

June  
2010



# Verani Voice

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**Have A  
Safe & Happy  
4<sup>th</sup> of July!**

## Do You Have Your Website Up & Running?

So you missed the rollout of the Agent Branded Websites – the choices you have, the ease of building, cost and set up.

Well we're still here to help get you set up and find out if this is the right decision for you and your business.

**For more information about setting up your personal website account, pricing and questions, please contact your Manager today!**

Too busy to create your own Website? Need help designing the look and layout? Whether you're

just looking to have someone help assist you in building your website OR you want to have someone take care of it all from design to creation – Laura and Maria can help! They offer services at an affordable rate and have several years of design experience to help you get your professional website up and running in no time! **For more information about creation and design services contact:**

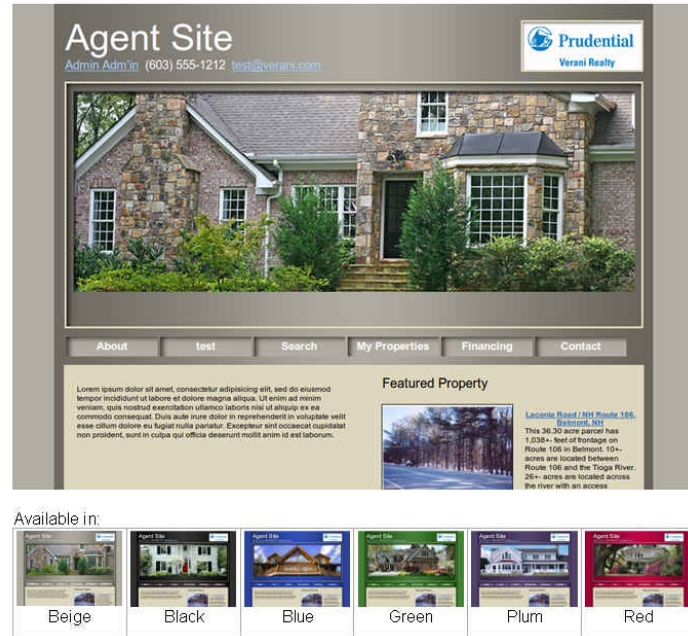
**Laura (Schwartz) Martin**  
Laura Martin Designs  
[LauraMartin@LauraMartinDesigns.com](mailto:LauraMartin@LauraMartinDesigns.com)

**Maria O'Brien**  
2 Shades of Blue Design  
[MariaOB@comcast.net](mailto:MariaOB@comcast.net)

## Website Updates

Great news! InnoVia/NNEREN is now sending all 24 photos in the IDX feed to websites. If you load 24 photos to InnoVia for a listing, all 24 will now load to Verani.com

Even better news! You can now create a custom resume for your CMA. Login to the backpage, click Reporting > My Resume. Here you can setup a resume to be included in your CMAs. When you create your CMA, make sure you uncheck Resume and check Editable Resume. (See screenshot to the right.)



### New Seller CMA

Choose the elements you would like to include with this report

- Cover
- Welcome Letter
- Resume
- Internet Stats
- Additional Townstats
- Neighborhood Stats
- Market Summary
- Recommended Price
- Comparable Properties (abbreviated - columns 6 across)
- Comparable Properties (detailed 3 down)
- Estimated Net Proceeds
- Editable Resume



### And The May Top 12 Were...

- **Emily Bracey** (Londonderry)
- **Robin Chater** (Salem)
- **Rebecca Chase** (Londonderry)
- **Shannon DiPietro** (Londonderry)
- **Don Goudreau** (Concord)
- **Cheryl Herbert** (Londonderry)
- **Angela Kelly** (Concord)
- **Ann McKillop** (Salem)
- **Tami Mousseau** (Concord)
- **Mickey Pieterse** (Bedford)
- **Meri Reid** (Nashua)
- **Robert Waldron** (Londonderry)

Congratulations to our May Top 12 Associates!



### Welcome New Associates!

We would like to acknowledge and welcome all new Associates that have joined our company since the last Verani Voice Issue! Welcome aboard!

