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OMAHA AREA  
BOARD OF REALTORS®  
(402) 493-2995  
WWW.OABR.COM

11830 NICHOLAS STREET  
OMAHA, NEBRASKA 68154

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## A HUGE SHOCKINGLY SPICY SUCCESS!

The Member Services Forum held their 13th Annual Chili Cook-Off at the OABR on February 16, 2010. 200+ OABR members attended to taste the large variety of chilies. Chili, cheese, crackers and other fixings were available to add to your chili. Plus, local celebrity judges awarded the best three chilies.



**OFFICERS OF THE OABR**

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 Chief Executive Officer - James M. Patton

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 Forms - Tom Sternberg  
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Editor: Jim Patton  
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Office Hours:  
 Mon., Tues., Thur., Fri. 8am- 4:45pm  
 Wednesday 9am- 4:45pm



# PERSONALS

## THE NEWS

**HAPPY BIRTHDAY WISHES** to OABR Print Shop Manager Jim Holmes who will celebrate his birthday in March.

**CONDOLENCES** to the family of Leslie "Les" Tyrrell, former Executive Director of the Nebraska Real Estate Commission.

### SEND US YOUR NEWS!

Fax (402) 493-7189, Email [dshipley@oabr.com](mailto: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 March 18-19, 2010  
 at the Staybridge Room at the Staybridge Suites located in Lincoln, Nebraska.

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# NEW MEMBER ORIENTATION (COFFEE BREAK SPONSORS)

## Thanks to the February 2010 Sponsors

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Ruth Smith – Norm's Door Service  
Jody Smythe – Wells Fargo Home Mortgage  
Alan Stoltenberg – SAC Federal Credit Union  
Scott Moore – Rels Title

## Thanks to the March 2010 Sponsors

Ruth Smith – Norm's Door Service  
Tori Ross – Ross Designs LLC  
Cherie Casey – The Home Buyers Protection Co  
Sara Kelley – TierOne Bank  
Jim Murphy – Bank of the West  
Brenda Stuart – ServiceOne Inc

The upcoming New Member Orientation is scheduled for Tuesday, April 6, 2010 from 8:30 a.m. to 4:00 p.m., Wednesday, April 7, 2010 from 8:30 a.m. to 4:00 p.m. and Thursday, April 8, 2010 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 Omaha Area Board of REALTORS®.

# ORIENTATION

# Q&A

## ASK THE HOME INSPECTOR!

By Patrick Casey, President  
The Home Buyers Protection Company

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The following article is the second in a series 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:** What is street creep? We are getting cracks in our garage foundation walls, and my neighbor told us they might be caused by street creep.

**Answer:** Street creep is an occurrence where the street in front of your house moves toward your house. The movement can be significant over time, and it can cause serious foundation problems with your home under certain conditions. The movement of the street is unpredictable, and it usually occurs over several years. It is more common with homes located:

- at "T" intersections
- at the end of cul-de-sacs

- at the bottom of a hill
- on curved streets

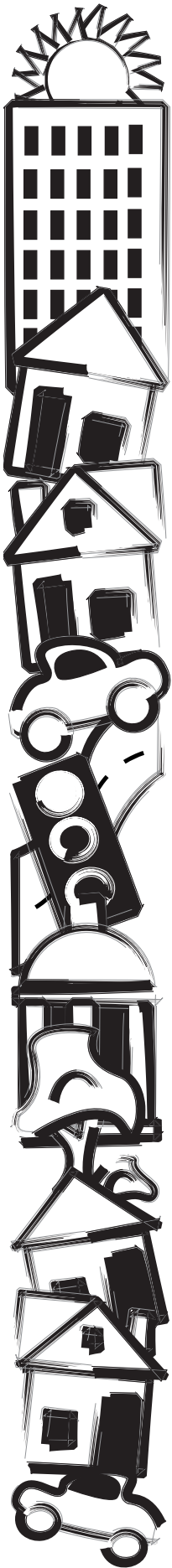
When streets shift (street creep), they can cause your driveway and garage floor to shift. This can cause the foundation walls to crack. Expansion joints, which are gaps that are installed between the sections of the driveway, should isolate the garage floor and prevent it from moving; but they are frequently improperly installed or they are inadequate. Repairing these expansion joints is usually a relatively inexpensive repair.

A printable version of this article with diagrams is available on our website at [www.hbponline.com](http://www.hbponline.com).



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# AFFILIATE ADVOCATE

**Submitted By: Tori Ross**  
**Ross Designs, LLC**



# Staging Works!

Here is one of my favorite messages to receive from a client:

*"Just wanted to let you know we sold our house. For more than we listed it for! I believe it's because of how it was staged. So thank you! You are very good at what you do. I will keep your name in case I need your help in the future. I will also be sure to spread the word!"*

This exciting news came in January. The seller had three offers with their first three showings. Happily, February brought announcements that several of my other client's Staged homes sold in market times as short as one day, a few days, or a week.

Studies have continually demonstrated that Home Staging can help a house sell faster than non-staged homes, though I am hesitant to suggest Staging will likely result in a home selling for more than its asking price. As evidenced by the seller quote above, Staging can have that effect on occasion. **And really, reducing market time saves the sellers and the listing agent money, right?** *So why isn't every agent using a reputable Home Stager?*

I believe there are a few misconceptions about Home Staging. Staging is **not:**

- Trickery designed to fool buyers into thinking they are getting

some fabulous deal when really they are buying a lemon of a house.

