

NEW JERSEY REALTOR[®]

JANUARY/FEBRUARY 2016: VOLUME 2, ISSUE 10



NJREALTOR.COM



The PRO\$ Edge

Oilheat.

Know more, sell more.

Are you ready for the spring selling season?

Spring is almost here and you know what that means — buyers and sellers will be looking for the perfect deal, the perfect price and the perfect home. Many homeowners don't realize that their dream homes are often heated with oil. And as their Realtor, you can make sure they don't miss out if you can help guide them in the right direction. Here are a few tips for getting your sellers to maximize their home's potential, as well as some tips for talking to buyers about oil-heated homes.

For SELLERS

Address the tank: Does your seller have an underground storage tank (UST) on the property? If so, talk to them as soon as you've secured the listing. USTs are perfectly viable storage options, but misconceptions can get in the way of a quick and easy sale. If an issue arises, it's better to deal with it early in the process.

Welcome Packs during Open Houses: The Homebuyer's Welcome Pack is a great addition to every Open House of an oil-heated home. It addresses the top questions, concerns and issues that buyers have and helps to drive interest and demand in your properties. Visit OilheatPROS.com/NJ and order your free supply today!



For BUYERS

Bioheat® is the next big thing: Homes that heat with oil aren't using oil anymore. They're using Bioheat! Bioheat is a blend of regular heating oil and biofuel from homegrown materials like soybeans and recycled cooking oil. Not only is Bioheat more environmentally friendly, but it improves system efficiency and costs the same as regular heating oil. It's a true *win win win* situation!

Low oil prices for years to come: Prices have dropped significantly and are at the lowest they've been in years. If that

doesn't excite your buyers, let them know that the predictions from numerous expert sources tell us that prices are forecast to stay low through 2016 and beyond!

Interested in learning more?

Schedule a 15-minute presentation with PRO\$! We'll visit your office and give you all the tools you'll need to get more listings, close more sales and better represent your clients. Visit OilheatPROS.com/NJ to schedule a presentation today!

Efficiency Matters!

The energy efficiency potential of a home can seem like a small thing for buyers when purchasing their home, but it can be a big deal down the road. If your clients are looking at an oil-heated home, let them know just how energy efficient that home can be:

- a)** new high-efficiency heating oil systems are up to 95% efficient!
- b)** annual maintenance can reduce their fuel bills by 5–10%.
- c)** New Jersey homeowners have worked with their local energy experts to save as much as 48% on their energy bills by improving efficiency in their homes. **Now that's a big deal!**

For more tips to share with your clients, visit OilheatPROS.com/NJ and order the free Energy Efficiency Guide today!

*Energy Research Center, Free Measurements of Boiler Energy Savings. NPSLHDA



Paid for by the Fuel Merchants Association of New Jersey and the National Oilheat Research Alliance

New Jersey REALTOR®

A publication of the New Jersey REALTORS®



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Robert Oppenheimer PRESIDENT-ELECT
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New Jersey REALTORS® provides legal and legislative updates as well as information on a variety of real estate related topics solely for the use of its members. Due to the wide range of issues affecting its members, NJ REALTORS® publishes information concerning those issues that NJ REALTORS®, in its sole discretion, deems the most important for its members.

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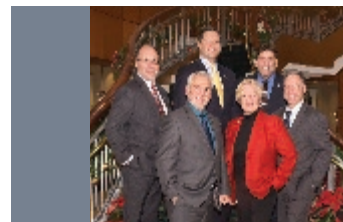
New Jersey REALTOR®, publication number 13260. Published monthly, except for combined November/December and January/February issues. Member subscriptions allocated annually from annual dues: \$3. Non-member annual subscription: \$10. Known office of publication: 200 American Metro Boulevard, Suite 123 Hamilton, NJ 08619. Periodicals postage paid at Hamilton, NJ 08619 and at additional mailing offices.

POSTMASTER: Send address change to Editor, 200 American Metro Boulevard, Suite 123 Hamilton, NJ 08619.

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Right now, our very own Jersey boy, Bruce Springsteen, is taking his show on the road. Being the fan that I am, I felt it only right to take my theme for 2016 out of his songbook: *We Take Care of Our Own*.

Whether it's first-rate education, an online forms platform, technological upgrades such as electronic signatures, or social and networking events, New Jersey Realtors® and our local boards offer so many benefits and programs. This is one of the ways that we take care of our own and I encourage you to explore all of the opportunities offered as a part of your membership.