#### Region 1

**Donna Damore** (Nashua)  
**Jim Grimes** (Bedford)  
**Donna Lemay** (Bedford)  
**Amos Lindahl** (Bedford)  
**Erin McKenna** (Bedford)  
**Laura Micklovich** (Bedford)  
**Kathy Stack** (Nashua)  
**Cindy Turcotte** (Nashua)  
**Laura Turner** (Bedford)

#### Region 4

**Becky Brown** (Londonderry)  
**Rick Guay** (Londonderry)  
**Lynn Jackson** (Londonderry)  
**Erika Stewart** (Londonderry)

#### Region 5

**John Pappas** (Portsmouth)

#### Commercial

**Jay Lee**  
**Mike DAmante**

### Be A Part Of Our Fun-Filled Verani "Dinner In The Den!"



**Prudential**

Verani Realty

## We're Taking YOU Out To The Ball Game!

### You're Invited To Join Us For Dinner In The Den, A Baseball Game & Fireworks!

**Date:** Thursday, August 19th, 2010    **Dinner In The Den:** 6:30 to 8:00pm    **Game Time:** 7:05 PM

**Game:** NH Fisher Cats Vs. Binghamton

#### **Special Features:**

- Dinner in the Den is reserved for PVR Agents & can hold up to 350 Veranians!\*\*\*
- General admission, picnic table seating.
- Buffet - Steak tips, hamburgers, hot dogs, Italian sausages, garden salad, baked beans, cookies & watermelons.
- Drinks - Fruit punch & ice tea. Alcoholic beverages additional charge.

#### **Baseball Buddies:**

- 30 PVR children get to stand on the field with a baseball player to sing the National Anthem!
- First come...first serve!

#### **Pricing:**

- 1st ticket for any PVR Agent that attends is FREE!
- \$27 for each additional Adult, \$24 per Child

#### **Directions:**

- Visit [www.nhfishercats.com/parking.php](http://www.nhfishercats.com/parking.php) for directions from the N, S, E, W & Rte 3!

#### **Reservations:**

- **Contact Lara Ugolini in the Bedford Office at 472-1507 or [lara.ugolini@verani.com](mailto:lara.ugolini@verani.com).**
- Be sure to let her know how many will be attending & if your child would like to participate in the Baseball Buddies.
- **Deadline to respond is August 1st!**

**The Details: Parking** - \$10 per spot in front of building, paid parking on South Commercial Street & various neighborhood parking lots. **Rain Date** - If the game is rained out before the buffet then it will be reschedule for another time. If the game is rained out after the buffet and during the game then you will be issued a premium seat for another game. **Buffet** - The buffet is only being served between 6:30 & 8:00pm so don't be late if your interested in eating!

**Admission** - Early admission is allowed for PVR members and their guests!

\*\*\* Reserve as many tickets as you want, however tickets are on a 1st come, 1st served basis while they last. To reserve tickets that are to be paid for (over & above the FREE PVR Agent ticket) a credit card must be on file with Accounting with your authorization for payment. Payment will be made at the time of ticket reservation.



Dinner in the Den



## We Now Support Mac Computers!

Operating Systems Supported: Mac OS X 10.4, 10.5, 10.6.



Setup includes access to wireless in all offices and printers in any office you desire.

Please keep in mind that 1 pc is put on the network as included in your associate setup. A second pc is subject to a \$99 fee. So if you have a PC and want to **add** a Mac there is a fee. If you **replace** your PC with a Mac, there is no fee.

## Help Desk Reminders

The Help Desk phone "live-answer" is during normal business hours from 8:30 am - 5:30 pm.

The two best ways to contact Prudential Verani Tech support is:

- Email: [help@verani.com](mailto:help@verani.com)
- Phone: x2222 or 845-2222

Remember - contacting a technician directly will delay a response as we aren't always at our desks, but we monitor [help@verani.com](mailto:help@verani.com) and the phone number 24/7.

## Wedding Day, by Allison Mundry

Woke up this morning with the jitters. Felt like my wedding day. It has been 14 months since my buyer and I have been together. We met on Mother's Day of 09 (elead) and have been together ever since.

Our first date (showing) he fell in love with a condo in Manchester overlooking the river. The 2nd date we wrote an offer. That was easy.....Right? Guess again. We had no idea what we were in for. In this complex world of FHA financing we needed HELP! We enlisted **Tammy Verani** of **Prospect Mortgage**. You cannot imagine the hoops she jumped through, walking on fire barefoot...Well you get the point!

