



## UPCOMING EVENTS

### New Member Orientation

Tue, May 3 from 8:30 am - 4:00 pm  
Wed, May 4 from 8:30 am - 4:00 pm  
Thu, May 5 from 9:00 am - 12:00 pm

### Affiliate Council

Tue, May 3 from 9:00 am - 1:30 pm

### MLS Users Group

Wed, May 4 at 10:00 am

### Education Forum

Thu, May 5 at 10:00 am

### Advanced Paragon Training

Thu, May 5 from 1:00 pm - 2:30 pm

### Real Estate Social at Aksarben Village

Thu, May 5 at 4:30 pm

### Microsoft 2010 Outlook Training

Fri, May 6 from 8:00 am - 4:00 pm @ New Horizons

### Spruce Up Omaha

Sat, May 7 from 9:00 am - 11:00 am

### NAR Convention - Washington DC

Mon, May 9 to Sat, May 14

### Equal Opportunity and Cultural Diversity Task Force

Tue, May 10 at 11:00 am

### Social Events Forum

Wed, May 11 at 10:00 am

### YPN Advisory Board

Thu, May 12 at 3:00 pm

### YPN at Billy Frogs West

Thu, May 12 from 4:00 pm - 6:00 pm

### YPN Educational Event

Tue, May 17 from 10:00 am - 11:30 am

### Knowledge Is Power Seminar - Assessment Process and How To Appeal with Roger Morrissey, Douglas County Assessor

Wed, May 18 from 10:00 am - 11:30 am

### WCR Board Meeting

Thu, May 19 at 9:00 am

### Nebraska Real Estate Commission Meeting

Thu, May 19 at 9:00 am, Lincoln, NE  
Fri, May 20 at 9:00 am, Lincoln, NE

### GPRMLS Executive Committee

Tue, May 24 at 9:30 am

### GPRMLS Board of Directors

Tue, May 24 at 10:15 am

### OABR Executive Committee

Wed, May 25 at 9:30 am

## Multi-Media “Un-Campaign” Hits Omaha



On April 4, a unique marketing and public relations campaign aimed at home buying consumers in the Omaha area hit the market with a multi-media approach. The campaign is not a sales pitch (Now's a great time to buy!) campaign, but rather is designed to educate potential home buyers and sellers, and provide honest, trustworthy information on the home selling and buying process; and the positive economic conditions in the Omaha area – especially when compared to the rest of the country.

The campaign began with the launch of the campaign website:

[www.MakeTheRightMoveOmaha.com](http://www.MakeTheRightMoveOmaha.com)

The website acts as the central information source for Omaha area consumers and is supported by radio, television, outdoor, and social media marketing. A new three-minute YouTube video is also featured on the website. You may view the video at:

- [www.Video.OmahaRealtors.com](http://www.Video.OmahaRealtors.com)

### RADIO

On weekdays you can hear radio spots on the following local stations: KAT 103.5, Channel 94.1, Star 104.5 and Q98. There are three different radio spots which you may hear at:

- [www.Radio1.OmahaRealtors.com](http://www.Radio1.OmahaRealtors.com)
- [www.Radio2.OmahaRealtors.com](http://www.Radio2.OmahaRealtors.com)
- [www.Radio3.OmahaRealtors.com](http://www.Radio3.OmahaRealtors.com)

### TELEVISION

Alternating in two-week intervals with the radio spots, are television ads which you can see during the morning, 6:00 p.m. and 10:00 p.m. news on KETV, KMTV and WOWT stations. You can view the TV ad at:

- [www.TV.OmahaRealtors.com](http://www.TV.OmahaRealtors.com)

### OUTDOOR

Two digital billboards, one at the 132nd & L Street and another at 72nd & Pacific Street will alternate through the summer months.

*Continued on Page 7*

### CONGRATULATIONS!

Nebraska REALTORS® Association  
2011 REALTOR®-of-the-Year



*Henry Kammandel Jr. receives the Nebraska REALTORS® Association 2011 REALTOR®-of-the-Year Award presented by 2010 REALTOR®-of-the-Year, Jerry Ahlvers. Henry was recognized for his participation in the REALTOR® organization and his involvement in numerous civic and charitable activities. Congratulations, Henry!*



**Omaha Area Board of REALTORS®**  
 11830 Nicholas Street  
 Omaha, NE 68154  
 402-619-5555 tel  
 402-619-5559 fax  
[www.OABR.com](http://www.OABR.com)

Design and printing  
 by Focus Printing

**2011 Board of Directors**

President  
 Vince Leisey  
 President Elect  
 Lisa Ritter  
 Secretary/Treasurer  
 David Matney

Directors  
 John Bredemeyer  
 Rusty Hike  
 Mark Leaders  
 Deda Myhre  
 Sharon Rich  
 Eileen Schultz  
 Mark Wehner

Ex-Officio Directors  
 Nancy Bierman  
 Shawn Maloy  
 Regi Powell

**Great Plains REALTORS® MLS  
 2011 Board of Directors**

Chairman  
 John Bredemeyer

Vice-Chairman  
 Andy Alloway

Secretary/Treasurer  
 Valerie Keeton

Directors  
 Mark Boyer  
 Herb Freeman  
 Henry Kammandel Jr.  
 Valerie Keeton  
 Vince Leisey

**Association Staff**

Chief Executive Officer  
 Doug Rothaus

Programs Director  
 Donna Shipley

Membership & Accounting Manager  
 Debbie Peterson

Systems Administrator  
 Lisa Welch

MLS Administrator  
 Denise Sabadka

**Focus Printing**

11830 Nicholas Street  
 Omaha, NE 68154  
 402-619-5575  
[www.FocusPrintingOmaha.com](http://www.FocusPrintingOmaha.com)

Print Shop Manager  
 Jim Holmes

Graphic Artist  
 Pam Kane

Press Room Foreman  
 Todd Taylor

Press Operator  
 Wayne King

The views and opinions expressed in REALTOR® Focus are not necessarily those of the Board of Directors of the Omaha Area Board of REALTORS® or Great Plains REALTORS® MLS. All rights reserved, ©2011. Original material may be reproduced with proper credit.

The Omaha Area Board of REALTORS® is pledged to the achievement of equal housing opportunity throughout the community. The Board encourages and supports a marketplace in which there are no barriers to obtaining housing because of race, color, national origin, religion, sex, handicap, or familial status.



# Message from the OABR President

Hard to believe it is already May!

I recently attended the Nebraska REALTORS® Association Annual Convention and Exhibition held in Lincoln this year. It was great to see so many Omaha Area REALTORS® in attendance. I know many of you attended one or more of a wide variety of continuing education courses which were offered without cost to members. There were a number of national speakers teaching this year. Many of us were also busy with committee assignments, and there was a large crowd that enjoyed the REALTORS® Got Talent competition where OABR participants fared well – we indeed have talent amongst our ranks! Henry Kammandel, Jr. was honored as the state’s REALTOR®-of-the-Year for 2011; Arlyne Geschwender provided interesting history and insights into her real estate career at a luncheon sponsored by WCR, while Aaron Davis energized those attending the Inspirational Luncheon. Mark your calendars for next year’s convention, April 2-4, 2012 at the Embassy Suites in La Vista.



**Vince Leisey**  
 2011 President

I wanted to also touch on the three things that I’ve found most agents struggle with. They are time management, asking for referrals and believing in yourself. It is important that you analyze how you spend your time. Make sure you have a system and schedule. Have someone that will hold you accountable. You must role play and practice the things you struggle with before you can believe in them. Everyone in life has insecurities. So don’t let that stop you from obtaining greatness. But instead recognize them and get better at them. People will never believe in you until you believe in yourself. It is critical that not only you ask for referrals but make sure your center of influence understands you would love them to give you the contact information of those that they know are looking for a property.

As Michael Jordan said, “Heart is the difference from those who are good and those that are great.” Be Great! Manage your real estate business as any successful company would do. Spend your time wisely and practice the things you struggle with.

I hope all of you have much success,

Vince Leisey  
 2011 President

## Special Events

- **Real Estate Social at Aksarben Village**  
 Thu, May 5 at 4:30 p.m.
- **Spruce Up Omaha**  
 Sat, May 7 from 9:00 a.m. - 11:00 a.m.
- **YPN at Billy Froggs West**  
 Thu, May 12 from 4:00 p.m. - 6:00 p.m.
- **Knowledge Is Power Seminar - Assessment Process and How To Appeal with Roger Morrissey, Douglas County Assessor**  
 Wed, May 18 from 10:00 a.m. - 11:30 a.m.

# Omaha REALTORS® Got Talent!

REALTORS® from across the state competed and raised over \$7,000 for RPAC in a one-of-kind talent show that was fun for all. At the end of the night, voting for first place was tied with Dan and Sydney Minarik (father/daughter duo) from Lincoln and Michael Lyon (Omaha) taking home top honors. Second place

was Dory Marsh from Lincoln and Diane Battiato from Omaha finished third. The event was sponsored jointly by the Omaha Area Board of REALTORS® and the REALTORS® Association of Lincoln as part of the Nebraska REALTORS® Association Annual Convention held April 11-13.



*Bill Swanson earned the laughter of the crowd with his stand-up comedy*



*Diane Battiato rocked the house with her rendition of Proud Mary to win third place*



*Michael Lyon had that Sinatra touch to share the top award*



*Jason Birnstihl was a popular singer-songwriter act, performing his unique music*



*Jo Ann Grennan and Jacki Inman, Omaha RPAC Co-chairs*

# Great Plains REALTORS® Multiple Listing Service 2012 Board of Directors Volunteer Request

The Great Plains REALTORS® Multiple Listing Service Nominating Committee seeks a Category 3\* member to serve on the 2012 MLS Board of Directors, filling the 3-year director position indicated below.