This year, we'll be working on getting more of our members involved, especially our young professionals, through the creation of new or continued support of existing Young Professional Networks, so we can bring in fresh ideas and stay ahead of the curve to ensure a strong future. This is how we take care of our own.

As Realtors®, legislative issues are always on our radar. From the coastline to the cities, we keep our eyes and ears open to the politics happening at the local, state, and national levels to ensure we protect our members and private property owners. In fact, as far as I know, we are the only trade association that works not only for our members, but also for our members' clients.

We Take Care of Our Own

We fight to protect private property rights, homeownership, and the American Dream. **We** are out there making sure that politicians and legislators make laws and decisions that are in the best interest of homeowners and the real estate industry. **We** are the ones trying to prevent political ignorance from stifling homeownership and commercial development, which brings down the economy and hurts all of the American people. Our industry, and every Realtor®, is crucial to our country. This is how we take care of our own.

One of the best ways you can stay up-to-date on how the association is working to protect you is to stay connected with us. Check your email for New Jersey Realtors® Weekly every Wednesday, which contains information on things like upcoming events, education, Calls For Action on legislation, and more. Connect with us on social media – follow our pages, but also join in the conversation. Get familiar with our website and all the valuable resources it contains.

Let's make 2016 a great year. Let's work together, stay vibrant, make a difference, and take care of our own. ■

Tg Glazer
PRESIDENT





All Politics is Local

MESSAGE FROM THE CEO

We know that just because something has been done one way for a long time, it doesn't necessarily mean it's the right way to get the job done. That's why here at the state association we're constantly evolving and challenging ourselves to provide new levels of service in every department. As we begin a brand new year, one of the biggest changes we are bringing to the organization is dedicating one government affairs staff member to each local board.

This staff member will be the liaison, confidante, and counterpart to all things government affairs on a local level. While it is incredibly important to keep an eye on state and federal decisions in government, we know that in your day-to-day business, the things that often affect you the most are on a municipal, county, or regional level.

We hope that as members you grow to know your local liaison as a fierce advocate for issues that are affecting Realtors® in your area and as a friend to housing and private property rights for everyone.

If you know of an issue in your area that is affecting Realtors®, private property rights, or housing, we encourage you to reach out to your local board or your new liaison from the association and get the Realtor® Party involved. ■

Catherine Best — cbest@njrealtor.com

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Eastern Bergen County Board of Realtors®
RealSource Association of Realtors®
Warren County Board of Realtors®
West Essex Board of Realtors®

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Liberty Board of Realtors®
Mercer County Association of Realtors®
Middlesex County Association of Realtors®
Monmouth County Association of Realtors®

Jarrod C. Grasso
CHIEF EXECUTIVE OFFICER





EVENTS & DEADLINES

FEBRUARY 1, 2016 TO APRIL 30, 2016

FEB. 1

**2015 NJ REALTORS® CIRCLE OF EXCELLENCE SALES AWARD®
ADVERTISING MAY BEGIN**

FEB. 9

NJ REALTORS® EXECUTIVE COMMITTEE MEETING (CANCELLED)
Edison, N.J.
732-494-5616

FEB. 15

NJ REALTORS® OFFICE CLOSED – PRESIDENTS' DAY

MARCH 8 1:00 p.m.

NJ REALTORS® BOARD OF DIRECTORS MEETING
Edison, N.J.
732-494-5616

MARCH 25

NJ REALTORS® OFFICE CLOSED – GOOD FRIDAY

APR. 8 5:00 p.m.

**NJ REALTORS® EDUCATIONAL FOUNDATION SCHOLARSHIP
APPLICATIONS DUE**
njrealtor.com/ef

APR. 12 11:00 a.m.

NJ REALTORS® EXECUTIVE COMMITTEE MEETING
Edison, N.J.
732-494-5616

BOARD / ASSOCIATION NEWS

Passaic Realtors® Continue Support of Military Families

The Passaic County Board of Realtors® donated more than \$5,000 to the Paterson Great Falls Rotary Foundation in late 2015. This donation continues with the association's ongoing efforts to help support local military families. In 2015, PCBOR was able to donate more than \$13,000 to the Paterson Great Falls Rotary Foundation in the association's continued effort to help local Military Families.



▲ Sharon C. Smith accepted a \$5,000 donation on behalf of the Paterson Great Falls Rotary Foundation from PCBOR members Debra Flower (right) and Jesse Maldonado.



WE WANT TO HEAR FROM YOU !

The **July 2016** issue of *New Jersey REALTOR*® will be focused on what members want to know most.

