits	Knoxville	44	Nidia Saba	Central Florida
8	Vicki Glardon	Knoxville	45	Penny Vierling	Seminole
9	Furman Burt	Winston-Salem	46	Jim Umstead	Central Florida
10	Marian Henry	Clearwater	47	Pam Morgan-Robertson	Knoxville
11	Stephen Smith	Knoxville	48	Hope Davis	Knoxville
12	Jenna Skuza	Knoxville	49	Dean Palombi	Knoxville
13	Michael Klanot	Sarasota	50	Darrell Biggs	Seminole
14	Teresa Hensley	Hickory	51	Johnny Weston	Knoxville
15	Jim Migliore	Beaufort, NC	52	Robert Berube	The Villages
16	Lindsay Discus-Harrison	Seminole	53	Charles Copenhaver Jr.	Knoxville
17	Nancy Britton	The Villages	54	Liz Dietrich	The Villages
18	Rick McKean	The Villages	55	Michelle Smith	Knoxville
19	Steve Savage	The Villages	56	Linda Mieczkowski	Central Florida
20	Pat Serafino	The Villages	57	Leah Woodruff	Knoxville
21	Cathy Delorenzo	Seminole	58	Daniel Green	Knoxville
22	Beth Larson	Savannah	59	Bev Shive	The Villages
23	Mary King	Knoxville	60	Teresa Rogers	Johnson City
24	Steve Amburgey	Central Florida	61	Becky Hale	Johnson City
25	Bill Morton	Knoxville	62	Dawn Kilby	Hickory
26	Annette McCullough	The Villages	63	Jerry Headrick	Knoxville
27	Mandy Hembree	Knoxville	64	Robert Saunders	Knoxville
28	Jeff Linginfelter	Knoxville	65	Ashley Keeton Francis	Knoxville
29	Douglas Ewell	Knoxville	66	Debbie Miller	Bristol
30	Robin Myrick	Knoxville	67	Donald Batho	Knoxville
31	Kelly Bolden	Hickory	68	William Gallaher	Knoxville
32	Jeanna Penton	Knoxville	69	Russell Orlowski	Knoxville
33	Cal Cundiff	Clearwater	70	Kay Chang	Central Florida
34	Mike Owens	Knoxville	71	Wendy Hoffman	Clearwater
35	Scott Tomlinson	Clearwater	72	Anne Barrier	Hickory
36	Vickie Ricker	East Tennessee	73	Stephen Goodson	Knoxville
37	Karen George	Knoxville			

Silver Executive Award

1	Alan Long	Hickory	40	Hector Gomez	Sarasota
2	Brian Howard	Knoxville	41	Lynn Waters	Knoxville
3	Jerry Collins	Knoxville	42	Lauren Arch	The Villages
4	Nancy Alley	Knoxville	43	Marie Gerrick	Knoxville
5	Lois Leonard	Hickory	44	Jordan Coleman	Knoxville
6	Liza Bryan Acheson	Knoxville	45	Dick Cutler	Knoxville
7	Kathy Caylor	Knoxville	46	Paige Widener	Knoxville
8	Jil Piercy	Johnson City	47	Richard Crabtree	Clearwater
9	Frank Melino	The Villages	48	Gary Lenderman	Knoxville
10	Tara Hayes	Knoxville	49	Bunky Doxsee	The Villages
11	Phyllis Edington	Knoxville	50	Rodney Atkinson	Lake Mary
12	Martha Hancock	Knoxville	51	Jennifer Honeycutt	Knoxville
13	Mac Tobler	Knoxville	52	Kandis , Buse	The Villages
14	Karol Clark	The Villages	53	Gidget Jackson	Marathon Keys
15	Lauren Mack	Knoxville	54	Laura Hamlin	The Villages
16	Victoria Duever	Johnson City	55	Gina Jenkins	Hickory
17	Elizabeth Clark	Knoxville	56	Tami Dawn Jones	Clearwater
18	John Melton	Knoxville	57	Cindy Dickerson	Knoxville
19	Terri Mason Perry	Knoxville	58	Matt Hearon	Knoxville
20	Gina King	Hickory	59	James Cottrell	Greensboro
21	Steven Hardison	Knoxville	60	Tammy Gerdt	Bristol
22	Dayse Grillo	Central Florida	61	Stephen Johnston	Greensboro
23	Elsie Yu	Savannah	62	Emily Wyrick	Knoxville
24	Marcy Halberstadt	Knoxville	63	Carolyn Bolden	Hickory
25	Chris Hauck	Knoxville	64	Judy Danner	Central Florida
26	Robin Skeen	Knoxville	65	Linda Meese	Knoxville
27	Derrick Merritt	Maynardville	66	Ashley Striker	Knoxville
28	Claudia Kester	Central Florida	67	Matthew Thomas	Knoxville
29	Glenda Wilson	Lenoir	68	Michael Finley	Knoxville
30	Lofton Stuart	Knoxville	69	Randy Temple	Knoxville
31	Stacey Brandau	Knoxville	70	Jim Van Ostran	The Villages
32	Troy Jenkins	Sarasota	71	John Mier	Knoxville
33	Michael Duever	Johnson City	72	Doyle Webb	Knoxville
34	Andrea Roberts	Knoxville	73	Ellen Purvis	Watkinsville
35	Steve Hill	Knoxville	74	Donna Martin	Knoxville
36	Marcee Blackmon	Knoxville	75	Sharon Brookshire	Savannah
37	Nathan Lefebvre	Knoxville	76	Tim Tipton	Knoxville
38	Charles Wilson	Knoxville	77	Karen Robertson	Knoxville
39	Eddie Manson	The Villages	78	Greg Gilbert	Knoxville

