



CENTURY 21 NACHMAN REALTY

NACHMAN NEWS



FROM THE DESK OF BOB BURCH

"BREAKING BARRIERS IN 2015"

This is your Year! This is the Year you will make the Masters Club! This is the Year you will win the Trip! This will be your best Year in Real Estate. This is the Year you will make lots of Money! We will be breaking barriers in 2015 and CENTURY 21 Nachman Realty will have a Great Year because 2015 will be a Record Year for each of you.

This is what we all said Out Loud at the Rally on January 28th and this is what we need to say to ourselves every morning in 2015. If you believe you will succeed, You Will! If you believe you will fail, that probably will come true as well. Let's have a positive attitude throughout 2015 and I think great things will happen for each of us.

The consolidation of the King Street, Coliseum, and York County offices is well under way. Hopefully, we will be opening a new consolidated office in Newport News in Oyster Point at 720 Thimble Shoals Blvd., Suite 116 on March 1, 2015.

Thanks to everyone who attended our 2014 Annual and Fourth Quarter Sales Rally held on January 28th at the Crown Plaza Hotel in Hampton. Congratulations to all the award winners for the fourth quarter and annual achievement.

Please remember to support our business partners: Monarch Mortgage, Old Virginia Mortgage, Shaheen Law Firm, and HSA Warranty. This is very important to the success of CENTURY 21 Nachman Realty.

Please use our web address in all your advertising and promotional material: www.century21nachman.com. Consumers can access all the listings in REIN, Williamsburg, Chesapeake Bay, Outer Banks, Albemarle, and Richmond MLS's directly from our site.

Welcome New Agents!

NORFOLK

Lisa Moore

Miguel Dabul

Caronne Sease

Jessica Renda

CHESAPEAKE

Roslyn Watts

VIRGINIA BEACH

Temi Akran

Tom Pullen

Tanisha Washington

Kacie Zawistowski



DECEMBER 2014 TOP AGENTS

	TOP LISTING AGENT	TOP SALES AGENT	TOP CLOSED AGENT	TOP OVERALL AGENT	TOP OUTBOUND REFERRAL AGENT
HAMPTON	EVELYN STATON	BETSY JOHNSTON	DARLENE LINEBERRY	BETSY JOHNSTON	BETSY JOHNSTON
WILLIAMS-BURG	PAM PHERSON	PAM PHERSON	COURTNEY MARTINEZ	PAM PHERSON	
YORKTOWN		CARLA STOKES	KIMI DORNAN	DEE KARLSSON	CARLA STOKES
NORFOLK	CALVIN COLEMAN	TINA DUBOIS	RHONDA McLEMORE	CALVIN COLEMAN	KATHYE CHAPMAN CAROLINA STIGLBAUER
VIRGINIA BEACH	RON AROTIN	RON AROTIN	BOB WIDGER	RON AROTIN	JAN LOWERY MARILYN McKEE BOB FARHAT
CHESAPEAKE	SHERRY JOSHI	SHERRI THAXTON	SHERRI THAXTON	EVELYN THOMAS	
KITTY HAWK	RUBERT WILSON	KATHLEEN ARGIROFF	COLLEEN SHRIVER	COLLEEN SHRIVER	
ELIZABETH CITY	CINDY SMITH	DIANNE HARRIS	PATRICIA HILL	PATRICIA HILL	

JANUARY 2015 TOP AGENTS

	TOP LISTING AGENT	TOP SALES AGENT	TOP CLOSED AGENT	TOP OVERALL AGENT	TOP OUTBOUND REFERRAL AGENT
HAMPTON	EVELYN STATON	DARLENE LINEBERRY	BETSY JOHNSTON	JUDY SAWYER	
WILLIAMS-BURG	COURTNEY MARTINEZ	AMY CLAGETT	COURTNEY MARTINEZ	COURTNEY MARTINEZ	
YORKTOWN	CARLA STOKES	DEE KARLSSON	CARLA STOKES	CHRIS PRAY	
NORFOLK	CALVIN COLEMAN	RHONDA McLEMORE	BRANDY TEAGUE	CALVIN COLEMAN	
VIRGINIA BEACH	BOB WIDGER	BOB FARHAT	LINDA CARAMILLO FAITH TURNER	BOB WIDGER	
CHESAPEAKE	TERRY FRALEY	EVELYN THOMAS	PHIL BLACK	EVELYN THOMAS	
KITTY HAWK	LINDA MEURER	CANDACE BATSCHALET	KATHLEEN ARGIROFF	LINDA MEURER	
ELIZABETH CITY	DIANNE HARRIS	TINA NIXON	TINA NIXON	TINA NIXON	