Submit a topic suggestion or question for an industry expert. We'll have the answers and articles on the most popular subjects in the issue!

Email suggestions to editor@njrealtor.com





2015

RPAC Major Investors

By Douglas M. Tomson

NAR RPAC HALL OF FAME**\$25,000 Level**

Judy N. Appleby
Christina J. Banasiak
Rosanne L. Citta
Mary Davis
Allan H. Dechert
Drew S. Fishman
Jarrod C. Grasso
William J. Hanley
Randy L. Ketive
Charles S. Oppler
Ned Ward
Gloria Woodward
Cindy L. Marsh-Tichy

\$50,000 Level

Christina P. Clemans

MAJOR INVESTORS**Platinum "R"**

New Jersey Realtors®

Charter Golden "R"

Ned Ward
Gloria Woodward

Golden "R"

Eugenia K. Bonilla
Sherry Chris
Jarrod C. Grasso
Richard A. Weidel, Jr.
Robert White

Sustaining Golden "R"

Christina J. Banasiak
Christina P. Clemans
Mary Davis
Drew S. Fishman
Randy L. Ketive
Cindy L. Marsh-Tichy
Monmouth County
Association of Realtors®
North Central Jersey
Association of Realtors®
Charles S. Oppler

Crystal "R"

Robert L. Oppenheimer
Gloria V. Siciliano

Sustaining Crystal "R"

Judy N. Appleby
Kim Ward Bacso
Eastern Bergen County
Board of Realtors®, Inc.
William J. Hanley
Hunterdon/Somerset
Association of Realtors®
RealSource Association
of Realtors®
Angela Sicoli

Sterling "R"

Joshua M. Baris
Ed Barski
Norman T. Callaway
Timothy Deluccia
David DePaola
George Scott Glenfield
Suzanne Green
Patricia Gray Hendricks
Kathleen Houston
Alireza Memar
Linda C. Musser
Michael Pennisi
Steve Porzio
David Quinones, Jr.
Christine Lynn Rothwell
Philip D. Soo
John Terebey
Diane Traverso
John Walters
Zohar Zamir

2nd Time Sterling "R"

John F. Bradley
Rosanne L. Citta
Lorraine Piro Colavito
James H. Day
A. Michael Del Duca
Roberta Galkin
Tg Glazer
Jorge Ledesma
Harold Maxwell
Lynne Mortimer
Alex Mosquera
Passaic County Board of
Realtors®
Marc Stein
Carol J. Tangorra
John A. Zennario

3rd Time Sterling "R"

Terry M. Brannin
Roxanne Daiuto
Ilene Horowitz
Alexander Perriello
Christian Schlueter
Albert Veltri
Daniel E. Yanofski

4th Time Sterling "R"

James J. Elek
Brian Groetsch
Jeffrey A. Jones
Bruce Shapiro

5th Time Sterling "R"

Tom Phillips
Ronald L. Woods

6th Time Sterling "R"

James W. Joeriman
Erin Brown
Mary Burke
Michael Oppler
Bowen Pak
Douglas M. Tomson

7th Time Sterling “R”

Cape May County Association
of Realtors®, Inc.
David Fialk
Ocean County Board of Realtors®
Diane M. Streichert
Randolph L. Wine

9th Time Sterling “R”

Barry S. Goodman

10th Time Sterling “R”

Annekee Brahver-Keely
Genette Falk
Ellen W. Kale
Ocean City Board of Realtors®
Middlesex County Association
of Realtors®

11th Time Sterling “R”

Graeme W. Atkinson
Nelson Chen
Edith Josephson
Rose LaPira

14th Time Sterling “R”

Andrea Schlosser

15th Time Sterling “R”

Eric J. Birchler
Allan H. Dechert

19th Time Sterling “R”

Bonnie J. Fitzgerald
Diane S. Turton

NEW JERSEY HALL OF FAME

Gold Level – Over \$10,000

Graeme W. Atkinson
Janet Barton
Annekee Brahver-Keely
Burlington Camden County
Association of Realtors®
Eastern Bergen County Board
of Realtors®, Inc.
Genette Falk
William Flagg
Barry S. Goodman
James W. Joeriman
Edith Josephson
Ellen W. Kale
David Malo
Gloria Nilson
Passaic County Board
of Realtors®
Andrea Schlosser
Robert Southwick
TREND

