



LVAR 2012 Board of Directors

Did you know?

- The Government Affairs Committee helped raise over \$53,362 for the RPAC Committee.
- There were 18 requests to file Ethics complaints, 3 request for Arbitration, and 13 request for Mediation hearings. 7 Ethic, 2 Arbitration and 3 Mediation hearings were held.

Meet the 2012 Board

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* Indicates Incoming Board Member

Lehigh Valley Association of REALTORS®

2012 President ~ Andrea Decker ~ Coldwell Banker Hearthside, Allentown

Licensed since 2000, I received my PA Assoc Broker's license in '08. I am Managing Broker of Coldwell Banker Hearthside REALTORS® for both the Allentown & Easton locations, I joined Hearthside in January '08, my duties consist of recruiting, training, transactions management and marketing. From '00-'08, my license was held with Coldwell Banker Heritage RE, Allentown. I was a certified USAA/CARTUS Relocation Specialist. In '00 I was awarded "Rookie Of The Year" for our franchise group. I consistently earned Coldwell Banker's, "Diamond Society Designation" and was frequently awarded "top ten" sales production within the entire Heritage Group franchise. I

served on the LVAR Professional Standards Committee for '07-'11. I truly love being a REALTOR®, my focus is education for my sales associates, consumers and clients. Ethics in real estate business practices is very important to me. Being able to represent clients is a privilege and not a right. I want a positive experience and the very best outcome for every client that we work with. My background in marketing and sales management helped me to understand what it takes to successfully market real estate particularly in a challenging market.

I am looking forward to serving our valued membership.

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Andrea Decker
Coldwell Banker Hearthside

President Elect ~ Therese Kelley ~ Croslis Realty, Allentown

I have lived in Bethlehem for 23 years. I love Bethlehem and the LV. I have had the pleasure of raising two children here, Leslie and Glenn, who are grown and successful, and I love being in RE here. My focus at this time in my life is to be actively involved in our community through volunteerism to make this an even better place to live!

I am a graduate of Northampton Community College with a degree in RE. I have been licensed since 2001, earned my Brokers license in 2007 and I am currently an Associate Broker at Croslis Realty.

I serve on the Real Estate Weekly, Government Affairs and Political Action Committees and have been involved with fund raising for RPAC.

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Therese Kelley
Croslis Realty

LVAR 2012

Treasurer ~ Kevin Yarnall ~ The Paragon Real Estate Group, Allentown

Committed to providing honest and objective service to my clients, developing a mutually rewarding long term "Business Partnership" with an emphasis in Commercial and Investment Properties.

Qualifications:

- Licensed REALTOR® since 1985, Associate Broker in PA 2009
- 2007 & 2008 Top Producing Agent in my company
- Active committee member of LVAR since 2007

- "Hands On" Residential/ Commercial Property Investor for over 25 years
- Executive Member of Multi Million Dollar Investment Group
- Operated an apartment house maintenance service for over 400 units

Specialty Areas:

- Value Analysis of Multi-Unit Rentals Active or conversion potential
- Industrial, Warehouse and Manufacturing Facilities sale or reuse

- Turn Key Real Estate Investment Partnerships

Business Experience:

- Owner of a local Self Service Car Wash for more than 20 years
- Owner/operator of a vending service business for over 10 years
- Supervised a manufacturing facility involving \$40+ mil of production
- Manufacturing Analyst for performance metrics for measuring quality

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Kevin Yarnall
The Paragon Real Estate Group

Secretary ~ Chris Raad, ABR, SRES, SRS ~ Harvey Raad, REALTORS, Allentown

Licensed in 1999, I followed the footsteps of my Grandfather and Father into our family business that was started in 1962. I received my Associate Broker license in 2005 and have also completed the SRES, ABR and SRS designations.

I have served on the MLS Committee since 2005 and am Chair for 2012.

Outside of LVAR, I am on the Board of Directors for Camelot for Children and have served on the City of Allentown Historical Architectural Re-

view Board since 2005.

I am a life-long resident of the Lehigh Valley and reside in the West End of Allentown. When not working, I like to golf, travel and relax. with friends