The 2012 elective year begins September 1, 2011. Eligible Category 3\* members should contact Denise Sabadka, MLS Administrator at DSabadka@OABR.com or 402-619-5554 before May 25, 2011.

John Bredemeyer  
2011 GPRMLS Chair

## 2012 MLS BOARD OF DIRECTORS

(Category*)	Elected Directors
Director 2012 (1)	<b>Herb Freeman</b> NP Dodge Real Estate
Director 2012 (3)	<b>David Matney</b> Alliance Real Estate
Director 2013 (3)	<b>Mark Boyer</b> Keller Williams Greater Omaha
Director 2013 (2)	<b>John Bredemeyer</b> Realcorp
Director 2013 (1)	<b>Henry Kammandel Jr.</b> CBSHOME Real Estate
Director 2014 (1)	<b>Andy Alloway</b> Deeb Realty
Director 2014 (1)	<b>Vince Leisey</b> Prudential Ambassador Real Estate
Director 2014 (3)	_____
Ex-officio Director	<b>Lisa Ritter</b> Deeb Realty <i>OABR President 2012</i>

\*MLS Directors are elected according to the bylaws:

Category 1 firms are defined as those member-firms with 8 percent or more of the total subscribers.

Category 2 firms have as their principal business, the appraisal of real estate.

Category 3 firms are those member-firms not included in Category 1 or Category 2.



Omaha Poster  
T-Shirt, LLC  
a/b/a

**Signs 4U**

David D. Kraft  
Production Manager

(402) 894-2652  
FAX: (402) 894-2654  
E-MAIL: Signs4Uomaha@aol.com

Digital Printing    Riders  
Textile Printing    Door Lettering  
Screen Printing    Custom Logos  
Vehicle Lettering    Decals  
Yard Signs    Magnetics  
Real Estate Signs    Political Signs  
Directionals    Commercial Signs  
Banners    3 D Lettering

Free Delivery in Metro Area

Foundation  
2  
Rooftop, Inc.  
Professional Home Inspections

Greg Wayman  
ASHI Certified Inspector  
402-330-1701

ASHI  
AMERICAN SOCIETY  
OF HOME INSPECTORS  
CERTIFIED INSPECTOR

When it comes to your client's concerns...  
...I'm ALL Ears!

www.omaha-home-inspection.com

# Omaha Area Board of REALTORS® Ethnic Minority Outreach Scholarship

In the Fall of 2010, we were the proud recipients of the Omaha Area Board of REALTORS® Ethnic Minority Outreach Scholarship. This scholarship enabled us to transition into a career in real estate. Though we both have backgrounds in the healthcare industry, we have always desired to help other people achieve the American Dream. We sincerely believe that homeownership is the foundation of the American Dream.

The Ethnic Minority Outreach Scholarship especially helped us prepare for the Real Estate Licensing exam through payment of a Real Estate exam review class. This review class was vital to our successful passing of the Real Estate Licensing exam — at the first attempt! Upon licensure, we interviewed many brokerage firms in the Omaha metropolitan area. We found our home at the NP Dodge Oak Street location. After being in the field for over 7 months, we still feel we have made a good choice. Being part-time agents has been a challenge for us because we both maintain other employment. But through the support of our broker and leads from other agents, we have been able to close on more deals than we expected we would during these hard economic times. We have also had the opportunity to learn from other agents outside of our company. These agents have been wonderful resources and have greatly helped us through this transition.

Our desire is to one day enjoy a full-time career in real estate because of the infinite opportunities that are available in this industry. People have asked us, “Why real estate at this time when the economy is so bad?” We have always remained positive in our response that, “Tough times don’t last, but tough people last.” We are glad we joined at this time, when the tides are down, so that we can be well-prepared for the good times ahead. We are grateful for the Equal Opportunity-Cultural Diversity Task Force for the scholarship and for helping us to help others realize the American Dream.



Thank you,  
*Alexis Scott & Boss Opiyo*

## To Ground or not to Ground (CSST Pipe)

**By Steve Vacha, President  
Home Standards Inspection Services**

Corrugated Stainless Steel Tubing (CSST) is a corrugated pipe with distinctive yellow coating and is much thinner than other, traditionally used pipes. This thinner pipe has been known to develop holes when energized by an electrical lightning strike.

Several years ago I inspected a home that had this occur. The home owner was in her kitchen and noticed the smell of natural gas. She quickly turned off the gas to the home (good she knew how to do this) and called MUD. Lightning had struck her chimney, traveled to the gas line at the fireplace and, as the lightning

jumped to another metal, punctured a hole in the CSST gas line. If she had not been home, her home would have filled with gas.

From firsthand experience I suggest it is important to ground the CSST pipe. MUD will tag the CSST gas line if it is not grounded, recommending it be grounded. The MUD website states:

“The National Electric Code (NEC) states that the metal piping system (including gas lines) is required to be bonded if it is “likely to be energized” (250.104, 2005 NEC).”

“Manufacturers claim bonding and grounding of CSST may provide increased protection of the gas piping in a building. For costs associated with bonding and grounding, contact a licensed electrician.”



**Corrugated Stainless Steel Tubing**

With MUD’s recommendation there should be little doubt as to whether or not to ground the CSST gas pipe.



**Steve Vacha**  
President



Phone (402) 392-2020  
[www.HomeInspectorOmaha.com](http://www.HomeInspectorOmaha.com)



Submitted By: Regi Powell  
Farmers Insurance/Powell Insurance



## 'Tis the Season for Storms...

The long winter is over and spring is upon us. As the sun comes out and the flowers start to bloom, the thunder of spring and summer storms is growing as well. With storms comes damage to homes. So what should you do when the wind, rain and the hail damages yours or your clients' property?

You may think that opening a claim with the insurance company should be the first step; however that may not be the best decision. Here are a few steps to take in the event of damage:

1. Survey the damage and determine the extent of the situation. Document the damage by taking several pictures.
2. If there are emergency repairs that need to be completed to prevent further damage, get them done as soon as possible. In the event of water damage to a home, contact a restoration company to properly clean it up as soon as possible to prevent mold and mildew. Your insurance agency may be able to recommend contractors for repairs or water clean-up.
3. Contact your insurance agent or company for advice on the next step. You may not want to open a claim right away if the damage could be under your home insurance deductible. In that case, an estimate for repair may be a better next step. Then if the cost of the repair is significantly over your deductible, open a claim. If it is obvious there is thousands of dollars in damage, don't hesitate to get the claims process started right away.
4. Once you have determined a claim is justified, work with the insurance adjuster to reach a reasonable settlement. Keep in mind not all policies provide for the full cost to replace or repair damage so a reasonable settlement may or may not be enough to complete the repair.
5. Get the repairs made as soon as you can. Keep all the receipts for the work and submit them to your insurance company as proof the repairs were made. Pictures of the completed repairs are also helpful. Most insurance companies hold

back some of claims settlement money until the repairs are completed. The receipts should allow the insurance company to release the rest of the claims money as well.

These steps should help you weather the storm during claims season. If there is any doubt of what to do, call your insurance company and ask for their advice and recommendations. Just keep in mind that claims (even without a payment) do affect your claims history and can prevent you from getting the best home insurance rates. That being said, if there is any doubt whether or not you have coverage for an incident, turn in a claim and let the insurance company make a determination of coverage.

*Continued on Page 7*

OMAHA'S PREMIER HOME INSPECTION COMPANY!



### CORNERSTONE

#### INSPECTION SERVICES

EDUCATING YOU ON YOUR INVESTMENT

- ▶ **FREE 90 Day ServiceOne Home Warranty**
- ▶ **ASHI Certified Inspectors**
- ▶ **Computerized On-Site Reports**
- ▶ **Digital Photos on CD**
- ▶ **Mold and Radon Testing**

TO SCHEDULE AN INSPECTION CALL:

## 402-677-2423

[cornerstoneinspects@cox.net](mailto:cornerstoneinspects@cox.net)






MEMBER OF  
OMAHA AREA BOARD OF REALTORS



CHAD AHLVERS  
OWNER

www.cornerstoneinspects.com

Continued from Page 6

The Powell Insurance Team, representing the Farmers Insurance Group of Companies, has over 15 years of experience helping their clients through tough situations such as claims. Lisa and Regi Powell and Andrea Edwards consistently strive to provide excellent service along with sound advice and guidance to their clients. In fact, over 1000 families place their trust with the Powell Insurance Team. Powell Insurance is a full service agency working in the areas of Home, Auto, Life, Health and Business Insurance. Visit us on the web at [www.PowellInsuranceAgents.com](http://www.PowellInsuranceAgents.com), or [www.facebook.com/FarmersOmaha](http://www.facebook.com/FarmersOmaha) or call us today 402-614-4633.

Continued from Page 1

### SOCIAL MEDIA AND WEBSITE

An important element of the campaign includes display ads that will target Omaha area consumers while online. The ads will appear on Facebook and various web sites and will target individuals with Omaha area IP-addresses. The online campaign also includes advertising on [www.Omaha.com](http://www.Omaha.com) (Omaha World Herald online).

### FEEDBACK

Watch for the campaign to run into the fall of 2011. If you have questions about the campaign, or have ideas for website content, would like to author a blog post or provide other material relevant to the campaign message, please contact us anytime.

