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REALTOR®

FOCUS

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

11830 NICHOLAS STREET  
OMAHA, NEBRASKA 68154

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OMAHA AREA BOARD  
OF REALTORS®



## Omaha Area Board of REALTORS® Night at the Royals

**Friday, June 11<sup>th</sup>, 2010**  
**Omaha Royals vs. Nashville Sounds**  
**Game Time 7:05pm**  
**Fireworks-Post Game!!!**

**PICNIC:** Omaha Area Board of REALTORS® will have use of the Stadium View Club 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 6:00pm and end at 7:30pm)

**MASCOT APPEARANCE:** Casey or Spike 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 that will get you in the Stadium View Club and in the seating bowl.

-----  
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: \_\_\_\_\_

**Please make checks payable to the Omaha Area Board of REALTORS®.**  
**Ticket orders must be turned in by Thursday, May 27, 2010.**  
**Please call Donna Shipley at 493-2995 Ext 307 with any questions.**

Mailing Address: Omaha Area Board of REALTORS®, Donna Shipley, 11830 Nicholas St., Omaha, NE 68154

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 Mon., Tues., Thur., Fri. 8am- 4:45pm  
 Wednesday 9am- 4:45pm



# PERSONALS



**HAPPY BIRTHDAY WISHES** to OABR Graphic Artist Pam Kane who will celebrate her birthday in May.

**CONDOLENCES** to Eileen Schultz of Prudential Ambassador Real Estate on the recent loss of her father in-law.

**CONDOLENCES** to Edna Richter and Peggy Richter-Way on the recent loss of their husband/father.

## 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 accomplishments, but we don't know if you don't tell us!

The Nebraska Real Estate Commission meeting will be held on May 20-21, 2010 at the Staybridge Room at the Staybridge Suites located in Lincoln, Nebraska.

## The New OABR Print Shop Website is now live!

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# NEW MEMBER ORIENTATION (COFFEE BREAK SPONSORS)



## Thanks to the April 2010 Sponsors

Jody Smythe – Wells Fargo Home Mortgage  
 Alan Stoltenberg – SAC Federal Credit Union  
 Brenda Stuart – ServiceOne Inc  
 Kent Burkholder – The House Professor  
 Matt Thiel – DRI Title & Escrow

## Thanks to the May 2010 Sponsors

Debbie Kalina – Radon Protection Tech LLC  
 PK Kopun – Metro 1st Mortgage  
 Scott Moore – Rels Title  
 Tori Ross – Ross Designs LLC

# ORIENTATION

The upcoming New Member Orientation is scheduled for  
 Tuesday, June 1, 2010 from 8:30 a.m. to 4:00 p.m., Wednesday, June 2, 2010 from 8:30 a.m. to 4:00 p.m. and Thursday, June 3, 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®.

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**Brent Rasmussen,  
CRMS, President**



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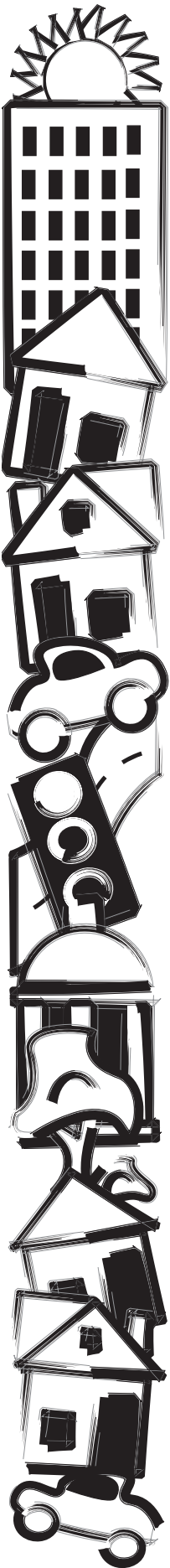
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# AFFILIATE ADVOCATE

Submitted By: Sara Kelley  
First Westroads Bank



## Commitment To Service!

You learned it and know it, I learned it and know it, but just as we welcome Spring, a refresher on providing Quality Customer Service can revitalize and invigorate our behavior in business.

When I recently joined the mortgage lending team at First Westroads Bank I was asked to review various resources they maintain on policies and procedures. What stood out to me was the shared commitment to providing quality service to our customers, co-workers, business partners, really, anyone you happen to meet in day-to-day life. It was in the employee handbook, the customer newsletters, the employee newsletter, and on the company website.

