

Coldwell Banker Group One GAZETTE



Issue: 50 | March 2015

Top Agents For February

(see inside for top ten)

WEST MONROE

"TOP DOG"



Craig Morris
\$ & # of Closed
Sales



John Chris
Stephenson
\$ & # of listings

MONROE



Cathy Hannibal
\$ & # of Closed
Sales



Kelly Smith
& \$ of Listings

WELCOME NEW AGENTS!



Susan Simoneaux
381-6914

Susan is a successful million dollar Realtor having worked in the Ruston market. She recently relocated back to West Monroe when her husband, Wade Simoneaux, accepted the head baseball coaching position at WMHS. Susan will continue to serve her clients in Ruston but also will assist her many friends and customers in Ouachita Parish.



Chris Osbon
318-680-0647

Chris Osbon has joined Coldwell Banker Group One Realty as a licensed agent. Chris has a BBA in Computer Information Systems from ULM and an MBA in finance from Bellevue University. He attended West Ouachita High School and has been employed with Entergy since 2000. He is married to Crystal and together have two children, Tyler (8) and daughter Mallory (5).



Stephanie Wright
318-598-9343

Stephanie Wright has over 10 years in customer service and has served as office manager for a non-profit company. She is currently working on an Associate Degree at Delta Community College and as a self-employed Taekwondo instructor, has earned a 4th degree Black Belt.

VOTED MOST ETHICAL COMPANY!



COLDWELL BANKER REAL ESTATE LLC

175 PARK AVENUE

MADISON, NJ 07940

March 9, 2015

Dear **Coldwell Banker**[®] Professional:

On behalf of **Coldwell Banker**, I am very pleased to announce that our parent company, Realogy Holdings Corp., has once again been recognized a 2015 World's Most Ethical Company[®], by the Ethisphere Institute, the global leader in defining and advancing the standards of ethical business practices.

This is the fourth consecutive year in which Realogy has received this recognition. The World's Most Ethical Companies designation recognizes those organizations that have had a material impact on the way business is conducted by fostering a culture of ethics and transparency at every level of the company. Realogy is one of just 132 companies in the world honored this year and is the only residential real estate company on the list. You can read the full [press release](#) here.

In 1906, which was years before the National Association of Realtors thought to raise the standard in the industry with the creation of the Code of Ethics, Coldwell Banker was founded on the premise of exceptional ethical expectations for its people in dealing with the public. It is who we are and we understand it's importance above everything else.

At **Coldwell Banker**, we are proud to conduct business with the highest integrity and in the most ethical manner.

Regards,

Budge Huskey

President & CEO

Coldwell Banker Real Estate LLC

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Top Ten Agents for February



Craig Morris
\$1,420,000



Dawn Bailey
\$737,500



Cathy Hannibal
\$525,000



Melinda Hanks May
\$415,200



Donna Minter
\$362,900



John Chris Stephenson
\$354,500



Charlotte Gaston
\$274,900



JR LaForge
\$274,000



Marla McIntyre
\$260,000



Jan Mattingly
\$257,800

PRAYER REQUEST

- *Tanya, Lori & Hillary & family
- *Tammy Esswein & family
- *Jackie Miles & husband
- *Ashley Arat
- *Mike Riley

TOP 3 TRANSACTIONS

- 1495 WINNFIELD RD \$395,000 Dawn Bailey
- 172 EAST SHORE RD \$389,000 Cathy Hannibal
- 1295 WINNFIELD RD \$370,000 Melinda Hanks May

April Birthdays

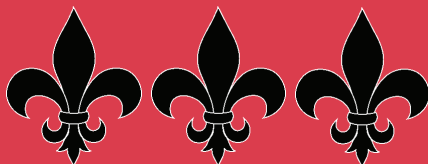
- Mark Ouchley - 15
- Matthew Bryan - 24
- Rick Bostick - 25

Anniversaries

- Dan Henry - 15
- Chasity Albritton - 17
- Brandace Holley - 19
- Liz Hammett - 20
- Dawn Bailey - 27



ACADIAN TITLE
AGENCY



CLOSINGS
NOTARY WORK
DOCUMENT PREP

LORI WILDS 235-9677

EUSTIS
MORTGAGE

GOOD NEWS!!!!!!!!!!!!FHA HAS LOWERED THEIR MONTHLY MORTGAGE INSURANCE TO .85% FROM 1.35%. THIS MEANS MORE APPROVALS AND NEW HOME SALES.

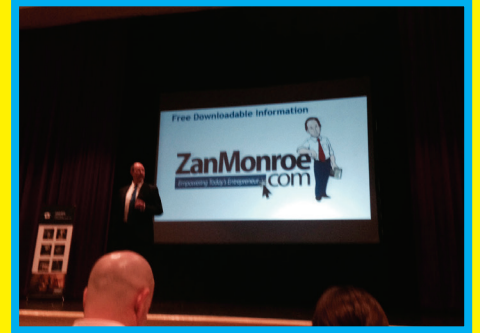


Carolyn Johnson
Loan Originator
NMLS#125371

318-550-0685 office
318-550-0696 eFax
318-417-0909 mobile

WE'RE IN BILOXI!!!!!!