The 1st hurdle was the buyer is self employed and needed to go through a "tax year." Next was getting the condominium complex FHA approved. Then we found out that the condo fees were 16% delinquent (FHA says 15% please). So we thought after all Tammy had done the delinquent condo fees were going to do us in.

NOPE!!! Tammy called back the next week and someone had paid their fee so we were now under 15%! It was one thing after another. Tammy was like a dog with a bone.....she did not give up. So 14 months later we closed! We are all very HAPPY! In the world we live in now it pays to have someone like Tammy to guide you through and MAKE IT HAPPEN!

## The Tale of Two Leads

A gripping story of indecision, decision, wait and see, go for it now, and the extraordinary dedication of Prudential Verani Realty Agents –As told by Steve McGuire, VP Business Development

"There is no such thing as a bad lead – some just take longer" – As the Director of Prudential Verani Realty's eTeam, just about every member of the team has heard me say this. Never in the history of our eTeam has this been as apparent as we have had the longest and shortest eLeads closed with seven days of each other.

**First, the oldest. Rebecca Chase**, Londonderry Office, took a lead out of the pool on June 14, 2005 – almost 5 years ago to the day. Just another typical lead, "I'd like some more information about such and such a listing." By 2006, Rebecca discovered the man 'might' be looking for a job in New Hampshire as his new girlfriend had family here, but his true roots were well planted in Long Island, NY. Stated Rebecca, "So I continued to send 'checking in' emails as well as notes around holiday times throughout the year(s)."

Not to worry, in early 2007 the lead informed Rebecca he was engaged and was really going to start looking. In late 2007, he said his house was going on the market. "Maybe it's not the time to move" he wrote in the spring of 2008. Besides, "We're getting married." In July 2009, another update, "We lowered the price and really would like to look – we're having a baby, as a matter of fact twins!" Good news arrived on Feb. 7, 2010, "We've closed on our home, let's look at some others." March of 2010 Rebecca signed the Buyer's Agency Agreement after having finally met the entire family (even the twins) in person. What a wonderful day May 21st was, as they closed on their new home in Hampstead. And Rebecca has a customer for life because right after the closing he said to her, "Even if we didn't like you as much as we do, I'd still owe you for putting up with us all this time!" Well done Rebecca Chase!

**Now for part two of our story.** The Twins (**Sharon Lowe and Norma Leyden**), Salem Office, were just sitting around looking for anything in the eLead pool on April 26 when a request for some more info came in. Sharon took the lead and immediately emailed and called the customer. She talked for a half hour and got her search criteria and set it up. Sharron asked about her pre-qual, and the lead stated that it wouldn't be necessary – it would be a cash sale – she could spend up to \$800K! The next day they went out to look at homes, nine in all, from which the buyer narrowed it down to three and was then away on a business trip. The customer returned on May 9, looked at all three again, and wrote up a contract that night! Wow. A purchase price of \$475,000 & a closing on May 28th! This is what we live for in this business.

**There's no such thing as a bad eLead... some just take longer. Great job Ladies!**

# Region 1

## Bedford & Nashua Office News



### Bedford Center Team Attends Portsmouth Grand Opening In Style!

Bedford Associates arrive in style to welcome the Portsmouth Associates and attend the Portsmouth Grand Opening Celebration...and guess 'the gals just wanna have fun with their favorite Bill Monahan!!!



**Bill Monahan, Kim Daneault, Lara Ugolini/Administrator, Lori Aurora, Debra Jarvis/Regional Manager, Kelly Black/Business Coach, Kathy McCarthy, Marsha Foster, Lois Salvi, Kim Bishop and Kim Dionne.**

### Row, Row, Row...



Whether for exceptional exercise, competition or recreation – You'll find rowing on the beautiful Merrimack River to be rewarding – Inside and Out! I do~

Last year the Amoskeag Rowing Club (ARC), located in Hooksett NH on the Merrimack River hosted a Learn to Row day that actually garnered a great response from other Verani agents and individuals interested in rowing from Manchester, Concord, Goffstown, Pembroke & Derry. This year, rather than at the end of the Season, ARC coordinated a Learn to Row day on June 5, 2010 which is the National Learn to Row date.

