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FOCUS

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

11830 NICHOLAS STREET  
OMAHA, NEBRASKA 68154

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## 2011 OABR DUES INFORMATION

Dues billing will be July 15, 2010. Dues for 2011 are \$490.00. There are no dues increases by the Omaha Area Board of REALTORS®.

The breakdown is:

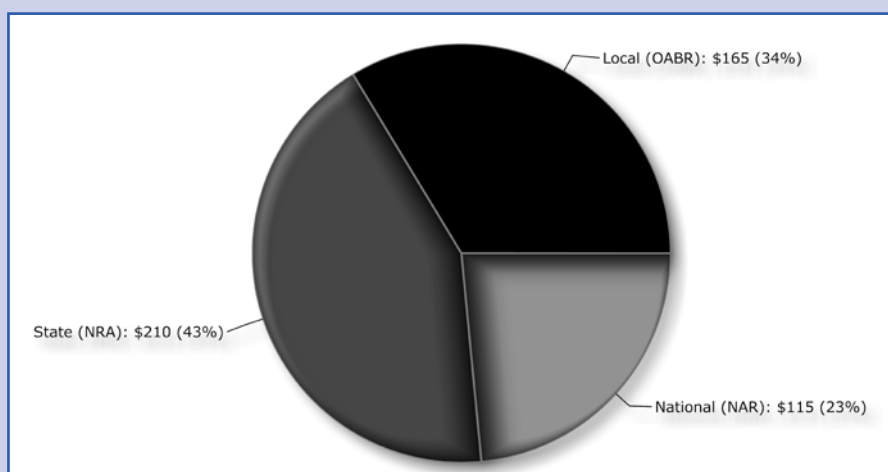
2011 Omaha Area Board of REALTORS® Dues	\$165.00
2011 Nebraska REALTORS® Association Dues	\$210.00
2011 National Association of REALTORS® Dues	\$ 80.00
National Association of REALTORS® P.R. Assessment	\$ 35.00
Dues Total:	\$490.00

**Dues must be paid by August 16, 2010 and are delinquent after that date.**

Hats off to the OABR and MLS Staff and Officers and Directors for another successful year of keeping expenses down. They work very hard to keep quality services for a reasonable price and they focus on fiscal responsibility.

Shawn Maloy  
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Omaha Area Board of REALTORS®

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



# PERSONALS

## THE NEWS

**CONDOLENCES** to Jill Currie of Berkshire Real Estate whose father recently passed away.

### 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!

There are no Nebraska Real Estate Commission meetings scheduled in the month of July 2010.

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Go to the OABR Website at [OABR.com](http://OABR.com)  
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# NEW MEMBER ORIENTATION (COFFEE BREAK SPONSORS)

Thanks to the June 2010 Sponsors  
 Cherie Casey – The Home Buyers Protection Co  
 Sara Kelley – First Westroads Bank  
 Jim Murphy – Bank of the West  
 Jody Smythe – Wells Fargo Home Mortgage  
 Alan Stoltenberg – SAC Federal Credit Union

Thanks to the July 2010 Sponsors  
 Brenda Stuart – ServiceOne Inc  
 Kent Burkholder – The House Professor  
 Matt Thiel – DRI Title & Escrow  
 Ruth Smith – Norm's Door Service  
 PK Kopun – Metro 1st Mortgage

The upcoming New Member  
 Orientation is scheduled for  
 Tuesday, August 3, 2010 from  
 8:30 a.m. to 4:00 p.m., Wednesday,  
 August 4, 2010 from 8:30 a.m.  
 to 4:00 p.m. and Thursday,  
 August 5, 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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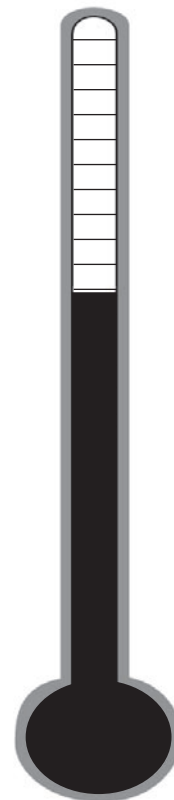
Continued on Page 5

