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REALTOR®

FOCUS

OMAHA AREA  
BOARD OF REALTORS®

(402) 493-2995  
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OMAHA, NEBRASKA 68154

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**AFFILIATES**  
a council of the  
Omaha Area Board of REALTORS®

presents  
**Turkey Shoot Bowling  
and  
Toys for Tots**  
**Wednesday, Nov. 4**  
Check-in and Lunch 11:30am  
Bowling at Noon  
Mockingbird Lanes—4870 S 96 St  
Maplewood Lanes—3030 N 101 St





Bowl 3 strikes in a row, your name is entered  
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\$6 Spectator lunch only

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**following bowling**

Team of Six—bowling at: [ ] Maplewood Lanes or [ ] Mockingbird Lanes

Name _____	Company _____	Phone _____
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Name _____	Company _____	Phone _____
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# PERSONALS



**HAPPY BIRTHDAY WISHES** to OABR Supra Systems Coordinator Lisa Welch who will celebrate her birthday in October.

## SEND US YOUR NEWS!

Fax (402) 493-7189, Email dshipley@oabr.com,  
 Phone: (402) 493-2995 x 307  
 or Snail Mail to 11830 Nicholas St., Omaha, NE 68154.  
 We want to share in your professional and personal  
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The Nebraska Real Estate Commission meeting will be held on October 15-16, 2009  
 at the Platte Room at the Hampton Inn (Lincoln Airport) located in Lincoln, Nebraska.

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Thanks to the September 2009 Sponsors

Regi Powell – Farmers Insurance  
Brenda Stuart – ServiceOne Inc  
Ruth Smith – Norms Door Service

Cherie Casey – The Home Buyers Protection Co  
Chip Monahan – Asset Strategies

Thanks to the October 2009 Sponsors

PK Kopun – Metro 1st Mortgage  
Alan Stoltenberg – SAC Federal Credit Union  
Sara Kelley – TierOne Bank

# ORIENTATION

The upcoming New Member  
Orientation is scheduled for  
Tuesday, November 3, 2009 from  
8:30 a.m. to 4:00 p.m., Wednesday,  
November 4, 2009 from 8:30 a.m.  
to 4:00 p.m. and Thursday,  
November 5, 2009 from  
8:30 a.m. to 12:00 p.m.

The OABR Bylaws require that  
every new member attend  
an Orientation Program upon  
application for membership in the  
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Oct. 14, 8:30 a.m. - 12:00 p.m.	3 credit hours
<b>Building Science (#0630)</b>	<b>\$55</b>
Nov. 12, 8:30 a.m. - 4:30 p.m.	6 credit hours

For details and registration, visit [oppd.com](http://oppd.com)





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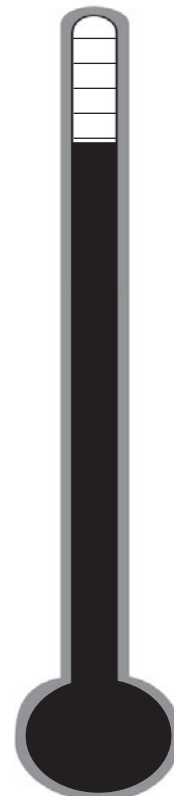
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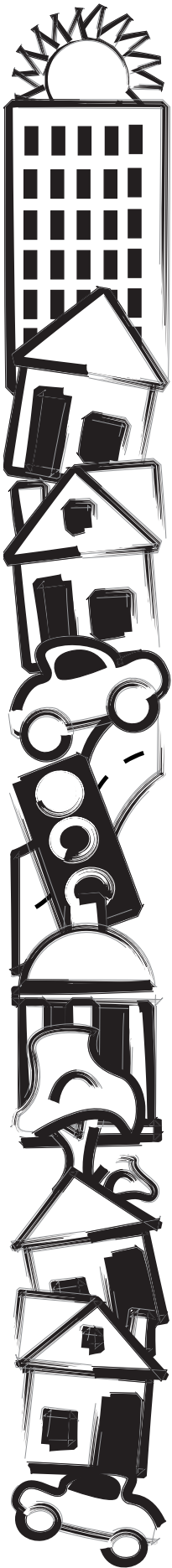


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Submitted By: Ruth Smith  
Norm's Door Service

## Make A Great Impression With Your Garage Door

The garage door may not be the first item you think of dressing up when you're making improvements to your own home or listing a house for sale, but it's worth giving it some attention.

Keep in mind that the garage door is the single largest moving part on the house and on average makes up as much as 30% of the front exterior. By selecting the right garage door and properly maintaining the installed product, you can make direct and sizable impact on energy conservation as well as home safety. Also, from an investment perspective, choosing a garage door that compliments the architecture of the house will improve curb appeal and produce a strong return on your money and time.

As a REALTOR®, you know more than anyone that curb appeal is a critical factor in selling a home. If a prospective buyer doesn't like the view from the street, chances are she or he won't waste time going inside. This is a particular shame when you consider that some cosmetic problems, such as a crooked door or worn weather seal, can be repaired for under \$200.

If the door is poorly insulated, in bad condition or rotted, then it is time to seriously consider

replacing the garage door. Depending on the construction and style of the door and how it fits in with the architectural style of the house, you can expect to recover your investment cost – and then some. Remember, you don't have to have a designer garage door – you only have to enhance the overall appearance by selecting a model that fits the look and price point of your house.

The average price for a new garage door ranges from \$700 to \$5,000, depending on the size of the door and the material from which it is constructed. The most popular look in garage doors right now

Continued on Page 7



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# WHAT IS... THE AFFILIATE COUNCIL?