*Top 21 Agents January ~ December 2014 In Gross Closed Commission**

1. *Evelyn Thomas* ~ *Chesapeake/Suffolk*
2. *Chris Pray* ~ *Yorktown*
3. *Tina Dubois* ~ *Norfolk*
4. *Courtney Martinez* ~ *Williamsburg*
5. *Sherri Thaxton* ~ *Chesapeake/Suffolk*
6. *Dianne Harris* ~ *Elizabeth City*
7. *Rhonda McLemore* ~ *Norfolk*
8. *Pam Pherson* ~ *Williamsburg*
9. *Bob Widger* ~ *Virginia Beach*
10. *Faith Turner* ~ *Virginia Beach*
11. *Linda Caramillo* ~ *Virginia Beach*
12. *Kathleen Argiroff* ~ *Kitty Hawk*
13. *Terry Fraley* ~ *Chesapeake/Suffolk*
14. *Bill Curling* ~ *Chesapeake/Suffolk*
15. *Doug Albert* ~ *Virginia Beach*
16. *Irene McCormick-Keller* ~ *Chesapeake/Suffolk*
17. *Tina Nixon* ~ *Elizabeth City*
18. *James Hemingway* ~ *Chesapeake/Suffolk*
19. *Nikita Houchins* ~ *Norfolk*
20. *Ron Arotin* ~ *Virginia Beach*
21. *Diane Old-Ricks* ~ *Chesapeake/Suffolk*

* Statistics based on CENTURY 21 Crest/Edg Reporting 1/1/14 to 12/31/14
(Does not include referral fees paid out of GCC)



CHESAPEAKE/SUFFOLK OFFICE



1. NAME:	<i>Sherri Thaxton</i>	11. FAVORITE TV SHOW: VACATION RETREAT:	<i>Greys Anatomy Anywhere that's warm and sunny.</i>
2. YEARS IN REAL ESTATE:	<i>16</i>	12. WHAT YOU LOVE MOST ABOUT REAL ESTATE:	<i>Its never boring.</i>
3. LICENSE TYPE:	<i>Salesperson</i>	13. LAST SMART THING YOU DID:	<i>"Use" my neat scanner.</i>
4. MARITAL STATUS: PETS:	<i>Single 2 Dogs (Rocco & Trouble)</i>	14. LAST DUMB THING YOU DID:	<i>Asked a waitress if ham- burger steak had ham- burger in it.</i>
5. CHILDREN:	<i>One Daughter</i>	15. BIGGEST IRRITANT:	<i>Sick people that don't stay home.</i>
6. BEST ADVICE YOU EVER RECEIVED:	<i>"If you expect failure you will get failure but if you expect to succeed I am sure you will succeed"</i>	16. WHAT IS THE BEST ADVICE YOU COULD GIVE SOMEONE:	<i>Never hesitate to ask questions and never stop learning.</i>
7. HOBBIES:	<i>Walking Dogs at Park Going to the Beach</i>	17. WHAT WERE YOU DOING TEN YEARS AGO:	<i>Selling Real Estate</i>
8. FAVORITE GAME:	<i>Rummy</i>	18. WHAT WILL YOU BE DOING TEN YEARS FROM NOW :	<i>Preparing for Retirement</i>
9. FAVORITE RESTAURANT/FOOD:	<i>Sakura/Sushi</i>	19. THE THING YOU CAN'T RESIST:	<i>Ice cold beer on a hot summer day.</i>
10. FAVORITE MOVIE:	<i>Pride & Prejudice</i>	20. ACHIEVEMENT MOST PROUD OF:	<i>My daughter; Heather</i>



**TOP THREE OFFICES
EACH MONTH
BASED ON GROSS CLOSED COMMISSION**



<u>MONTH</u>	<u>FIRST</u>	<u>SECOND</u>	<u>THIRD</u>
Jan. '14	Virginia Beach	Norfolk	Chesapeake/Suffolk
Feb. '14	Chesapeake/Suffolk	Norfolk	Virginia Beach
Mar. '14	Virginia Beach	Chesapeake/Suffolk	Norfolk
Apr. '14	Chesapeake/Suffolk	Virginia Beach	Kitty Hawk
May. '14	Chesapeake/Suffolk	Norfolk	Kitty Hawk
Jun. '14	Chesapeake/Suffolk	Virginia Beach	Norfolk
Jul. '14	Chesapeake/Suffolk	Virginia Beach	Williamsburg
Aug. '14	Chesapeake/Suffolk	Virginia Beach	Norfolk
Sep. '14	Chesapeake/Suffolk	Virginia Beach	Kitty Hawk
Oct. '14	Chesapeake/Suffolk	Williamsburg	Kitty Hawk
Nov. '14	Virginia Beach	Norfolk	Chesapeake/Suffolk
Dec. '14	Chesapeake/Suffolk	Virginia Beach	Williamsburg

TOP THREE OFFICES FOR YEAR 2014 - JANUARY THRU DECEMBER

Chesapeake/Suffolk Virginia Beach Norfolk



4TH QUARTER 2014 SALES AWARDS



LISTING SUPERSTARS

Calvin Coleman ~ Evelyn Staton ~ Ron Arotin



BRONZE AWARD

Bill Curling ~ Georgette Dausey ~ Melinda Baldwin



SILVER AWARD

Ron Arotin ~ Doug Albert ~ Dee Karlsson ~ Nikita Houchins
Joanne Kowalczyk ~ Anita Etheridge ~ Judy Sawyer