Annually ARC has programs available during the summer for Juniors (ages 11-17) and Masters (aged 17+) to Learn to Row, as well as a Competitive Training program for experienced rowers. I learned to row through the ARC novice program in 2003 – and found an incredible passion for the sport and community of people – and have been their Membership Director for the past 5 years. I generally row in a double (two person 30 foot long by 10 inch sculling boat) and my partner and I have competed at the Green Mountain Head, VT, Textile Regatta, MA and Meredith Bay Regatta, NH and brought home a medal or two... ok three!

To learn more about the club and programs, feel free to call me at 472-1513 or visit [www.amoskeagrowing.org](http://www.amoskeagrowing.org). It could be the best thing you do to bring Balance to a hectic life!

~ **Jacqui McCartin, Bedford Associate**

### Nashua Center Attends In Style Too!!

The Nashua Office rented a limo for the Portsmouth Grand Opening. They had a fabulous time meeting old Veranians (not chronologically) and some beautiful new faces too!

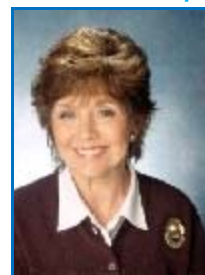


L to R: **Bob Hagen, Matt Welch, Richard Balsama, Lise Tremblay, Tina Hagen, Lisa Goulet and Deb St. Clair!**



L to R: **Deb. St. Clair, Joan Meckel, Pat Paradis, Bob Hagen, Richard Balsama, Lise Tremblay, Tina Hagen, and Lisa Goulet.**

### Note Of Appreciation For Pam Gould



I choose to work with **Pam Gould** because of her thoughtfulness and ability to listen to our desires... and translate them into good quality properties that were available. She did it and all with sincerity!

The timelines with which the transaction went forward were smooth. Pam was always on top of each phase and was always available to answer our questions. Thank you, Kenneth Edwards

### Congratulations Lisa Goulet



Nashua Agent, **Lisa Goulet** at her induction ceremony at GMNBR! Congratulations Lisa!

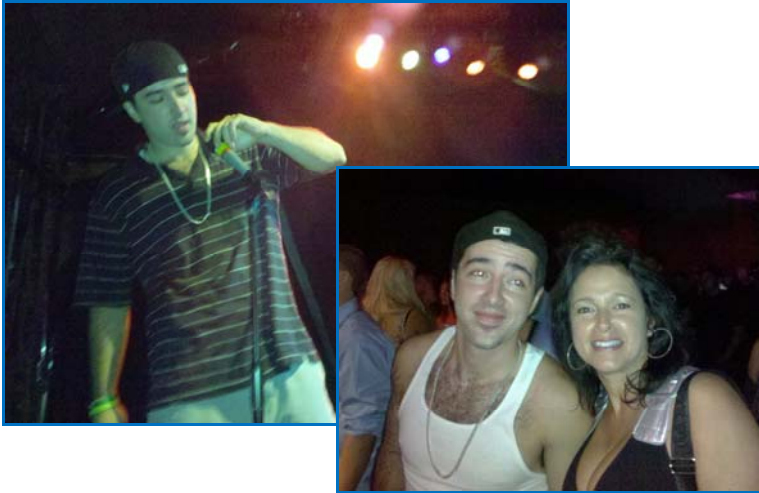
# Region 1

Bedford & Nashua Office News



## What Does Tina Hagen Have In Common With Hip Hop?

Well, Tina Hagen's son, Brock (stage name, B-Hagez) is pictured below performing at Harpers Ferry in Boston for the launching of their first CD with the hip hop group, Constantino!



## Nashua's Newest Agent!

Nashua's newest Agent, Evan Prescott Muir, was born on June 23, 2010! Congratulations to **Meri Reid** - Nashua Agent and his proud grandma - and to his parents Meridith (Meri's daughter) and Luke Muir! Evan was born 7 lbs, 15 oz and 21 ¼ inches!



## Nashua's WZID Neighborhood Block Party

Don't forget to visit our Nashua Prudential Verani booth at the WZID Neighborhood Block Party at Holman Stadium 4 Corners! Come down for raffles and face painting for starters! We'll be there on July 27 from 6 – 8:00 PM!!



