

# Special: Feature

## Introducing The 2007 REBAC Hall Of Fame Honorees

BY MARC GOULD

There are many routes to success in the real estate profession. Assuredly, Accredited Buyer Representation is one of the most dynamic. Even within the ABR specialty, however, there are many variances in approaches to professionalism and client satisfaction.



**B**oth diversity and commonality characterize the five individual Accredited Buyer Representatives and the one Realtor® organization to be honored with induction into the Real Estate Buyer's Agent Council's "Hall of Fame" on Wednesday evening, November 14, during the annual Na-

tional Association of Realtors® convention in Las Vegas.

Like the accomplished members who have preceded them into the Hall, this quintet of ABRs® live and practice in different parts of the country, employ different skills in serving their clients and have considerably different career backgrounds. The institutional honoree has a "client base" of thousands, which it provides with a multi-faceted array of assistance and services.

Yet among them all there are common attributes of professionalism, commitment and altruistic accomplishment.

Two members of this Class of 2007 are Easterners. One services clients in the central Midwest; another at the Gateway to the Great Plains; a fifth, about 35 miles inside the eastern boundary of North Texas. The institutional honoree represents and services thousands of REBAC members and other Realtors® throughout the Empire State of New York.

In terms of years of professional real estate experience, the quintet of ABRs range from a single decade to just under 40 years.

As recently as fifteen years ago, the notion of buyer representation was a foreign concept in the real estate industry. Now, REBAC has more than 50,000 members and in excess of 38,000 Accredited Buyer Representative designees. The Hall of Fame was created in 2000, three years after NAR acquired REBAC from the North American Consulting Group. The 2007 inductees into the Hall of Fame will expand the roster of honorees to 47 individuals and 9 organizations.

Candidates for the Hall are nominated annually by REBAC members and selected by an independent panel of real estate industry leaders. Any REBAC member holding either the ABR® or the ABRM<sup>SM</sup> designation is eligible for the honor.

This year's honorees are:

- Edward Bugos
- Peter West
- Rhonda Hamilton
- Cathy Sheets
- George Scott Glenfield, and
- The New York State Association of Realtors®.

Congratulations to all. ■

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### ABOUT THE AUTHOR



**Marc D. Gould** is NAR's Vice President for the Business Specialties Group and REBAC Executive Director. Prior to joining NAR, he was Vice President of Business

Development and Sales for Dearborn Real Estate Education. Dearborn Real Estate Education is a division of Kaplan and the Washington Post. Marc earned his undergraduate degree from the University of Michigan and an MBA from Loyola University of Chicago. For eleven years he served as an officer in the U.S. Army Reserve. Contact him at 312-329-8564 or e-mail [mgould@realtors.org](mailto:mgould@realtors.org).

# REBAC Hall of Fame



## **Edward Bugos, Coldwell Banker Hunter Realty, Ohio**

**Edward Bugos**, associate broker and team member at Coldwell Banker Hunter Realty in the Cleveland suburb of Willoughby Hills, Ohio, is atop the experience roster — and by quite a distance — since he has been working in one facet or another of the vast real estate arena since age 21. A Realtor® since 1968 and an ABR® since 2000, he has worked not only as a Buyer Representative but also as a builder, rehabber, REO business specialist, has authored a book on time management (entitled “Color Me Successful”) and has delivered numerous ABR® courses as a certified trainer for REBAC. Because of his experience and expertise in the REO field, REBAC commissioned Bugos both to author a definitive article on how to list and market foreclosed properties and to develop the ABR® elective course entitled “Foreclosure: Prevention and Opportunities for Buyer-Clients.” In November 2006, Bugos taught the pilot introduction of the course. To cope with the challenging market conditions of the past several months, Bugos and his team partner, Jean

Gesdorf, have increased their emphasis on helping buyers throughout Greater Cleveland acquire homes repossessed by lenders. Doing so has enabled the “Ed and Jean” team to lead the company in closed units.

## **Peter West, The Premier Realty Group, Massachusetts**

**Peter West**, vice president and managing partner of The Premier Realty Group in North Adams, Massachusetts, is another person with considerable experience in the real estate field. A Realtor® since 1984 and holder of the ABR® designation since 1997, he also has earned the CCIM, CRS, GRI and SRES® designations. Licensed in New York, Vermont and Florida in addition to his home state, West’s expertise encompasses appraising, land brokerage and mortgage origination. Recently he has focused on commercial investment and development activity for nationwide clients as well as for his own portfolio. West also is a partner in a modular building company. West’s active participation in REBAC activities includes authorship of articles for “Today’s Buyer’s Rep”, appearing on one of REBAC’s informational CDs, an appearance on a panel at REBAC Day during the 2003 NAR convention, and, soon to come, presentation of a seminar at NAR’s Las Vegas convention. A certified REBAC trainer, West began teaching the basic ABR® course in 1997 and later added the ABRM<sup>sm</sup> course to a repertoire that includes a number of REBAC electives such as “Resorts and Second Homes” and a Realtor® Land Institute course.