In November of 2009, First Westroads Bank was recognized by BauerFinancial (the nation's banking rating firm for over a quarter of a century) with a 5-Star rating for financial strength and stability. FWBank is one of the strongest banks in the nation. While analytically this is true, it is also true that First Westroads Bank adheres to a strong commitment to the service they provide their customers.

### Refresh, Revitalize, Invigorate, and Share:

#### Customers:

- Seek the customer out; don't wait for the customer to come to you
- Smile and say hello to everyone you meet
- Address the customer by name at your first opportunity
- Ask how you can help the customer
- Exceed the customer's expectations

#### Co-workers:

- Value and treat your co-workers with courtesy, dignity and consideration

Continued on Page 7

### Carol Hamilton

New Home Consultant

**402.813.2044**

Email: Carol\_J\_Hamilton@yahoo.com

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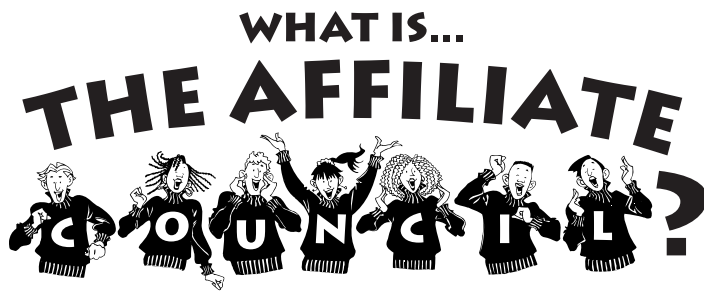
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**The role of the Affiliate Council of the Omaha Area Board of REALTORS® is to promote business relationships and services to REALTOR® members, actively solicit Affiliate membership in the OABR and promote ethical business practices of Affiliate Members.**

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 Kent Burkholder – The House Professor  
 Cherie Casey – The Home Buyers Protection Co  
 Chuck Current – American National Bank  
 Janet Dragon – Heartland Reva Team  
 Debbie Kalina – Radon Protection Tech LLC  
 PK Kopun – Metro 1st Mortgage  
 Joshua Livingston – American Title Inc  
 Laura Longo – Centris Federal Credit Union  
 Dennis Meyer – TierOne Bank  
 Chip Monahan – Asset Strategies  
 John Ponec – Security National Bank  
 Ruth Smith – Norm's Door Service  
 Jody Smythe – Wells Fargo Home Mortgage  
 Alan Stoltenberg – SAC Federal Credit Union  
 Matt Thiel – DRI Title & Escrow  
 Wendy Walker – Omaha Title & Escrow Inc  
 Chris Weaver – Prudential Insurance  
 Dawn Zaller – West Star Mortgage 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, 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

- Be well-trained, efficient and loyal
- Communicate with open discussions and constructive comments

### Best practices:

- Always answer your phone when able
- If you are with someone place your phone on do not disturb and silence your cell phone
- Return calls before the end of the day
- Convey a sense of urgency to requests
- Provide a timeline if a complete response isn't immediately available
- Don't make promises unless you will keep them
- Listen to your customer
- Deal with complaints
- Be helpful – even if there is no initial profit in it

Continued on Page 8

### *Our Name Says It All...*

## *Affordable*

### PEST & TERMITE CONTROL

- ➔ All Termite Treatments come with a complete 12 Year Warranty.
- ➔ We offer a 24-hour turn-around on all real estate termite inspections.
- ➔ We have the longest inspection warranty available in Omaha and Iowa:  
*14 months for \$70.00*
- ➔ We will under bid any written termite estimate for treatment by 10%-30% and include a ten-year warranty.

### LICENSED AND CERTIFIED IN NEBRASKA AND IOWA

For more information go to  
[www.affordablepestandtermitecontrol.com](http://www.affordablepestandtermitecontrol.com)

Office: 451-1888

Fax: 457-5072

Continued from Page 7

- Be courteous, respectful, responsive, and professional at all times
- Ensure confidentiality
- Thank people for their business and associates for their assistance

Treat others as you want to be treated, with respect. Better yet, treat others how you would like your mother to be treated.

Best wishes for an excellent 2010!!!

See you at the 2010 Affiliates Golf Outing!!!!