**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.**

President – Sara Kelley – TierOne Bank

Secretary – Laura Bambino – TierOne Bank

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Cherie Casey – The Home Buyers Protection Co

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Ruth Smith – Norm's Door Service

Jody Smythe – Wells Fargo Home Mortgage

Alan Stoltenberg – SAC Federal Credit Union

Matt Thiel – DRI Title & Escrow

Kodjo Togbey – Farmers Insurance Group

Wendy Walker – Omaha Title & Escrow Inc

The New Affiliate Council web address is  
[www.oabracouncil.com](http://www.oabracouncil.com).

## OABR/MLS Email to OABR/MLS Members

The OABR/MLS will periodically send informational e-mails to members. Please check your email address in the membership search function on the OABR home page, [OABR.com](http://OABR.com), or in the OABR roster. If it has changed please email the correct information to [dpeterson@oabr.com](mailto:dpeterson@oabr.com). The emails will show the from line as OABR/MLS Emails. It will have a subject line as eFlash from the OABR/MLS.

Continued from Page 6

is the carriage-house style door. These doors look like old-fashioned swing-out doors but function like modern sectional, roll-up doors. The choices for design, color and materials are virtually endless.

Some homebuyers favor the high-end look of wood carriage-house style doors, but they don't want the upkeep or the price tag that comes with a custom wood door. Manufacturers like Raynor and Clopay are now introducing less-expensive, low-maintenance versions in steel with layered, wood-grain composite overlays or embossed patterns. Unlike wood, a steel carriage house door is easier to maintain, resisting both fading and rot due to exposure.

If the vintage look doesn't work with the style of your house, no problem. Other standard solutions include well-insulated doors offered in a variety of raised-panel designs and colors.

Finally, don't rule out windows in your garage door. Windows are attractive and functional and are available in a variety of styles and insulation values. Concerned about privacy and safety, windows can be obscure or frosted – allowing light in while keeping prying eyes out.

Going shopping, consider these tips:

**Budget.** Like everything, budget dictates options. Garage doors range in price from a few hundred to several thousand dollars depending on the size, materials and design you choose. Even if you have a small budget you can still get a great looking door that is going to enhance the look of the house.

**Design.** Think of the garage as an extension of the home's theme, not an afterthought. Let the home's architectural style, the shape and size of

Continued on Page 8

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FARMERS





Continued from Page 7

the windows and entry doors, and exterior design details influence the design of the garage door.

It's a good idea to visit dealer showrooms and review manufacturer Web sites to get a sense of the options available. Many companies offer doors pre-designed to match specific architectural styles, which can make the selection process easier.

Insulation. Doors can be insulated or non-insulated. If the garage is attached to the house you'll want an insulated door. This will help reduce utility bills - a popular selling point with prospective buyers.

Upkeep. Maintenance is another consideration. Steel doors are very durable and virtually maintenance-free, but some people prefer the warmth and character of wood and the limitless design options. Depending on the exposure, wood doors will need to be painted or stained every few years.

Ruth Smith is President and Owner of Norm's Door Service, established 1963. Norm's provides sales, service and repair of residential garage door systems and commercial door, dock and gate sys-

tems throughout the Omaha-metro area. Visit Norm's showroom at 6123 South 90th Street near Ralston High School or on the web at [www.norms-door.com](http://www.norms-door.com).

• • •

People who are unable to motivate themselves must be content with mediocrity, no matter how impressive their other talents.

— Andrew Carnegie

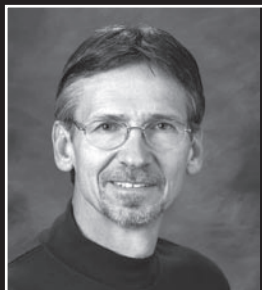
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# September Unscramble Words!!!

## Bill Black from CBSHOME Real Estate

### Won A \$50 Gift Certificate to the OABR Print Shop

From the following letters, many OABR Members unscrambled the letters provided. Here are the answers!

- |                                 |  |
|---------------------------------|--|
| 1. GDBEIR <u>BRIDGE</u>         | 11. YRCAZ SEGTHI <u>CRAZY EIGHTS</u>         |
| 2. AGEIBCRB <u>CRIBBAGE</u>     | 12. ASLP JKAC <u>SLAP JACK</u>               |
| 3. OG SIHF <u>GO FISH</u>       | 13. AEC UTRMPS <u>ACE TRUMPS</u>             |
| 4. EREF LLCE <u>FREE CELL</u>   | 14. DIPRAYM <u>PYRAMID</u>                   |
| 5. STEOLIAIR <u>SOLITAIRE</u>   | 15. TIR PSAKE <u>TRI PEAKS</u>               |
| 6. LACKB KACJ <u>BLACK JACK</u> | 16. KPOER <u>POKER</u>                       |
| 7. HTERAS <u>HEARTS</u>         | 17. XAEST HEMLDO <u>TEXAS HOLD'EM</u>        |
| 8. DPEASS <u>SPADES</u>         | 18. TREHE ARCD OENMT <u>THREE CARD MONTE</u> |
| 9. DOL IMDA <u>OLD MAID</u>     | 19. YHTRENIOT <u>THIRTYONE</u>               |
| 10. UYMMR <u>RUMMY</u>          | 20. ANIOTCNCNRTOE <u>CONCENTRATION</u>       |
| THEME <u>CARD GAMES</u>         |  |



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## Winterize Now For A Cozy December

Here's how to stay warm this winter and save on heating and repair costs.

Outside: Clean the gutters so ice dams don't form and cause damage.

Replace cracked caulk around roof vents and around the chimney.