# AFFILIATES... A Council of the Omaha Area Board of REALTORS®

*The role of the Affiliate Council of the Omaha Area Board of REALTORS® is to promote business relationships and services to REALTOR® members, actively solicit Affiliate membership in the OABR and promote ethical business practices of Affiliate Members.*

### AFFILIATE MEMBERS ATTENDING THE APRIL 2011 MEETING:

- Regi Powell (President) – Farmers Insurance/Powell Insurance
- Deb Martin (President-Elect) – MetLife Home Loans
- Wendy Walker (Secretary) – Omaha Title & Escrow Inc
- Brenda Stuart (Treasurer) – ServiceOne Inc
- Laura Bambino – Great Western Bank
- Lori Bonnstetter – AmeriSpec Home Inspection Service
- Cherie Casey – The Home Buyers Protection Co
- Tracy Connor – City-Wide Termite and Pest Control
- Janet Dragon – Heartland Reva Team
- Mike Howe – Mutual 1st Fed Credit Union
- Debbie Kalina – Radon Protection Tech LLC
- PK Kopun – Metro 1st Mortgage
- Josh Livingston – American Title Inc
- Laura Longo – Centris Federal Credit Union
- Dennis Meyer – Great Western Bank
- John Ponc – Security National Bank
- Brent Rasmussen – Mortgage Specialists LLC
- Michele Ringsdorf – American National Bank
- Mary Sladek – Farmers Insurance Group
- Jody Smyth – MetLife Home Loans
- Kate Spielman – Thrasher Basement Systems Inc
- Johnny Stephens – Thrasher Basement Systems Inc
- Matt Thiel – DRI Title & Escrow
- Nate Watson – Continuum Financial
- Dawn Zaller – Team USA Mortgage

**[www.OABRaffiliates.com](http://www.OABRaffiliates.com)**

### UPCOMING MEETINGS:

- **Tuesday, May 3, 9:00 a.m.**
- **Tuesday, June 7, 9:00 a.m.**
- **Tuesday, July 12, 9:00 a.m.**

*All Affiliate members are welcome to attend.*



**WELLS FARGO ADVISORS**  
**FINANCIAL NETWORK**

*Retirement Planning*

## Now is the time for a fiscal check-up

---

How do your finances and investments line up with your life goals and retirement expectations?

Call today for a free consultation. We will explore strategies for protecting yourself and help you prosper today, tomorrow and into the future.

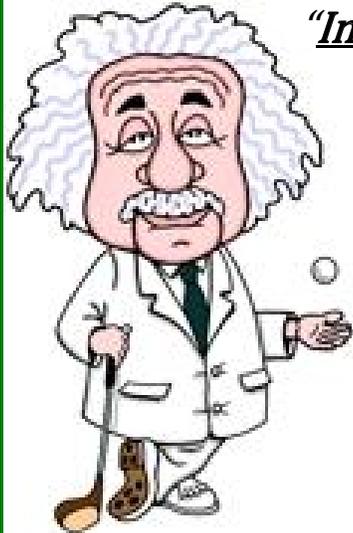
---

**Arbor Wealth Management, Inc.**

Deryl Travis Jr, Mark Churchill, Jerry Holdsworth, Denise Teahon  
Managing Partner/Sr Financial Advisors      Financial Advisor

5550 S 59<sup>th</sup> Street Ste 22      Lincoln, NE 68516  
402-261-6299 phone      866-538-5110 toll-free  
402-261-6279 fax  
gale.pokorny@wfaafinet.com

Investment products and services are offered through Wells Fargo Advisors Financial Network, LLC (WFAFN). Member of FINRA/SIPC. Arbor Wealth Management, Inc. is a separate entity of WFAFN.



***"In the middle of difficulty lies opportunity."*** (Albert Einstein)

# 2011 Golf Outing

Presented by:



- Men's & Co-ed Team Contests
- Pin Prizes for Men and Women
- Estimated \$3000 of prizes to be handed out
- Lunch and Appetizers provided
- AFFILIATE Sponsors that know how to do it!

## Monday, June 20, 2011

### --CHAMPIONS RUN Golf Course--

13800 Eagle Run Drive, Omaha, NE.

Shotgun Start at 11:00 AM

Range and Practice Green are available for warm ups at 10:00 AM

Registration starts at 10:00 AM

- OABR Members \$100/player
- Guests (non-members) \$125/player (**GREAT time to join OABR!**)
- Dinner Only \$20/person

APPETIZERS \* DRINKS \* PRIZES

Immediately following golf in the clubhouse

**\*\*\*\*\*Payment must be included w/ registration form!\*\*\*\*\***

Name \_\_\_\_\_ Phone # \_\_\_\_\_

Team Captain Email Address: \_\_\_\_\_

[ ] Check payable to:

OABR Affiliates Council 11830 Nicholas St Omaha, NE 68154 Attn: Debbie

[ ] Credit Card – Please circle type: Visa MasterCard American Express Discover

Credit Card # \_\_\_\_\_ Exp Date \_\_\_\_/\_\_\_\_

Billing Name: \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ St \_\_\_\_\_ Zip \_\_\_\_\_

Signature: \_\_\_\_\_

***Don't wait to sign up -- Only the first 36 teams can be accepted.***

*-The only sure rule in golf is - he who has the fastest cart never has to play the bad lie*

-Mickey Mantle

# RPAC — Your Best Investment in Real Estate



Had federally chartered banks prevailed in their quest to change federal law to allow them to own real estate companies, all foreclosures, and most short sales would have bank signs in the front yard, not REALTOR® signs. Now we must ask the question:

How will the real estate industry change if the Mortgage Interest Deduction goes away?

I love the adage “if real estate is your profession, politics is your business.” What this means is that our industry is constantly affected by local, state and national legislation. From city hall to the state house to the U.S. Capitol, elected officials are making decisions that have a huge impact on REALTORS® bottom line, and their customers. You do not have to engage in the political arena to affect positive change, or stop negative legislation. However, you do need to understand that many of your colleagues are doing some heavy lifting on your behalf. We contribute to RPAC, and we testify at the Omaha City Council, the Legislature in Lincoln, and Capitol Hill in Washington DC.

What can you do? I'm glad you asked. Whether you are new to our industry, or long experienced, it is vitally important that we all invest in RPAC. With your contributions, we help elect candidates that

are friendly to the real estate industry and private property rights. Ours is The REALTOR® Party, and we are the voice for our industry and our clients. We need to come together and speak with one voice about the stability that a sound and dynamic real estate market brings to this country.

The REALTORS® Political Action Committee gives REALTORS® a powerful voice on issues that matter to the real estate industry. In all of my years as an advocate for our industry, I have never seen the threat to our business larger. Now more than ever, we all need to understand the importance of a strong REALTOR® Party. Nebraska REALTORS® have long been successful in helping our elected officials see the real estate industry in the same light that we do. The most recent successes we have enjoyed are keeping federally chartered banks from owning real estate companies, and the passage and expansion of the recent tax credit. We now take up the fight to retain the Mortgage Interest Deduction. Please help us continue our tradition of electing REALTOR® Party candidates by contributing to RPAC.

Thank You,

*Joe Gehrki  
Nebraska REALTORS® Association  
2011 President-Elect*

Home Inspection  
Company



402-616-9250

**REALTORS**  
**Free Email Marketing**  
**To Your Clients! For Life!**



I want to help you be one of the 15% of Realtors that sell 85% of the houses.

With every inspection your client will get email marketing for life, from you!

Visit my website or facebook for details.

**John Eggenberg**

www.surehome.net surehome@windstream.net

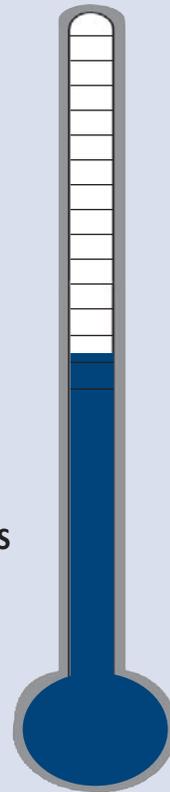


- Free RecallChek on appliances
- Free 90 day ServiceOne Warranty
- Printed and emailed report with pictures
- Affiliate member WCR OABR SWIAR
- Radon and Mold Testing



# 2011 RPAC Contributors

## CONTRIBUTION GOAL



**\$54,775**

**8-31-11**

**\$31,595**

**4-21-11**

**9-1-10**

### CRYSTAL "R" CLUB (\$2,500+)

Leisey, Vince

### STERLING "R" CLUB (\$1,000+)

### GOVERNOR'S CLUB (\$500+)

Alloway, Andy  
Alloway, Jennifer  
Dodge, Nate  
Dodge, NP Sandy  
Gehrki, Joe  
Riedmann, Mike  
Rotthaus, Doug  
Stuart, Brenda

### DOLLAR A DAY (\$365)

Grennan, Jo Ann

### CAPITOL CLUB (\$250+)

Ahlvers, Jerry

Battiato, Diane  
Humpal, Monica  
Matney, David  
Miller, Kathy  
Ritter, Lisa

### SENATOR'S CLUB (\$150+)

Inman, Jacki  
Leaders, Mark  
Maloy, Shawn  
Nigro, Joan

### 99 CLUB (\$99+)

Adams, Katie  
Bane, Barbara  
Bresley, Mark  
Burford, Judy  
Coenen, Denice  
Hart, Mark  
Hogan, Lenice  
Kammandel Jr., Henry  
Lichter, Pat

Melichar, Larry  
Mentzer, Marilyn  
Meyer, Trudy  
Patrick, Jeanne  
Rich, Sharon  
Rouch, Kathryn  
Schultz, Eileen  
Seigel, W. John  
Soucie, Vicki  
Valenti, Joe  
Wehner, Mark  
Wiebusch, Robert

### FAIR SHARE DONORS (\$25+)

Boe, Nancy  
Bussen, Sherie  
Ernst, Mary Kay  
Hassebrook, Dave  
Hergert, Julie  
Sederstrom, Charles  
Shiple, Brenda

*Thank You to the 740 other REALTORS® who contributed their fair share to the 2011 RPAC*

A complete list of 2011 RPAC contributors is located at: [www.RPAC.OmahaREALTORS.com](http://www.RPAC.OmahaREALTORS.com)

## YES! I want to make sure the REALTOR® voice is heard at the local, state and national level.



### Here is my investment:

- Golden "R" Club \$5,000 (\$13.70 a day)
- Crystal "R" Club \$2,500 (\$6.85 a day)
- Sterling "R" Club \$1,000 (\$2.75 a day)
- Governor's Club \$500 (\$1.36 a day)
- \$1-A-Day Club \$365 (\$1.00 a day)
- Capitol Club \$250 (\$.68 a day)
- Senator's Club \$150 (\$.41 a day)
- 99 Club \$99 (\$.27 a day)
- Fair Share \$25 (\$.07 a day)
- Contributor \$ \_\_\_\_\_

### Payment Option:

- My check is enclosed (payable to Nebraska RPAC)
- Charge my VISA / Mastercard:  
#: \_\_\_\_\_  
Exp. Date: \_\_\_\_\_
- Bill Me  
Omaha Area Board of REALTORS®  
11830 Nicholas St.  
Omaha, NE 68154  
402-619-5555



Signature: \_\_\_\_\_ Print Name: \_\_\_\_\_

Contributions are not deductible for Federal tax purposes. Contributions to RPAC are voluntary and are used for political purposes. You may refuse to contribute without affecting your membership rights. 70% of each contribution is used by your State PAC to support state and local political candidates. The remaining 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a.