Platinum Level –

Over \$15,000

Judy N. Appleby
Gene Azzalina
Christina J. Banasiak
Eric J. Birchler
Eugenia K. Bonilla
Nelson Chen
Rosanne L. Citta
Christina P. Clemans
Mary Davis
Allan H. Dechert
James J. Elek
Drew S. Fishman
Bonnie J. Fitzgerald
Marlyn Friedberg
Jarrod C. Grasso
William J. Hanley
Hunterdon/Somerset
Association of Realtors®
Randy L. Ketive
Rose LaPira
Roger Love
Cindy L. Marsh-Tichy
Middlesex County
Association of Realtors®
Middlesex County MLS
Monmouth County
Association of Realtors®
North Central Jersey
Association of Realtors®
Ocean County Board of
Realtors®
Charles S. Oppler
RealSource Association
of Realtors®
Ann Schuld
Angela Sicoli
Douglas M. Tomson
Diane S. Turton
Ned Ward
Robert White
Gloria Woodward

NEW JERSEY LEGISLATIVE BILLS

The following are some of the bills NJ Realtors® is tracking.

S142 – Madden (D-4)

Requires DEP to establish certification program for septic system inspectors.

New Jersey Realtors® Position: Support

We support this bill because it ensures homeowners receiving septic system inspections as part of the real estate transaction process will know all inspectors in New Jersey follow the same criteria and meet the necessary state standards for septic system inspections.

BILL HISTORY:

1/12/2016 – Introduced and referred to Senate Environment and Energy Committee

S250 – Singer (R-30), Kean (R-21)

Creates the “Mold Safe Housing Act.”

New Jersey Realtors® Position: Strong Opposition

We strongly oppose this bill that requires mold testing and remediation upon a change in occupancy as there are currently no standards in place for mold testing and these requirements would lead to additional costs and delays in real estate transactions.

BILL HISTORY:

1/12/2016 – Introduced and referred to Senate Community and Urban Affairs Committee

S683 – Rice (D-28), Cunningham (D-31)

Requires that information about legal rights and responsibilities of tenants and landlords in rental dwelling units be kept up to date in both English and Spanish.

New Jersey Realtors® Position: Monitor

We are monitoring this bill to ensure that no new requirements are created for landlords to be required to distribute information about the legal rights and responsibilities of tenants and landlords in more than one language.

BILL HISTORY:

1/12/2016 – Introduced and referred to Senate Community and Urban Affairs Committee



SUPPORT



MONITOR



OPPOSE



TriplePlay

Wrap-Up



▲ Continuing education class



Three states, four days, over 90 educational sessions, 290 tradeshow vendors, and 7,426 Realtors® made the 2015 Triple Play Realtor® Convention and Trade Expo an outstanding success story.

Realtors® from Pennsylvania, New York, and New Jersey gathered at the Atlantic City Convention Center in early December to earn continuing education credits through state-of-the-art educational sessions, network with hundreds of vendors and fellow attendees at the trade expo, and take advantage of the entertainment, events, and atmosphere of Atlantic City.

Continuing Education

Over 90 education sessions were offered, 50 of which were given for New Jersey continuing education credit. There were also five designation courses offered for Realtors® who were looking to add an intensive, specific focus to their educational track.

Did you miss something? Audio recordings of most convention sessions can be purchased at realtorstripleplay.com and most convention material handouts can still be downloaded.



Trade Show

As the largest real estate convention and trade show of its kind in the area, Triple Play Realtor® Convention and Trade Expo offers the unique opportunity for attendees to network with industry professionals, form new partnerships, and learn about companies helping to shape the future of real estate. Up and down the rows of the almost 300 vendors on the convention floor, Realtors® were given the opportunity to talk with their state associations, attend small-scale discussions from experts, meet with representatives from influential companies, and win outstanding giveaways.

In addition to the vendors, the Trade Expo Theater was host to a number of complimentary guest lectures and classes on topics including real estate market data, safely promoting your brand online, and strategies for online lead conversions.



ED Talks

A highlight of the convention, by far, was Ed Talks. Modeled after the popular and thought-provoking TED Talks, which promote “Ideas Worth Spreading,” this first series of ED Talks featured 15-minute idea-focused discussions from six of the top industry leaders.

These leaders — Allan Dalton, Steve Harney, Jackie Leavenworth, Rossi, Stefan Swanepoel, and Terry Watson — presented on topics including marketing, technology, growing your business, and much more.



President's Reception

Newly inducted 2016 NJ Realtors® President Tg Glazer celebrated his installation in style at the Hard Rock Café at Caesars with more than 200 attendees.