Sara Kelley – Affiliates President, a council of the Omaha Area Board of REALTORS®

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402.778.1347 - office  
402.968.6425 - cell  
skelley@fwbk.com



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**Debbie Kalina**

President/Owner

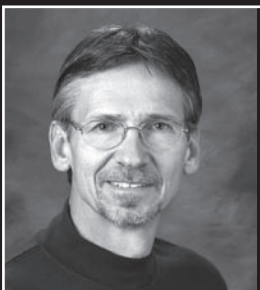
**Phone: 402-639-1100**

**Fax: 402-218-4379**

Email: [Debbie@OmahaRadon.com](mailto:Debbie@OmahaRadon.com)

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

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President



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Cell (402) 660-9988

[steve@hsinspections.com](mailto:steve@hsinspections.com)

[www.HomeInspectorOmaha.com](http://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.
- Concerns documented with **photos** and summarized logically.

Home Standards'  
STIMULUS PACKAGE  
**\$50<sup>00</sup> OFF**  
FOR FIRST TIME BUYERS  
RENEWED FOR 2010

**SPECIAL**  
**90 DAY**  
**WARRANTY**  
Call Steve for details!

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Over 3,000 inspections completed

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**OmahaAreaLots.com – The Metro Area's Premiere  
New Construction Website**

Contact Jim O'Neal at (402) 491-0100 for more information.

# Word Search!!!

## Win A \$50 Gift Certificate

From the following word search, find the words. The OABR Member whose name will be drawn from 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 May 15, 2010. Winner and answers will be in June 2010 Focus. Good luck!!!!

BASES  
BAT  
BLEACHERS  
BUNT  
COACH  
CRACKERJACKS  
DUGOUT  
ERROR  
FASTBALL  
FOULBALL  
GLOVE  
HOMEPLATE  
HOMERUN  
HOTDOG  
INNING  
PEANUTS  
PITCH  
SACRIFICE  
SCOREBOARD  
STADIUM  
STEAL  
STRIKE  
UMPIRE  
UNIFORM

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

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

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

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

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



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

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

In 2008, 1,336 respondents to a Next Generation Consulting survey used an open-ended question to cite three wishes for Omaha's quality of life. Highest prominent themes from these Young Omaha Professionals included:

(1) valuing and embracing diversity; (2) better public transportation; (3) improving educational opportunities; (4) more quality job opportunities for young professionals. Following are verbatim comments about valuing and embracing diversity:

*"Increase diversity awareness activities, connect different people and help break down the 'you live in that part of Omaha so you're that type of person' stereotypes."*

*"I hope that Omaha continues to be more interested in the importance of diversity in our communities."*

*"That people open their eyes to diversity, that people realize the impact of sustainable living on our community, that our community become open to new things and change."*

OABR®'s Equal Opportunity Cultural Diversity Task Force serves the community by providing scholarships that enable people of Black, Hispanic, Asian, Pacific Islander or American Indian, or people of racial or ethnic heritage that is under-represented in relation to the relevant demographic population of the OABR® area, to pursue a goal of becoming a licensed REALTOR®. Thanks for helping by referring candidates, helping with community outreach, and mentoring!

Bobbi Schoettle, President  
OABR® Equal Opportunity Cultural Diversity Task Force

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Omaha, NE 68138



# Supra Education Corner

## Supra Education Corner

Brought to you by the Omaha Area Board of REALTORS® and Lisa Welch your Supra Systems Coordinator

### SupraWEB HOT Tip: New SSO Login Required



The SupraWEB enhancements will bring the following new features:

- Customizable showing reports that can be sent automatically to the agent or the homeowner.
- SupraWEB Mobile which is designed specifically for smartphones. It will work with iPhone, BlackBerry, Android, Palm WebOS, Palm OS, and Windows Mobile.
- Enhanced showing feedback options, including the ability to create up to ten customized questions per listing.

**As part of this change, you will need to create a new user ID and password before you can access SupraWEB. This will be a onetime process and only takes a few minutes.**

You can visit [www.ekeyprofessional.com/ss0.html](http://www.ekeyprofessional.com/ss0.html) to learn how this simple process works.

If you need some assistance with the SSO set up process, please contact the Supra customer support team at 1-866-421-0308.

## Metro Real Estate Network

*Connections, Networking, & Growing Business*

*for Real Estate Agents*

Mark your calendar—

Wednesday, May 12, 2010

11:30 am—1:00 pm

Arbor Hall

14040 Arbor Street, Omaha

**Mark Hunter, The Sales Hunter**  
*Speaking*

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

**Call Marty Barnhart today—402-201-2456**



Wendy  
Shaw



Laura  
Ousley

*"I shared a listing and sold a home  
because of the MREN Meeting!"*

*Lona Rolf, NP Dodge*

*"I did too!" Jeff Tu, NP Dodge*



**Meet our members and grow your Business!**

Brenda	Block	Marco Closets and Storage
Greg	Earl	Lien Termite and Pest Control
Les	Guffey	Willow Oak Enterprises, LLC
Co Quette	Jensen	Omaha National Title and Escrow Co
Debbie	Kalina	Radon Protection Technologies
Laura	Ousley	Maxim Cleaning and Restoration Inc
Wendy	Shaw	Shaw Designs
Mary	Sladek	Mary K Sladek Insurance Agency
Tony	Stiles	The BrickKicker Inspection Service
Brenda	Stuart	ServiceOne
Steve	Vacha	Home Standards Inspection Services
Mark	Wingert	Wells Fargo Home Mortgage