OMAHA AREA BOARD OF REALTORS®



# Omaha Area Board of REALTORS® Night with the Omaha Storm Chasers

## Friday, June 10, 2011

### Omaha Storm Chasers vs. Oklahoma City Redhawks Game Time 7:05 p.m. Fireworks-Post Game!

**PICNIC:** Omaha Area Board of REALTORS® will have use of the Right Field Picnic Area for an All-You-Can-Eat menu of Omaha Steaks Burgers, Hebrew National Hot Dogs, Baked Beans, Potato Chips, Cookies, Lemonade and Iced Tea. (Meal will start at 6:00 p.m. and end at 7:30 p.m.)

**MASCOT APPEARANCE:** Stormy or Vortex will appear at the picnic to entertain, take photos with the kids and sign autographs.

**FIRST PITCH:** One representative from the Omaha Area Board of REALTORS® will participate in the first pitch ceremony.

**RECOGNITION:** Omaha Area Board of REALTORS® will be recognized over the message center and public address system.

**RESERVED SEATS:** Omaha Area Board of REALTORS® will have a reserved ticket on the 1<sup>st</sup> base side which is a great view for fireworks!

-----

Individual Name: \_\_\_\_\_  
Mailing Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
Phone: \_\_\_\_\_ Email: \_\_\_\_\_  
Quantity of Tickets Ordered: \_\_\_\_\_ x \$15.00 each = \_\_\_\_\_ Total \_\_\_\_\_  
Visa / MC/ AMEX / DISC Card #: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

<b>Mailing Address</b>
Omaha Area Board of REALTORS®:
Donna Shipley/ Lisa Welch
11830 Nicholas St Omaha, NE 68154

Please make checks payable to the Omaha Area Board of REALTORS®.  
Ticket orders must be turned in by Friday, May 20, 2011.  
Please call Donna Shipley at 402-619-5551/Lisa Welch at 402-619-5552 with any questions.

# YPN Networking Thursday

YPN Omaha - The local Young Professionals Network for REALTORS® hosted their monthly networking event at Billy Froggs West (8724 W. Dodge Road). This event is hosted by the YPN as part of their strategic mission to give young REALTORS® a chance to network and put a face to a name. Fostering long lasting business relationships starts now and is a concept that the YPN crown is fully embracing. The next monthly networking event will be from 4-6pm on Thursday, May 12th.

The YPN is also hosting a free educational event in May, "Game Changing Business Strategies", at the OABR education room on May 17th from 10-11:30am. Please RSVP to [ypn@oabr.com](mailto:ypn@oabr.com). Suggestions for future events are also welcome.

Omaha, NE Chapter of the OABR



# Spruce Up the Parks

Saturday, May 7, 2011

9 a.m. - 11 a.m.

Elmwood Park & Papillion City Park

61st & Happy Hollow Blvd. 84th & Lincoln St.

South of UNO Football Stadium

Meet at Pavillion in Park

**Let's give back to the community that has given us so much!**

Bring your gloves and help clean up our community ...

T-shirts and refreshments provided!

Sponsored by:



*Registration required; please indicate your park preference.*

Name \_\_\_\_\_ Phone \_\_\_\_\_

Email \_\_\_\_\_ Park \_\_\_\_\_

*Please call or send your registration to [DShiple@OABR.com](mailto:DShiple@OABR.com), 402-619-5551 or 402-619-5559 fax*

# REALTORS® Giving Back!

# MLS Update

Great news for the rental world!! After months of research and input, we have approval to expand the residential rental inputs fields – in a BIG way beginning June 1, 2011. It will mirror the residential resale fields (minus items that are only important to owners) and additional fields have been added that are important to renters. No more time consuming phone calls to the rental managers – the information is back at your finger tips in searchable fields!

Many of us have been faced with clients who have turned into “accidental landlords” over the past couple of years. And we have seen an increase in clients who need to rent – in all price ranges! We are hoping that these much needed changes will help you serve your clients in our ever changing economy.

If you are interested in getting involved with the MLS Users group, we meet the 1st Wednesday of every month in the OABR conference room.

Gina Ogle  
MLS Users Group Chair

**CELEBRITY HOMES**  
Homes • Villas • Townhomes e<sup>2</sup>SMART

**ERICKA HEIDVOGEL**  
New Home Consultant

Representing All Celebrity Home & Townhome Communities

Mobile: (402) 917-4888  
Fax: (402) 895-1496  
eheidvogel@celebrityhomesomaha.com



14002 L St., Omaha, NE 68137  
www.celebrityhomesomaha.com  
www.ErickaHeidvogel.com

**Powell INSURANCE**



Home • Multi-Family • Condos • Rental Properties  
Auto • Life • Health • Business

Regi and Lisa Powell  
(402) 614-4633  
www.PowellInsuranceAgents.com

**FARMERS**

- Quick Binders
- Relocation Specialists
- Free Flood Determinations/Quotes
- Prompt Professional Service

Q&A

## ASK THE HOME INSPECTOR!

By Patrick Casey, President  
The Home Buyers Protection Company

Home & Building Inspections • Radon & Mold Testing



The following article is intended to provide pertinent home and building inspection information to the readers. Your input is welcome by emailing your questions to [pat@hbponline.com](mailto:pat@hbponline.com).

**Question:** Our driveway heaves every winter when the ground freezes. We know that this is caused by the frost in the ground, but how can we fix it?

**Answer:** You are correct. The heaving concrete is caused by excess moisture in the soil. When the ground freezes, it expands and causes the concrete to heave. To my knowledge there is no method of correcting this without removing and replacing the concrete. The following are the recommended methods of preparing the soil to help prevent the new concrete from heaving:

- First and foremost the soil under the driveway must be kept as dry as possible. The lower the moisture content the less chance heaving will occur. Provide good drainage away from the driveway edges.
- In some cases, it may be necessary to install one or more perforated drain tubes under the driveway to help direct the water away.
- Provide a solid surface for the new concrete. It is recommended that the soil be well compacted and a layer of crushed rock be installed on top of the compacted soil. Sometimes sand is installed over the rock.
- After the new driveway is installed, keep the joints sealed with a high quality sealant.

Some driveways are more prone to frost heaving. For best results, I recommend a qualified contractor be contacted who has experience and knowledge with heaving concrete.

Go to our website at [www.hbponline.com](http://www.hbponline.com) to view a sample inspection report, see our specials and order an inspection online.



**Home Buyers PROTECTION COMPANY**  
(402) 334-7926

# Membership Report

APRIL, 2011

## NEW REALTORS®

Babcock, Scott – CBSHOME Real Estate - Lakeside  
Brockmann, Tracy – Home Marketing Services  
Castellote, Maria – NP Dodge I LLC – Pierce  
Garness, Gregory – Keller Williams Greater Omaha Village Pointe  
Hauschild, Todd – Real Estate Associates Inc  
Johnson, Gordon – NP Dodge VI LLC – 120th Pacific  
Murdoch, Jennifer – Landmark Group  
Paulin, Cary – NP Dodge I LLC – Pierce  
Protzman, Dorothy – NP Dodge I LLC - Pierce

## NEW AFFILIATES

Bleighley, Bryan – U.S. Bank Home Mortgage  
Howe, Mike – Mutual 1st Federal Credit Union  
Knust, Mike – Northwest Bank  
McKernan, Mary – MetLife Home Loans  
Musil, Brookelynn – Cutco Closing Gifts  
Wilhelm, Jeremy – The Private Mortgage Group

## REALTOR® CANDIDATES

Alai, Nancy – NP Dodge IV LLC – Papillion  
Anding, Mark – Prudential Ambassador Real Estate – California #101  
Bay, James – CBSHOME Real Estate – Lakeside  
Brosnihan, Mark – Real Estate Associates Inc  
Brown, Robert – Star Realty Inc/Double Eagle Prpty Mgmt  
Contreras, Veronica – RE/MAX The Producers  
Fujan, Michael – Prudential Ambassador Real Estate – California #101  
Hankins, Scott – Keller Williams Greater Omaha – Giles  
Heithier, Anna – Keller Williams Greater Omaha – Giles #2  
Housley, Dionne – Alliance Real Estate LLC  
Jacobs, Jaclynn – PJ Morgan Real Estate  
Kramer, Suzanne – Star Realty Inc/Double Eagle Prpty Mgmt  
Krayneski, Michael – NP Dodge III LLC – Lakeside  
Milczski, William – RE/MAX The Producers  
Newhouse, Chris – DEEB Realty – 117th  
Smith, Bruce – PJ Morgan Real Estate  
Sukstorf, Scott – NP Dodge I LLC – Pierce  
Tennant, Laura – CBSHOME Real Estate – 131st Dodge  
Tennant, Matthew – CBSHOME Real Estate – 131st Dodge  
Thomas, James – Keller Williams Greater Omaha – Village Pointe