## Meri Goyette Awarded "Citizenship of the Year Award for 2010" by the Veterans of Foreign Wars for the City of Nashua!

Meri Goyette, mother of Nashua agent **Meri Reid**, has played such a significant role in the city of Nashua. Her awards are so numerous over the years and her contributions are great.

This honor is her most recent. Mrs. Goyette is known about town as "The Godmother of Nashua" as coined by the former Mayor Bernie Streeter.

Her past accomplishments include Greater Nashua Outstanding Caregiver of the Year and Recipient of the Book of Golden Deeds from the Nashua Exchange Club. Her activism for the arts is evident in her associations & roles including: Board of Nashua Arts and Science Center, Trustee to oversee the management of the Hunt Memorial Building and Leader in the fight to save Chandler Library.

Know that when you walk down the lighted tree-lined streets of Nashua, that they too, are even a result of Meri's efforts. As TV personality Carolyn Choate remarked, "She's a living treasure."

Mrs. Goyette is pictured below with her distinguished husband, Dr. Goyette, who has delivered countless babies over the years in this Gateway City.



**Congratulations Mrs. Goyette!**

# Region 2

## Concord Office News



### Supporting Our Team in Portsmouth!

The Concord office enthusiastically showed their support to the Grand Opening of our Portsmouth Office. It was a great time and everyone enjoyed the food and company. The facility was very impressive. Dan, Cindy and their associates were all wonderful hosts for this event!

As a side note, our limo full of Prudential Verani supporters enjoyed the limo ride. Does "P" stand for Prudential or Party!!!!



L to R: **Charlene Dymont, Maria Laycox, Pat Hewitt, Joanie Andrews, Stan Makowski & Kat Snell.** Not pictured: Melanie Anukem, April Dunn, Pete Hodgkins, Greg Leavitt and Kathy Lee.

### Save The Date And Donate!

**Concord Board of Realtors®**

**Annual Blood Drive**

August 18<sup>th</sup>, 10:00 - 4:00 at St. John's in Concord.  
Looking for donors and volunteers!



### Concord Board of Realtors® Annual Award Luncheon



There was a general membership luncheon meeting held on June 15th at the Holiday Inn in Concord to recognize the recipients of Realtor / Affiliate of the Year, Honor Society and RPAC awards.

**Monika McGillicuddy** was in attendance to present the



awards. **Linda Hutton**, Region 2, received her Certificate of Recognition for 14 consecutive years as a member of the NHAR Honor Society! As a

Chairperson for the Concord Board Political Action Committee and her generous donation to the committee this year, she was presented the RPAC Granite Award pin. Congratulations Linda!!!!

### Linda Hutton Supporting Education



**Linda Hutton** presented the \$500.00 Gail Matulaitis Scholarship from the Concord Board of Realtors® to **Gabrielle Mantel** as she graduated from Bow High School.

Linda also presented Gabrielle with a Scholarship from herself for an

additional \$500.00! I guess it would be the "Linda Hutton Scholarship!" Gabrielle has excelled in many aspects of her life. Her grades are exemplary, her community service untiring, she has a single-parent family, and a very hard-working and devoted Mom. She has been accepted by several Universities with very high standards and entrance requirements. I am sure that she will be very successful with her determination and aspirations.



### Salem Intern...Future Realtor?



It was a delight to have Heather Greenwood, a Salem High School Senior as part of the Salem Team. For the past several months Heather came to the Region 3 Office for one hour a

day to learn more about a career in Real Estate. Through the Salem High School Career & Technical Education Center, Heather took an Office Technology course which included choosing a career she wanted to learn more about and doing an internship at a local business related to her career choice.

Thank you to **Robin Chater** for letting Heather spend some time with her in the office observing on the job. While with us Heather enhanced her computer skills and learned firsthand how much paperwork was involved with a real estate transaction and guess what? We didn't scare her away! She's already signed up for the Kathy Roosa School of Real Estate course! Heather has now graduated and we wish her much success and happiness in this new phase of her life. Congratulations Heather!!!!