- *Purposely setting up furniture to disguise problems in a house when furniture wouldn't usually be in that location.*
- Intended to manipulate a buyer into believing something false about a property.
- Requiring sellers to spend lots of money on new furniture or home upgrades. **Staging is NOT essentially asking sellers to remodel their house in order to sell it.**

## Home Staging IS:

- All about marketing and maximizing a home's appeal.
- *Designed to positively increase the online presence of a home.*

Continued on Page 5



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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.**

Vice-President – Regi Powell – Farmers Insurance/  
Powell Insurance

Lori Bonnstetter – AmeriSpec Home Inspection Serv

Cherie Casey – The Home Buyers Protection Co

Janet Dragon – Heartland Reva Team

Debbie Kalina – Radon Protection Tech LLC

PK Kopun – Metro 1st Mortgage

Joshua Livingston – American Title Inc

John Ponec – Security National Bank

Tori Ross – Ross Designs LLC

Jody Smythe – Wells Fargo Home Mortgage

Alan Stoltenberg – SAC Federal Credit Union

Matt Thiel – DRI Title & Escrow

Wendy Walker – Omaha Title & Escrow Inc

Daryl Wilken – National Property Inspections

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 4

- Creating individual strategies for each home/room to look it's best with regard to furniture arrangements and color.

- **Most often utilizing no-cost solutions.**

- Occasionally employing low-cost solutions such as painting an area, acquiring one or two inexpensive art pieces, or purchasing new towels for a bathroom.

Additionally, Staging is most effective when completed **BEFORE** going on the market. **It is very important, in order to maximize \$\$ and time investments, that the seller/Stager gets everything completed before the first pictures hit the MLS.** You know the saying, you never get a second chance to make a first impression? That is absolutely true when selling real estate.

Home Staging services are recommended for Owner Occupied and Vacant homes, both new construction and existing. With an Owner Occupied home, Staging strategies involve pre-packing specific décor items, re-arranging furnishings and artwork, and once in awhile more significant tasks

Continued on Page 6

## First State Bank Your Mortgage Resource



Dennis Ritter

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11902 Pierce Plaza  
Omaha, NE 68144



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Continued from Page 5

such as replacing light fixtures or flooring in an area or two.

Vacant Home Staging strategies involves short term rental of furniture and accessories for key areas. Empty rooms feel smaller than appropriately furnished rooms. The more time a buyer spends in a home for sale, the more likely they are to make an offer, so it makes sense to give buyers a comfortable place to sit, like a sofa set. Most people are surprised to learn that short term rental rates are lower than they expected and rental rates are always less than a price reduction or an extra mortgage payment.

Other important considerations when selecting a Home Stager:

- Experience and track record.
- Ability to work well with different seller personality types.
- Liability insurance on the Stager AND rented furnishings (if renting).
- Someone who is in tune with the real estate market/has regular involvement with agents.

- Scheduling flexibility (available to work days, nights and weekends).

Ross Designs incorporated in 2004. Tori Ross is proud to work with 150-200 home owners per year. Tori also volunteers as the marketing chairperson for OABR (Omaha Area Board of REALTORS®) AFFILIATES and is a WCR (Women's Council of REALTORS®) Affiliate member.

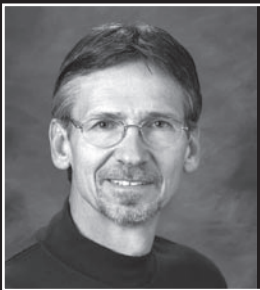
Call anytime to request literature, designed to share Home Staging with your sellers – OR – to learn about my popular "Home Buyer's Gift Certificate Program"



Phone: 402.490.3244

Email: torilynnross@ross-designs.com

Website: www.ross-designs.com for photos and pricing



**Steve Vacha**  
President



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Fax (402) 453-0680

Cell (402) 660-9988

steve@hsinspections.com

www.HomeInspectorOmaha.com

## Closing is Essential!

Clear, concise home inspections are critical

### Home Standards emphasizes:

- **Positive attributes** about a home.
- Inspection findings are conveyed in a neutral, **non threatening manner.**
- Concerns discussed in **perspective** to the attributes and age of home.
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SPRING PARK CLEAN UP  
LOCATION(S)—TBD***





# February Unscramble Words!!!

## Myrna Brown from NP Dodge Company

### 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. AARSEITM <u>MASERATI</u>           | 11. ZIKSUU <u>SUZUKI</u>                     |
| 2. ETYEL <u>BENTLEY</u>               | 12. ULTNREA <u>RENAULT</u>                   |
| 3. CIOLNNL <u>LINCOLN</u>             | 13. ROSLL YCROE <u>ROLLS ROYCE</u>           |
| 4. DLNA EVRRO <u>LAND ROVER</u>       | 14. UJAAGR <u>JAGUAR</u>                     |
| 5. PTGEOUE <u>PEUGEOT</u>             | 15. RBOHIMAGLIN <u>LAMBORGHINI</u>           |
| 6. EDRMEESC BNZE <u>MERCEDES BENZ</u> | 16. NGOLKEAWSV <u>VOLKSWAGEN</u>             |
| 7. ADTAIHUS <u>DAIHATSU</u>           | 17. KURTEC <u>TUCKER</u>                     |
| 8. VLETROEHC <u>CHEVROLET</u>         | 18. FIINNITI <u>INFINITI</u>                 |
| 9. CRAUA <u>ACURA</u>                 | 19. ESDNGRBEUE <u>DUESENBERG</u>             |
| 10. EADRTBSKUE <u>STUDEBAKER</u>      | 20. RMAEDIL SCRELYHR <u>DAIMLER CHRYSLER</u> |

THEME TYPES OF CARS



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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 March 15, 2010. Winner and answers will be in April 2010 Focus. Good luck!!!!