Install a chimney cap to keep critters and objects from dropping in. A cap will keep rainwater from dripping down into the fireplace.

Put door sweeps on those that don't connect with the threshold. Use caulk around windows and doors as needed or masonry sealer on brick.

Rake away debris and weeds from the foundation and seal any cracks. Install a plastic cover on the crawlspace access door and seal some of the vents.

In the garage: Clear enough space to put your car inside on very cold nights. Check your snowblower and generator to be sure that they run. Buy a new snow shovel if you need one and have a bag of ice-melt on hand.

In the crawlspace: Wrap exposed pipes with premolded foam rubber sleeves or fiberglass insulation. If pipe freezing is a significant problem for you, wrap the pipes with heating tape. Be sure it is activated in cold weather.

Check heat ducts for air leaks, whether they are in the crawlspace, attic or basement, so all the heat goes through the vents. Fix any breaks or gaps with



metal-backed tape.

In the attic: If you can see the ceiling joists, add insulation. Don't use paper-backed, which can cause moisture problems, say experts at MSN Real Estate.

In the house: Get the furnace checked and the central air conditioning unit winterized at the same time.

Be sure the fireplace damper isn't open unless you make a fire. Woodstoves should have glass doors that are closed when the stove is not in use.

Install socket sealers over unused electrical outlets on outside walls, and reverse ceiling fans so they push warm air forward and force it to circulate.

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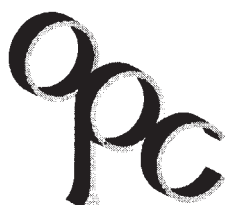
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# Supra iBox Tips



GE Security has released a new version of ActiveKEY software - v1.14 - that includes several improvements relating to battery management. Your ActiveKEY has been updated automatically through the cellular service.

The **Showing Notification ON/OFF** feature enables you to extend your ActiveKEY's battery life (operating time between battery charges) by turning off Showing Notifications on your ActiveKEY. A Showing Notification is a text message that is displayed on the ActiveKEY when an agent opens your iBox at your listing. You may opt to turn off Showing Notifications on your ActiveKEY if you:

- Prefer to receive their showing notifications via email
  - Do not have active listings,
  - Or, do not use the showing notifications that are sent to your ActiveKEY.
- Please refer to the instructions below if you would like to turn off Showing Notifications

With the new **Battery Conservation** feature, the ActiveKEY will no longer search for Showing Notifications during the off-peak hours of 9pm to 9am, Daylight Time. Our analysis shows that less than 2% of showings take place during this time.

Finally, with the new **Quick Charge** feature it will take less time for your ActiveKEY's battery to charge.

To turn off Showing Notifications on your ActiveKEY:

- Press the on/off button on the ActiveKEY
- Scroll to Preferences and press Enter
- Press 2 to turn notifications off and then press Enter

To turn on email notifications:

- Log on to KIM Web
- Click the **ShowingValue** link in the left hand column of your screen under Activity reports
- In the main ShowingValue page, click **Change email settings**.
- Under Showing e-mails check the box labeled "After showing agent eSYNC"



# Equal Opportunity-Cultural Diversity Task Force At Work For You!!!!

We have full scholarships for racial or ethnic minority community members with the goal of becoming a REALTOR®. If someone meeting the qualifications has already begun the education process, partial scholarships are available to help them complete most licensing requirements. There are no reimbursements for expenses already incurred at the time of a scholarship award.

You can find our application with the complete list of qualifications in our Task Force's area of the OABR site.

At the Member events we attend, we're often asked, "What constitutes a minority?" For our purposes, a Candidate must meet any of the following racial or ethnic categories: Black, Hispanic, Asian, Pacific Islander or American Indian. In addition, consideration is made for any person meeting eligibility requirements who is of a racial or ethnic category that is under-represented in relation to the

relevant demographic population of the OABR® area. If you believe a worthy candidate might fit this expanded definition, please let us know, and we will make the inquiries to determine eligibility.

We would be delighted to further broaden our diversity in 2010, so thank you for considering the contribution you will make to our community when you refer a candidate who joins our ranks with OABR's help!

If anyone will volunteer to mentor and give a Candidate moral support and occasional coaching, call Donna Shipley at 493-2995 ext 307, or me at 706-0901 or email Bobbi@RealtorBobbi.com. Thanks for respecting our commitment to Recipients that they can interview Brokers without any recruitment bias introduced during their scholarship process.

**Call to Action:** We have a Scholarship Recipient who would appreciate some help getting stronger at the math needed to pass the test. If you or someone you know could help, won't you let us know?

**Call to Action:** We'd like to grow Task Force membership - will you consider joining the team?

Thanks for supporting our mission!

Bobbi Schoettle,  
Chair Equal Opportunity/Cultural Diversity Task Force

• • •

There are two types of people: Those who come into a room and say, "Well, here I am!" and those who come in and say "Ah, there you are."

— Frederick L. Collins

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# Use the updated OABR Internet Home Page for:

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and/or direct pages including  
MLS statistics

Specific OABR Member  
or Company search



6 OABR and/or MLS side bar  
functions including Paragon  
Log on

Message bar that glows  
red when there is a message

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# Use the Paragon MLS Home Page for:

Specific MLS Member  
or Company search

Quick Help Guides  
On-Line Training  
Videos

Quick search

OABR and MLS Forms  
and helpful hints

The screenshot shows the Paragon 4 MLS Home Page. The top navigation bar includes links for Home, Search, Listings, CMA, Contacts, Tax, Financials, Membership, Resources, and Preferences. A 'Log Out' button is in the top right corner. The left sidebar contains a 'Quick Search' form with fields for Address, Area, MLS #, Status, and Listing Agent, along with a 'Search' button. Below the search form is a calendar for September 2009, showing the 2nd as the current day. The main content area displays a 'Welcome to Paragon 4' message, contact information for Paragon Customer Support, and support hours. The right sidebar features a 'Market Monitor' table, a 'My Inventory' table, and a 'Prospecting - Number of Clients with:' table. A 'Quick Action Links' section is at the bottom right.