## Contribution Goal

**\$49,500**  
8-31-10

**\$28,706**

**9-1-09**





## Continued from Page 4

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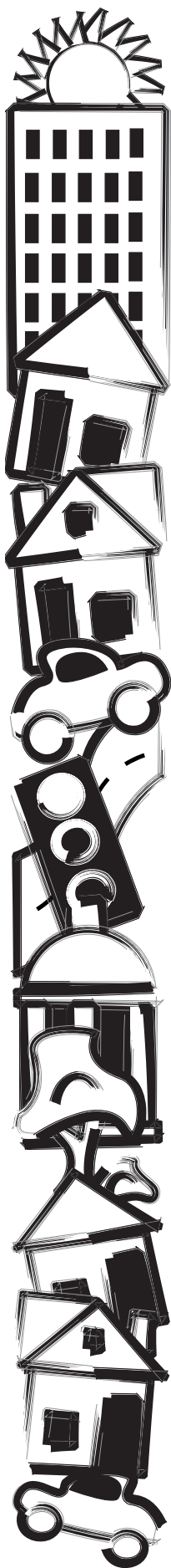
Contributions are not deductible for income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. You may refuse to contribute without affecting your membership rights. 70% of each contribution is used by your State PAC to support state and local political candidates.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



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# AFFILIATE ADVOCATE

**Submitted By: Kent Burkholder**  
**The House Professor**



## Establishing Client Trust

We all know that the real estate industry, along with the related service-providers that help support the central business, relies on personal selling. Personal selling, in turn, relies on establishing trust with your clients, whether they are home-buyers/sellers, REALTORS®, agency organizations, lending institutions, title companies, etc.

The more your clients trust you, the easier that personal selling becomes. In my experience, salespeople don't have to be pushy to be effective. In fact, some of the most successful salespeople I've known focused their efforts on relationship-building based on trust, and providing quality goods/services on a consistent basis, rather than the "sales process". Without exception, these top performers shared the following common characteristics:

- They were active listeners and cared about the other person's viewpoint and opinion
- They liked people in general, and generally wanted to be liked
- They believed that building a trusting relationship over the long term was more important (and more profitable) than making a quick dollar in the short term

- They possessed integrity, and stood behind their commitments
- They provided personal service above and beyond what was required or expected

Professional branding can be a very effective means of attracting initial interest. However, the fact is that people want to buy their homes, their inspection services, and their mortgage financing from other people, not just from a brand. Effective personal selling depends heavily on referrals from trusting/trusted clients. A good, informative website is often the first place that we are “intro-

Continued on Page 7

# OMAHA PEST CONTROL, INC.



## Guaranteed Results

- OPC offers a **Complimentary Pest Control Service** with termite inspections, upon request.  
*Certain restrictions may apply*
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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.**

**Affiliate Members listed below attended the June 2010 meeting.**

Sara Kelley (President) – First Westroads Bank  
 Regi Powell (President-Elect) –  
 Farmers Insurance/Powell Insurance  
 Brenda Stuart (Treasurer) – ServiceOne Inc  
 Lori Bonnstetter –  
 AmeriSpec Home Inspection Serv  
 Kent Burkholder – The House Professor  
 Cherie Casey – The Home Buyers Protection Co  
 Chuck Current – American National Bank  
 Janet Dragon – Heartland Reva Team  
 Kristi Guinn – CBSHOME Mortgage  
 Debbie Kalina – Radon Protection Tech LLC  
 Laura Longo – Centris Federal Credit Union  
 Deb Martin – Northwest Bank  
 Chip Monahan – Monahan Financial Inc  
 Tori Ross – Ross Designs LLC  
 Ruth Smith – Norm's Door Service  
 Wendy Walker – Omaha Title & Escrow Inc  
 Dawn Zaller – West Star Mortgage Inc

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

...

It's easy to dodge responsibilities, but we can't dodge the consequences of dodging our responsibilities.

— Anonymous

Continued from Page 6

duced" to potential clients. It is important that this website, (as well as our personal appearance when meeting clients) reflects the professionalism that is the initial step toward establishing a trusting relationship.

Networking is a trust-building activity, provided it is not approached from a cynical standpoint. It will not be particularly valuable for those who attend networking functions simply to pass out their business cards wholesale, or make a sales pitch to each attendee. It will be valuable to those who use it as an opportunity to learn from and about others, make new friendships and strengthen existing relationships, and put more into the process than they expect to receive.