1. CEVORVNUA \_\_\_\_\_
2. CNILGRU \_\_\_\_\_
3. KIS MGNIJPU \_\_\_\_\_
4. CEI YECKOH \_\_\_\_\_
5. IEUDTN RABA \_\_\_\_\_
6. TILOAHBN \_\_\_\_\_
7. RTSOH KRTAC \_\_\_\_\_
8. NTNSLTCEIHEIE \_\_\_\_\_
9. ENHAPIL NISIKG \_\_\_\_\_
10. LGEU \_\_\_\_\_
11. AESMERTI \_\_\_\_\_
12. RFEIGU NATKGS \_\_\_\_\_
13. SDEBOLB \_\_\_\_\_
14. AODONRSBW \_\_\_\_\_
15. TKHSKAAZNA \_\_\_\_\_
16. EOEKLNTS NCIAGR \_\_\_\_\_
17. EESPD AGTISNK \_\_\_\_\_
18. RSSOC YTURCON INSKIG \_\_\_\_\_
19. TNRENOMEGO \_\_\_\_\_
20. RLIGCNU \_\_\_\_\_

THEME \_\_\_\_\_

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**STRATFORD PARK**

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168th & Park  
Homes Ranging from \$200-\$300's  
Pool, Park



Bellbrook  
192nd & Harrison  
Homes Ranging from \$225-\$700's  
Pool, Clubhouse, Fitness Center, Park,  
Playground, Trail



Lincoln Place  
212th & Hwy. 6 - Gretna  
Homes Ranging from \$100-\$300's  
Park, Playground, Trail

**STANDING STONE**

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## Complimentary Lunch for AFFILIATE Members

**Tuesday, March 23, 2010**

**11:30 am to 12:30 pm**

**OABR Office • 11830 Nicholas St.**

Learn what's new with our council and  
enjoy a brief PowerPoint presentation

Network

Are you looking for ways to grow your business and support our industry?  
Join us for a fun and informative lunch.

Space is limited so RSVP for a reservation to  
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Have you checked out our enhanced website?  
[www.oabracaffiliates.com](http://www.oabracaffiliates.com)

AFFILIATES a council of the Omaha Area Board of REALTORS®  
Proudly supporting those that support our industry



# OABR Members Support Food Bank for the Heartland

By Debbie Kalina, Radon Protection Technologies, LLC

This year, once again, OABR members came together to help feed hungry people in the Heartland. 19 offices of REALTORS® and Affiliates donated more than 2600 pounds of food for the Food Bank for the Heartland (formerly the Omaha Food Bank).

The Food Bank for the Heartland is a nonprofit organization that was started in 1981 in a 9,000 square-foot warehouse. Today, utilizing a 38,000 square-foot warehouse, The Food Bank distributes between 6 and 7 million pounds of food annually. Food and other items distributed through the Food Bank for the Heartland touched more than 300,000 lives this past year. Individuals, organizations (such as the OABR) and companies help The Food Bank by donating time, money and food.

The Food Bank for the Heartland works with over 360 organizations in eastern Nebraska and western Iowa to combat the issues of hunger. Food is distributed to people in need in 77 Nebraska counties, and 16 Iowa counties through partner agencies such as the American Red Cross and the Salvation Army.

OABR member offices had the opportunity to participate in the 2010 OABR Affiliate Council Canned Food Drive and fill barrels with food. The Food Bank for the Heartland provided collection barrels to participating offices between January 26th and February 12th. The top contributing offices were recognized on February 16th at the OABR Member Services Annual Chili Cook-off, held at the OABR office.

In an effort to level the playing field between smaller offices, and mega offices, awards were given to the offices that contributed the most food, per capita.



Doug Steinkruger's NP Dodge IX LLC, Oak St office took home top honors, with a total of 715 pounds of food donated by the 20 person office, which represented a phenomenal 35+ pounds per person. Way to go NP Dodge IX, LLC!

Gary Stoneberg's RE/MAX Advantage office came in 2nd, with a total of 143 pounds of food donated by his 9 person office. This represented

Continued on Page 13

## WCR PROGRAM LUNCHEON

### How to Find Buyers with Social Media

5 Tips to Create, Optimize and Promote your Content  
With Frank Klesitz Vyrat Marketing. [www.getvyrat.com](http://www.getvyrat.com)

Frank Klesitz is the President of Vyrat Marketing. Frank and his long time friend John McMillan created Vyrat Marketing to teach service professionals how to create better relationships with their contacts using social media, blogging, email marketing, and internet video to earn more referrals using technology. As a time-saving service, they write your blog posts, send your email, film/edit your video, update your social accounts (Facebook, Linked In, Twitter), and coach you how to succeed. Their goal is to lead their clients to new levels of professional success!

Please join us to hear Frank Klesitz discuss  
"How to Find Buyers with Social Media."

**March 11, 2010**

**11:45 a.m.**

**(Doors open at 11:15 a.m. for networking)**

**Georgetown Club**

**2440 S. 141st Circle**

**Lunch - \$13.00 (advance payment on Paypal)**

**\$14.00 (pay at the door)**

**See You There!**



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Free Delivery in Metro Area

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nearly 16 pounds donated per capita. Thanks for your great effort again this year!

Brenna Moray (previously of Moray & Associates), last year's big winner, recently moved to CBSHOME Real Estate, Davenport (Trudy Meyer, Manager). She carried her passion for the food drive with her to her new office, and was able to rally her new office mates to gather a total of 933 pounds of food! Way to go Brenna, Trudy, and everyone else at CBSHOME Real Estate, Davenport!!!



Many thanks to all the offices that participated, including:

NP Dodge IX LLC, Oak  
RE/MAX Advantage  
CBSHOME Real Estate, Davenport  
NP Dodge V LLC, W Dodge  
OABR  
CBSHOME Real Estate, Giles  
CENTURY 21 Hansen Realty, Bellevue  
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Prudential Ambassador Real Estate  
CBSHOME Real Estate, Maple St  
NP Dodge IV LLC, Papillion  
CBSHOME Real Estate, Pacific  
DEEB Realty  
Alliance Real Estate LLC

Thank you to everyone that participated in this worthwhile event!!!