Following the President's Reception, the Icebreaker Reception at Caesars boasted an attendance of more than 2,000.



RPAC Lounge

For a pledge of \$250 to the Realtors® Political Action Committee, guests were given an all-day pass to exclusive services where they were able to unwind from the bustling activity happening on the trade show floor.

Always a popular event at the convention, the RPAC Lounge offered the opportunity for guests to be pampered with a massage or manicure (or both!), indulge in café beverages prepared by in-house baristas, have their fortunes read by Jules, the psychic, update their professional headshots, and enjoy a gourmet lunch.

To receive invitations to exclusive RPAC events and to be an active member in strengthening your Realtor® community, you can invest in RPAC today at njrealtor.com/account or by sending a check to your local board or association.



For a Good Cause

Besides being good students, attendees at this year's Triple Play can also say they were Good Samaritans, with two full trucks of food and clothing donated to the Atlantic City Rescue Mission. For more information on the mission or for ways to help, visit acrescuemission.org.

Contributions are not deductible for income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. You may contribute more or less than the suggested amount. You may refuse to contribute without reprisal and the National Association of REALTORS® or any of its state associations or local boards will not favor or disfavor any member because of the amount contributed. 70% of each contribution is used by RPAC of New Jersey to support state and local political candidates. Until RPAC of New Jersey reaches its RPAC goal, 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a; after RPAC of New Jersey reaches its RPAC goal it may elect to retain your entire contribution for use in supporting state and local candidates.



GOOD NEIGHBOR AWARDS



Three deserving Realtors® received 2015 New Jersey Realtors® Good Neighbor Awards during a ceremony on Dec. 8 at the Triple Play Realtor® Convention & Trade Expo. The New Jersey Realtors® Good Neighbor Awards recognize individuals who have made extraordinary commitments to community service programs throughout the state.

First Place



David C. Forward, ABR, GRI

Keller Williams in Medford

A member of the Burlington Camden County Association of Realtors®, Forward has been a strong supporter of the Rotary Foundations' global campaign to eradicate polio, PolioPlus, for more than 30 years. After becoming the district chairman of the first PolioPlus campaign in 1984, he went on to organize immunization teams that have provided thousands of children with the polio vaccine. Now the District

Governor for District 7500 in New Jersey, Forward continues to raise funds and awareness for PolioPlus. The Rotary Foundation received \$2,500 on his behalf.

Second Place



Don Doll, GRI

Jesse Real Estate in Ocean City

A member of the Ocean City Board of Realtors®, Doll has more than 30 years of service with the Ocean City Exchange Club, a local nonprofit dedicated to the prevention of child abuse. The Ocean City Exchange Club also awards scholarships to graduating seniors of Ocean City High School. The service organization received a \$1,500 donation in Doll's name.

Third Place



Dave Lewis

Coldwell Banker Preferred in Moorestown

A member of the Burlington Camden County Association of Realtors®, Lewis is an active Board of Trustees member for The Tender, a local nonprofit serving Burlington and Camden counties with three programs: a day center for those with Alzheimer's, a support group for caregivers, and a transportation program that provides rides for frail, homebound seniors. The Tender received \$1,000 donation in Lewis' name.

"Finding the time to dedicate to necessary, deserving charities, while still maintaining their real estate business at such a high level is a rare find", said 2015 New Jersey Realtors® President Eugenia K. Bonilla. "We are happy to recognize these outstanding members for their incredible enthusiasm for the well-being of their communities." ■

MEET YOUR 2016 LEADERSHIP TEAM!

During the President's Installation at the Triple Play Realtor® Convention & Trade Expo, **Tg Glazer**, of Westfield, was named the 2016 New Jersey Realtors president. **Robert Oppenheimer**, of Cliffside Park, was named the 2016 president-elect; **Christian Schlueter**, of Lanoka Harbor, was named the 2016 first vice president; **Jeffrey Jones**, of Parsippany, was named the 2016 treasurer; and **Eugenia "Jean" Bonilla** will serve as the immediate past president.