## **Rhonda Hamilton, Rhonda Hamilton Learning Services, Texas**

Training is the centerpiece of real estate activity for **Rhonda Hamilton**, a Hall of Fame designee from north Texas. Three years ago, she elected to confine her career to full-time real estate training. Prior thereto she was a successful real estate agent for 18 years. From the beginning she pursued education as a route to advancement. Among her course enrollments — the first ABR® training program offered in her area. Her designation followed rapidly, in November of 1998. NAR’s Las Vegas convention will be a very busy time for Ms. Hamilton. In addition to being a headliner at the Hall of Fame installation ceremony, she will be a featured presenter on the REBAC Day program, an assignment she handled with distinction last year. Her participation in REBAC’s educational activities has not been confined to the classroom. Recently she co-authored a re-write of the Council’s “Innovative Marketing Techniques for Buyer Representatives” and assisted in a revision of the basic ABR® certification course. Being busy is second nature to Ms. Hamilton. Presently she lectures and teaches nationally, owns and operates her own company — Rhonda Hamilton Learning Services — in Longview, Texas, and also is co-owner of AllStar Academy of Real Estate, in Dallas.



# REBAC Hall of Fame

## *Cathy Sheets, J. P. Weigand & Sons, Realtors®, Kansas*

Reception of prestigious real estate industry awards is nothing new for **Cathy Sheets**, Hall of Fame selectee from suburban Wichita, Kansas. Among other recent honors for Ms. Sheets: Distinguished Service Award from the Wichita Area Association of Realtors®, “Featured Woman” of the town of Wellington, election to the Wichita Area Association of Realtors®, service as a Zone Director for the Kansas Association of Realtors®. She has been an Accredited Buyer Representative since May of 1996. As a manager of two suburban offices (in Belle Plaine and Winfield, Kansas) for J. P. Weigand & Sons, Realtors®, Ms. Sheets directs 20 agents in an environment where 30 percent of company transactions involve Buyer Agency. Seminars and websites to serve buyer needs are hallmarks of Ms. Sheets’ offices. Currently she is exploring the creation of a Buyer Informational Blog.



## *George Scott Glenfield, RE/MAX, New Jersey*

As **George Scott Glenfield**, ABR® with RE/MAX of Princeton, New Jersey, looks ahead to the next few months he foresees two major achievements in his real estate career. First, of course, is his Hall of Fame Induction. The other is acquisition of the Accredited Buyer Representative Manager (ABRM<sup>sm</sup>) designation, now that he has completed certification training. The additional designation may well be a fitting ten-year anniversary present for Glenfield who entered the real estate profession in 1998, following an early career in retail management. Four years after his real estate debut, Glenfield moved to his current firm where he joined a “team” that rapidly became a state leader in both unit transaction and commission revenue. Since obtaining his ABR® designation in 2003, buyer agency transactions have formed the core of Glenfield’s transactions. In the 12-month period from June 2006 through May 2007, he was involved in 22 buyer agency transactions.



**NYSAR**

New York State Association of REALTORS®, Inc.

Shortly after founding its Hall of Fame, REBAC expanded annual inductions to include at least one organization related to the real estate profession. This year’s honoree, the **New York State Association of Realtors®**, assists and directs its membership of more than 66,000 in conducting business successfully and ethically. The Association has undertaken such a mission since its founding in 1905. In the late 1990s, shortly after the National Association of Realtors® acquired REBAC, the New York Association began offering courses leading to the ABR® designation. Since 2000, it has provided its members with 70 ABR® certification courses and enrolled more than 2100 of its members. Ninety-eight percent of those attending have consistently evaluated the courses and the instructors as “excellent” or “above average.” In order to accommodate potential enrollees from throughout the state, the Association schedules them in the office facilities of local Associations of Realtors®, or close nearby, thereby eliminating the need for enrollees to travel outside their immediate areas. The state organization also shares registration revenue with the primary local Realtor® Boards of participating members, thereby enhancing non-dues revenue of the local Associations. Now that REBAC has expanded its elective course offerings to include some that may also be applied to the acquisition of CIPS, SRES®, WCR, IREM and RSPS designations, the New York Association has increased its presentations substantially.