## AFFILIATE CANDIDATES

Doherty, Leonard – Atlas Pest Control

Hunter, Aaron – Thrasher Basement Systems Inc  
Ringsdorf, Michele – American National Bank  
Slusky, Dan – Quality Home Inspections Inc  
Stan, Melissa – The Selling Image  
Stephens, John – Thrasher Basement Systems Inc  
Watson, Nate – Continuum Financial

## MEMBER TRANSFERS

Barnes, Christine from Prudential Ambassador Real Estate – Fremont to Keller Williams Greater Omaha – Village Pointe  
Bloom, Sharon from Keller Williams Greater Omaha – Giles to Alliance Real Estate LLC  
Carpenter, Linda from Keller Williams Greater Omaha – Giles to Keller Williams Greater Omaha – Village Pointe  
Dubas, Melissa from 710/CBSHOME Real Estate – 131st Dodge to CBSHOME Real Estate – 147th  
Edwards, Richard from CBSHOME Real Estate – 131st Dodge to CBSHOME Real Estate - Lakeside  
Frans, Tracy from DEEB Realty – 117th to DEEB Realty – Bellevue  
Hartman, David from Equitable Bank to ACCESSbank  
Hurt, Kenneth from Hurt Property Management to Headley Realty PC  
Johnson, Jeffrey from J Scott Realty Partners LLC to CBSHOME Real Estate – Lakeside  
Kleeman, Rita from Keller Williams Greater Omaha – Giles to Zachland Real Estate Inc  
Lauver, Steven from DEEB Realty – 117th to DEEB Realty – Bellevue  
LeVier, Colleen from Red Barn Realty LLC to RE/MAX Real Estate Group – LaVista  
Mrasek, Roxanne from NP Dodge IV LLC – Plattsmouth to Condo Living Omaha  
Mueller, Mary from CBSHOME Real Estate – Twin Creek to NP Dodge IV LLC – Papillion  
Neusendorfer, Robert from NP Dodge I LLC – Pierce to CBSHOME Real Estate – 147th  
Norvell, Marsha from NP Dodge IV LLC – Papillion to DEEB Realty – 117th  
Owens, Megan from 100658/RE/MAX Professionals to DEEB Realty – 117th  
Rogge, Bradley from NP Dodge V LLC – 131st Dodge to Alliance Real Estate LLC  
Bustamante Salgado, Placido from NP Dodge IX LLC – Oak to DEEB Realty – 117th  
Stutts, Rebecca from NP Dodge V LLC – 129th Dodge to Downing Properties Limited LLC  
Willard, Tracey from Don Peterson & Associates – Omaha to Keller Williams Greater Omaha – Village Pointe

## REACTIVATED MEMBERS

Acamo, Steven – NP Dodge III LLC - Lakeside  
Lipsev, Nicholas – DEEB Realty – 117th  
Martin, Jacob – Celebrity Homes Inc  
Simpson, Kyle – NP Dodge V LLC – 129th Dodge

## RESIGNATIONS

Barrett, Angela – NP Dodge VI LLC – 120th Pacific  
Bonitz, Vickie – CBSHOME Real Estate – Twin Creek  
Coombes, Sheri – NP Dodge I LLC – Pierce  
Corrigan, Patrick – DEEB Realty – 117th  
Farfalla, Matthew – DEEB Realty – 117th

Gregg, Jack – Performance Real Estate  
 Gregg, Kyle – Performance Real Estate  
 Jabenis, Morris – CENTURY 21 Wear Company  
 Mally, Karin – RE/MAX Real Estate Group - LaVista  
 Palmerton, Ronald – Celebrity Homes Inc  
 Peetz, Merle – Merle Peetz Real Estate  
 Pullen, Susan – NP Dodge VI LLC – 120th Pacific  
 Regan, Jason – DEEB Realty – 117th  
 Rohde, Jenifer – NP Dodge V LLC – 129th Dodge  
 Schulte, Teresa – CBSHOME Real Estate – 131st Dodge  
 Slatten, Michael – Real Estate Associates Inc  
 Zwiener, Kim – Performance Real Estate

## NEW REALTOR® COMPANIES

#100937/DVG Realty LLC – 15029 Hawthorne Cir, Omaha, NE, 68154  
 OABR/MLS Phone: 480-363-6752 Fax: 480-393-4741  
 Designated Realtor: Jeri League

#100931/Morse Real Estate – 17580 Lochland Ridge, Council Bluffs, IA, 51503  
 BSG/MLS Secondary Only Phone: 402-677-6356  
 Designated Realtor: Michael Morse

#100935/Nimble Real Estate – 2626 Harney St, Omaha, NE, 68131  
 OABR/MLS Phone: 402-889-1390  
 Designated Realtor: Alicia Kayser

#100939/Right Way Real Estate LLC – 1725 E 1st St, Fremont, NE, 68025  
 BSG/MLS Secondary Only Phone: 402-707-1769  
 Designated Realtor: Blane Rump

#100932/Uptrend Real Estate Co – 3003 SW 80th St, Lincoln, NE, 68532  
 BSG/MLS Secondary Only Phone: 402-560-0251  
 Fax: 402-476-4779 Designated Realtor: John Wiedel

## NEW BRANCH OFFICE

#100934/NP Dodge VI LLC – 5170 Leavenworth St Ste 200, Omaha, NE, 68106  
 OABR/MLS Phone: 402-397-5008 Fax: 402-397-1011  
 Designated Realtor: Heather Bullard

## COMPANY ADDRESS AND PHONE UPDATES

(Notify the Board office for all directory changes fax to 402-619-5559)  
 Expert Real Estate Group LLC – 7200 S 84th St, LaVista, NE, 68128  
 Quality Home Inspections Inc – 14607 Locust St, Omaha, NE, 68116  
 Spence Title Services Inc – 210 Regency Pkwy Ste 10, Omaha, NE, 68114

## COMPANY NAME CHANGES

OKOmaha Real Estate Company LLC – (Formerly OK Omaha Real Estate Company)  
 Star Realty Inc/Double Eagle Prpty Mgmt – (Formerly Double Eagle Property Mgmt Co)

*Changed your home address or e-mail address?  
 E-mail the change to DPeterson@OABR.com.*

## JUNE ORIENTATION

- Tuesday, June 7, 8:30 a.m. to 4:00 p.m.
- Wednesday, June 8, 8:30 a.m. to 4:00 p.m.
- Thursday, June 9, 9:00 a.m. to 12:00 p.m.

*Every new member attends an Orientation Program upon application for membership.*

## Thank you to all of the New Member Orientation coffee break sponsors...

### APRIL SPONSORS

Sara Kelley – Great Western Bank  
 Debbie Kalina – Radon Protection Tech LLC  
 Lori Bonnstetter – AmeriSpec Home Inspection Service  
 Alan Stoltenberg – SAC Federal Credit Union  
 Matt Thiel – DRI Title & Escrow

### MAY SPONSORS

PK Kopun – Metro 1st Mortgage  
 Frank Cawley – Brickkicker Inspection Service  
 Cherie Casey – The Home Buyers Protection Co  
 John Ponec – Security National Bank  
 Nancy Spidle – Mold Solutions

## MEMBERSHIP STATISTICS

### OABR

	Mar 2011	Mar 2010
Designated REALTOR®	217	222
Des. REALTOR® Secondary	2	4
REALTOR®	1981	2067
REALTOR®-Secondary	2	0
TOTAL	2202	2293

Institute Affiliate	73	67
Affiliate	195	192
Other	5	1
TOTAL	2475	2553

	Mar 2011	YTD
New REALTOR® Members	31	64
Reinstated REALTOR® Members	17	36
Resignations	5	51

### GPRMLS

	Mar 2011	Mar 2010
Participants (Primary)	206	208
Participants (Secondary)	63	59
Subscribers (Primary)	1946	2012
Subscribers (Secondary)	174	174
Exempt	36	28
TOTAL	2425	2481

## Know the Code of Ethics

### Article 5

REALTORS® shall not undertake to provide professional services concerning a property or its value where they have a present or contemplated interest unless such interest is specifically disclosed to all affected parties.

### Article 6

REALTORS® shall not accept any commission, rebate, or profit on expenditures made for their client, without the client's knowledge and consent.

When recommending real estate products or services (e.g., homeowner's insurance, warranty programs, mortgage financing, title insurance, etc.), REALTORS® shall disclose to the client or customer to whom the recommendation is made any financial benefits or fees, other than real estate referral fees, the REALTOR® or REALTOR's firm may receive as a direct result of such recommendation. (Amended 1/99)

#### • Standard of Practice 6-1

REALTORS® shall not recommend or suggest to a client or a customer the use of services of another organization or business entity in which they have a direct interest without disclosing such interest at the time of the recommendation or suggestion. (Amended 5/88)

To download the Code of Ethics, go to:

<http://www.realtor.org/mempolweb.nsf/pages/Code>

## Personals

CONDOLENCES to Doug Dohse of Prudential Ambassador Real Estate who recently lost his sister.



### SEND US YOUR NEWS!

Fax: 402-619-5559

Email: [DShipley@OABR.com](mailto:DShipley@OABR.com)

Phone: 402-619-5551

Mail: 11830 Nicholas St., Omaha, NE 68154.

*We want to share in your professional and personal accomplishments, but we don't know if you don't tell us!*

## The Masters Touch Painting & Decorating Co.



FREE ESTIMATES ★ WARRANTY ★ INSURED

### PAINTING

Interior, Exterior  
Latex or Oil Base  
Special Coatings

### REMODELING

Kitchens Baths  
Ceilings Woodwork  
Drywall

*4th Generation  
Painting Contractor*

For More Information  
Call Phil

**612-1907**



# Affiliates

*First!*

Search:

**OABRaffiliates.com**

*First!*

for all of your Real Estate Service Needs.

