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**For Details, Contact:**

**Tiffany Long, Marketing Director  
Lake Norman Realty, Inc.  
20117 W. Catawba Ave.  
Cornelius, NC 28031  
(704) 892-9673 Ext. 252**

## Press Release

### Tom Gregory and Valerie Smithers Earn GREEN Designation

Abigail Jennings, president of Lake Norman Realty, is pleased to announce that sales associates Tom Gregory and Valerie Smithers of Lake Norman Realty Inc. have been awarded the National Association of REALTORS® (NAR's) Green Designation, the only green real estate professional designation recognized by NAR.

Tom and Valerie achieved this prestigious designation after completing 18 hours of course work designed specifically for REALTORS®. The courses were created in collaboration with a multidisciplinary team of industry experts from across the country; ensuring designees gain comprehensive knowledge of green homes and buildings and issues of sustainability in relation to real estate.

More specifically, Tom and Valerie were trained in understanding what makes a property green, helping clients evaluate the cost/benefits of green building features and practices, distinguishing between industry rating and classification systems, listing and marketing green homes and buildings, discussing the financial grants and incentives available to homeowners, and helping consumers see a property's green potential.

"As energy costs rise along with concern for the environment, homeowners are looking for innovative ways to save money and live responsibly," said Dick Gaylord, NAR's immediate past president. NAR's Green Designation was developed in response to growing consumer awareness of the benefits of resource-efficient homes and buildings. The designation helps consumers who care about energy efficiency and sustainable building practices identify REALTORS® who can help them realize their green real estate and lifestyle goals.

As NAR Green Designees, Tom and Valerie have gained the knowledge and the tools necessary to become trusted green resources for the Lake Norman area.

For more information, call Tom Gregory at 704.880.7158 or Valerie Smithers at 704.779.4205.

**For Release 9 a.m.  
April 22, 2009**

**PHOTOS OF TOM & VALERIE ATTACHED!**