# Motor Trouble or Fender Bender? Stay In Your Car Until Help Arrives

from Pages.com

Standing on the highway by a disabled car can be a fatal mistake.

In one case, two Indiana women were surveying the damage caused by a fender bender. A tow-truck driver didn't notice them, and one of them was struck and killed. The other was seriously injured.

A few days earlier, a woman was killed as she hastily crossed a highway on foot after her car broke down.

At about the same time, in Virginia, a father and son were killed by a truck after they stopped to offer help to a stranded motorist.

State police and the American Automobile Association give this advice:

\* Pull the vehicle off the road, activate emergency flashers and call for help. Stay in the car.

If you have to get out, get away from the vehicle as quickly as you can.

\* If you are on a middle lane of an Interstate, the AAA recommends activating emergency flashers.

Georgia State Police recommend staying inside the car where you at least have some protection. AAA recommends getting out of the car to the side of the road, if it can be done safely.

\* Never stand directly in front of or behind a vehicle in case it is struck by another car or truck.

Each year, 16 percent of pedestrian fatalities occur on freeways, according to the National Highway Traffic Safety Administration. They don't track how many of those victims got out of stranded vehicles.

In any case, the worst thing you can do is to stand around outside the vehicle while waiting for help. Drivers approaching in a line of cars and trucks will not see you until it's too late.

## OMAHA PEST CONTROL, INC.



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- OPC offers a **Complimentary Pest Control Service** with termite inspections, upon request.  
*Certain restrictions may apply*
- Termite Inspections include a 1 year warranty with **Same Day Service** available.
- Termite Treatments include a 5 year renewable warranty. We will beat reasonable estimates by 10-25%.
- Licensed, Insured & Certified with 20-plus years of experience.



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Mobile: 402-250-0425  
OmahaPestControl@cox.net



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Home Inspection Company

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**Great Service**  
**Great Price**



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home warranty included.**

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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. Contact us at 951-5000 to learn more.

### NP Dodge Builder Services Developments

Deer Creek  
Five Fountains  
Sagewood  
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Cheyenne Country Estates  
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Harrison Woods  
Hawk Ridge  
Raven's Nest

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**LotsOmaha.com**  
**951-5000**

Contact  
**Walt Slobotski**  
**709-1244**

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We Will Tell You  
Where It Is"

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Your Key To Quality Homes  
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# April Unscramble Words!!!

## Bruce Thomsen 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. SGHTRI <u>RIGHTS</u>                   | 11. VSTIEYRDI <u>DIVERSITY</u>    |
| 2. HYITICTNE <u>ETHNICITY</u>             | 12. MNEDIRRAU <u>UNMARRIED</u>    |
| 3. ELIUATYQ <u>EQUALITY</u>               | 13. OHDGPDEOEG <u>HODGEPODGE</u>  |
| 4. TOXEICS <u>COEXIST</u>                 | 14. ASIB <u>BIAS</u>              |
| 5. HCLTAIE <u>ETHICAL</u>                 | 15. RPEFSUO <u>PROFUSE</u>        |
| 6. OTRPCONET <u>PROTECTION</u>            | 16. SEDNRESEIV <u>DIVERSENESS</u> |
| 7. ITAYBLISDI <u>DISABILITY</u>           | 17. TSMREASTNO <u>ASSORTMENT</u>  |
| 8. AILFAIML TTUSSA <u>FAMILIAL STATUS</u> | 18. TEORH <u>OTHER</u>            |
| 9. RTANNETIGIO <u>INTEGRATION</u>         | 19. MURIEXT <u>MIXTURE</u>        |
| 10. FAEDUAGSSR <u>SAFEGUARDS</u>          | 20. CELANAB <u>BALANCE</u>        |

THEME FAIR HOUSING



### 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:** I live in an old house with an electrical fuse panel. Is it unsafe, and should I replace it with a circuit breaker panel?