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Office: 451-1888

Fax: 457-5072



# Supra Key Choices & Cost



ActiveKey



eKey



Key Fob

**ActiveKey** – *Billed Annually Only* – w/Ins. \$177.80 (Compared to eKey \$14.82/mo.) – wireless update via the ActiveKey (White w/Blue Touchpad). This key requires a \$100.00 refundable deposit for REALTORS® and \$250.00 deposit for Affiliates.

**eKey Basic** – *Auto withdrawal monthly Only* - \$14.45 + Tax = \$15.46/mo. – Use an 'Authorized' Smartphone as your key with the added feature of programming the LockBoxes, no security deposit required.

**eKey PRO** – *Auto withdrawal monthly Only* - \$24.45 + Tax = \$26.16/mo. – Use an 'Authorized' Smartphone as your key; adds MLS Searches, maps and showing details, no security deposit required.

**Key Fob** – Device used with specific Smartphones to access either eKey Basic or eKey PRO from the device. Cost is \$44.95 + tax = \$48.10 (Key Fobs can be purchased at the OABR office).

<u>Features</u>	<u>ActiveKey</u>	<u>eKey Basic</u>	<u>eKey PRO</u>
<b><u>LockBox (Blue iBox) Function</u></b>			
Open iBoxes	•	•	•
Release Shackles	•	•	•
Read iBox, View Showing Activity	•	•	•
Prompt to Assign iBox	•	•	•
Read Showing Notes	•	•	•
Customize iBox access hours, shackle, etc.		•	•
Track iBox inventory from Key		•	•
View iBox Setting from Key		•	•
<b><u>Showing Activity</u></b>			
Receive showing alert on Key	•	•	•
View showing activity on SupraWEB	•	•	•
Send feedback to listing agents from Key		•	•
View showing details & feedback from Key			•
<b><u>MLS Information &amp; Searches</u></b>			
MLS info stored on device to existing database			•
Search MLS listings from database			•
Create & save buyer profiles			•
View Hot Sheets			•
View Personal Listings			•
Google maps connected to listings			•



# Smartphones you can use as your Key

Add Supra eKey software to any Smartphone listed below and turn it into your Key. Some Smartphones require an additional piece of equipment called a Key Fob. Devices not on this list are not supported for use with eKey software.



## BlackBerry Smartphones\*

8800 series (8820, 8830, 8830 World Edition)

All models in the following product lines:

Bold  
Curve  
Pearl  
Pearl Flip  
Storm  
Tour

\*BlackBerrys require the use of a Key Fob.



## Non-Infrared Models\*\* Windows Mobile OS

AT&T Blackjack II	iPAQ 900
AT&T Fuze	LG Insite
AT&T Fuze NC	Moto Q 9c
HTC Fuze	Pantec Duo
HTC Imagino	Samsung Ace
HTC Ozone	Samsung Epix
HTC Pure	Samsung Intrepid
HTC Shadow	Samsung Omnia 1 & 2
HTC Tilt 1 & 2	Samsung Saga
HTC Touch Diamond	PN-820
HTC Touch Pro 1 & 2	
HTC Wing	

\*\*These Non-Infrared models require a Key Fob



## Palm Smartphones

Centro  
Treo 600  
Treo 650  
Treo 680  
Treo 700p  
Treo 755p



## Windows OS Smartphones

8125  
8525  
HTC Mogul  
HTC P4300  
iPAQ 6900 Series  
MDA  
PPC-6700/6800  
Treo 700w/wx  
Treo 750  
Treo Pro (850)  
Treo 800w  
XV 6700/6800

## Cellular Carriers

Each cellular provider listed offers compatible Smartphones.

Alltel	Bell
AT&T	Cellular South
Sprint	Rogers
US Cellular	T-Mobile
Verizon	Telus
	Unicel

If your provider is not listed, it will not be compatible with Supra eKey.

# A Huge Shockingly Spicy Success!

The Member Services Forum held their 13th Annual Chili Cook-Off at the OABR on February 16, 2010. 200+ OABR members attended to taste the large variety of chilies. Chili, cheese, crackers and other fixing's were available to add to your chili. Plus, local celebrity judges awarded the best three chilies.

Congratulations to our winners....

1st Place was awarded to Rich Edwards of CBSHOME Real Estate. Rich received a \$100 gift certificate to the OABR Print Shop and bragging rights for a year. 2nd Place was awarded to Kristi Lyons, Sara Kelley and Diane Bormann of TierOne Bank. They received a \$60 gift certificate to the OABR Print Shop. 3rd Place was awarded to Jennifer Deseck from Omaha National Title. Jennifer received a \$40 gift certificate to the OABR Print Shop.



A special "Thank You" to the following who helped make this event a huge success!

## OABR Member Services Forum Members

Mark Leaders, Chairman  
 Matt Rasmussen, Vice Chairman  
 Sylvester Armstead  
 Pat Bittner  
 Joe Gehrki  
 Rusty Hike  
 Jennifer Huss  
 Susan Ihle  
 Lisa Kenison

Debbie Kalina  
 Kim Kirwan  
 Rob Luhrs  
 Scott Moore  
 Buck Rasmussen  
 Lisa Ritter  
 Shirley Stewart  
 Brenda Stuart  
 Bill Swanson  
 Dixie TenEyck  
 Bonnie Woods  
 Shawn Maloy, OABR President



## JUDGES

Terry Mayrose – Nebraska Real Estate Commission  
 Greg Lemon – Nebraska Real Estate Commission  
 Pat Behrns – UNO Football Coach  
 Trev Alberts – UNO Athletic Director  
 Carol Wang – KMTV Channel 3  
 Todd Menard – President of MOBA  
 Jane Nielson – Sarpy Chamber of Commerce  
 Martie Cordaro – Royals General Manager