Day(s)			
Refresh   Change Filter			
<b>MLS Market</b>			
New	88	Expired	95
Price Change	109	Hot List	634
Sold	63	Pending	2093

New	0	Expire Alert	0
My Listings	0	My Pending	0
My Sales	0		

New Matches	0
Price Changes on Saved Searches	0
Price Changes on Favorites	0

Hotsheet	Saved Property Searches
View / Manage Contacts	Favorite Listings
Listings	Saved CMA Searches

Calendar that also  
shows days that  
OABR is closed.

Menu Bar with drop down  
pages including user changes  
under Preferences

OABR and MLS Messages

Logout button to exit Paragon



## Never Exercised? Starting Late Still Pays Big Dividends

You've heard about it, read about it, and vowed to start ... some day. Now you might think it's pointless, but experts at Tufts University say it's never too late to start exercising.

If you're at mid life and your tennis shoes are just for show, you can still begin to get your body moving. Your condition will improve with every step along the way.

Check with your doctor to see what type of activity is recommended for you. With exercise, you will soon begin to feel stronger and you will improve your quality of life now and in years to come.

Over two decades, Swedish scientists studied a group of people including those who were new to exercise and those who exercised regularly. At the five-year point, those who were sedentary at the

beginning of the program had the highest mortality rates.

After 10 years, however, people who began exercising at age 50 had a mortality risk as low as those who had exercised all their lives.

### To Lose Weight, Limit 'Liquid Calories'

Researchers at Johns Hopkins University studied the difference between a 100-calorie reduction in foods vs. a 100-calorie reduction in sweet drinks such as soda.

Study subjects who reduced calories from sweet drinks lost more weight than those who reduced the same number of calories from food.

Possibly because of metabolic differences, limiting "liquid calories" was more effective.



### The Metro Real Estate Networking Group Invites All Real Estate Agents To Lunch!

**When:** Wednesday, October 21, 2009

**Time:** 11:30 am - 1 pm

**Where:** Arbor Hall, 14040 Arbor Street

**Cost:** \$12.00 (\$2 discount by 10/7/09)

**Network, eat lunch and hear David DeFord!**

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**Reservations:** 402-917-2362







## In 2009, Fire Prevention Week Focuses On Preventing Burns

Hot foods are common causes of burns in children, according to the National Fire Protection Association, and adults are not exempt.

\* Keep hot foods and liquids away from counter edges. Know where kids are before you carry a hot dish to the table.

\* Keep pan handles pointed away from the floor to avoid spilling their hot contents on someone.

Scalds from hot bath water can cause burns or even death in a small child. Remember that children and older adults burn more easily.

\* Set the water heater thermostat at 120 degrees rather than higher.

\* Always test the water temperature with your wrist, elbow or back of your hand before bathing a child. Don't depend on a tub's water temperature indicator. Keep water at 100 degrees.

Cooking is the leading cause of kitchen fires, often because a person leaves the room while food is being fried, grilled or broiled.

\* Turn fast-cooking foods off when answering the door or telephone and when you have to go to another room for a time.

\* When simmering, boiling, baking or roasting food, check it regularly. Don't leave the house. Set a timer.

Smoke alarms can be life savers ... if they are working.

\* Install one outside of each sleeping area. If you can, connect all alarms so they will go off at the same time. Test smoke alarms once a month and replace them every 10 years.

\* Design a fire escape plan that has at least two ways out of every room. Practice the plan with your family.

\* When the smoke alarm sounds, get out of the house and stay out.

The heat is on!

\* Use a fireplace screen to keep sparks inside. Have the chimney cleaned and the central heating system inspected.

\* Turn portable space heaters off when you will go to bed or spend time in another room. Be sure there are no curtains, paper, furniture or other combustibles within three feet of the heater.



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# Unscramble Words!!!

## Win A \$50 Gift Certificate

From the following letters, unscramble the word. The OABR Member whose name will be drawn for all correct guesses will win a \$50 Gift Certificate to the OABR Print Shop. Fax your answers to Donna at the OABR, 493-7189 or mail to 11830 Nicholas St, Omaha, NE 68154. All correct guesses must be submitted to the OABR Office no later than October 15, 2009. Winner and answers will be in November 2009 Focus. Good luck!!!!

1. MEDETER \_\_\_\_\_

2. AOLOPL \_\_\_\_\_

3. HSPOSTHIEA \_\_\_\_\_

4. IRMIAEPTTH \_\_\_\_\_

5. SPPEEROHEN \_\_\_\_\_

6. EEBH \_\_\_\_\_

7. ASER \_\_\_\_\_

8. NTAEHA \_\_\_\_\_

9. RHAE \_\_\_\_\_

10. SHEAD \_\_\_\_\_

11. SPOEUMRH \_\_\_\_\_

12. ALAST \_\_\_\_\_

13. RAHETDPOI \_\_\_\_\_

14. THSEAI \_\_\_\_\_

15. TMEASIR \_\_\_\_\_

16. SREO \_\_\_\_\_

17. SUZE \_\_\_\_\_

18. POOINDES \_\_\_\_\_

19. RUASNU \_\_\_\_\_

20. SDNISUOY \_\_\_\_\_

THEME \_\_\_\_\_

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## Mystery Masquerade

**When: Monday, October 26th, 2009**

**Where: Tiburon Golf Course Clubhouse**

**Business Fair open 4pm-9pm**

**Tickets: \$20 each (will be available at the October WCR luncheon)**

**Grand Prize \$500**

**Best Costume & Best Decorated Booth cash prizes,  
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**OMAHA CHAPTER**  
Omaha Nebraska



# A Hot Commodity Now: Rental Properties

Demand for rental homes and apartments is soaring all over the country and our area is no exception.