**Answer:** Not necessarily. Fuses are just as safe as circuit breakers. What you need to determine is if the panel size is adequate for the home's needs and are the fuses the correct size. In older homes it is common to find undersized panels and oversized fuses. Both are safety concerns.

As our electrical needs have increased, more circuits and a larger incoming service (amperage size) are required.

A typical home today requires a minimum 100 amp service, while many older homes only have a 60 amp service.

We commonly find improper connections inside the smaller panels because of an inadequate number of circuits. These can be safety and fire hazards. We recommend you have your electrical system evaluated by a licensed electrical contractor or an ASHI-Certified Home Inspector to determine its condition and if it is adequate.

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.



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

# 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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### HERITAGE HOME SERVICES

Rick Crnkovich - Certified Inspector 779-2529  
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Mike Frerichs - Associate Member 990-0898  
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### HOMESPEC PROPERTY INSPECTIONS

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### AMERICAN BUILDING INSPECTION

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Dick Thiele - Associate Member 658-9802

### MIDLANDS HOME INSPECTIONS

Brent Simmerman - Associate Member 630-6555

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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

## MAY 2010

## Spring Parade HOMES

### May 9-16, 2010

5-8pm Weekdays • Noon-6pm Weekends  
Tour 59 Homes • Free to the Public

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		Event Information, Industry, Builder & Member News, Advertising & Sponsorship Opportunities... <a href="http://www.moba.com!">www.moba.com!</a>				1
2	3	9:30 am Executive Board at MOBA	5	11:00 am Government Affairs at MOBA  11:30 am MOBA Pac at MOBA	7	8
9  <i>Spring Parade HOMES</i> Begins Mother's Day	10  11:00 am Membership Committee Meeting at MOBA	11  10:00 am Board of Directors at MOBA	12	13  6:00 pm Dinner Meeting at Champions Run	14	15
16  <i>Spring Parade HOMES</i> Ends	17	18	19  MOBA Golf Outing Indian Creek  	20	21	22
23/30	24/31  May 31 MOBA Office Closed  Memorial Day	25  	26  <b>Do Business with a Member!</b> Participate in this great membership opportunity and download an application today at <a href="http://www.moba.com!">www.moba.com!</a>	27	28	29  

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## From Your MLS Chairman

Nominations are now being accepted for one Category 2 Representative and one Category 3 Representative to the MLS Board of Directors.

- Category 1: Designated as firms with more than 8% of the total MLS subscribers.
- Category 2: Designated as firms whose principal business is appraisal or real estate.
- Category 3: Designated as brokerage firms, with less than 8% of the total MLS subscribers.

If you are a participant or subscriber in Category 2 or Category 3 and you are interested in serving on the MLS Board of Directors, please send a letter to the MLS Chairman, Great Plains REALTORS® Multiple Listing Service, Inc., 11830 Nicholas Street, Omaha, NE 68154, advising of your interest.

All letters of nomination must be received by the MLS office by Friday, May 15, 2010. The MLS Director for Category 2 is John Bredemeyer and for Category 3 is Mark Boyer until September 1, 2010.

Mark Boyer, MLS Chairman

## First State Bank Your Mortgage Resource

First State Bank is a local full service bank and mortgage company, offering all types of financing such as Conventional, FHA, VA, NIFA, and USDA.

We also offer lot loans, new construction loans, and builder financing.



Dennis Ritter  
**402-680-3458**

[dritter@1ststatebank.com](mailto:dritter@1ststatebank.com)

### MORTGAGE LOANS

To purchase a new home or refinance your existing one.

### CONSTRUCTION LOANS

Consumer construction loans as well as builder financing available.

### INVESTMENT PROPERTY LOANS

A loan to purchase, renovate, or maintain residential rental property.

### HOME EQUITY LOANS

A line of credit in addition to your primary mortgage loan.



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**Brent Simmerman, President**

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\* According to ASHI Standards