Email: ChrisRaad@rcn.com



Christopher Raad
Harvey Raad REALTORS

Immediate Past President ~ Frank Renaldi, Jr ~ Century 21 Pinnacle, Bethlehem

A lifetime resident of the Lehigh Valley and a graduate of Nazareth Area High School. Contemplating a career path, I chose to walk down the same path as my father. Along with many other things I've learned from him, I have inherited the dedication, motivation, and compassion for my clients that is unmatched in this business today. My plan for the future is to make this my life-time career. My reputation to the public as well as in the industry is that of an honest and reputable agent. I care about Quality of Service and the Success of the Busi-

ness which I conduct. For the past 11 years, I have been associated with Century 21 Pinnacle, which is the largest Century 21 in the Valley. Determined to give back to the real estate community I volunteer my time and serve on several committees. In '06 I became a member of our Government Affairs Committee, in '07 was asked to take over as Vice Chair, and in '08 accepted the seat as Chairperson through 2010 in an effort to help protect our industry and most importantly our clients. In addition to my position

on the GAC, I was selected to sit as Vice Chair of our LVAR PAC with the goal to help fund raise and guide our leadership in our decisions as a Political Action Committee. 2009 I was selected to proudly hold the position of President Elect for our local association and also appointed on the PAR legislative committee. This year brings a new stage as President of LVAR effective Jan. 20th 2011. My goal is to serve proudly and honestly to better our local REALTOR Family.

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Frank Renaldi, Jr
Century 21 Pinnacle

Will Barham ~ Real Living Spectrum Real Estate, Whitehall

Will Barham is a real estate professional with Exit Realty Advantage. He was born in Flint, Michigan and grew up in Birmingham, Alabama. He proudly served his country in the United States Army for 13 years. After his military service he relocated to his wife's hometown of Allentown.

Will serves on PAR Board of Directors, LVAR Special Events committee and the PAR Equal Opportunity and Cultural Diversity Committee. He is also a member of the Council of Residential Specialists and the Real Estate Buyer's Agent Council. Will is constantly improving his knowledge of the real estate industry and is cur-

rently working toward earning his Associate Broker's license.

Will currently lives in Allentown with his wife Jolene and three children Cameron, Ciara and Chloe.

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*Will Barham
Real Living Spectrum Real Estate*

Dave Coleman ~ RE/MAX Real Estate, Allentown

David Coleman, is a lifetime resident of the Lehigh Valley and the current Broker/Owner of RE/MAX RE.. David is a graduate of Parkland High School and Syracuse University. After college he served on active duty for 8 years as a USMC fighter pilot. David joined RE/MAX in 2002, to carry on the traditions established by his mother (RE/MAX real estate founder and LVAR Past President). David became Broker/Owner of RE/MAX Real Estate in 2008 and in February of 2010 merged his company with RE/MAX 100. The new RE/MAX is now the largest RE/

MAX affiliate in the Lehigh Valley and 4th largest in the state of PA with over 90 agents, 20 employees and multiple ancillary business partners. David recently joined the LVAR Board of Directors, to fill a vacant position and is seeking re-election for an additional three year term. While balancing his duties and obligations as an owner, David is also a top sales associate and has achieved membership in the RE/MAX 100% Club every year since 2004. His professional designations include CRS, GRI and CP. David is married with 2 children and is

very involved in their active lives as a head coach of their travel soccer and baseball teams. As well, he currently serves on two boards for other local charitable organizations.

David's leadership philosophy is extremely "agent centric" based, with a primary emphasis on transparency. His tireless work ethic and dedication to the profession will be a valuable asset to the needs of our association.

Email:
DColeman@REMAX.com



*Dave Coleman
RE/MAX Real Estate*

Dan Falco ~ Assist 2 Sell, Quakertown

Dan is the Broker / Owner for Assist-2-Sell, Quakertown. He currently serves on our Associations Professional Standards Committee and is an instructor for our New Member Orientation Classes.

He began his Real Estate career in 2001 with Prudential Patt, White's Easton Of-

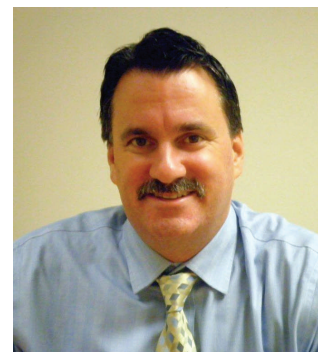
fice and became Company Wide "Rookie of the Year" as well as a "Top Producing Agent". While an agent with the Easton office, Dan attended schooling and in 2006 obtained his Broker's License.

He was born and raised in New Jersey, spent 4 years in Madison Wisconsin and has

lived in the Lehigh Valley since 1999.

Dan currently lives in Center Valley with his wife of 24 years, Trina, and 3 children, Dan 20, Dominick 18 and Angela 13.

Email:
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*Dan Falco
Assist 2 Sell*

LVAR 2012

Tiffany Hayward, SRS ~ Teel Realty, Mt, Bethel



Lehigh Valley Real Estate Academy

LVREA has added new Continuing Education courses for the 2012 year.

Interested in becoming a Broker? The academy is now offering Pre-Licensing and Broker Courses in the Evening!

Did you know that the current Quadrennial Code of Ethics cycle must be completed before December 31, 2012? The Academy currently offers classes that will satisfy your COE requirement.