Continued on Page 17

Continued from Page 16

## SPONSORS

Brenda Stuart – ServiceOne Inc  
 Scott Moore – RELS Title  
 Chad Ahlvers – Cornerstone Home Inspection  
 Jeff & Debbie Kalina – Radon Protection Tech LLC  
 Sara Kelley – TierOne Bank  
 Steve Vacha – Home Standards Inspection Service  
 Janet Dragon – Heartland Reva Team  
 Dan Gelster – NP Dodge Title Services  
 Alan Stoltenberg – SAC Federal Credit Union  
 Cherie & Pat Casey – Home Buyers Protection Company  
 Laura Bambino – TierOne Bank  
 Ruth Smith – Norms Door Service  
 Charles Sederstrom III – Nebraska Association of Mortgage Brokers  
 Brent Simmerman – Midlands Home Inspections Inc  
 Holly Schneidewind – Eagle Mortgage Inc  
 Tim Miers – Alliance Real Estate LLC  
 John Wanninger – AmeriSpec Home Inspection Service  
 Prudential Ambassador Real Estate

CBSHOME Real Estate  
 N P Dodge Company  
 DEEB Realty  
 Nebraska Title  
 Alliance Real Estate LLC  
 Womens Council of REALTORS®  
 OABR Affiliate Council



## CHEFS

Kristi Lyons, Sara Kelley, Diane Bormann – TierOne Bank  
 Janet Dragon – Heartland Reva Team  
 Beth Lube – RE/MAX Real Estate Group  
 Scott Moore – RELS Title  
 Brenda Stuart – ServiceOne Inc  
 Dan Gelster – Omaha Title & Escrow  
 Lori Bonnstetter – AmeriSpec Home Inspection  
 Rose Petersen – Nebraska Title Co  
 Steve Vacha – Home Standards Inspection  
 Jay Hipwell – Home Buyers Protection  
 Chad Ahlvers – Cornerstone Home Inspection  
 Rich Edwards – CBSHOME Real Estate  
 Tony Stiles – Brickkicker Home Inspection Service  
 Monica Lang – Celebrity Homes  
 Ken Muckey – CBSHOME Real Estate  
 Jennifer Deseck – Omaha National Title  
 Josh Livingston – American Title Inc.



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 Fri. & Sun.: Noon - 6:00pm  
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We're the new monthly newspaper mailed to 255,000 households  
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- **TIMELY:** Capitalize on homebuyer tax credit opportunities with the April issue delivered into homes on March 31.
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- **The Best of Three Worlds:** Blend the power of print, the focus of USPS-delivered direct mail and the impact of our [metroneighborhoodnews.com](http://metroneighborhoodnews.com) website.

**A SPECIAL OFFER FOR MEMBERS OF**

**OABR**

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NP Dodge Builder Services is here to further the potential of builders and their agents. This department offers unique resources that support new construction, including land development, lot sales, & our "Lot Locator" Program. In addition, we actively work to match builders with NP Dodge Sales personnel that match their business model.  
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192nd & Dodge

#### **Harrison Woods**

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#### **Sagewood**

174th & Fort

#### **Suncrest**

174th & Maple

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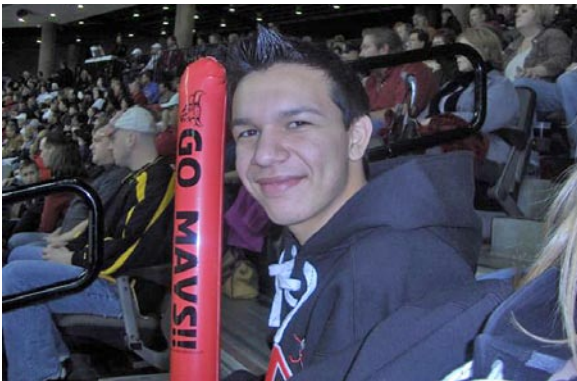
  
Metro Omaha  
Builders  
Association  
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www.moba.com





## Hockey Night A Success

The Member Service Forum sponsored 'A night out with Hockey.' The event was held on January 23, 2010 and received rave reviews for those who attended. Everyone met at The Mattress Factory in downtown Omaha, for some BBQ and beverage. Directly following dinner everyone went to the Qwest Center to watch the UNO Mavericks play Northern Michigan. Deb Hopkins from NP Dodge Real Estate was the winner of the raffle for the autographed UNO Hockey stick. Proceeds from the raffle were given to The Food Bank for the Heartland in the amount of \$201.00. Every dollar donated allows the Food Bank to distribute \$9 in food. Thank you to the Member Services Forum for sponsoring this event.



**John Eggenberg**  
402-616-9250

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# Why request an independent ASHI® Home Inspector?

## Inspectors certified by the AMERICAN SOCIETY OF HOME INSPECTORS (ASHI) are known in the industry to be proven professionals.

Every ASHI® certified home inspector has earned their certification, not purchased it from a magazine.

### REQUIREMENTS:

- Complete at least 250 fee paid inspections
- Pass a comprehensive professional level exam
- Complete 20 hours of continuing education yearly
- Promise to follow an ASHI® code of ethics
- Reports cover certain detailed standards, as defined by ASHI®

ASHI® HAS SET THE BAR FOR HOME INSPECTIONS NATIONALLY SINCE 1976.



THE **ASHI** EXPERIENCE.  
WE SPEAK HOUSE.



## Hire one of your local GO-ASHI members listed for the ASHI experience.

Only an ASHI® inspector provides your customers with a professional, personalized inspections that combines 29 years of nationally recognized technical standards along with a code of ethics and the very best in customer service, education and satisfaction.