Transactional one-shot selling is an outmoded concept, based primarily on a "me-first" attitude that fosters many feelings, though hardly ever trust. Relationship selling, on the other hand, is hardly

Continued on Page 8



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Continued from Page 7

selling at all; usually it's closer to a pleasant conversation with a trusted friend. As in our personal lives, establishing and maintaining a high level of trust and integrity should be paramount to building our professional relationships. A consistent commitment to helping others achieve their goals and objectives is a good first step in this process.

Kent Burkholder – The House Professor – Home Inspections, Radon Testing/Mitigation Services, Mold Testing – 7016 Maple Street, Ste. 8, Omaha, NE 68104, Office – (402) 571-4200, Cell – (402) 682-1647 – [www.houseprof.com](http://www.houseprof.com), [kent@house-prof.com](mailto:kent@house-prof.com)

...

Learn to enjoy every minute of your life. Be happy now. Don't wait for something outside of yourself to make you happy in the future. Think how really precious time is, whether it's at work or with your family.

— Earl Nightingale, personal advisor

## 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

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

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To purchase a new home or refinance your existing one.

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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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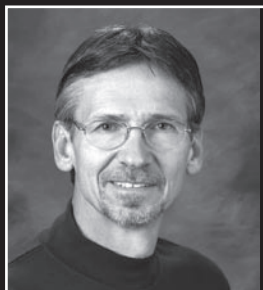
9718 Giles Rd  
La Vista, NE 68128

11902 Pierce Plaza  
Omaha, NE 68144



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

## HOME Standards INSPECTION SERVICES



Steve Vacha  
President



Certified  
Member

Office (402) 392-2020

Fax (402) 453-0680

Cell (402) 660-9988

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

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

## Is It Time to Try a Different Inspection Company?

### 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 is:

- **Fully Insured**  
Always has been, always will be!
- **Experienced**  
As a contractor and home builder for the first 20 years of his career, Home Standards' owner Steve Vacha managed hundreds of home construction projects.
- **Invested**  
In addition to being a small business owner, Steve is the acting president of the local chapter of the American Society of Home Inspectors



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## Night Out With The Royals

On Friday June 11th, the Social Events Forum of the Omaha Area Board of REALTORS® (OABR) sponsored a night out with the Royals. Almost 200 people came out to watch the Omaha Royals bring home an impressive win of 5 to 0 over the Nashville Sounds.

The festivities included a buffet dinner with all the fix'ins, hot dogs and hamburgers, baked beans and chips enjoyed from the stadium view club. After the meal, guests were able to sit and watch the game from the stadium view club or go outside and sit in a reserved seat. The first pitch was thrown

by Nathan Maloy, son of Shawn Maloy, President of the OABR. It was exciting to watch the fireworks show, which will be one of the last enjoyed in Rosenblatt Stadium.

This was another successful event for the Social Event Forum of the OABR whose vision is to build relations with the public and our OABR Members. If you are interested in becoming a part of the Social Events Forum please contact Mark Leaders or Matt Rasmussen.

See more photos at: [www.Photos.OABR.com](http://www.Photos.OABR.com).



# 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:

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- Promise to follow an ASHI® code of ethics
- Reports cover certain detailed standards, as defined by ASHI®

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Rick Crnkovich - Certified Inspector 779-2529  
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Mike Frerichs - Associate Member 990-0898  
SECRETARY GO-ASHI

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Steve Marten - Certified Inspector 571-7735  
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Mark Byrd - Certified Inspector 597-3111

### AMERICAN DREAM HOME INSPECTIONS

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Chad Ahlvers - Certified Inspector 677-2423  
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### INDEPENDENT BUILDING INSPECTION

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### QUALITY HOME INSPECTION

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### SURE HOME INSPECTIONS

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### ACME INSPECTION SERVICES

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

### MARKET PROPERTY INSPECTION

Dick Thiele - Associate Member 658-9802

### 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/>



## Ollie the Trolley Update

On June 17, 2010 the OABR Education Forum hosted an Ollie the Trolley tour of two of Omaha's fastest growing areas – Midtown and Downtown. The goal of the tour was to familiarize REALTORS® with development and the lifestyles available in these two innovative areas. Melanie Lotspeich told us about the history of the Dundee area, then we were able to see the new development of Midtown Crossing, Turner Park, and the surrounding area. Ben Proctor familiarized us with the changes

and growth in Downtown. We drove through Little Italy, the Old Market area, Lewis and Clark Landing, Riverfront Place and of course T.D. Ameritrade Stadium and surrounding NoDo area. We were all amazed at the new development and diverse lifestyles in these parts of Omaha. The REALTORS® who attended were made aware of new housing possibilities for buyers looking for an urban lifestyle.

