

ALL / PROS

SALES MEETING

DATE & TIME: March 11, 2020 @ 10:00 am

SPEAKERS: Win Sasse, James Davis, Michael Hartnett, Hunter Hartnett

ATTENDEES: Win Sasse, James Davis, Wanda Harris, Michael Hartnett, Hunter Hartnett, Lori Terrantino, Gerry Sessor, Marie Thompson, Chris Mangold, Maggi Davis, Jannice Chambers, Brenda Armitage, Janez Hargrove, Wilma Alcantara, Virginia Masana, Mekia Pierre, Mary Sydney Barker, Karin Barrett, Joyce Etheridge, Kim Nasfell, Patrick Venditti, Michele Cericola, Ron Anoaia,

OPENING:

1. Win opened meeting with the following items:
 - Happy Birthday to Sharon McClard! Presented her with a birthday cake.
 - Shared update of his recent vacation.
 - Congratulations to Agents of Year and January Agents of Month (Kyle Saeed, Clay Birkhead, Kathy Young, James Davis)
 - Introduced and welcomed new agents, Mary Bennett and Kim Nasfell
 - Introduced and welcomed new front desk administrator/receptionist, Michelle Wheeley, and new property manager admin assistant, Mekia Pierre. Reminded everyone of Reina Mitchell's promotion to Marketing Coordinator.
 - Discussed changes to our office. We will be staying at our existing office but will be updating/modernizing the space downstairs and upstairs.
 - Do not turn in commission checks unless you know that you turned in the complete file (we've been getting checks without even having a file at all).
 - Do not turn in EMD checks unless you have a ratified contract. This is happening way too often.
2. James Davis shared following information about Property Base (formally called BackAgent):
 - I'm doing a 1-hour hands-on training tomorrow from 10am-11am (bring your laptops)
 - Recognized agents who have used Property Base so far: Michele Cericola, Eva Cline, Mina Wang, Chris Mangold, Bob Bullinger, Dee Taylor-Magaddino, Brenda Armitage, and Maggi Davis.

- Cutoff Date to go paperless is Monday, March 23rd. Any transaction documents sent by email or brought in to the office will be rejected and you will be asked to resend via Property Base.
 - Cutoff Time for transactions review: Broker will review all transactions by 11am daily.
 - Phone Apps are available for IPHones (For Galaxy Phones you will need to set a shortcut from internet to your homescreen until they roll out their new app).
 - Calendar Invites-must log in FIRST to Property Base before clicking link in email to RSVP.
3. Win did his Broker's Chocolate Q&A (watch Sales Meeting video for details-will be uploaded soon to Property Base).

PRESENTATION & DISCUSSION:

1. GUEST SPEAKERS: MICHAEL HARTNETT & HUNTER HARTNETT; PRIME LENDING
- Did Q&A and raffle for agents (watch Sales Meeting video for details-will be uploaded soon to Property Base).
 - Discussed how Coronavirus has impacted the stock market causing interest rates to be lowered. Constantly keep in touch with your lender because of the constant changing rates right now. Once you're locked in, you're locked, but you can do a float down option which allows you a one-time float down to lock in (no cost to do this).
 - Passed out a cheat sheet called Give Your Clients More Options (attached).
 - What is highest loan amount available for VA home loans? No limit and no money down!

Dr. James Robb – Expert in the field –studied Coronaviruses when he was Professor of Pathology at Univ of Calif—San Diego—was one of the 1st molecular virologists in the world to work on Coronaviruses (1970's) & he has kept up with info in this field

Assessment- expects it to be widespread in US by Mid-late March and April

The following is what he is doing to prepare -Suggestions re Coronaviruses=

1. NO handshaking
2. USE ONLY KNUCKLES TO TOUCH LIGHT SWITCHES, ELEVATOR BUTTONS,ETC-LIFT THE GASOLINE DISPENSER WITH A PAPER TOWEL OR USE DISPOSABLE GLOVES
3. OPEN DOORS WITH CLOSED FIST OR HIP-DO NOT Grasp handles with your hand if at all possible—esp in public bathrooms, post office, and other commercial doors
4. Use disinfectant wipes at the stores when available or bring your own. Wipe handle and child seat of Grocery Cart
5. Wash your hands with PREFERABLY soap and water for 20 seconds and/ or a greater than 60% alcohol- based hand sanitizer whenever you return home from ANY activity where other people have been.
6. Keep a bottle of sanitizer at each of your home entrances AND in the car for use after getting gas or touching other contaminated objects when you can't immediately wash your hands.
7. If possible, cough into a tissue & discard immediately. Use your elbow only if you have to. The clothing on your elbow will contain infectious virus that can be passed on for up to a week or more.