## Affiliates Golf

June 20th at Champions Run

Registration Form on page 8

**DRIVEN. TRUSTED.  
RELIABLE.**  
*And always available 24/7.*



**Brent Rasmussen,  
CRMS, President**



8420 West Dodge Rd, Ste 113 • Omaha, NE 68114  
Office: 402-991-5153 • Cell: 402-578-0008

Fax: 402-884-7386

www.mtg-specialists.com

E-mail: brent@mtg-specialists.com



**What you don't know about radon  
can hurt you. And your clients.**

Educate yourself, and your clients about radon.

- Free Consultations
- Radon Testing
- Radon Mitigation
- State Certified
- NEHA Certified
- Competitive Prices



**Debbie Kalina  
Owner**



Phone: 402-639-1100  
Email: Debbie@OmahaRadon.com  
www.OmahaRadon.com

## Continuing Education

- **Randall School of Real Estate**

www.RandallSchool.com 402-333-3004

- Jun 22 Mortgages & The Foreclosure Process  
0621 (3 hrs) 8:30 a.m. - 11:45 a.m.
- Jun 22 Writing the Purchase Agreement  
0019R (3 hrs) 1:00 p.m. - 4:15 p.m.
- Jun 28 Ethical Decision Making  
0530R (3 hrs) 8:30 a.m. - 11:45 a.m.
- Jun 28 Working with Investors: Client for Life  
0311 (3 hrs) 1:00 p.m. - 4:15 p.m.

- **R. F. Morrissey & Associates**

402-933-9033

- **REEsults Coaching (Mark T. Wehner)**

www.REEsultsCoaching.com  
402-676-0101

- **Larabee School of Real Estate**

www.LarabeeSchool.com  
800-755-1108

- **Nebraska REALTORS® Association**

www.NebraskaREALTORS.com 402-323-6500

- **Appraisal Institute**

www.appraisalinstitute.org 402-488-5900

- **Moore Appraisal Ed., LLC**

www.mooreeducation.com 402-770-8605

- June 17 National USPAP Update (v.2010-11)  
C21101 (7 hrs) 8:30 a.m. - 4:30 p.m.



*Monica*  
**LANG, CSP**  
New Home Consultant

**Mobile: 402.689.3315**

mlang@celebrityhomesomaha.com  
www.MonicaLang.com



Fax: 402-891-7165 • 14002 L Street • Omaha, NE 68137





# iPhone and Android App Available May 6



Supra announced eKEY Professional (ePRO) for Android and iPhone will be available May 6. The popular ePRO application is enhanced with powerful new features, including:

- Faster MLS searches run directly from the phone with a new custom search tool

- Easily-saved custom MLS searches
- Significantly more MLS listings stored on the phone
- Fast Text Search of Roster and Listings for quick search results
- Demo mode to preview operations before signing up for service

If you would like to upgrade to ePRO please contact your association at 402-619-5552.



The Omaha Area Board of REALTORS® is on Facebook. Become a fan and network with fellow members of OABR and stay up-to-date on events and industry trends.



[www.facebook.com/OMArealtors](http://www.facebook.com/OMArealtors).



## MOBAupdate

### Metro Omaha Builders Association Begins Moving Forward...

The MOBA Building at 4141 N 156th Street has finally been sold to a group of generous investors. Though there is new ownership of the building, MOBA will remain as a tenant on the lower level. Since this change MOBA has utilized this facility and its amenities to their full extent; having already hosted a Monthly Membership Meeting (with dinner), numerous safety training courses from OSHA and NAHB, not to mention the newly renovated New Home Gallery.

The sale of the MOBA Building has given MOBA the fiscal means to start paying off its debts and get back on solid ground. Hopefully by June MOBA will be free of all its past debts and can then focus on the future endeavors which will include listening to its membership's needs - and maybe we'll have some fun along the way!

MOBA is currently working on a Spring Parade of Homes currently set for May 8th - 15th, and the annual MOBA Golf Outing to be held June 1st at Tiburon Golf Course. If you have an interest in either one of these events, please contact the MOBA office.

We are here to help. If you have any questions about MOBA, its membership or events, please contact JJ Morris at the MOBA office 402-333-2000 or email [jjmorris@moba.com](mailto:jjmorris@moba.com).

### MOBAcalendar

#### May

- 8 - 15 **Spring Parade of Homes**
- 10 Board of Directors Meeting at MOBA, 10:00am
- 12 General Membership Monthly Meeting at MOBA Office Building Lower Level 6:00pm
- 21 Womens Council General Meeting Luncheon 11:30am Social and Noon Program
- 30 Memorial Day MOBA Office CLOSED

#### June

- 1 MOBA Golf Outing at Tiburon Golf Course  
visit [www.MOBA.com/members](http://www.MOBA.com/members)  
to download an entry form

# Knowledge Is Power Seminar — Understanding Covenants and SIDs

There was a full house in attendance at the Knowledge is Power (KIP) Seminar “Understanding Covenants and SIDs” taught by Herb Freeman and Tim Young.

The attendees commented:

- The information was communicated in layman’s terms – very easy to understand.
- Great information presented, I could sit through another class!
- The presenters where very knowledgeable on the subject and the Q & A session was “awesome!”
- Thank you for offering this class, I learned a lot!



## NEXT KIP

How does the Assessor value all the properties in the county? Why did my taxes go up? Should I protest my value and how? Come and get the answers to these and other questions at the next KIP event, **The Assessment Process and How to Appeal** on Wednesday, May 18, 2011 at 10:00 a.m. being taught by Roger Morrissey, Douglas County Assessor.



**INSPECTION SERVICES**



Frank.Cawley@BrickKicker.com  
Joanne.Cawley@BrickKicker.com



Home Inspections for:

- Buyers
- Pre-Sale
- Home Maintenance

Radon Testing  
90-day Warranty  
On-site Reports with Photos  
Superior Customer Service

## WALLS DON'T TALK.

Get all the facts about a home from a qualified inspector.



**402-661-0535**  
**www.BrickKickerNebraska.com**

# REALTOR® Quiz: REALTOR® Safety



As a real estate practitioner, you're faced with potentially risky situations every day. Meeting new clients, showing homes, and even walking to your car at night can be dangerous. It's essential that you make safe decisions and know how to react when confronted with trouble.

**1. Before showing a home for the first time, I should ask the sellers:**

- Have you ever seen ghosts in the house?
- Do you mind if I turn on the television?
- Do you have any dogs?
- All of the above

**2. To find a first-rate self-defense course in my area, I should:**

- Ask family and friends for recommendations
- Look for a course with a broad focus
- Meet the instructors before signing up
- All of the above

**3. To protect against theft during a home showing, I should:**

- Treat every potential buyer like an escaped convict
- Be especially wary of men who come to view the home alone
- Remind sellers to put all valuables in a safe place
- All of the above

**4. One way to stay safe on the job is to have a distress voice signal for when you want to call for help without alarming someone who can overhear you. To create such a signal, I should:**

- Establish a secret phrase that's not commonly used but can be worked into any phone or in-person conversation when I'm feeling uneasy about a situation
- Carry a dog whistle that is mute to humans but will irritate canines, and blow into the whistle whenever I'm feeling uneasy about a situation
- Think of a common distress word such as "help" or "fire" that I can shout to grab everyone's attention when I'm feeling uneasy about a situation
- All of the above

*Continued on Page 22*



The most valuable square inch in real estate.



## An Asset to Your Business, not a Hindrance!

- ◆ *Thorough* Inspection
- ◆ *On Site reports* with photo's
- ◆ *Uploaded Reports* stored for you for easy retrieval.
- ◆ *Convenient* Scheduling
- ◆ *Lifetime Support* Pledge
- ◆ Fully *Insured*
- ◆ Findings Presented in a *Non Threatening, Friendly Manner*



**Brent Simmerman, President**  
**(402) 630-6555**  
**Info@MidlandsHI.com**  
**www.MidlandsHI.com**



# Hawk Ridge

Limited Time!  
Any Lot Your Choice!



*Let your spirit soar.*

- Walk Out and Flats
- Large Lots All Utilities in Specials Paid
- Details and Plats Available

List Price \$25,000  
For A Limited Time Only

**\$14,500.00**

Builders Available to  
Build Your Plan or Theirs

*Call Today*

402.951.5000

*Walt* 402.709.1244

SINCE 1855  
**NP Dodge**  
BUILDER SERVICES

[LotsOmaha.com](http://LotsOmaha.com)



Continued from Page 20

**5. When holding an open house, I should:**

- Inform a neighbor that I'll be showing the house and ask if he or she would keep an eye and ear open for anything out of the ordinary
- Check all rooms before anyone arrives and determine several "escape" routes. Make sure all deadbolt locks are unlocked to facilitate a faster escape
- Don't assume that everyone has left the premises at the end of the day. Check all rooms and the backyard prior to locking the doors, and be prepared to defend myself
- All of the above

**6. When meeting prospective clients for the first time, I can stay safe by:**

- Asking them to meet me at the brokerage office
- Finding out their motivation for buying or selling
- Writing their first name and e-mail address on a note card and leaving it with a colleague
- All of the above

**7. The 10-second rule is a smart and quick way to keep safety at the forefront throughout the day. How does it work?**

- I take 10 seconds to review self-defense strategies right before getting out of the car
- I breathe deeply and count backwards from 10 to gain composure before meeting new people
- I take 10 seconds as I arrive at each destination to evaluate my surroundings and check for anything that's out of the ordinary
- All of the above

**8. When I'm working at the office, I should take this safety precaution:**

- Make sure that my desk is not visible from the front door
- Secure all unused doors and windows, especially if they're in the rear of the office or out of sight and earshot
- Listen to music on headphones to boost my concentration
- All of the above

**ANSWERS**

**1. Before showing a home for the first time, I should ask the sellers:**

Correct Answer: Do you have any dogs?