# 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>				
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			
<b>Randall School of Real Estate: Call (402) 333-3004 <a href="http://www.info@randallschool.com">www.info@randallschool.com</a></b>				
May 11	Questions & Answers: A License Law & Agency Overview	0604R	3	8:30 am - 11:45 am
May 11	Contract Law	0093	3	1:00 pm - 4:15 pm
May 12	Understanding New Construction	C0120	3	8:30 am - 11:45 am
May 12	Trust Accounts	0319R	3	1:00 pm - 4:15 pm
June 15	Radon & Real Estate	C0023R	3	8:30 am - 11:45 am
June 15	Lead, Asbestos, Mold: Get the Facts	C2640R	3	1:00 pm - 4:15 pm
June 16	Power Open Houses	0672	3	8:30 am - 11:45 am
June 16	Mortgages & the Foreclosure Process	0621	3	1:00 pm - 4:15 pm
July 14	Questions & Answers: A License Law	0604R	3	8:30 am - 11:45 am
July 14	Qualifying the Buyer	0039	3	1:00 pm - 4:15 pm
July 15	Understanding New Construction	C0120	3	8:30 am - 11:45 am
July 15	Property Acquisition & the Need for Environmental Site Assessments	C2213R	3	1:00 pm - 4:15 pm
Aug 17	Power Open Houses	0672	3	8:30 am - 11:45 am
Aug 17	Residential Landlord/Tenant Act	0068R	3	1:00 pm - 4:15 pm
Aug 18	Agency in Nebraska	0366R	3	8:30 am - 11:45 am
Aug 18	Mortgages & The Foreclosure Process	0621	3	1:00 pm - 4:15 pm

## 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

## May 2010

- 1 Spruce Up Omaha 9:00am-11:00am
- 1 REALTOR® Night at the Omaha Beef Game 6:00pm
- 4, 5, 6 OABR Orientation 8:30am-4:30pm
- 10-15 NAR Midyear Governance Meeting in Washington DC
- 19 KIP "Assessment Process and How to Appeal" with Roger Morrissey - 10:00am-11:30am
- 20 Affiliate Golf - Tiburon Golf 12:00noon shotgun
- 27 KIP "The Process of Setting Up REO's and Short Sales" 10:00am-11:30am
- 28 Holiday - OABR Office closes at 3:00pm
- 31 Holiday - OABR Office closed

## June 2010

- 1, 2, 3 OABR Orientation 8:30am-4:30pm
- 11 REALTOR® and Affiliate Appreciation Day with the Omaha Royals
- 17 KIP "Midtown & Riverfront Tour" at 10:00am - \$5.00

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*Diane Oster*

402-690-0518 or Email [Diane.Oster@cbshome.com](mailto:Diane.Oster@cbshome.com)



## WCR PROGRAM LUNCHEON

**Gregg Mitchell**

Mitchell & Associates, Inc.

**June 10, 2010**

**11:30 a.m.**

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

**Georgetowne Club**

**2440 S. 141st Circle**

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

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

**See You There!**

## SAVE THE DATE!

**Golf Event**

**Pacific Springs**

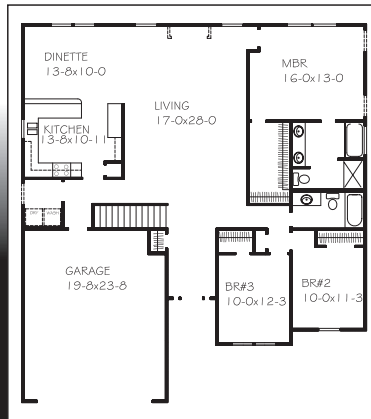
**11:00 a.m.**



# 



**Durham**  
1767 Square Feet  
Base Price \$176,000 - Portal Ridge

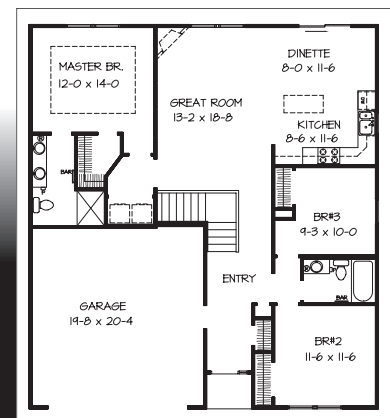


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**Georgia**  
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# NEW MEMBERS, CORRECTIONS & CHANGES!

## NEW MEMBERS

Bader, Brad – 100752/Keller Williams Greater Omaha  
Brown, Qiana – 20/CBSHOME Real Estate  
Caldwell, Timothy – 20/CBSHOME Real Estate  
Draucker, Brian – 4300/Prudential Ambassador Real Estate  
Evans, David – 100385/Alliance Real Estate LLC  
Guinn, John – 4300/Prudential Ambassador Real Estate  
Jackson, Todd – 4300/Prudential Ambassador Real Estate  
Karloff, Denise – 4300/Prudential Ambassador Real Estate  
Kavan, Kevin – 6212/RE/MAX Real Estate Group  
Lewis, Robert – 100263/CENTURY 21 Hansen Realty  
McGowan, Nicki – 7900/DEEB Realty  
Martinez, Hector – 100609/NP Dodge IX LLC  
St Martin, Susan – 803/NP Dodge VI LLC  
Stenger, Delores – 4300/Prudential Ambassador Real Estate  
Stenger, Glenn – 4300/Prudential Ambassador Real Estate  
Stephens, Timothy – 5000/Celebrity Homes Inc  
Waterhouse, Deborah – 20/CBSHOME Real Estate  
Wells, Susan – 7900/DEEB Realty  
Wilson, Jon – 100729/Premier One Real Estate LLC