### The Top Ten Reasons Allison Mundry Loves Broker's Title

- 10) They ALWAYS answer their phone.
- 9) "Where everyone knows my name."
- 8) They never sleep.
- 7) They always make me feel like I am the ONLY agent they are working with.
- 6) I have a question on a deed and they know the answer.
- 5) The Blackberry was invented for Kelly Rossa Cohen.
- 4) They close where you (I mean the buyers) want.
- 3) When I leave a message they actually call me back.
- 2) They say things like "Of course you are not a pest" and "I don't mind staying late to get the HUD done."
- 1) **They get the job DONE!!!**

Ok seriously. Another tough one... a package came late from the lender and Martha stayed late to get the HUD ready so the Buyers/Sellers could have it that night for a 9 am closing the next morning. Karen...where do you find these girls? Many thanks, **Allison Mundry**

### A Barrett Family Vacation



My daughter's 1st camping trip started with us renting a Teepee in Lancaster NH. When we arrived it rained so we spent some time in this Teepee. The next morning we woke up with a cute little red squirrel on my husband David's head and chipmunks doing a parade threw



the Teepee. But what really sent my daughter over the edge was when a chipmunk decided to lay on her blanket and chew it. After sharing her blanket with the chipmunk, my daughter Cheyenne, 5, stated that she was "not" sleeping 1 more night in the Teepee!

So we were lucky that they had a cute little cabin and the weekend went on. Off to Storyland, off to Santa's Village and we finished the week at Six Gun City. A great week was still had by the "Barrett Family." ~ **Rachel Barrett**

### Home From The Vegas Pool Tournament!



**Sandra O'Neil's** Salem NH Team made it all the way to the VNEA International Pool Championship May 27th-June 5th in Las Vegas NV!

They played their first match and beat Canada! Yeah!

Then they lost their second match to Spain but all was not lost! They cheered on the rest of the teams to victory while spending their days by the pool and the nights out on the town! It was a great experience, a wonderful vacation and they are already practicing for next year! PS... Sandra captured some new buyers too!

### Siri Wilbur...World Traveler!



For two weeks in April, **Siri Wilbur** traveled to Japan with her mother-in-law, Ethel Kamien. Together they traveled to several different towns and in this case met with Junko Osaka who welcomed them into her home and taught them Ikebana! They learned how to

make sushi rolls, celebrated Cherry Blossom season at the palace and stayed in a traditional Ryokan hotel near Mount Fuji. Overall a trip of a lifetime!

# Region 4

Londonderry Office News



## Volunteering... What's In It For Me?



My son Nick and I reach out to the community and support The CareGivers, Inc., a Prudential Verani supported charity serving the frail, elderly and disabled citizens of the greater Manchester / Nashua area. Pictured

here is a CareGiver client, Penny Thurston with Nick & me.

You may ask why serve others when time for your own family is limited? Well, I'd like to share some of the many benefits which have changed our lives as volunteers and those we serve. Many of these individuals have lost their loved ones and do not have any support outside of the different government programs available to them. By routinely volunteering, we have built a relationship and rapport with the same seniors time and time again. They have grown to love Nick as if he was their own grandchild, and look forward to our bi-monthly visits. Sometimes this is the only interaction they have in the course of their day and it is made special just by delivering groceries which also supplements their monthly food supply.

What do we receive as volunteers? Well, I find this to be some of the best quality time I have with my son. Nick is growing into a fine young man learning by example while listening to stories from CareGiver's client Everett Fowler regarding WWII and thus narrowing the generation gap. Everett and many other recipients appreciate Nick for his great empathy and efforts as a teenage volunteer. As a single mom, my greatest joy in life is raising a teenage son who is considerate of all walks of life and by exposing him to service work and ultimately him enjoying the interaction.

There are currently over 20 volunteers from the Nashua, Bedford & Londonderry Offices. To learn more about how to get involved contact [john.macgilvary@verani.com](mailto:john.macgilvary@verani.com).

~ Lisa Lacombe

## WZID's Neighborhood Block Party



Prudential Verani Realty, Region 4 was the proud sponsor of WZID's Neighborhood Block Party in the North End of Manchester yesterday Tuesday, June 29<sup>th</sup> from 6-8pm.

Those who visited our booth had the opportunity to win Cool Prize Drawings – (5) Ben & Jerry's Ice Cream Pies, (2) \$25 Lowe's Gift Cards and (2) Liquid Planet Water Park Tickets! Plus all entrants will receive a FREE Monthly Neighborhood Housing Market Activity Report!