WHAT I HAVE STOCKED IN PREPARATION FOR THE PANDEMIC SPREAD TO U.S.A. =

1. Stock up with Latex or Nitrile Latex disposable gloves for use when going shopping, or at the gas pump, or at other outside activity when you come in contact with contaminated areas
2. Stock up now with Hand Sanitizer = 60+% alcohol
3. Stock up now with zinc lozenges- these have been proven effective in blocking coronaviruses (& most other viruses) from multiplying in your throat & nasopharynx. Use as directed several times each day when you begin to feel **ANY "cold like" symptoms beginning**. It is best to lie down & let the lozenge dissolve in the back of your throat & nasopharynx. COLD-EeZe lozenges is one brand available but there are other brands available.
4. Stock up with Surgical Masks & use them to prevent you from touching your nose &/or mouth. (We touch our nose/mouth 90 times a day without knowing it.) **THIS IS THE ONLY WAY THE VIRUS CAN INFECT YOU—IT IS LUNG SPECIFIC-** the mask is only to keep you from touching your nose & mouth.

[This virus is spread in large droplets by coughing or sneezing. This means the air will not infect you! BUT all the surfaces where these droplets land are INFECTIOUS for about a week on the average]



This information was found on line – posted to NEXTDOOR WIMBLEDON CHASE...(a neighborhood hub where members share info pertinent to their neighborhood). This information was posted by a woman who received a letter from her Dr here in Chesapeake who received it from Dr James Robb. The following is a synopsis of its content.....received approximately March 1st, 2020

GIVE YOUR CLIENTS MORE OPTIONS

Programs for Post-Foreclosure, Bankruptcy and Short Sales

When life happens, it can create circumstances that make qualifying for a mortgage more challenging for some homebuyers. If your clients need a second chance, we can help – we offer solutions for borrowers who have faced financial challenges or have less-than-perfect credit scores. Here are some program highlights we offer based on specific situations:

	Fannie Mae	Freddie Mac	FHA	VA	USDA Rural	Jumbo
Foreclosure	7 years from completion date	7 years from completion date as reported on the credit report	3 years since the foreclosure was settled	2 years from completion date	3 years from completion date	Based on specific investor guidelines
Short Sale	4 years from completion date of short sale to disbursement date of new mortgage	4 years from completion date of short sale	3 years since date of title transfer. Exception: 12-month period preceding short sale with on-time payment	No written policy; however, prudent underwriting practices will be used	3 years from completion date. If applicant is current at the time of short sale, then 12 months of time payments is acceptable	Based on specific investor guidelines
Deed-In-Lieu	4 years from completion date of DIL to disbursement date of new mortgage	48 months from the execution date of DIL	3 years from the date of the transfer of the title through a foreclosure	2 years since completion	3 years since completion	Based on specific investor guidelines
Chapter 7 Bankruptcy	4 years from discharge or dismissal date	4 years from discharge or dismissal date	2 years from discharge date	2 years from discharge date with re-established credit	3 years from discharge date	Based on specific investor guidelines
Chapter 13 Bankruptcy	2 years from discharge date 4 Years from dismissal date	2 years from discharge date; 4 years from dismissal date	12 months of satisfactory and on-time payments and the borrower has received permission from the courts	1 year of the payout must elapse and payment performance must be satisfactory; buyer must receive permission from the court to enter into a mortgage	1 year of the payout must elapse and payment performance must be satisfactory; buyer must receive permission from the court to enter into a mortgage	Based on specific investor guidelines

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Hunter Hartnett

Team Loan Originator NMLS 1730631

Office (757) 368-6774
hhartnett@primelending.com

780 Lynnhaven Parkway, Suite 375
Virginia Beach, VA 23452

lo.primending.com/hhartnett



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