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PRESIDENT GO-ASHI

### HERITAGE HOME SERVICES

Rick Crnkovich - Certified Inspector 779-2529  
VICE PRESIDENT GO-ASHI

### PARAGON PROPERTY INSPECTION

Mike Frerichs - Associate Member 990-0898  
SECRETARY GO-ASHI

### HOMESPEC PROPERTY INSPECTIONS

Steve Marten - Certified Inspector 571-7735  
TREASURER GO-ASHI

### AMERICAN BUILDING INSPECTION

Mark Byrd - Certified Inspector 597-3111

### AMERICAN DREAM HOME INSPECTIONS

Bret Petersen - Certified Inspector 850-7715

### CORNERSTONE INSPECTION

Chad Ahlvers - Certified Inspector 677-2423  
Carl Nitsch - Certified Inspector

### FOUNDATION-2-ROOFTOP

Greg Wayman - Certified Inspector 330-1701

### HEARTLAND PROPERTY INSPECTIONS

Wayne Orstad - Certified Inspector 691-0800

### HOME BUYERS PROTECTION

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Jay Hipwell - Certified Inspector

### INDEPENDENT BUILDING INSPECTION

Steve Hassenstab - Certified Inspector 960-7058

### QUALITY HOME INSPECTION

Harry Tolliver - Certified Inspector 397-2330

### SURE HOME INSPECTIONS

John Eggenberg - Certified Inspector 297-2374

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Bob Carter - Certified Inspector 440-8400

### ACME INSPECTION SERVICES

Jeff Knipping - Associate Member 709-4951

### L & J'S HOME INSPECTIONS

Tom Formanek - Associate Member 934-4390  
Larry Stafford - Certified Inspector

### MARKET PROPERTY INSPECTION

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### MIDLANDS HOME INSPECTIONS

Brent Simmerman - Associate Member 630-6555

### NICK'S HOME INSPECTION

Nick Fahrenkrog - Associate Member 660-5379

Go to our website for a list of ASHI® professionals in the Omaha / Council Bluffs area. <http://ashiomaha.com/>

## MOBAcalendar

**MARCH**  
**2010**



**2010 Home Show**  
**March 25th-28th**  
Call Dick Johnson at  
**393-3339 today!**



**Remodel**  
**Omaha Tour**  
**April 17 & 18**

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	<b>1</b>	<b>2</b> 9:30 am Executive Board at MOBA	<b>3</b>	<b>4</b>	<b>5</b> Event Information Industry & MOBA Member News Advertising & Sponsor Opportunities... <a href="http://www.moba.com!">www.moba.com!</a>	<b>6</b>
<b>7</b>	<b>8</b> 11:00 am Membership Committee Meeting at MOBA	<b>9</b> 10:00 am Board of Directors at MOBA	<b>10</b>	<b>11</b> 11:00 am Government Affairs Committee at MOBA 11:30 am MOBA PAC at MOBA 6:00 pm Dinner Meeting at MOBA	<b>12</b>	<b>13</b>
<b>14</b>	<b>15</b>	<b>16</b> 11:45 am All Committee/ Council Meeting, special guest speaker Larry Gomez, Greater Omaha Chamber at Champions Run	<b>17</b> St. Patrick's Day	<b>18</b>	<b>19</b>	<b>20</b> First Day of Spring
<b>21</b>	<b>22</b>	<b>23</b>	<b>24</b>	<b>25</b>  Omaha Home Show March 25th-28th	<b>26</b>	<b>27</b>
<b>28</b> 	<b>29</b> Passover, Begins	<b>30</b>  Do Business with a Member! Participate in this great membership opportunity and download an application today at <a href="http://www.moba.com!">www.moba.com!</a>	<b>31</b>	<b>28</b>	<b>29</b>	<b>30</b>  Metro Omaha Builders Association Your Key To Quality Homes <a href="http://www.moba.com">www.moba.com</a>

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\* According to ASHI Standards



# 2010 Stimulus Golf Outing

Presented by:

## AFFILIATES

A council of the Omaha Area Board of Realtors®

- ✚ Men's & Mixed Team Contests
  - ✚ Lunch and Dinner provided
  - ✚ Pin Prizes for Men and Women
  - ✚ Hole Sponsors that know how to do it!
- FUN for EVERYONE!!!**

**Thursday, May 20, 2010**

**--Tiburon Golf Course--**

10302 S 168<sup>th</sup> St, Omaha, NE.

Shotgun Start at Noon

Registration starts at 11:00

**COSTS REMAIN LOW FOR 2010:**

- OABR Members \$65/player
- Guests (non-members) \$90/player (*GREAT time to join OABR!*)
- Dinner Only \$15/person

DRINKS \* DINNER \* PRIZES

Immediately following golf in the clubhouse

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

**Foursome:**

Name _____	Phone # _____
Name _____	Phone # _____
Name _____	Phone # _____
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: \_\_\_\_\_

# 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>				
Apr 12-13	Career Foundations/GRI 101 (LaVista)	0596	9	
Apr 12-14	State Convention (Embassy Suites LaVista)		3 Ea	
July 8-9	GRI 106: Technology & Taxation (Lincoln)	0434T	9	
Sept 8-10	Fall Business Meeting (Lincoln)			
Oct 21-22	GRI 103: Ethics & Legal Issues (Omaha)	0203TR	12R	
	AVAILABLE ONLINE			
	GRI 101, 104 & 106			

## **Randall School of Real Estate: Call (402) 333-3004 [www.info@randallschool.com](http://www.info@randallschool.com)**

### Correspondence Courses

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

## **R. F. Morrissey & Associates: Call 933-9033.**

Call for school catalog. All classes subject to a minimum of eight and maximum of 25 students.