## NEW AFFILIATE MEMBERS

Fisher, Brad – 100860/BDB Waterproofing  
Heaston, John – 100861/Neighborhood News

## NEW MEMBER CANDIDATES

Andersen, Rob – 710/CBSHOME Real Estate  
Bullington, Serina – 7900/DEEB Realty  
Chinn, Jennifer – 100697/SureMove Realty  
Fadell, Kathy – 4300/Prudential Ambassador Real Estate  
Haggerty, Cecily – 232/CBSHOME Real Estate  
Mallette Hansen, Lori – 100863/RE/MAX Cornerstone Properties  
Kircher, Rosemarie – 22/CBSHOME Real Estate  
Kircher, Thomas – 22/CBSHOME Real Estate  
Lienemann, Michael – 8170/Landmark Group  
McKeighan, Chad – 4300/Prudential Ambassador Real Estate  
Meier, Tate – 100752/Keller Williams Greater Omaha  
Michalak, Paul – 100729/Premier One Real Estate LLC  
Mingus, Kellie – 5000/Celebrity Homes Inc  
Owens, Megan – 100658/RE/MAX Professionals  
Pache, Diana – 803/NP Dodge VI LLC  
Sebold, Dan – 803/NP Dodge VI LLC  
Watson, David – 530/CENTURY 21 Century Real Estate

## NEW AFFILIATE CANDIDATES

Colby, Jeffery – 100867/OmniQuest Media Labs

Moehring, Michael – 100827/New Stream TV  
Story, Brian – 100865/American Pride Home Inspection  
Weaver, Chris – 100864/Prudential Insurance

## MEMBER TRANSFERS

Birkel, Melissa From 5000/Celebrity Homes Inc To 7900/DEEB Realty  
Brown, Qiana From 20/CBSHOME Real Estate To 330/Hearthstone Homes Inc  
Cavanaugh, Andrea From 5000/Celebrity Homes Inc To 770/NP Dodge V LLC  
Cummings, Paul From 530/CENTURY 21 Century Real Estate To 4300/Prudential Ambassador Real Estate  
Daugherty, Lynn From 7900/DEEB Realty To 777/NP Dodge I LLC  
Draucker, Jason From 4300/Prudential Ambassador Real Estate To 4301/Prudential Ambassador Real Estate  
Ediger, Luke From 330/Hearthstone Homes Inc To 100528/Charleston Homes  
Gilreath, Rita From 5000/Celebrity Homes Inc To 100752/Keller Williams Greater Omaha  
Goodwin, Rockland From 777/NP Dodge I LLC To 100868/Rockland Real Estate  
Hayes, Alice From 3670/RE/MAX The Producers To 777/NP Dodge I LLC  
Hegarty, Erin From 530/CENTURY 21 Century Real Estate To 4300/Prudential Ambassador Real Estate  
Hemmer, Carol From 7900/DEEB Realty To 6212/RE/MAX Real Estate Group  
Kelley, Sara From 132/TierOne Bank To 6370/First Westroads Bank  
Kennedy, Evelyn From 100752/Keller Williams Greater Omaha To 5110/Real Estate Associates Inc  
Lauver, Steven From 7900/DEEB Realty To 100752/Keller Williams Greater Omaha  
Manhart, Jennifer From 23/CBSHOME Real Estate To 20/CBSHOME Real Estate  
Manhart, Peter From 23/CBSHOME Real Estate To 20/CBSHOME Real Estate  
Ostrand, Nathaniel From 777/NP Dodge I LLC To 7900/DEEB Realty  
Rodriguez, Rick From 100329/Home Sweet Home Real Estate To 779/NP Dodge IV LLC  
Rump, Blane From 100628/Premier One Real Estate LLC To 9037/Don Peterson & Associates R E  
Shaw, Sarah From 771/NP Dodge III LLC To 777/NP Dodge I LLC  
Thomas, Shari From 24/CBSHOME Real Estate To 803/NP Dodge VI LLC