We are not happy that some homes and condos are in foreclosure, but there is one way we can help. We can put ourselves in a position to offer people a decent place to live while they rebuild their lives.

At the same time, there is a significant financial advantage to ourselves.

Owning a four-unit apartment building is always a matter of making profit now while the value of the property increases over the years. The same is true with larger buildings and even with duplexes and single-family homes.

With the great deals available on these properties, their value in future years will be far greater than one could normally expect. If you are looking to boost your net worth in the next five years, 10 years, or at retirement, this could be a great invest-

Some factors to consider when looking at rental properties:

\* **Location:** If the property is in a nice area, it will be easier to rent. The same is true if it is close to amenities such as a park, a good school, medical facilities or shopping opportunities.

\* **Maintenance:** Consider the building's exterior. A brick building or one with good plastic siding won't have to be painted.

\* **Below-market rents:** If the units are now renting for less than general market prices, you can raise them. Higher rents also mean that the property is worth greater because rental property values are based on income.

\* **Less than 20 or 25 years old:** It's mechanical system is less likely to have building code violations and have fewer expensive maintenance issues.

\* **A building that is owned or managed by someone out of state:** These buildings are often the best deals because the sellers are interested in a quick sale.

\* **The neighborhood is stable or improving.** It doesn't have to be in the best neighborhood, but it should be in one that is not declining because of a great many foreclosures or other problems.



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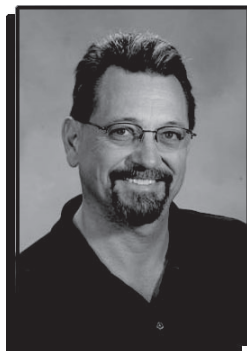
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## Halloween

When witches go riding  
And black cats are seen,  
The moon laughs and whispers,  
It's near Halloween!

— Author unknown

There are nights when the  
wolves are silent and  
only the moon howls.

— George Carlin

## MOBAcalendar

OCTOBER  
2009FALL  
of  
Parade  
HOMESOct. 25th - Nov. 1st  
Tour the newest homes  
in the metro area!Event Sponsored by  
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Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1	2	3 Check Out our all new website <a href="http://www.moba.com!">www.moba.com!</a>
4	5	6 9:30 am Executive Board at MOBA	7 5:30 pm Women's Council Board at MOBA	8	9	10
11	12 11:00 am Membership Committee Meeting at MOBA  Columbus Day Observed	13 10:00 am Board of Directors at MOBA	14	15 6:00 / 7:00 pm Dinner Meeting at Champions Run Builder Appreciation Night	16	17
18	19	20 11:00 am Sales & Marketing Council at MOBA  12:00 pm Associates Council at MOBA	21 8 am - 3 pm NAHB Fall Construction Webcast at MOBA  11:30 am Women's Council Luncheon at Oak Hills	22 11:30 am Remodelers Council at Harman Appliance	23	24
25 BEGINS FALL of Parade HOMES Saturday & Sunday Noon - 6:00 pm Weekdays 4:00 - 7:00 pm	26	27 	28	29	30	31 Halloween

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## Solving Small Problems Can Kick-Start Change, Bring Important Progress

Devoting even a small amount of effort on a problem can bring big results over time, especially if it's a continuing problem, something you dread to tackle and procrastinate on beginning to solve.

The road to continuous improvement begins with a single step. In his book, *One Small Step Can Change Your Life*, Dr. Robert Maurer of UCLA's School of Medicine recommends focusing on a small problem before it has out-sized consequences later.

Maurer bases his one-small-step recommendations on Kaisen, developed from Chinese wisdom written thousands of years ago. It is a gentle but potent way to bring change. He recommends: Think small thoughts, take small actions, solve small problems.

Maurer says, for example, the way to lose weight is not with a crash diet but by eating a little less at every meal. Life-changing exercise can begin by

just standing on a treadmill for one minute a day. Changing from a chair that makes your back ache can prevent future back trouble.

Here's how to work on small problems:

Step 1: Each day, identify one mistake you have made without becoming angry at yourself. This will help you notice what is available for improvement.

Step 2: Ask yourself whether the mistake might reflect a larger problem. For example, if you misplaced your keys, is it an indication that you are over-committed, trying to multitask or are too distracted?

Step 3: If so ask yourself what small step you can take to correct it.

Visualize a change you want and give yourself small rewards for steps toward achieving it.

## Get Free Marketing And Free Information on Twitter

Software companies are providing a multitude of tools that simplify tasks on Twitter. Many are free.

Some software lets you automatically search for Twitter posts and tweets that mention your company. Others let you organize the tweets you follow.

Twitter says it will soon offer new features for commercial users, such as a directory of business users.

For many small companies, keeping track of who's tweeting about them is a chore. You can search for your company name or other keyword, but to get an accurate picture of what is being said, you have to do it regularly. If you don't, the tweets pile up and you could miss important information.

If a negative comment is made about your business, it could be something you can address or fix. Or it could be a misconception you could correct.

TweetBeep from Inblosam LLC will send you an hourly email alert listing tweets about your company. It will also maintain a log of who's tweeting you.

One of the most popular activities is passing along links to articles. People often add their own comments. A new service from bit.ly counts the clicks on those links.