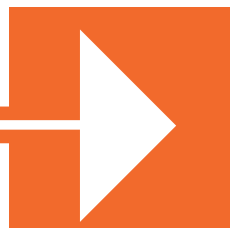
A Realtor® since 2004, Glazer is currently a broker-sales associate with Coldwell Banker's Westfield-East office. Glazer was NJ Realtors®' 2015 president-elect and 2014 first vice president, as well as the communications and public relations division officer in 2013. He has been a member of the NJ Realtors® Board of Directors since 2009 and was a member of the executive



Robert Oppenheimer



Jeffrey Jones



Tg Glazer



Christian Schlueter



Eugenia "Jean" Bonilla

committee in 2009 and 2013. He has also served on numerous state committees. In addition, Glazer has also served on committees for the National Association of Realtors® and his local association. Glazer also sits on the board of directors for the Cranford Chamber of Commerce and has participated in Realtors® Care Days and Coldwell Banker Care Days. He resides in Westfield and has two sons.

Oppenheimer is the broker/owner of RE/MAX Fortune Properties in Englewood Cliffs and has been a Realtor® since 1986. He was NJ Realtors®' 2015 first vice president. In 2014, he served as vice chair for the association's risk management committee and was a member of the 2013 legislative committee. For the National Association of Realtors®, he serves as the federal political coordinator for Congressman Scott Garrett and has also served on other national committees. He was president of his local board, Eastern Bergen County Board of Realtors® for four years and also served on committees. In 2010, he was named EBCBOR's Realtor® of the Year and received the 2014 Distinguished Service Award for RE/MAX of New Jersey. Oppenheimer resides in Cliffside Park with his wife, Joan.

Schlueter has been licensed since 1985 and is a broker-sales associate with RE/MAX at Barnegat Bay in Toms River. He served as NJ Realtors®' 2015 professional development division officer and has also served on the board of directors, executive committee, the risk management committee, and legal affairs committee. For the National Association of Realtors®, he serves as a director and on the professional standards committee and previously served on the risk management committee. Schlueter served as the 2008 president of the Ocean County Board of Realtors® and has remained active in numerous committees. He was named the 2003 Realtor® of the Year for both OCBR and NJ Realtors®. He volunteers his time teaching Realtor® safety courses locally and around the state. Schlueter regularly supports the Children's Miracle Network and resides in Lanoka Harbor with his wife of 40 years, Sharon.

Jeffrey Jones, broker/owner of Amerisource Realty Network, LLC in Parsippany has been a Realtor® since 1983. He was NJ Realtors®' 2015 association operations division officer and the 2014 professional conduct division officer and has served on the association's board of directors, executive committee, and numerous committees. For the National Association of Realtors®, Jones has served on the commercial committee, legislative committee, and regulatory committee. He is a member of the North Central Jersey Association of Realtors® and has served on their board of directors. He was their 2015 treasurer and previously served as secretary. In addition to his association work, Jones serves as a continuing education instructor for the North Central Jersey School of Business and is a member of the New Jersey Supreme Court ethics committee. Jones resides in Parsippany.

Bonilla is currently a broker-sales associate with Berkshire Hathaway Home Services/Fox & Roach Division in Mount Laurel. She served as the 2015 president of New Jersey Realtors®. Additionally, she was president-elect in 2014 and first vice president in 2013. For the National Association of Realtors®, Bonilla serves as a director and is the New Jersey representative on the housing opportunity foundation committee and a member of the legal committee. Locally, she initiated the cultural diversity committee for Burlington Camden County Association of Realtors®. She serves as vice president on the New Jersey Real Estate Commission. Bonilla was named NJ Realtors®' Realtor® of the Year in 2014 and also received the honor from her local board, BCCAR, in 2014 and 2007-08. Bonilla partnered with Congressman John Runyan and the late Senator Frank Lautenberg as a representative of NJ Realtors® for their housing symposiums to help homeowners in distress. She has also volunteered for the Burlington County for Fair Housing Panels and is fluent in Spanish. Bonilla resides in Delanco with her husband. ■



NEW JERSEY REALTORS[®] NAME 2015

REALTOR[®] AND REALTOR-ASSOCIATE[®] OF THE YEAR



Lorraine M. Piro-Colavito

2015 Realtor[®] of the Year



Mary Nuziale

2015 Realtor-Associate[®] of the Year

Lorraine M. Piro-Colavito with Keller Williams, Elite in Metuchen was announced as the 2015 Realtor[®] of the Year, along with Mary M. Nuziale with Weichert, Realtors[®] in Manalapan as the 2015 Realtor-Associate[®] of the Year. These two members were recognized for their contributions to the real estate industry, commitment to the Realtor[®] organization and involvement in their local communities. The award winners were selected from among the local board and association Realtor[®] and Realtor-Associate[®] of the Year in New Jersey.