79	David Roberts	Knoxville	93	Tanya Viera	The Villages
80	Bales, Jennifer	The Villages	94	Wafa Sulaiman	Knoxville
81	Travis Fuller	Knoxville	95	Emily Page Pratt-Miller	Knoxville
82	Sandra Loveday	Knoxville	96	Susan Niedergeses	Knoxville
83	Christine Chenot	Knoxville	97	Janice Loveday	Knoxville
84	Lisa Esposito	The Villages	98	Brenda Albert	Knoxville
85	Dana Webb-Sims	Knoxville	99	Bertha Sanchez	Knoxville
86	Jan Cole	Knoxville	100	Adam Sharp	Knoxville
87	Leticia Ridinger	Knoxville	101	Ellie Howe	Knoxville
88	Sally Karmarada	Central Florida	102	Tien Watson	Knoxville
89	Emma Bea Stallings	Knoxville	103	Schiedermayer, Michael	The Villages
90	Carolyn Matthews	Knoxville	104	Diane Martin	Middle TN
91	Zoraida (Zoe) Ballew	Knoxville	105	John Jones	The Villages
92	Kim Pichiarella	Knoxville	106	Michael Pruitt	Bristol

Note: If you are not listed above and would like to see if you are on track for a Realty Executive Award by the end of 2017, all you need to do is take the gross commission closed through July, divide that number by seven and multiply that number by twelve. Here is an example: through July a person closes \$35,000 in gross commission, so $\$35,000 / 7 = \$5,000 \times 12 = \$60,000$ which qualifies you for the Silver Executive Award.

National Association of REALTORS Regulations Update Excerpts!

With National Flood Insurance Program Expiring Soon, Realtors® Sound the Alarm

WASHINGTON (September 5, 2017) – The National Flood Insurance Program is now less than one month away from expiration, raising concerns that homeowners, consumers, and commercial property owners could soon find themselves either unprotected or unable to get a mortgage.

In July, the National Association of Realtors® [announced it had reached an agreement](#) with the U.S. House Financial Services Committee on key legislation to reauthorize and reform the NFIP with important modifications to retain grandfathering and reduce rate increases. The move offered hope that reauthorization could win swift approval, but with less than a month left before the program expires, real estate professionals say time is running short.

NAR President William E. Brown, a second-generation Realtor® from Alamo, California and founder of Investment Properties, believes that Congress needs to take swift action on a short-term extension of the program so they can continue work on the 21st Century Flood Reform Act. He issued the following statement:

“The country has been here before, and we know what happens if the National Flood Insurance Program expires. Homebuying activity grinds to a halt, to the tune of 40,000 lost or interrupted sales every month. Meanwhile, existing homeowners as well as commercial entities may find their largest asset unprotected if the Federal Emergency Management Administration can’t renew NFIP policies that expire.

“Consumers and homeowners alike deserve certainty. With Congress returning from August recess today, extending the NFIP to avoid a lapse should be a top priority.

“Doing so will afford Congress the time necessary to finish work reforming and reauthorizing the program. The House Financial Services Committee has passed vital, long-term reauthorization legislation, which would strengthen the NFIP. These critical reforms are a long time coming, and we look forward to working with the House and Senate pass the 21st Century Flood Reform Act once the threat of a lapse has been addressed.”

The National Association of Realtors®, “The Voice for Real Estate,” is America’s largest trade association, representing 1.2 million members involved in all aspects of the residential and commercial real estate industries.



TENNESSEE

REALTY EXECUTIVES Johnson City

Ginger Holdren – ginger.holdren@comcast.net

Joey Carrier - Joey@PattonsPlace.com

FLORIDA

REALTY EXECUTIVES in The Villages

Sue Zeigler – suezsellshomes@gmail.com

Michelle Wohl - mickiwohl@yahoo.com

Christy Rogers - christyrodgersrealtor@gmail.com

REALTY EXECUTIVES Central Florida

Katerina Saba - cundiffmike@gmail.com

REALTY EXECUTIVES Suncoast

Michael Cundiff - katerinasaba@gmail.com

You Are Invited: West Coast Conference 2017

Dated : 7/10/2017 9:17:56 PM



[Click here to claim your seat for West Coast Conference 2017!](#)

Company leaders and Executives alike are invited to this incredible networking and learning event, hosted by Realty Executives International. Coming up October 22-24, 2017 at the Hotel Valley Ho in Scottsdale, Arizona.



EXECUTIVE MARKETING UPDATE

By Ken Durkee



Premium brand.
Entrepreneurial freedom.

Congratulations to the 10 Executives who closed five or more sides during the month of **August 2017**.

This is Outstanding!

CONGRATULATIONS EVERYONE ON YOUR OUTSTANDING PRODUCTION!

NORTH CAROLINA

David DeGioia
Todd Hill

6 sides **REALTY EXECUTIVES** Unlimited, Cornelius
7 sides **REALTY EXECUTIVES** Unlimited, Cornelius

FLORIDA

Pat Serafino
Sally Love
Steve Savage
Mel Bernstein
Jesus Garcia

5.5 sides **REALTY EXECUTIVES** in The Villages
5 sides **REALTY EXECUTIVES** in The Villages
5 sides **REALTY EXECUTIVES** in The Villages
7 sides **REALTY EXECUTIVES** Lake Mary
7 sides **REALTY EXECUTIVES** Lake Mary

TENNESSEE

Wanda Hendryx
Becky Hale

10 sides **REALTY EXECUTIVES** Advantage, Seymour
5 sides **REALTY EXECUTIVES** Johnson City

GEORGIA

Carl Knudsen

6 sides **REALTY EXECUTIVES** Coastal Empire, Savannah



47%
32% more

transaction sides are closed
by Realty Executives agents
than the industry standard.



SOUTHERN REGION