• • •

Good manners will often take people where neither money nor education will take them.

— Fanny Jackson Coppin

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# CONTINUING EDUCATION

Date	Title	Course #	Credit Hours	Time
<b>Nebraska Realtors Association (800) 777-5231 <a href="http://www.nebraskarealestateeducation.com">www.nebraskarealestateeducation.com</a></b>				
Randall School of Real Estate: Call (402) 333-3004 <a href="http://www.info@randallschool.com">www.info@randallschool.com</a>				
Oct 14	Power Open Houses	0672	3	8:30 a.m. - 11:45 a.m.
Oct 14	Trust Accounts	0319R	3	1:00 p.m. - 4:15 p.m.
Oct 20	Lead, Asbestos, Mold: Get the Facts	C2640R	3	8:30 a.m. - 11:45 a.m.
Oct 20	Wood Destroying Insects	0048	3	1:00 p.m. - 4:15 p.m.
Oct 21	New Construction Sales	0601	3	8:30 a.m. - 11:45 a.m.
Oct 21	How to Sell a Small Business	0394	3	1:00 p.m. - 4:15 p.m.
Oct 28	Agency in Nebraska	0366R	3	8:30 a.m. - 11:45 a.m.
Oct 28	Mortgages and the Foreclosure Process	0621	3	1:00 p.m. - 4:15 p.m.
Oct 29	Home Inspection Option: Benefit to Buyers and Sellers	0280	3	8:30 a.m. - 11:45 a.m.
Oct 29	Power Open Houses	0672	3	1:00 p.m. - 4:15 p.m.
Nov 3	Lead, Asbestos, Mold: Get the Facts	C2640R	3	8:30 a.m. - 11:45 a.m.
Nov 3	New Construction Sales	0601	3	1:00 p.m. - 4:15 p.m.
Nov 11	Understanding New Construction	C0120	3	8:30 a.m. - 11:45 a.m.
Nov 11	Mortgages & the Foreclosure Process	0621	3	1:00 p.m. - 4:15 p.m.
Nov 12	Property Acquisition & the Need for Environmental Site Assessments	C2213R	3	8:30 a.m. - 11:45 a.m.
Nov 12	Qualifying the Buyer	0039	3	1:00 p.m. - 4:15 p.m.
Nov 17	Radon & Real Estate	C0023R	3	8:30 a.m. - 11:45 a.m.
Nov 17	Trust Accounts	0319R	3	1:00 p.m. - 4:15 p.m.
Nov 18	Do's & Don'ts of Anti-Trust & RESPA	0616	3	8:30 a.m. - 11:45 a.m.
Nov 18	Valuing Small Businesses	C0216	3	1:00 p.m. - 4:15 p.m.
Nov 23	Mortgages & the Foreclosure Process	0621	3	8:30 a.m. - 11:45 a.m.
Nov 23	Residential Landlord/Tenant Act	0068R	3	1:00 p.m. - 4:15 p.m.
Nov 24	Power Open Houses	0672	3	8:30 a.m. - 11:45 a.m.
Nov 24	Managing Single Family Residences for the Investor	0665	3	1:00 p.m. - 4:15 p.m.
<b>Correspondence Courses</b>				
	Agency in Nebraska	0366TR	3	
	Diversity and Doing Business	0415T	3	
	Environmental Issues in Your Real Estate Practice	0425TR	3	
	Ethics & Real Estate	0497TR	3	
	Fair Housing	0282TR	3	
	Introduction to Commercial Real Estate Sales	0481T	3	
	Leasing & Managing Apartments	0069T	3	
	Property Management and Managing Risk	0029T	3	
	Questions & Answers: A License Law & Agency Overview	0604TR	3	
	Real Estate Finance Today	0337T	3	
	Red Flags - Property Inspection Guide	0280T	3	
	Risk Management	0349TR	3	
	Write It Right! Listing and Purchase Agreements	0411T	3	
<b>R. F. Morrissey &amp; Associates: Call 933-9033.</b>				
Call for school catalog. All classes subject to a minimum of eight and maximum of 25 students.				
Oct 29	Nebraska Report Writing Update	C2902	7	8:00 a.m. - 4:00 p.m.
Oct 30	National USPAP Update	C2901	7	8:00 a.m. - 4:00 p.m.
<b>Metropolitan Community College: Call 457-5231</b>				
<b>REEsults Coaching™ Mark T. Wehner: Call 676-0101 <a href="mailto:mark.wehner@reesultscoaching.com">mark.wehner@reesultscoaching.com</a></b>				
<b><a href="http://www.REEsultsCoaching.com/ce">www.REEsultsCoaching.com/ce</a></b>				
Online Courses Available				
<b>University of Nebraska at Omaha: Call 554-2800 for next semester's schedules.</b>				
<b>Academy of Commercial Real Estate: Call Steve Cary 548-1874</b>				
<b>Larabee School of Real Estate: Please Call 402-436-3308 or 800-755-1108 for more information</b>				
Online	Code of Ethics	0497R		Internet
Online	Environmental Hazards	0314R		Internet
Online	Fair Housing	0282R		Internet
Online	Life and Annuity Concepts	PL6047		Internet
Online	Life and Health Basics Training Package	PL6051		Internet
Online	Pricing and Financing Property	0187		Internet
Online	Property Casualty Basics License Training Package	PL6050		Internet
Online	Real Estate Finance	0042		Internet



## Upcoming Events

### October 2009

- 6, 7, 8 OABR Orientation 8:30am-4:30pm
- 12 Holiday, OABR Office Closed
- 15 KIP Microsoft Systems – Using it as a Whole 1:00am-11:30am