"I commend these two exceptional women for the commitment they have made to the Realtor[®] association, their own businesses and the industry as a whole," said 2015 President Eugenia "Jean" Bonilla. "Our industry is

lucky to have hardworking professionals like Lorraine and Mary. I congratulate them on their well-deserved recognition."

Piro-Colavito is active in the local, state and national Realtor[®] associations. She was previously named the Realtor-Associate[®] of the Year for Middlesex County Association of Realtors[®] and New Jersey Realtors[®] in 2011. She is a recipient of the New Jersey Realtors[®] Circle of Excellence Sales Award[®] for 2009, 2010, 2012, 2013 and 2014. Piro-Colavito has served on the Middlesex County Association of Realtors[®] and New Jersey Realtors[®] Board of Directors since 2011. She has been a member of multiple committees throughout the years, including chairing the NJ Realtors[®]

Cultural Diversity Committee in 2013 and 2014. She is active in the Women's Council of Realtors® Middlesex County Chapter, serving as their president since 2006, as well as the Bylaws Standing Rules and Hospitality committees' chairperson. In 2010, Piro-Colavito was named as a Keller Williams Tri-State Cultural Ambassador. She earned the Middlesex County Association of Realtors® Achievement Award from 2008 to 2013.

Piro-Colavito, a Metuchen resident, is married with five grown children and actively volunteers with Habitat for Humanity community builds.

2015 Realtor-Associate® of the Year, Mary Nuziale, CRS, GRI, ABR, has been a licensed real estate agent for over 29 years. Active in her local Realtor® association, she holds the position of Associates Representative on the Monmouth County Association of Realtors® Board of Directors. She has been a member of the education committee and the associates committee for over 10 years and had previously served on the bylaws, commercial and grievance committees. She also works closely on many charitable fundraising activities of the local board.

On the state level, Nuziale serves on the New Jersey Realtors® Board of Directors and communications committee. A notary and short sales specialist, she is also a member of the Women's Council of Realtors® Monmouth County.

She also volunteers with the Allentown High School track and soccer teams, as well as the Cherry Tree Club. ■

Published in cooperation with the
New Jersey Association of REALTORS®

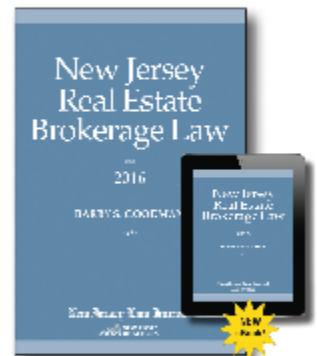
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New Year, New Forms Platform

