



# REALTORS® Giving Back

How do bowling, golf, and surf fishing help the community? When REALTORS® and our Affiliate members teamed up for our **Scholarship** and **Disaster Relief** funds in 2018, the results were fantastic:

## \$24,076!

A special thank you to the **many volunteers** who made this possible, including Bowling Chair **David Pergerson** of Carolina Designs, Golf Chair **Kaye Jones** of TowneBank Mortgage, and Surf Fishing Chair **Aimee Pitts** of Wells Fargo Home Mortgage.



Tickets are \$40 – group discounts available. Kindly RSVP to Karen 441-4036 or [karenp@outerbanksrealtors.com](mailto:karenp@outerbanksrealtors.com)

## Doug Kennedy Training



**KENNEDY TRAINING**  
NETWORK

Two hospitality trainings on **Nov 29**:

- *Reservation Sales Quest*
- *Conquering Complaints*

Doug Kennedy has been creating and delivering customized hospitality and reservations sales training for the lodging industry for over two decades. Contact Katelin at 441-4036 or visit [outerbanksrealtors.com/upcoming](http://outerbanksrealtors.com/upcoming)

## Get More: Get Involved



Who runs OBAR? You do! Experience what getting involved can do for you and your business. Volunteer today: [outerbanksrealtors.com/getinvolved](http://outerbanksrealtors.com/getinvolved)

## Upcoming Education

Intro to Zipforms Plus & Docusign

Mark Saunders, Nov 9, Comfort Inn, 1030-12p

Sales QUEST Hospitality Training

Doug Kennedy, Nov 29, Comfort Inn, 9a-1230p

Conquering Complaints

Doug Kennedy, Nov 29, Comfort Inn, 2p-530p

### Fall CE Courses

*Please note: Payment is due at time of registration.*

Mark Saunders, November 9-10

- Property Management BICUP  
Nov 9, Comfort Inn, 130-530p
- Property Management GenUp  
Nov 10, Comfort Inn, 830a-1230p
- Technology Tools & Resources Elective  
Nov 10, Comfort Inn, 130-530p

Mark Given, December 5-6

- BICUP, Dec 5, Comfort Inn, 130-530p
- GenUp, Dec 6, Comfort Inn, 830a-1230p
- REALTOR® Professional Standards Ethics Elective Dec 6, Comfort Inn, 130-530p

Online electives available at:

[obar.theceshop.com](http://obar.theceshop.com)

## Upcoming Events

CE & Designation Task Force Meeting

Nov 7, OBAR, 9a (OPEN TO ALL)

Membership Social

Nov 10, Comfort Inn, 530-700p

Annual Business & GMM

Nov 16, Cap't George's, 830a

REALTOR® Ball

Dec 1, Cap't George's, 630p

Find the latest anytime at:

[outerbanksrealtors.com/upcoming](http://outerbanksrealtors.com/upcoming)

*Thank you for posting and sharing The OBAR Flyer!*