This week many of our agents, including Darryl and Paula, will be in Biloxi at the Coldwell Banker Regional Sales Rally. The rally is two days with Zan Monroe, round table discussions, entertainment, key speakers, and lots and lots of fun. Pray for sunny skies and a great beach!!!!



NO MORE SALES MEETINGS????

Yep, bag phones, pagers, and the old MLS books have come and gone. The real estate world is now accepting that the old weekly “tours” and sales meetings are a thing of the past too. Your time is valuable. Everything is online, virtual, or accessible in many ways. We have the privilege to fellowship every day we come to work so we just think that even our once a month meeting has seen its best days. We still have weekly activities for training, webinars, etc. etc. but all are optional. If we have to force you to work then you don't belong in real estate....right?

DON'T FORGET OUR CORPORATE MEMBERSHIP WITH ANYTIME FITNESS!

Our Corporate membership with Anytime Fitness gives you and your family a great discount. Single memberships are only \$29 and single plus one are only \$55. A great savings. Call Ashley DeLancey (our bookkeeper) for more info.



OVER \$250,000 IN FEBRUARY

OVER \$1,000,000

Morris, Craig \$1,420,000

OVER \$700,000

Bailey, Dawn \$737,500

OVER \$500,000

Hannibal, Cathy \$525,000

OVER \$250,000

May Hanks, Melinda \$370,000

Minter, Donna \$362,900

Stephenson, John Chris \$354,500

Gaston, Charlotte \$274,900

LaForge, JR \$274,000

McIntyre, Marla \$260,000

Mattingly, Jan \$257,800





We started our first Boot Camp of the year with several quality new agents and a few seasoned ones. We just finished our second week of the four week program and lots of great information. Agents are learning from the very best how to generate business and build their clients. We hope to have 3 or 4 this year. Contact Hilary if you want in next time around. All free!!!!!!

COLDWELL BANKER GROUP ONE AGENTS CAN NOW INPUT THEIR LISTINGS!!!!!!

We recently voted to allow our agents the opportunity to input their own listings or information AS AN OPTION. We continue to do this as a service and to limit wasting your time doing administration and company functions. But if you want it... you got it. We have already seen that a majority of agents DON'T WANT IT!!! Why take on hours of work that a company is suppose to be doing....for free. But there are times at night or weekends where it benefits you to update information. Just get with your office manager and they will guide you to get approved to do this...if you want.



AGENT SPOTLIGHT

DONNA MINTER *By Darryl Beasley*



Few Realtors in Northeast Louisiana, or anywhere in the State, have had the immediate impact or success that this month's agent spotlight has experienced. Donna Minter obtained her real estate license at the end of 2012. In her first full year of real estate, she was a million dollar producer and spent much of that year learning, training, and building her client base. As impressive as that was, she topped it by closing almost \$6 million her second year in 2014. Her performance last year put her in the company Diamond Honor Society (our highest level) and the International Diamond Society which includes all Coldwell Banker Realtors Internationally. Her accomplishments in 2014 also places her in the top 6% of ALL Realtors throughout Northeast Louisiana and most likely in the top 3% of individual Realtors that do not combine sales from team members.



Donna was born and raised in West Monroe, La., and has always been proud of her city and her community. Donna and husband, Darryl, are very active members of The Assembly Church and have two children, Chase and daughter Daralyn. Chase and his wife recently gave birth to a son, Rylan Chase. Although a new real estate agent, Donna and husband Darryl have remodeled and "flipped" several homes in the past including owning rental properties.

Donna has carried her passion for her Church and faith to the real estate community. In her words, "the whole city has become my mission field." She has been a passionate representative for the many clients that now use her, a sharing mentor to new agents joining the Industry, and a great friend to all she meets. We take great pride in our association with Donna Minter.

Donna was born and raised in West Monroe, La., and has always been proud of her city and her community. Donna and husband, Darryl, are very active members of The Assembly Church and have two children, Chase and daughter Daralyn. Chase and his wife recently gave birth





Let's Do It Right

with Paula Beasley

Let's do it right! I get a lot of questions in reference to LREC and LR. These are 2 different entities....below is a short summery of each:

The Louisiana Real Estate Commission is a state government regulatory agency. It is their job to regulate the mode and manner by which the affairs and business of real estate are conducted throughout the state. This is who you renew your license with each year. They regulate what continuing education is required each year, laws and rules, mandatory forms, etc.

Louisiana REALTORS® (LR) is a member-based trade association established to assist its members in the business of real estate in Louisiana. LR represents its membership on important real estate-related issues to state and federal government, while providing legal assistance, professional development opportunities, discounts, and other unique services for its membership. Real estate licensees who join a Member Board of REALTORS® also become members of the state association. LR has over 10,000 members statewide

GREAT NIGHT AT WM CIVIC CENTER!!!!

We again were the feature sponsor for the annual Quota Club "Night of the Cakes." A huge event attended by many throughout our community. Proceeds go to a great charitable cause. Emcee was State Representative Mike Walsworth. All are invited but we sent special invitations for our company tables to our top agents for the previous year. We start at the top and just go down till we fill the seats.