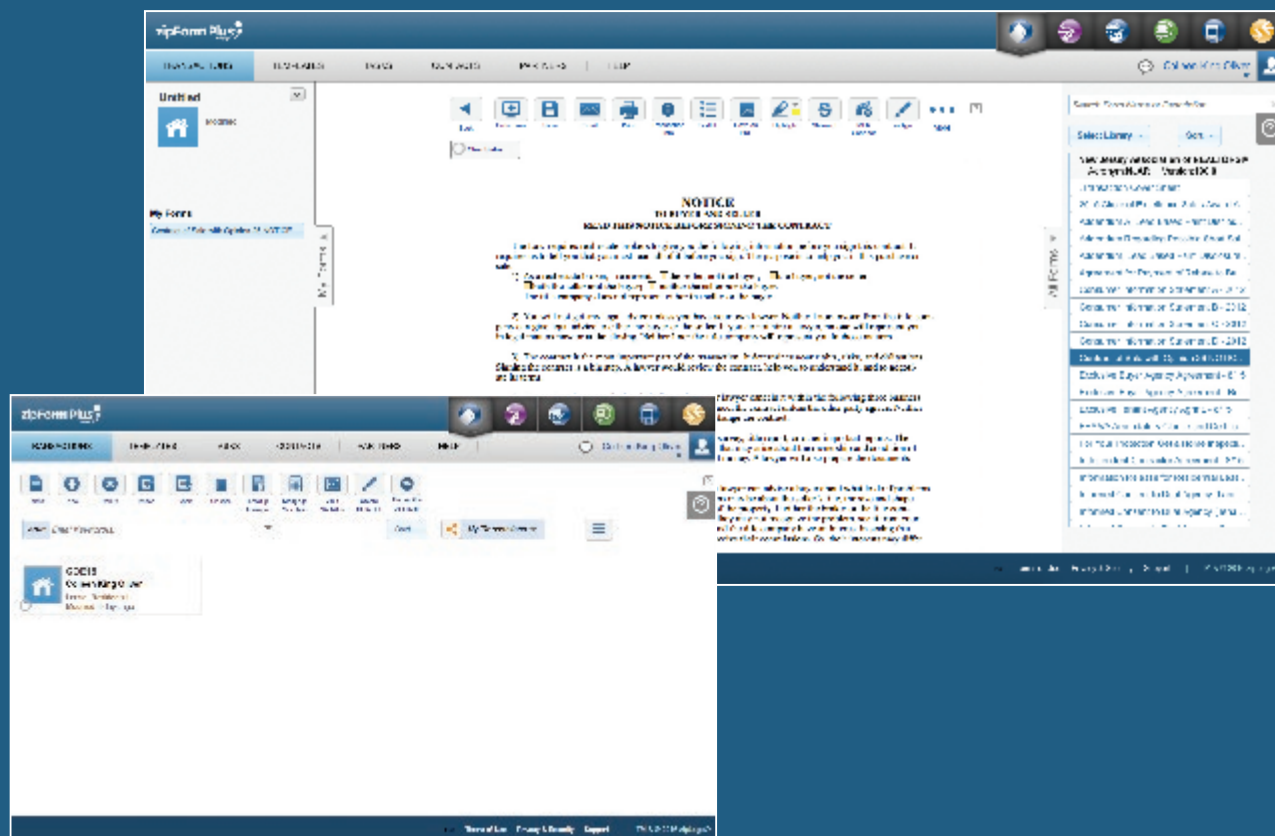
By John Shehata

What better time than the start of a new year to start fresh? As January 1 marked the first day of 2016, it also signaled the official switch of our online forms platform to zipForm®. You not only have access to all the latest contracts and forms from this new platform, but as an added benefit of membership, you also receive unlimited e-signature transactions.

In November 2015, the National Association of Realtors® Board of Directors voted to enter into a partnership to provide zipFormPlus® and zipTMS® as a member benefit at no cost to all NAR members. With this, agents are able to store unlimited transactions and have access to a streamlined, efficient online forms platform.

If you're up-to-date on your technology, you'll love the simplified look and usability of zipForms®. It's a clean system that allows for easy and quick navigation. Maybe you've never used our online forms before — and that's fine! Now is a great time to get started. Consider all the time you can save by not having to print out forms, handwrite them, copy them, and either scan them to send to clients or physically deliver them. For a short time to invest in learning the platform, you can save yourself a lot of time and hassle.

Because NJ Realtors® believes so strongly that online forms is the best mode for your business, we will no longer be offering paper contracts or forms.



Extra Help

We're committed to helping you understand the new platform and move your business forward. We understand there is a transition period of learning and comprehension when using a new technology, which this is for many of you. We hope you will utilize the many avenues of support we have available to help you transition seamlessly to this new platform.

There are several ways to receive training. First, check with your local board. I will continue to teach training sessions at many of the local boards throughout the state. Second, there are many pre-recorded training videos online under the "Help" menu in zipForms® for you to use. Trainings include "ZipForm Plus Beginning Training — Getting Started with your First Transaction File" to "eSign Contracts: Learn how to use zipLogix Digital Ink with zipForm Plus."

Also, at youtube.com/user/ziplogix, there are dozens of how-to videos that range from a quick overview of the new platform to a detailed breakdown of all the new features and upgrades. Invest in yourself and spend the time learning how to use this worthwhile new system.

Lastly, zipForms has an incredible technical support team that are available 24 hours a day Monday-Friday and available 10 a.m. to 10 p.m. on weekends and holidays. The zipLogix Help Desk can be reached at 586-840-0140.

For online help, troubleshooting resources and FAQs, visit youtube.com/user/ziplogix.

Download Old Transactions

Please note that any transaction created and saved on FormSimplicity, the old forms platform, will have to be downloaded or it will be permanently lost. These transactions must be downloaded by Feb. 28, 2016.

New Statewide Contract

The new Contract of Sale is the only contract available on zipForms. This new contract was revamped at the end of

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2015, and suits the needs of agents throughout the state, while also including all of the TRID-compliant language.

View the webinar and learn from NJ Realtors® General Counsel Barry Goodman, the primary author of the statewide contract, the major changes and updates.

Find the webinar at njrealtor.com/2015/09/watch-the-webinar-updated-statewide-sales-contract.

Questions?

Call the NJ Realtors® office at 732-494-5616 with any questions on the transition or for assistance with the new platform. ■

John Shehata is the Director of Technology. He can be reached at jshehata@njrealtor.com.





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