## MEMBER REINSTATES

Allen, Gloria – 3670/RE/MAX The Producers  
Brennan, Anne – 7900/DEEB Realty  
Castillo, Gina – 7900/DEEB Realty  
Esch, James – 777/NP Dodge I LLC

Faulkner, Derek – 4300/Prudential Ambassador Real Estate  
Heckenlively, Tiffany – 100268/Maloy Real Estate  
McCaskill, Marcus – 530/CENTURY 21 Century Real Estate  
Neuhaus, Robert – 20/CBSHOME Real Estate  
Richardson, Lisa – 4300/Prudential Ambassador Real Estate  
Royster, Roxanne – 100863/RE/MAX Cornerstone Properties

## NEW COMPANY

#100866/Performance Real Estate – 3301 Gregory St, Lincoln, NE, 68521  
BSG/Secondary MLS  
Phone: 261-5828 Fax: 261-3722  
Designated Realtor: Jack Gregg  
#100862/Regents Real Estate & Property Development – 4924 Eastridge Dr, Omaha, NE, 68134  
OABR/MLS Phone: 321-3550  
Fax: 502-5811  
Designated Realtor: Dana Butler  
#100863/RE/MAX Cornerstone Properties – 1015 S Hwy 30, Blair, NE, 68008  
OABR/MLS Phone: 426-9222  
Fax: 426-9233  
Designated Realtor: Carl Lorenzen  
#100868/Rockland Real Estate – 7410 S 168th Ave, Omaha, NE, 68136  
OABR/MLS Phone: 306-6970  
Designated Realtor: Rockland Goodwin  
#100869/Daniel Schmit Broker – 12512 Read St, Omaha, NE, 68142  
OABR/MLS Phone: 650-2294  
Designated Realtor: Daniel Schmit

## 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)

#4960/Leon F Black Broker – 3024 S 179th Plz #258, Omaha, NE, 68130  
#100528/Charleston Homes Realty – 3803 N 153rd St Ste 200, Omaha, NE, 68116

## CHANGE OF DESIGNATED REALTOR

#100729/Premier One Real Estate LLC – Alan Strong (Formerly Blane Rump)

## MEMBERSHIP DELETES

Distefano, Paula – 7900/DEEB Realty  
Freed, Judy – 5110/Real Estate Associates Inc  
Gill, John – 803/NP Dodge VI LLC  
Hehn, Sarah – 23/CBSHOME Real Estate  
Hellman, Jennifer – 4300/Prudential Ambassador Real Estate  
Hillmer, Carri – 773/NP Dodge VII LLC  
Hinrichsen, David – 771/NP Dodge III LLC  
Joons, Pauline – 770/NP Dodge V LLC  
Stephens, Timothy – 5000/Celebrity Homes Inc



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# CALENDAR OF EVENTS FOR MAY 2010

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
						1
2	3	4 Affiliates 9:00 am-1:30 pm at OABR  New Member Orientation 8:30 am-4:00 pm at OABR	5  New Member Orientation 8:30 am-4:00 pm at OABR	6 Ed Comm. 10:00-11:00 am at OABR  New Member Orientation 8:30 am-12:00 pm at OABR	7 Toastmasters 7:15-8:30 am at OABR  NEAMB CE 8:00 am-5:00 pm at OABR	8
9  MOTHER'S DAY	10  NAR Convention Washington, DC	11  NAR Convention Washington, DC	12  Member Services 10:00-11:00 am at OABR  NAR Convention Washington, DC	13    NAR Convention Washington, DC	14 Toastmasters 7:15-8:30 am at OABR  NEAMB CE 8:00 am-5:00 pm at OABR  NAR Convention Washington, DC	15    NAR Convention Washington, DC
16	17  OABR Executive Comm. 9:00-10:00 am at OABR	18  MLS Executive Comm. 10:15-11:15 am at OABR	19  KIP Seminar - Roger Morrissey 10:00-11:30 am at OABR	20  AFFILIATE GOLF	21 Toastmasters 7:15-8:30 am at OABR  NEAMB CE 8:00 am-12:00 pm at OABR  WCR Executive Comm. 8:30-9:30 am at OABR	22
23  30	24  MEMORIAL DAY HOLIDAY Office Closed	25  IREM 8:30-10:00 am at OABR  MLS Directors 10:15-11:15 am at OABR	26  OABR Directors 9:00-10:00 am at OABR	27  KIP Seminar - REO's 10:00-11:30 am at OABR	28  Toastmasters 7:15-8:30 am at OABR  HOLIDAY Office Closed at 3pm	29