Always ask clients if they own dogs and if so, what they plan to do with the dog or dogs during showings. Discuss how friendly the pets are with strangers, including children. If your clients have reason to believe their dog will react to strangers entering the home, ask that they lock the dog in a certain room or make arrangements to keep it off site if they cannot be present to control the dog.

**2. To find a first-rate self-defense course in my area, I should:**

Correct Answer Is Correct: All of the above

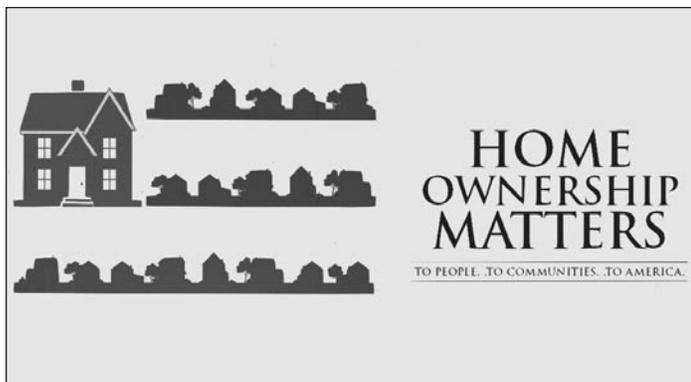
A good self-defense course will teach much more than how to physically attack someone; it will cover critical thinking about defense strategies, assertiveness, powerful communication skills, and easy-to-remember physical techniques. Many health clubs, community colleges, and martial arts studios offer these classes. To find a good course, start by asking family and friends if they have recommendations. Look for a class with a broad focus, which will include information on how to recognize dangerous individuals and situations, how to avoid them, and how to react in an attack. Ask to meet the instructors before you sign up; you will rely on these people for your knowledge. Do they appear genuinely concerned with students' progress? Will their communication and teaching style work for you?

**3. To protect against theft during a home showing, I should:**

Correct Answer: Remind sellers to put all valuables in a safe place

Always be on the lookout for suspicious behavior and never put your guard down, but there's no need to treat every potential buyer as if he or she just escaped from prison. Likewise, you shouldn't categorize potential criminals as just one type of person, such as a single male. Women, seniors, couples, and men arriving with children can just as easily be up to no good. The best way to deter theft is to remind clients that strangers will be walking through their home and that they should put valuables in a safe, secure place. This includes items they might not initially think would attract interest, such as prescription drugs. Also, don't leave your own briefcase, purse, or laptop in view.

Continued on Page 24



An advertisement for 'Professional House Doctors, Inc.' It features a black and white portrait of a man, Joel Webber, on the left. To his right is a caduceus symbol. The text reads 'Professional House Doctors, Inc.®' and 'Your Certified Radon Specialists'. Below this, in large, bold, sans-serif font, it says '\$50 RADON TEST'. Underneath that, it says 'Call Joel Webber' and '402-493-2580'.



**Things just keep getting better!**

CHECK OUT OUR NEWLY REDESIGNED **CAROLINE RANCH PLAN.**

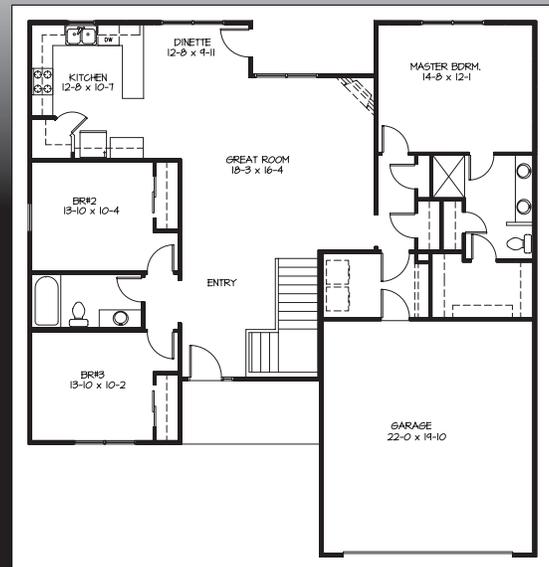


Starting at \$169,000

Saddlebrook — 150th & Fort

**402-934-2212**

1,547 Sq. Ft.  
3 bedrooms



**Come See Why Charleston Homes  
is the Best New Home Value in  
Any Custom Neighborhood!**

[www.charlestonhomesomaha.com](http://www.charlestonhomesomaha.com)



Continued from Page 22

**4. One way to stay safe on the job is to have a distress voice signal for when you want to call for help without alarming someone who can overhear you. To create such a signal, I should:**

Correct Answer: Establish a secret phrase that's not commonly used but can be worked into any phone or in-person conversation when I'm feeling uneasy about a situation

A distress voice signal is a safety net for situations in which you don't want someone nearby to hear that you're calling for help. It should be used if you're uneasy, but not in immediate danger. The distress code could be something as simple as "red file," used like this: "Hi, this is Jane. I'm at 510 Maple Street. Could you e-mail me the red file?" It may make the most sense for everyone in your office to share a single distress code. With your pre-arranged signal, the colleague who receives your distress code will know what to do. That may be to call 911 on your behalf, to arrange to meet you so that you are not alone, or to call you back and ask you to leave due to an "emergency situation."

**5. When holding an open house, I should:**

Correct Answer Is Correct: All of the above

An open house can be a great sales tool, but it also exposes you to numerous unfamiliar people for the first time. These are some of the things you can do to stay safe: Inform a neighbor that you'll be showing the house and ask if he or she would keep an eye and ear open for anything out of the ordinary; check all rooms before anyone arrives and determine several "escape" routes, and make sure all deadbolt locks are unlocked to facilitate a faster escape; and never assume everyone has left the premises at the end of the day. Check all rooms and the backyard prior to locking the doors, and be prepared to defend yourself. Some other tips: Always walk behind the prospect as you're showing the house, keep lights on and curtains open, and carry an extra fully-charged cell phone battery.

**6. When meeting prospective clients for the first time, I can stay safe by:**

Correct Answer: Asking them to meet me at the brokerage office

Ask prospective clients to stop by your office before viewing properties or going to a more secluded spot. When they arrive at the office, record their car make and license number. Photocopy their driver's license and retain this information at your office. Legitimate clients will not mind you copying their driver's license; We freely show our license to the clerk at the grocery store when we write a check. It's also smart to introduce the prospect to someone in your office. Would-be assailants don't like to be noticed or receive exposure. Finally, always let someone know where you're going; leave the full name and phone number of the client you are meeting.

**7. The 10-second rule is a smart and quick way to keep safety at the forefront throughout the day. How does it work?**

Correct Answer: I take 10 seconds as I arrive at each destination to evaluate my surroundings and check for anything that's out of the ordinary

Inattention is a main reason people find themselves in dangerous situations. By using the 10-second rule, you assess your surroundings everywhere you go. Here's how it works: Take 2 seconds as you arrive at your destination to see if you're parked in a safe, well-lit area and to make sure your car won't be blocked in by another vehicle. Take 2 seconds as you step out of your car to look for suspicious people and to check that you know exactly where you're going. Take 2 seconds as you walk to your destination to look for dangerous hiding places or obstacles along the way. Take 2 seconds at the door to make sure no one is following you in and to make sure you don't have any safety concerns before entering. Take 2 seconds as soon as you enter to see if anything seems out of place or unexpected.

**8. When I'm working at the office, I should take this safety precaution:**

Correct Answer: Secure all unused doors and windows, especially if they're in the rear of the office or out of sight and earshot

This is just one of many things that you can do to be safe when you're at the office. You also should keep windows and counters clear so that people can see what is happening inside, and always carry a charged mobile phone. Whenever possible, avoid being at the office alone. But if you must be by yourself, keep a radio or TV playing fairly loudly in the back room. When office hours end, make sure you lock the doors.

**THE EIGHTH ANNUAL WCR GOLF TOURNAMENT**

**DATE:** Thursday, August 4th, 10:30 registration, 11:00AM shotgun start

**WHERE:** Pacific Springs Golf Course, 16810 Harney, [www.pacificsprings.com](http://www.pacificsprings.com)

**FORMAT:** 18 hole 4 person scramble. Men's, Women's and Co-ed teams

**FEES:** Early "Birdie" Registration of \$65 prior to July 15th, \$75 after July 15th. Includes Greens Fees, Carts, Lunch and Dinner (dinner-only at Pacific Springs following the tournament: \$15). Prizes, Drinks, Raffles and Networking immediately following at the Pacific Springs Clubhouse

Percentage of proceeds to benefit Rebuilding Together Omaha



# Win an iPad!

## Omaha Area Board of REALTORS® RPAC Challenge

One winner will receive an iPad with  
Wi-Fi + 3G and 64 GB plus an iPad case  
retail value approximately \$950.00.



**Contribution dates: January 1, 2011 – August 1, 2011**

**Drawing to be held at the OABR Picnic on August 10, 2011**

Political contributions are not tax deductible as charitable contributions for federal and state income tax purposes.

- \$25 per entry ticket** (Fair Share)
- 2 tickets for \$50**
- 5 tickets for \$100** (99 Club)
- 8 tickets for \$150** (Senator's Club)
- 14 tickets for \$250** (Capitol Club)
- 20 tickets for \$365** (\$1-A-Day Club)
- 30 tickets for \$500** (Governor's Club)
- 65 tickets for \$1000** (Sterling "R" Club)

**Payment Option:**

My check is enclosed (payable to Nebraska RPAC)

Charge my VISA / Mastercard:

#: \_\_\_\_\_

Exp. Date: \_\_\_\_\_

Bill Me

Omaha Area Board of REALTORS®

11830 Nicholas St.

Omaha, NE 68154

402-619-5555



**Signature:** \_\_\_\_\_ **Print Name:** \_\_\_\_\_

Contributions are not deductible for Federal tax purposes. Contributions to RPAC are voluntary and are used for political purposes. You may refuse to contribute without affecting your membership rights. 70% of each contribution is used by your state PAC to support state and local political candidates. The remaining 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a.