GOLD AWARD

Kimi Dornan ~ Faith Turner ~ Pam Pherson ~ Colleen Shriver
Carla Stokes ~ Kathye Chapman ~ Rhonda McLemore
Linda Caramillo ~ Dianne Harris ~ Terry Fraley
Diane Old-Ricks ~ Evelyn Thomas ~ Evelyn Staton



TOP OFFICE AGENTS

KITTY HAWK ~ Colleen Shriver **NORFOLK** ~ Kathye Chapman
EILIZABETH CITY ~ Dianne Harris **CHESAPEAKE** ~ Sherri Thaxton
WILLIAMSBURG ~ Courtney Martinez **HAMPTON** ~ Judy Sawyer
YORKTOWN ~ Chris Pray **VIRGINIA BEACH** ~ Bob Widger



CENTURION CANDIDATES

Sherri Thaxton ~ Courtney Martinez
Chris Pray ~ Bob Widger ~ Calvin Coleman



4TH QUARTER 2014 PROPERTY MANAGEMENT AWARDS



SILVER AWARD
Kenneth Wallace ~ Bill Weiss

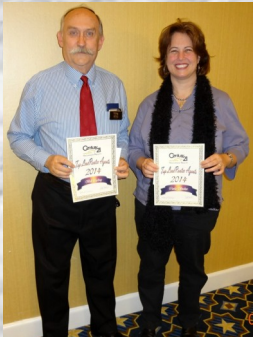


CENTURION CANDIDATES
Beth Mueller ~ Jeannie Smith ~ Ginger Elmore
Wendy Jando ~ Megan Clapp





2014 ANNUAL AWARDS



TOP LEADROUTER AGENTS
BILL CURLING
CARLA STOKES



TOP LISTING AGENT BY OFFICE
YORKTOWN ~ Chris Pray WILLIAMSBURG ~ Courtney Martinez HAMPTON ~ Evelyn Staton
VIRGINIA BEACH ~ Ron Arotin NORFOLK ~ Calvin Coleman
CHESAPEAKE ~ Terry Fraley ELIZABETH CITY ~ Dianne Harris



PRESIDENT'S CLUB SALES
CHRIS PRAY
COURTNEY MARTINEZ
SHERRI THAXTON



TOP PROPERTY MGR
JEANNIE SMITH



TOP SALES AGENT BY OFFICE
VIRGINIA BEACH ~ Bob Widger ELIZABETH CITY ~ Dianne Harris YORKTOWN ~ Chris Pray
HAMPTON ~ Judy Sawyer CHESAPEAKE ~ Evelyn Thomas WILLIAMSBURG ~ Courtney Martinez



TOP AGR AGENT
COURTNEY MARTINEZ

PRESIDENT'S CLUB LISTINGS



DIANNE HARRIS ~ EVELYN STATON
TERRY FRALEY

TOP LISTING AGENT



CALVIN COLEMAN

TOP SALES AGENT



EVELYN THOMAS

KITTY HAWK CHRISTMAS LUNCHEON



Over the holidays, Century 21 Nachman Kitty Hawk office donated over 150 pounds of food to the local food pantry for distribution to needy families.

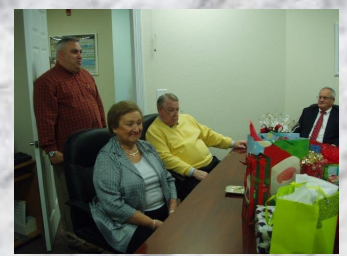
WILLIAMSBURG CHRISTMAS PARTY



**CENTURY 21 NACHMAN REALTY
HAMPTON OFFICE CHRISTMAS PARTY**



**CENTURY 21 NACHMAN REALTY
ELIZABETH CITY OFFICE
HOLIDAYS**





ISABELLE



ANDREW



KATIE ANN

OVER THE HOLIDAYS, THE ELIZABETH CITY OFFICE SPONSORED THREE CHILDREN, WHICH ARE SIBLINGS, AND RESIDE AT THE OPEN DOOR CHRISTIAN MINISTRIES CHILDREN'S HOME LOCATED IN CRESWELL, N.C.

THEIR NAMES ARE ISABELLE (AGE 12), ANDREW (AGE 10) AND KATIE ANN (AGE 8). EACH AGENT FROM THE OFFICE GAVE GIFTS.

***CENTURY 21 NACHMAN REALTY
VIRGINIA BEACH OFFICE
AGENTS CONTRIBUTED \$1,700.00
DURING THE CHRISTMAS HOLIDAYS
TO TWO NEEDY FAMILIES.
THANK YOU FOR YOUR GENEROSITY.***