## **Metropolitan Community College: Call 457-5231**

**REEsults Coaching™ Mark T. Wehner: Call 676-0101 [mark.wehner@reesultscoaching.com](mailto:mark.wehner@reesultscoaching.com)**  
[www.REEsultsCoaching.com/ce](http://www.REEsultsCoaching.com/ce)

Online Courses Available

**University of Nebraska at Omaha: Call 554-2800 for next semester's schedules.**

**Academy of Commercial Real Estate: Call Steve Cary 548-1874**

## **Larabee School of Real Estate: Please Call 402-436-3308 or 800-755-1108 for more information**

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

### March 2010

- 2, 3, 4 OABR Orientation 8:30am-4:30pm
- 25 KIP "State of the Union" with Gregg Mitchell 10:00am-11:30am

### April 2010

- 2 Holiday – OABR Office Closes at 12:00pm
- 6, 7, 8 OABR Orientation 8:30am-4:30pm
- 15 KIP "Credit Scoring" with PK Kopun 10:00am-11:30am

## Metro Real Estate Network

### Invites you to Celebrate Spring!



Mark your calendar—  
Wednesday, March 17, 2010  
11:30 am—1:00 pm  
Arbor Hall,  
14040 Arbor Street, Omaha

***Susan Baird Speaking***

*"I shared a listing and sold a home because of the MREN Meeting!"*  
Lona Rolf, NP Dodge

**Cost \$12 The First 20 Realtors to call are free!**

**Call today—402-917-2362**

#### Our Members:

Brenda Stuart, Service One	Steve Vacha, Home Standards Inspections
Coquette Jensen, Omaha National Title	Wendy Shaw, Shaw Designs
Laura Ousley, Maxim Cleaning & Restoration	Greg and Brad Earl, Lien Pest & Termite
Mark Wingert, Wells Fargo Home Mortgage	Mary Sladek, Farmers Insurance



Debbie Kalina  
Radon Protection  
Technologies

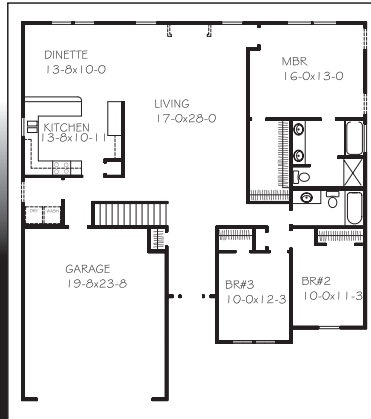


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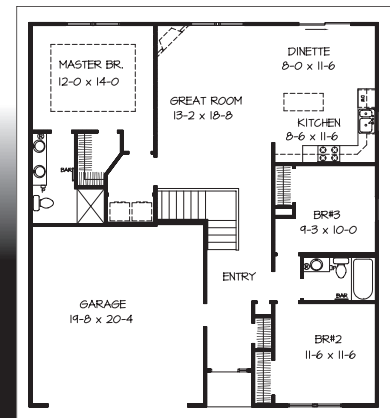


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# NEW MEMBERS, CORRECTIONS & CHANGES!

## NEW MEMBERS

Ferando, Nicholas – 100501/Garrison Partners  
 Gill, John – 803/NP Dodge VI LLC  
 McCoy, Lindsay – 100374/CBSHOME Real Estate  
 Morrissey, Steven – 100752/Keller Williams  
 Greater Omaha  
 Rogge, Bradley – 770/NP Dodge V LLC  
 St James, Jean – 4300/Prudential Ambassador Real Estate

## NEW AFFILIATE MEMBERS

Ponec, John – 4210/Security National Bank  
 Schawang, Janet – 100854/AOI Corp

## NEW MEMBER CANDIDATES

Abraham, Philip – 8170/Landmark Group  
 Bone, Richard – 803/NP Dodge VI LLC  
 Borato, Mark – 30/Mitchell & Associates Inc  
 Brooks, Amy – 771/NP Dodge III LLC  
 Caniglia, Cory – 4300/Prudential Ambassador Real Estate  
 Dobey, Larissa – 710/CBSHOME Real Estate  
 Duncan, Jean – 779/NP Dodge IV LLC  
 Earnly, Emily – 803/NP Dodge VI LLC  
 Ghanavati, Khosrow – 7900/DEEB Realty  
 Graack, Thomas – 5110/Real Estate Associates Inc  
 Heberly, Ginny – 23/CBSHOME Real Estate  
 Kloptwyk, Ryan – 710/CBSHOME Real Estate  
 Knosp, Helen – 771/NP Dodge III LLC  
 Leather, Shannon – #100729/Premier One Real Estate LLC  
 McClellan, Gena – 4300/Prudential Ambassador Real Estate  
 Madi, Kamal – 771/NP Dodge III LLC  
 Madi, Rhonda – 771/NP Dodge III LLC  
 Rongisch, Anna – 100374/CBSHOME Real Estate  
 Schenken, Alanna – 100752/Keller Williams  
 Greater Omaha  
 Simons Sr, Gregory – 8100/Johnson Realty  
 Sundermeier, Daniel – 8170/Landmark Group  
 Taylor, Lorrie – 100374/CBSHOME Real Estate  
 Thiel, Carri – 803/NP Dodge VI LLC  
 Venteicher, Bradley – 777/NP Dodge I LLC  
 Willis, Marc – 21/CBSHOME Real Estate

## NEW AFFILIATE CANDIDATES

Bonnstetter, Lori – 9010/AmeriSpec Home Inspection Serv  
 Foley, Kelly – 9010/AmeriSpec Home Inspection Serv  
 Hanke, Matthew – 100045/Northwest Bank  
 Johnson, Jerry – 100858/Pillar Financial Inc  
 Livingston, Joshua – 100857/American Title Inc  
 Martin, Debora – 100045/Northwest Bank  
 Pratt, Peyton – 100057/Pratt Pest Control Inc

## MEMBER TRANSFERS

Armstead, Sylvester From 100752/Keller Williams  
 Greater Omaha To 100732/Keller Williams  
 Greater Omaha  
 Evans, Raymond From 100752/Keller Williams  
 Greater Omaha To 100732/Keller Williams  
 Greater Omaha  
 Evans, Susan From 100752/Keller Williams  
 Greater Omaha To 100732/Keller Williams  
 Greater Omaha