Take a moment and check out the available classes online at LVRealEstateAcademy.com Registration is available on the IMS System at <https://ims.lvar.org>

Tiffany Hayward has been a REALTOR® with Teel Realty in Mt. Bethel, PA for the past 9 years, immersing herself in many facets of the real estate profession. She is a member of NAR, the LVAR MLS and PAR. She is currently the Chairperson for the LVAR Government Affairs Committee; is serving on the PAR Board of Directors, serves on the LVAR Professional Standards Committee and LVAR Political Action Committee. As a part of Teel Realty, Tiffany has been a trainer for new agents and has been an integral component of creating and participating in in-service sessions conducted weekly at the Teel office.

Tiffany is married with 2 children. As a resident of Mt Bethel since 1990, she has become actively involved in her community through scouting, school involvement with both children, and regularly attending township meetings. She possesses exceptional leadership skills, independent thinking, a fierce work ethic and a quiet confidence. These qualities lend themselves in making her a fundamental member of the LVAR Board of Directors.

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Tiffany Hayward
Teel Realty

Aubrey Hendricks ~ Weichert REALTORS, Allentown

I have been a licensed REALTOR and resident of the Lehigh Valley since 2004. I started my real estate career with Weichert REALTORS Allentown office and continue to work out of that office as their top producer and Executive Club member to this day. I earned the SRS designation, and in May 2008 I received my PA Associate Brokers license. I currently serve on LVAR's Government Affairs Committee and plan to continue my involvement

in the coming years. I am a Kutztown University graduate with a BS in Electronic Media and a minor in Speech Communication. I reside in Bethlehem with my loving and supportive family. In my spare time I thoroughly enjoy vegetable gardening, hiking, mountain biking, and spending quality time with my family and two beagles, Lily and Ruby.

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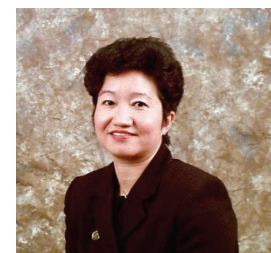


Aubrey Hendricks, SRS
Weichert REALTORS®

Amy Ling ~ Century 21 Ling Realty, Inc., Bethlehem

Amy was born in Hong Kong and migrated to Vancouver, Canada when she was 15 years old. After she married her husband Mike, she moved to the LV area. Amy and Mike have resided in Hanover Twnp for over 20 years. Amy started her real estate career in 1989 as a licensed REALTOR and obtained her broker license in 1994. In 1999 she became the Broker/Owner of Century 21 Ling Realty, Inc. Amy has two children, Des-

mond, a graduate of Cornell University and who currently resides in Media, Pa. Amy also has a lovely daughter, Daisy who is teaching in Philadelphia School district and also is attending West Chester University to obtain her Masters Degree. Amy continues to serve on the LVAR MLS, Education and Real Estate Committees and is currently serving the 4th year of her 2nd term on the Board of Directors. She is honored to have served on the Officer Nominating Committee in 2011.



Amy Ling
Century 21 Ling Realty, Inc.

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Glen Paisley ~ Prudential Patt, White Real Estate, Macungie

Glen is head of the Glen Paisley Team at Prudential Patt, White Real Estate in Macungie. He joined Patt, White with the opening of the Macungie office during the summer of '04. He is the recipient of the 2007 & 2008 PAR Excellence Awards. In 2010 Glen obtained his Associate Brokers License. Through the years Glen has served on both the MLS Committee and Real Estate Weekly committees. Glen brings a wealth of man-

agement and community service experience having previously worked for years in social services as an administrator in an in-patient psychiatric facility and as a program director for a local foster care agency. Glen also serves on the Board of Directors for a non-profit musical arts association that works with high school and college age students and tours the USA each summer. He is co-owner of "Prep My Place" a full service home staging and consulting company.

Glen is an active volunteer for Pinebrook Family Services, a local social services organization that services disadvantaged local youth and families by heading their annual Christmas Toy Drive as well as a active supporter of the "Trevor Project". Glen is a Penn State Alumnus and resides in Macungie.

Email:

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Glen Paisley
Prudential Patt, White Real Estate

Chris Rader ~ Prudential Patt White Real Estate, REALTORS®, Allentown

My name is Chris Rader and I am the managing broker of the Allentown office for Prudential Patt, White RE. I have been with them since I became licensed in 2003. I'm committed to excellence in every way. I'm known by my peers, clients and co-workers as being very detail oriented, organized, honest, up front, dedicated, motivated, patient and caring. As a manager, I believe that it is

crucial to the success of the agents in my office to provide them with coaching, training, and support on an ongoing basis. I feel education is extremely important and I am always striving to attend classes to further my education so that I can better serve my clients and the agents in my office. I also lead the company's new agent training program. I served 2 years on the LVAR Grievance committee and participated

in the LVAR New Member Orientation training in 2010. I think it's important to volunteer and contribute to the community and I have always tried to stay involved. I'm an Air Force veteran and enjoy hiking, camping, gardening, traveling and spending time with my husband, 3 children and granddaughter.