Learn more at [www.RealtorActionCenter.com/RPAC](http://www.RealtorActionCenter.com/RPAC)

# Word Search! Win A \$50 Gift Certificate

Circle the words in the left-hand column. OABR members locating all the words will be entered into a drawing, then one lucky winner will receive a \$50 gift certificate to Focus Printing. Send your answers by May 15, to Donna Shipley at DShipley@OABR.com, 402-619-5559 (fax), or mail to 11830 Nicholas St., Omaha, NE 68154. The winner will be published in the June FOCUS.

ANTHEM  
CEMETERY  
CEREMONY  
FALLEN  
FLAG  
FLOWERS  
GRAVES  
HALFMAST  
HOLIDAY  
HONOR  
MAY  
MEMORIAL  
OBSERVANCE  
PATRIOTIC  
REMEMBRANCE  
SALUTE  
SOLDIERS  
TAPS  
VETERANS  
WAR

C	F	C	L	A	D	U	V	L	M	S	P	A	T	Y	Y	T	W	F	B
P	V	M	O	Y	Q	G	U	P	B	F	T	R	R	R	V	H	A	L	Q
V	N	N	V	F	B	Z	J	O	L	U	F	E	F	X	K	W	R	A	Y
X	W	J	E	R	I	L	F	O	L	V	T	V	Q	S	R	F	U	G	M
G	T	Q	L	W	D	B	W	C	H	E	O	D	W	S	I	Y	F	K	N
E	S	V	G	D	E	E	S	A	M	B	L	Q	J	I	Y	Q	H	C	I
L	M	O	I	R	R	O	L	E	S	K	P	L	V	R	C	G	G	L	L
W	I	K	B	S	L	F	C	E	V	N	C	F	H	G	A	E	B	N	X
G	J	R	X	D	M	E	R	C	V	E	K	A	X	C	I	T	M	N	F
J	G	J	I	A	M	V	C	O	E	O	T	U	E	Q	M	S	E	Z	F
H	T	E	S	E	A	S	O	N	G	R	T	E	Y	P	Y	R	X	N	E
C	R	T	H	N	G	W	U	W	A	C	E	L	R	A	N	R	G	W	T
S	C	T	C	P	Y	N	F	E	U	R	I	M	A	A	D	G	T	H	U
W	N	E	Q	O	R	X	M	N	O	A	B	T	O	I	N	I	A	I	L
A	L	E	F	X	E	W	P	Z	F	J	W	M	O	N	R	S	L	T	A
Q	K	O	I	D	P	Q	B	H	B	R	U	N	E	I	Y	O	B	O	S
C	S	V	B	P	A	E	J	H	I	B	Y	A	M	M	R	S	M	J	H
O	F	K	T	F	N	F	G	T	S	R	O	N	O	H	E	T	D	E	R
G	R	A	V	E	S	R	K	Z	F	N	W	R	J	Z	K	R	A	S	M
F	A	L	L	E	N	D	P	U	E	P	C	B	B	N	Q	U	I	P	F

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

**Susan Clark**  
of DEEB Realty was the  
winner of the April Word Search.

# Newest Home Designs in Omaha... and They're **READY NOW!**



**They're Here! Celebrity Home's "New Home Guide, smart edition" are in! Visit your Celebrity Home Consultant for YOUR GUIDE!**

**Yes! It's All Included!**



**CELEBRITY HOMES**  
Homes \* Villas \* Townhomes

**CelebrityHomesOmaha.com**

*Thank you fellow Realtors® who have introduced their customers to us in 2011*

Abe Farrington	Dawn Grimshaw	John Kraemer	Marie Otis	Scott McGowan
Allen Berglund	Deb Hopkins	John Lytle	Marisa Cronin	Scott Millard
Amy Keetle	Debbie Newburn	John Rohwer	Mark Ciochon	Shannon Zimmerman
Ana Rongish	Debra Rau	Joni Adler	Mark Richardson (2)	Sharon Lindstrom
Andrea Cavanaugh	Deda Myhre	Jose Correa	Marvene Vancil	Shawn Dolphens
Angie Thiel	Del Andresen (2)	Josh Bundren (2)	Mary Cohen	Shawn Murray
Annali Babko	Denise O'Connell	Josh Coop	Mary Egger (2)	Shellie Klemke
Anne Putnam	Denise Poppen	Judy Cleveland	Mary Marinkovich (2)	Staci Mueller
Barbara LaPorte	Diane Evans	Judy Vacek	Mary Rensch	Stacy Childers
Becky Gallagher(2)	Dick Mikuls	Judy Walker	Matthew Rasmussen	Steve Colburn
Becky Johnson	Don Lind	Julie David (2)	Mayce Bergman	Steve Minino
Bill Swanson	Donna Phillips	Julie Hergert	Megan Dreesen	Steve Polinsky
Blake Denoyer	Donna Stephens (5)	Julie May (4)	Melissa Jarecke	Sue Arnett (2)
Bob McIntosh	Doyle Ollis	Justin Gomes	Michael Campagna	Sue Kuhl
Bob Pew	Eileen Schultz	Karen Jennings (2)	Michaela Neary (2)	Sue Offner
Bob Wray	Erik Hoffman	Karen Kielian	Michelle Jenkins (2)	Sue Osterholm (2)
Brenda Flores	Ethan Brown (2)	Karen Skinner	Michelle Stricklin	Susan Durbin
Brett Haney	Felix Mitchell	Kari Witt (2)	Mickey Martin	Susan Hawkins (2)
Brian Pfeifer	Frank Tabor (2)	Karla Dubisar	Mike Jenkins	Susan Vaccaro
Brian Trude	Fred Alexander	Kathryn Rauch (2)	Mike Jones	Suzanne Foley Jones
Brian Wilson	Gary Willis	Kathy Sledge	Mike Story	Tammy Nicola (2)
Carla Maas	Gene Riehart	Kelly Gitt	Millie Wallace	Tammy Nicola (3)
Carrie Barnes	George Vint	Kelly Raynor	Mindy Dalrymple	Tanya Foral
Cassidee Broadwater	Gray Bedingfield	Kirk Meisinger	Mitch Scott	Terry Krasne
Chad Blythe	Hector Martinez (2)	Kurt Chase	Nicole Deprez	Tiffany Andersen (2)
Charlie Concannon	Hedy Ahlvers	Kyle Schulze	Pat Hoke (3)	Tish Seik
Chris Bauer	Helga Withem	Lance Cole	Pat Lichter	Todd Kasper
Chris Beaton	Janell Stoneburg	Laura Putnam	Paul Barnett (4)	Tom Friehe (2)
Chris Falcone	Jeff Allen	Les Kay	Peggy Richter	Traci Frans (2)
Chuck Burney	Jeff Cohn (3)	Leslie Rutter	Pete Jenkins	Troy Benes
Chuck Smallwood	Jeffrey Chu	Linda Ciochon-Lichter	Rachel Langford	Valerie Keeton (2)
Chuck Wilhelm	Jenn Hellman	Linda Hayton	Renae Cohn (2)	Vicki Taylor
Cindy Hartzell	Jennifer Coop	Linda Mills	Renee Lampman	Woody Woodworth
Cindy Robarge	Jennifer Furlay	Linda Von Dollen	Ricardo Castro	
Colleen LeVier	Jennifer Gatzemeyer	Lisa Blythe	Rich Edwards	
Con McGill	Jennifer Morgan	Lisa McGuire - Kelly (3)	Andrea Cavanaugh	
Craig Kirshenbaum	Jessica Sawyer (2)	Lisa Ritter (2)	Rick Grover	
Crystal Smith	Jim Gallagher	Lisa Sleddens	Rick Insenberg	
Dale Evans	Jim Macaitis (2)	Liz Kelly	Rod Faubion	
Darla Schaff	Jim Thibodeau (2)	Lori Martens	Rusty Hike (2)	
Darryl Wikoff	Joann Wellsandt (3)	Lori Wee	Ryan Ellis	
Dave Anderson	Joe Gehrki (2)	Lynn Daugherty	Sandra May	
Dave Paladino	Joe Temme	Maria Castellote	Scott Hankins	
David Dunn	John Headlee	Maria Polinsky	Scott Lamb	

**NEW DESIGNS • NEW HOMES READY NOW • \$1,000 DOWN PROGRAMS!**

# FOCUS

Omaha Area Board of REALTORS®  
11830 Nicholas Street  
Omaha, Nebraska 68154

Return Service Requested

PRSRT STD  
U.S. POSTAGE  
**PAID**  
OMAHA, NE.  
PERMIT # 1313

## Visit the FOCUS PRINTING Website!

[www.FocusPrintingOmaha.com](http://www.FocusPrintingOmaha.com)

You can order online, submit files, request quotes  
and shop for promotional items.

If you are looking for reliable and economical printing & copying  
you have come to the right place!

- |                             |                  |             |               |
|-----------------------------|------------------|-------------|---------------|
| ✓ Color Copying             | ✓ Postcards      | ✓ Brochures | ✓ Newsletters |
| ✓ Letterhead                | ✓ Flyers         | ✓ Notepads  | ✓ Magnets     |
| ✓ Envelopes                 | ✓ Mailing        | ✓ Booklets  | ✓ Binding     |
| ✓ Full Color Business Cards | ✓ Graphic Design | ✓ NCR Forms | ✓ Calendars   |

**MONTHLY  
ONLINE  
SPECIALS!**

**FOCUS PRINTING**  
OABR PRINTING & MAILING

**402-619-5570**

11830 Nicholas St.  
Omaha, NE 68154

**ECONOMICAL  
COLOR  
COPYING**