### November 2009

- 3, 4, 5 OABR Orientation 8:30am-4:30pm
- 4 Affiliate Bowling/Toys for Tots
- 11 Holiday, OABR Office Closed
- 11-16 NAR Annual Meetings in San Diego, CA
- 19 Pat O'Malley on Taxes 10:00am-11:30am
- 26-27 Holiday, OABR Office Closed

*Mark your  
calendar for  
January 23, 2010 for  
another fun-filled  
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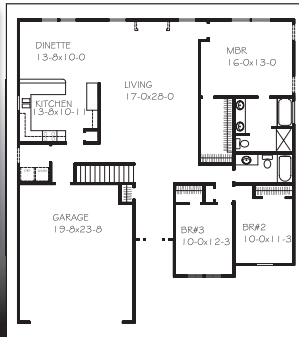
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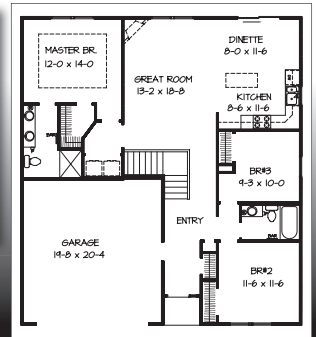
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*Model Hours: Mon - Thur 1 - 6 , Fri - Sun Noon - 5 pm*

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# NEW MEMBERS, CORRECTIONS & CHANGES!

## NEW MEMBERS

Andreasen, James – 100729/Premier One Real Estate  
 Bellini, Matthew – 779/NP Dodge IV LLC  
 Childers, Stacey – 4300/Prudential Ambassador Real Estate  
 Cooper, Thomas – 100729/Premier One Real Estate LLC  
 DiCarlo, Elisa – 4300/Prudential Ambassador Real Estate  
 Draucker, Jason – 4300/Prudential Ambassador Real Estate  
 Frans, Gerald – 5000/Celebrity Homes Inc  
 Illian, Casey – 4300/Prudential Ambassador Real Estate  
 Lorenzen, Carl – 100786/Don Peterson & Associates  
 McVeigh, Matthew – 100836/Gold Coast Real Estate Inc  
 Mollak, Lindsay – 100268/Maloy Real Estate  
 Vogt, Adam – 710/CBSHOME Real Estate  
 Stevens, Robert – 8170/Landmark Group

## NEW AFFILIATE MEMBERS

Olson, Shon – 9010/AmeriSpec Home Inspection Serv

## NEW MEMBER CANDIDATES

Butler, William – 5300/CENTURY 21 Century Real Estate  
 Christenson, Charles – 770/NP Dodge I LLC  
 Cook, Count – 4300/Prudential Ambassador Real Estate  
 Headley, Charles – 6400/Hurt Property Management  
 Hegarty, Erin – 530/CENTURY 21 Century Real Estate  
 Kempenar, Jason – 21/CBSHOME Real Estate  
 Krueger, Jayme – 100374/CBSHOME Real Estate  
 Lasiter, Janice – 7900/DEEB Realty  
 Livingston-Hubbell, Lori – 711/CBSHOME Real Estate  
 Ring, Lyle – 711/CBSHOME Real Estate  
 Rooks, Michael – 100752/Keller Williams Greater Omaha  
 Sawyer, Jessica – 7900/DEEB Realty  
 Swanson, Shawn – 21/CBSHOME Real Estate  
 Wilder, Robin – 7900/DEEB Realty  
 Wolf, Frederique – 777/NP Dodge I LLC

## NEW AFFILIATE CANDIDATES

Dinslage, Barb – 100845/Servpro of Southwest Omaha  
 Fahey, Brian – 100233/Missouri River Title

## MEMBER TRANSFERS

Allen, Gloria From 5110/Real Estate Associates Inc To 3670/RE/MAX The Producers  
 Andersen, Matthew From 4300/Prudential Ambassador Real Estate To 4303/Prudential Ambassador Real Estate

Anderson, Janet From 5000/Celebrity Homes Inc To 23/CBSHOME Real Estate  
 Bayliss, Lisa From 770/NP Dodge V LLC To 5110/Real Estate Associates Inc  
 Begley, Richard From 711/CBSHOME Real Estate To 20/CBSHOME Real Estate  
 Benes, Troy From 4300/Prudential Ambassador Real Estate To 4301/Prudential Ambassador Real Estate  
 Combs, Dale From 770/NP Dodge V LLC To 771/NP Dodge III LLC  
 Correll, Robin From 100374/CBSHOME Real Estate To 6620/P J Morgan Real Estate  
 Cunningham, Robert From 7900/DEEB Realty To 100840/Buyers Choice Real Estate Co  
 Delgado, Abelardo From 5110/Real Estate Associates Inc To 3670/RE/MAX The Producers  
 Dickey, Jennifer From 4300/Prudential Ambassador Real Estate To 4301/Prudential Ambassador Real Estate  
 Downing, Sandi From 770/NP Dodge V LLC To 779/NP Dodge IV LLC  
 Estes, Patricia From 7900/DEEB Realty To 5110/Real Estate Associates Inc  
 Gerdes, Ryan From 100288/Realty Center To 7900/DEEB Realty  
 Hageman, Laura From 4300/Prudential Ambassador Real Estate To 4301/Prudential Ambassador Real Estate  
 Hartford, Victor From 9037/Don Peterson & Associates R E To 802/NP Dodge X LLC  
 Hatfield, Kelly From 24/CBSHOME Real Estate To 21/CBSHOME Real Estate  
 Haynes, Matt From 21/CBSHOME Real Estate To 4300/Prudential Ambassador Real Estate  
 Kinder, Ann From 24/CBSHOME Real Estate To 4300/Prudential Ambassador Real Estate  
 McCune, Stacey From 21/CBSHOME Real Estate To 5000/Celebrity Homes Inc  
 Mumgaard, Kathleen From 24/CBSHOME Real Estate To 4300/Prudential Ambassador Real Estate  
 Novak, Mary From 711/CBSHOME Real Estate To 23/CBSHOME Real Estate  
 O'Shea, Mark From 4300/Prudential Ambassador Real Estate To 4301/Prudential Ambassador Real Estate  
 Rummel, Deanna From 20/CBSHOME Real Estate To 803/NP Dodge VI LLC  
 Ruwe, Michelle From 4300/Prudential Ambassador Real Estate To 4301/Prudential Ambassador Real Estate  
 Schlegelmilch, Douglas From 4300/Prudential Ambassador Real Estate To 5110/Real Estate Associates Inc  
 Smith, Paul From 773/CBSHOME Real Estate To 24/CBSHOME Real Estate  
 Stone, Daysha From 779/NP Dodge IV LLC To 770/NP Dodge V LLC