Email:

ChrisRader@PattWhite.com



Chris Rader
Prudential Patt White

Denise Rich, ABR, GRI ~ Realty Executives, Allentown

Business Focus:

I am a full time Realtor® since 1992 specializing in residential sales in the Lehigh Valley. 90% or more of my business comes from the support of past clients and referrals from past clients. I have cultivated this from the start of my career by careful attention to detail and a high level of service. I maintain a successful track record of closing sales through my ability to overcome objections and problem solving abilities.

Business Affiliations:

Realty Executives '01 to present

Patt White Co. Better Homes and Gardens
1992 - 2001

Awards and Professional Credentials :

Associate Broker since '03
GRI Graduate REALTORS Institute
ABR Accredited Buyer Representative
Multi Million Dollar Producer
Assistant in the development of new agents transitioning into Realty Executives
Leadership PAR 2009 Graduate
Secretary for the LVAR Board 2009
Member of the LVAR Board 2007-2012
Multiple Listing Committee 2007
LV Real Estate Weekly Committee 2007

Special Events Committee 2005-2006

Personal :

Resident of Bethlehem since 1978
Happily Married with two grown children
Active volunteer in the community where I live.

Email:

DeniseRich@RealtyExecs.com



Denise Rich
Realty Executives

LVAR 2012

Tim Tepes, CRB, CRS, ABR, ePro, SRES, GRI, GBI, REIT, CSP, CPL ~ Assist 2 Sell Buyers & Sellers Realty, Northampton

A full time REALTOR since '90, specializing in residential resale's, new construction and investment properties. The majority of my business comes from referrals from past clients and my sphere of influence in the community. I have successfully maintained a high level of customer service through paying attention to detail, overcoming objectives quickly, and educating my buyers and sellers. Over the last 2 years I have served on the Grievance Committee and the Professional Standards Committee.

Business Affiliations:

Coldwell Banker Heritage
RE/MAX Unlimited
Assist 2 Sell Buyers & Sellers Realty
Tepes Construction Co. Inc. 1951
T. Tepes Property Mngt Rentals
Trecos Tepes Real Estate Company
North Star Settlement Services
Notary Public

Credentials:

BS in Business Management
Associate Architecture
Associate Broker

Personal:

Konkrete Kids Education Foundation
Java Society Investment Group
Northampton Chamber
LV Chamber of Commerce
LV Builders Association
LV Remodelers Association
PA Builders Association
National Association of Home Builders

Email:

Tim@TimTepes.com



Tim Tepes
Assist 2 Sell Buyers & Sellers
Realty

Ryan T. Conrad, RCE, ePro, ~ Chief Executive Officer Lehigh Valley Association of REALTORS®

Ryan was appointed Chief Executive Officer (CEO) of the LVAR in September 2011. As CEO, Ryan oversees the Assn's finances, personnel, facilities management, community and government relations, MLS operations, Pro Standards, Real Estate Academy and the Real Estate Weekly publication. He is also responsible for maintaining open lines of communication with members, affiliates, staff and the BOD. Prior to his appointment as CEO, Ryan served as the Assn's Director of Government Affairs since 2005, where he developed the government affairs program from the ground-up. Prior to joining LVAR, he served as the Director of Legislation for a New York Senator and as a Legislative Aide in the New York State Assembly. He also

worked on a number of political campaigns in a professional and volunteer capacity for candidates and ballot issues on local, state and federal levels. Ryan earned a Bachelor of Arts degree in Political Science with a concentration in Criminal Justice at East Stroudsburg University and a Master of Arts degree in Political Science from the Rockefeller College of Policy and Affairs at the State University of New York. He is one of only 15 prior or current association staff in Pennsylvania and 1 of 400 nationwide to have earned the REALTOR® Certified Executive (RCE) designation from the NAR. He is also an approved real estate instructor in the Commonwealth of PA. He holds a professional membership in the American Society of Associa-

tion Executives and the PA Society of Association Executives. As a community leader, he was elected to the Lower Macungie Township Board of Commissioners in 2009 and serves as its vice president. He is a member of the Board of Directors of the Lehigh County Housing Authority and is active with the Greater Lehigh Valley Chamber of Commerce and the Lehigh Valley Economic Development Corporation.

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Ryan@lvar.org



Ryan Conrad
Lehigh Valley
Association of REALTORS