## Challenger Soccer Coaches



**Ginny Holmes'** family hosted 2 young men, Ricky and Mark, that are Challenger Soccer Coaches from England. They arrived on May 9th and stayed with them through May 23rd. Ginny said, "It was a great experience having them in our home. They are very nice young men."

## Haiti Medical Mission Trip 2010



It was horrible and it was heart-warming. Haiti is the poorest nation in the western hemisphere and I saw that up close and personal. As we rode through the streets of Port-au-Prince we

passed mile after mile of people camped out on streets lined with rotting garbage, mounds of trash and rubble and concrete from the earthquake. The one thing that can't be conveyed with pictures is the overpowering stench. If the poverty and earthquake weren't enough, we were there in the midst of the rainy season.

The heartwarming part is the precious people of Haiti. They were loving, kind, helpful to us and what I found most amazing is they smiled a lot! In the midst of their incomprehensible plight they keep going and keep hoping. They have lost so much and so many loved ones and their grief is very real, yet they are picking up the pieces of their lives and moving on the best they can.

Our team set up 4 different clinics in parts of Port-au-Prince and Leogane and we were able to distribute medicine, toiletries, toys and bibles to a total of 1400 men, women and children. The last day we did a clinic in the pouring rain with some makeshift tarps (that didn't work well). Our trek took us high up the mountains at what turned out to be an orphanage of 60 children, most who had been orphaned by the earthquake. We were able to treat them all for their various ailments and infections and then leave them all the supplies we had leftover from the week. They were so grateful.

It was not an easy trip. We did without so many of the comforts that we in America take for granted: real bathrooms, hot showers, electricity, etc. While I gained a greater appreciation for the blessings we enjoy in America I also gained a global perspective of the great need in a land so close to us. ~ Donna Wells

# Region 5

Hampton, Epping & Exeter Office News



## Sue Sharp, Hampton Office Volunteers!

Below are the volunteers for the 2nd Installment of the Seacoast Board of Realtors® Adopt-A-Highway. This time the volunteers picked up 20 bags of litter along a 2 mile stretch of Rte 33 in Stratham. The total so far: 88 bags of garbage!



Pictured: **Sue Sharp**, by the arrow above, and other local volunteers w/ Adopt-A-Highway.

## PVR Epping Office Joins Region 5

Region 5 is happy to announce that the Epping Office is officially part of our Region now! Genna will be covering both Epping and Exeter, Debbie will be covering Hampton and Portsmouth while Dan, Cindy and Peggy will go throughout all of them on a regular basis. Be sure to check out the Region 5 Staff Calendar in your VMAIL account to see who is where and when!

## Peggy Russ - One Proud Mom!

Congratulations to **Peggy Russ** who's son Cody graduated on Friday, June 18, 2010 from Winnacunnet High School in Hampton.



Cody is in the middle of picture.

## Portsmouth Grand Opening A Success!

The Portsmouth Grand Opening was a complete success! The event was catered by the White Apron and attended by over 200 very supportive Verani Agents, co-brokers and local affiliates!

A special thank you goes out to all the Agents and Managers who were able to attend and join us in celebrating the newest Prudential Verani Office. We would also like to thank **Broker's Title** and **Prospect Mortgage** for their part in the evening!



**Cindy Lee** talking with clients.



**Arthur Pappas** talking with clients.



**Concord Office** Limo arriving at the front door.



The "Food Spread!"



More food!



### Tom Duffy Earns Realtor of the Year Award

Tom Duffy moved to NH when he found his dream home on Pawtuckaway Lake in 1991. In 1994, having had a successful career of 12 years in the securities and investment industry in the New York City area, Tom embarked on a second career...real estate...by joining Prudential Verani Realty.



Couple his business experience with becoming a top Commercial/Industrial specialist in the southern NH commercial arena and you have a leader whose expertise in the industry is equivalent to none other. In the spring of 2004, he became the go-to person for Giovanni Verani who wanted to develop a Commercial Services Division within Londonderry. As the manager of Prudential Verani's Commercial Services Division, Tom has grown the department to 15 full time associates while continuing to grow his own residential real estate business around Pawtuckaway Lake and the vicinity.

Since 2003, he has consistently received numerous national recognition awards from Prudential Real Estate Affiliates for production and excellence in the real estate industry, both in commercial and residential sales. Another successful career!