Thomas, Brian From 4300/Prudential Ambassador Real Estate To 4301/Prudential Ambassador Real Estate  
 Triplett, David From 4300/Prudential Ambassador Real Estate To 4301/Prudential Ambassador Real Estate  
 Whitney, Justin From 777/NP Dodge I LLC To 803/NP Dodge VI LLC  
 Worner, Garrett From 4300/Prudential Ambassador Real Estate To 4301/Prudential Ambassador Real Estate

## MEMBER REINSTATES

Furley, Jennifer – 5110/Real Estate Associates Inc  
 Haws, Dorothy – 100752/Keller Williams Greater Omaha  
 Jacobsen, Stephanie – 100501/Garrison Partners  
 Meyer Jr, John – 23/CBSHOME Real Estate  
 Runnels, Susan – 4300/Prudential Ambassador Real Estate  
 Slatten, Michael – 5110/Real Estate Associates Inc

## NEW BRANCH OFFICE

#100843/Don Peterson & Associates R E –  
 225 N Broadway PO Box 611 –  
 Hartington, NE, 68739  
 BSG/Secondary MLS Phone: 254-9700  
 Fax: 254-9701  
 Manager: Deborah Addison  
 #4303/Prudential Ambassador Real Estate –  
 303 N D St, Fremont, NE, 68025  
 OABR/MLS Phone: 721-3555  
 Fax: 1-877-552-3444  
 Manager: Brian Thomas

## COMPANY ADDRESS AND PHONE NUMBER UPDATES

(If your firm address and/or telephone number changes, fax the information to 493-7189 to ensure our records are accurate)  
 #100691/Compass Real Estate Services –  
 2805 S 36th St, Omaha, NE, 68105  
 #3070/NP Dodge Land Development Inc –  
 13917 Gold Cir, Omaha, NE, 68144  
 Fax: 938-5081  
 #6690/First Commercial Realty – 10730 Pacific St #245, Omaha, NE, 68114  
 #100233/Missouri River Title - Phone: 333-1025  
 Fax: 333-1873  
 #100422/United Mgt & Valuation – 20 S 41st St #114, Council Bluffs, IA, 51501

## COMPANY NAME CHANGE

#4320/Giordano Appraisal Service –  
 (Formerly Giordano Realty Company)

## CHANGE OF DESIGNATED REALTOR

#4320/Giordano Appraisal Service – Jeanne Giordano-Smith (Formerly John Giordano)



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# CALENDAR OF EVENTS FOR OCTOBER 2009

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				<b>1</b> <b>WCR Executive Comm.</b> 8:30-10:00 am at OABR <b>Ed Comm.</b> 10:15-11:15 am at OABR	<b>2</b> <b>Toastmasters</b> 7:15-8:30 am at OABR	<b>3</b>
<b>4</b>	<b>5</b>	<b>6</b> <b>Affiliates</b> 9:00 am-1:30 pm at OABR <b>New Member Orientation</b> 8:30 am-4:00 pm at OABR	<b>7</b> <b>New Member Orientation</b> 8:30 am-4:00 pm at OABR	<b>8</b> <b>New Member Orientation</b> 8:30 am-12:00 pm at OABR	<b>9</b> <b>Toastmasters</b> 7:15-8:30 am at OABR	<b>10</b>
<b>11</b>	<b>12</b> <b>COLUMBUS DAY</b> Office Closed	<b>13</b> <b>Equal Opportunity</b> 11:00 am-12:00 pm at OABR	<b>14</b> <b>Member Services</b> 10:00-11:00 am at OABR	<b>15</b> <b>KIP Seminar</b> 1:00-2:30 pm at OABR	<b>16</b> <b>Toastmasters</b> 7:15-8:30 am at OABR	<b>17</b>
<b>18</b>	<b>19</b> <b>OABR Executive Comm.</b> 9:00-10:00 am at OABR	<b>20</b> <b>MLS Executive Comm.</b> 10:15-11:15 am at OABR	<b>21</b>	<b>22</b>	<b>23</b> <b>Toastmasters</b> 7:15-8:30 am at OABR	<b>24</b>
<b>25</b>	<b>26</b>	<b>27</b> <b>IREM</b> 8:30-10:00 am at OABR <b>MLS Directors</b> 10:15-11:15 am at OABR	<b>28</b> <b>OABR Directors</b> 9:00-10:00 am at OABR	<b>29</b>	<b>30</b> <b>Toastmasters</b> 7:15-8:30 am at OABR	<b>31</b>