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News &amp; Events from Southern Vermont Board of Realtors®

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## Southern Vermont Board of Realtors®

### SVBR Member News - February 2017

#### President's Message

Dear Fellow Realtors,

The Holiday Luncheon was a rousing success thanks to your participation. We raised a great deal of funds for RPAC, beating our goal for the year. We plan to continue this upward trend of supporting the politics of our business to ensure the best possible representation and are planning an even bigger raffle next year with great prizes. We want to sincerely thank all our sponsors and affiliates who attended the meeting, including the lead sponsor Brattleboro Savings and Loan.

Continuing the theme of technology for 2017, we have some great education planned for you. There are trainings upcoming for Dotloop, Paragon, Social Media, and more. We have also setup a Facebook page and Instagram for members to stay in touch with upcoming events, classes, notices, and more. A great easier way to stay connected to your organization. Be sure to like the page to get notified when things are posted. [Click here](#) to like our Facebook Page.

Put These In Your Calendar:

March 16, 8AM - Member Meeting @ The Marlboro Graduate Center, Brattleboro

- Breakfast from the Vermont Country Deli
- 9AM – 8 Critical Steps to Negotiating – 3 hrs CE - \$10 for members

#### SVBR Membership Meeting and CE Class

Thursday, March 16  
Marlboro Graduate Center  
Brattleboro, VT

**Membership Meeting**  
8:00am - 9:00am

**CE Class**  
9:00am - 12:15pm  
8 Critical Steps to Negotiating (3 CE Credits)

Cost: \$10.00  
(breakfast included)

[Register](#)

#### January 2017 Market Statistics

The January 2017 Market Statistics reports are now available. A full review of the statewide market

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June 15 – Member Meeting and Paragon Training @ TBD

Regards,

Adam Palmiter, REALTOR

President SVBR

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### **March CE Class to Focus on Negotiating Skills**

The SVBR March CE Class, Eight Critical Steps to Negotiating will feature Jody O'Brien who will discuss the skills needed for negotiating real estate transactions.

All real estate salespeople must find the right words and action to be able to assist the consumer in becoming a successful negotiator. Negotiations can create better agreements and build more effective relationships. The student will be able to identify the eight critical steps to make negotiations easier and more successful. They will learn to communicate more effectively with the consumer in order to reach agreement and obtain cooperation, creating better agreements. Assisting the buyers and sellers with setting expectations, examining their interest, evaluating their alternatives and creating creative solutions will be a focus of the course.

Jody has taught classes to Vermont Realtors in the past and is known for her energy and interactive style. Considered as one of the top real estate educators Jody OBrien is the owner and President of The Re/Education Company. After a successful career in real estate sales in which Jody received such honors and Master Level Sales Associate and President Citation for Customer Service she entered real estate education with one of New England's largest real estate companies. Throughout the years she held the position of Senior Instructor, Manager of the Learning Center, liaison to the Risk Management Department, MLS representative and Broker of Record. Jody's twenty five years of experience in the real estate industry has assisted

To see the activity in our area click on these links:

[Bennington County](#)

[Windham County](#)

[Bennington City](#)

[Brattleboro](#)

[Dover](#)

[Stratton Mountain](#)

Join in the conversation about SVBR's Programs and Activities. Come to the SVBR Board Meetings. All Board Meetings are held the third Thursday of each month. We welcome your participation!

### **Do Business With a Member!**

Are you supporting our Affiliate Members? SVBR is fortunate to have the support of companies who provide services to real estate professionals. [Check out the Affiliate Directory](#) on the SVBR website.

All Affiliates are encouraged to attend the SVBR Membership Meetings to network with Realtors.

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### NAR Benefit: TurboTax



Don't miss out on potential deductions. TurboTax, America's #1 tax solution, helps you earn more from your refund. NAR's [REALTOR](#)

[Benefits® Program](#) gives you access to exclusive discounted pricing.



The REALTOR® Action Center is where you learn how Voting, Acting and Investing in RPAC builds our political strength at every level of government.

[Click here](#) for more information on how much you save by being a member of the REALTOR® Party.

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