Farrell, Joshua From 100752/Keller Williams  
 Greater Omaha To 4300/Prudential Ambassador Real Estate  
 Hageman, Laura From 4301/Prudential Ambassador Real Estate To 4300/Prudential Ambassador Real Estate  
 Hult, Alison From 100455/Bluestone Real Estate Services To 330/Hearthstone Homes Inc  
 Jacobsen, Barbara From 100374/CBSHOME Real Estate To 772/NP Dodge II LLC  
 Miller, Deborah From 100628/Premier One Real Estate To 7900/DEEB Realty  
 Mueller, Susan From 802/NP Dodge X LLC To 100628/Premier One Real Estate  
 Rosseter, Sean From 23/CBSHOME Real Estate To 100697/SureMove Realty  
 Thomsen, Jane From 100752/Keller Williams  
 Greater Omaha To 100732/Keller Williams  
 Greater Omaha  
 Thomsen, Larain From 100752/Keller Williams  
 Greater Omaha To 100732/Keller Williams  
 Greater Omaha

## MEMBER REINSTATES

Anderson, Lorey – 7900/DEEB Realty  
 Corrigan, Patrick – 7900/DEEB Realty  
 Jackson, Mamie – 4300/Prudential Ambassador Real Estate  
 Novy, Sheri – 3670/RE/MAX The Producers  
 Perry, Ione – 24/CBSHOME Real Estate  
 Switzer, Douglas – 7900/DEEB Realty  
 Willis, Stacy – 4300/Prudential Ambassador Real Estate

## NEW COMPANY

#100353/Discover Real Estate – 201 S 84th St Ste F, Lincoln, NE, 68510  
 BSG/Secondary MLS Phone: 489-1000  
 Designated Realtor: Kelly Brooks  
 #100645/I K Sit Realty Company – 624 S 4th Ave, Des Plaines, IL, 60016  
 BSG/Secondary MLS Phone: 596-1416  
 Designated Realtor: Tan Hao  
 #100539/OKOmaha Real Estate Company – 3715 S 16th St, Omaha, NE, 68107  
 OABR/MLS Phone: 932-7007  
 Fax: 932-7055 Designated Realtor: Dale Hahn

## NEW BRANCH OFFICE

#711/CBSHOME Real Estate – 1299 Farnam St #120, Omaha, NE, 68102  
 OABR/MLS Phone: 697-6800  
 Fax: 697-6815 Manager: Monica Humpal

## 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)

#100455/Bluestone Real Estate Services – 720 N 13th St, Omaha, NE, 68102

## COMPANY NAME CHANGE

#100683/First State Realty (Formerly First State Realty LLC)

## MEMBERSHIP DELETES

Allmendinger, Laurie – 3670/RE/MAX The Producers  
 Bailey, Randall – 4300/Prudential Ambassador Real Estate  
 Baum, Sheri – 710/CBSHOME Real Estate  
 Bisson, Helen – 24/CBSHOME Real Estate  
 Castillo, Gina – 100425/Guardian Real Estate LLC  
 Cooper, Samuel – 777/NP Dodge I LLC  
 Cunard, Shelly – 772/NP Dodge II LLC  
 Dake, Charles – 100802/Jack Nitz & Assoc Auctioneers  
 Deppe, Julie – 8170/Landmark Group  
 Esch, James – 777/NP Dodge I LLC  
 Fimple, Gerald – 4300/Prudential Ambassador Real Estate  
 Gill, Dana – 777/NP Dodge I LLC  
 Gnau, Jennifer – 803/NP Dodge VI LLC  
 Gold, Avram – 100255/Americas Realty Team  
 Gregg, Jack – 24/CBSHOME Real Estate  
 Grigsby, David – 4300/Prudential Ambassador Real Estate  
 Hansen, Jacob – 772/NP Dodge II LLC  
 Henderson Jill – 777/NP Dodge I LLC  
 Hernandez, Marcos – 4300/Prudential Ambassador Real Estate  
 Hourian, Timothy – 770/NP Dodge V LLC  
 Howe, Arlen – 100263/CENTURY 21 Hansen Realty  
 King, Krystal – 7900/DEEB Realty  
 Klevemann, Heather – 100802/Jack Nitz & Assoc Auctioneers  
 Komor, Daniel – 71/NP Dodge III LLC  
 Long, Kimberly – 7900/DEEB Realty  
 Lorenzen, Carl – 100786/Don Peterson & Associates  
 McGill, Ryan – 200/CENTURY 21 Wear Company  
 Marron, Brian – 100752/Keller Williams Greater Omaha  
 Martin, Jeffrey – 775/NP Dodge II LLC  
 Miller, Shawna – 100263/CENTURY 21 Hansen Realty  
 Nitz, Jack – 100802/Jack Nitz & Assoc Auctioneers  
 Nitz, Jay – 100802/Jack Nitz & Assoc Auctioneers  
 Olsen, David – 20/CBSHOME Real Estate  
 Paladino, Luke – 8170/Landmark Group  
 Peterson, Harold – 7870/Harold Peterson Emeritus  
 Pinkerton, Lori – 4300/Prudential Ambassador Real Estate  
 Rensch, Todd – 777/NP Dodge I LLC  
 Rockwell, James – 7900/DEEB Realty  
 Schmidt, Michael – 5110/Real Estate Associates Inc  
 Skrabal, Albert – 100683/First State Realty  
 Sladek, Steve – 8860/Sladek Appraisal Service  
 Sukstorf, Scott – 100802/Jack Nitz & Assoc Auctioneers  
 Sullivan, Michael – 772/NP Dodge II LLC  
 Svoboda, Mark – 771/NP Dodge III LLC  
 Swanson, Shawn – 21/CBSHOME Real Estate  
 Vondra, Nickie – 4300/Prudential Ambassador Real Estate  
 Walker, Michael – 7900/DEEB Realty



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# CALENDAR OF EVENTS FOR MARCH 2010

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