As many of you know, Tom wears many hats...his commitment to his fellow commercial Realtor community through CIBOR as a long term member as well as serving as the 2008 President. He continues his leadership involvement by currently serving on the CIBOR Board of Directors. He also has his hand in many charitable causes (CIBOR Red Cross Blood Drive and Families in Transition to name just a few) and civic responsibilities (serving as the president of the Pawtuckaway Lake Improvement Association in the past) which makes him an ideal Realtor of the Year.

Tom also knows how to have fun! As his rock band's web site so aptly says..."Spontaneously combusting in 2001 on the shores of beautiful Pawtuckaway Lake," the then yet to be named EffenGees jammed in a Seaplane hangar. This eclectic rock and roll nucleus is built on friendship. Duffy engages the audience with wit and enthusiasm while band members trade licks and laughs with each other and the crowd. It's not unusual for someone singing along to get dragged onstage to join the band. Playing everything from Aerosmith to ZZ Top with raw energy, they say "never bring a chair, you won't need it". Tom, aka Puff Duffy, as the lead guitarist and vocalist loves the release that being a part of a band brings...and you just can't seem to take the mike out of his hand. A natural entertainer!

Tom and his wife Janis reside in Nottingham on the lake and have 2 daughters (Jan and Cammie), a son (Vick) and two beautiful granddaughters (Sadie and Isabella) who have their granddaddy's utmost attention and "keep him young and smiling."

The Realtor of the Year represents recognition from one's peers. "I have been mentored and inspired by past "ROTY'S" of CIBOR and would certainly carry on that tradition of counsel for all Commercial Realtors in NH" said Tom. Congratulations Tom on this well-deserved honor!



**Tom Duffy** receiving the Realtor of the Year award from Dave Lefebvre of Shanley Realtors, 2009 ROTY.



# New Homes

New Homes Division News



## Meet Frank Schoenthaler

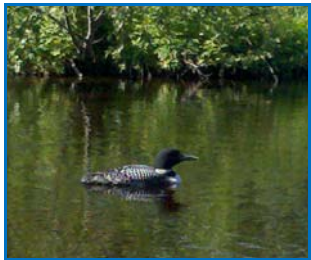


**Frank Schoenthaler** joined us in the New Homes Division at beginning of this year with a very impressive career heading up the New Homes Division at Coldwell Banker for the past 25 years. After semi retiring, too much time on his hands and 4 kids in college, Frank decided to get back to what he loves –

putting developers and land deals together. He has a wealth of information for us and has settled in quite nicely and we are thrilled to have him on our team.

Frank works hard but he also plays hard. When he is not putting deals together, you will find him in some of the finest fishing areas around. An avid sportsman and float plane pilot, Frank can be seen carrying in ‘coolers’ of the catch of the day to certain members of the New Homes team (names withheld so we don’t have to share!)

Every great real estate person loves a little competition; and that is what Frank received during his last fishing trip a few weeks ago. This is what Frank had to say....



“I had plenty of competition fishing at Kennebago Lake in the western mountains of Maine. A tame loon decided to spend the afternoon fishing next to the Schoenthaler fishing party. And let’s just say the Loon caught more fish than I did on that trip!”

Kennebago Lake is known for its native brook trout weighing up to 3 lbs. Frank is also known to take his real estate clients on very successful salmon and brook trout fishing ventures.

Stop by and visit Frank in the New Homes Londonderry Office, he has some great stories to tell! Welcome Frank!



## Sports and Kids

Just a few lines to brag about my 11 year old daughter Morgan, who started playing softball last year on the Pelham Girl’s Softball team.

I am in awe of the level of commitment people have in our small towns that choose to coach kids’ sports. If you are lucky like Morgan has been, she has had some great coaches in her short athletic career. The coaches have encouraged her the last 2 years to pitch for her team. They have worked with her on technique and practiced as well as practicing at home all the time. She has become quite the pitcher and has really become quite accurate and fast with her windmill pitch. More importantly is her love of the game and the exercise she receives from being in sports. The added bonus is that her self confidence, self esteem and joy for the game are off the chart.

Great season Morgan and congratulations for making the All Star Team!! ~ **Gail Nickerson**