See more photos at: [www.Photos.OABR.com](http://www.Photos.OABR.com).



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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

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Five Fountains  
Sagewood  
Suncrest  
Ashford Hollow

Cheyenne Country Estates  
Copperfileds  
Harrison Woods  
Hawk Ridge  
Raven's Nest

**Lot Locator** - Additional Lot Inventory  
throughout the Omaha Metro Area



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

"If We Don't Have It,  
We Will Tell You  
Where It Is"







Congressman Lee Terry was recently presented with a contribution from the Nebraska RPAC Trustees. Attending the presentation, from left: Doug Rotthaus, OABR CEO; Shawn Maloy, OABR 2010 President; Congressman Terry; Joe Gehrki, NAR Federal Political Coordinator; Joan Nigro, NAR Federal Political Coordinator; and Henry Kammandel, N-RPAC Chair and NAR Federal Political Coordinator.

# Q&A

## ASK THE HOME INSPECTOR!

By Patrick Casey, President  
The Home Buyers Protection Company  
Home & Building Inspections • Radon & Mold Testing



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

### Question: What is EIFS Stucco?

**Answer:** EIFS (Exterior Insulating Finishing System) is a stucco product commonly installed on the exterior walls of commercial buildings and high-end homes today. It is a stucco product that is much different than the stucco found on older homes.

Insulation is installed behind the outer surface that improves the energy efficiency of the home. Mesh is installed over the insulation and the stucco finish is installed over the mesh. The outer finish provides a clean look with many variations and styles available.

EIFS is a good product, but it sometimes has a bad reputation, mainly due to installation problems. If it is not installed properly, moisture can be trapped behind the stucco and can cause wood rot and mold to occur. It is often difficult to detect the moisture and mold until the problem is significant. Some companies discourage their relocating employees from purchasing homes with EIFS stucco.

Specialized training with specialized testing equipment is needed to properly inspect EIFS. HBP employs an EIFS certified inspector with the necessary testing equipment to evaluate the installation on a home or building.



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

Go to our website at [www.hbponline.com](http://www.hbponline.com) for more information about EIFS, see our specials and order an inspection online.



Just North of  
Dodge 1 mile  
Then West on  
Honeysuckle Drive

*ELK RIDGE*  
*the Lake*



*Street  
&  
Dreams*

## REALTOR® DAY

Wednesday, July 14, 2010

1:00 - 3:00 pm

Food & Beverages  
will be provided

Please present your Business Card at the Gate for Admission.  
Sorry, no family members or clients.



**KNOWLEDGE  
Is  
POWER**

An OABR  
Education Forum  
sponsored event!

# Opening The Door in Washington, DC

## Joe Gehrki and Henry Kammandel, Jr.

- How REALTORS® have access to Congress
- How REALTORS® make their voices heard



**Wednesday, July 28, 2010  
10:00 am – 11:30 am**

**In the Education Center of the OABR  
11830 Nicholas Street  
Omaha, NE 68154**

**Coffee and Cookies will be provided  
This Session is Free!!  
Reservations Required**

-----  
Name \_\_\_\_\_

Company \_\_\_\_\_

Phone \_\_\_\_\_

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Mail to OABR, 11830 Nicholas St., Omaha, NE 68154, fax 402-493-7189 or email your name, company and phone number to [dshipley@oabr.com](mailto:dshipley@oabr.com).





## 2010 Stimulus Golf Outing!

On behalf of the AFFILIATES a council of the Omaha Area Board of Realtors®, we would like to thank everyone that participated in the 2010 Stimulus Golf Outing! As always, we greatly appreciate the Hole Sponsors, Lunch Sponsors, Outing Photographers, Gift and Prize donors, Committee Chairs, and numerous volunteers. Also, with the “sprinkle” and “not so golf” weather that lasted all day long, we really appreciate the players that joined us for this year’s outing! We appreciate the integrity and commitment of the Realtors® in the Omaha area. Thank you to all that could join us for a day of fun in the rain. See more photos at: [www.Photos.OABR.com](http://www.Photos.OABR.com).



**Hole Sponsors:** Service One Home Warranty, Northwest Bank, Team USA Mortgage, HomeBiz Inspection Team, Thrasher Basement Systems, Home Standards Inspection Services, NLTA, Bank of the West, Metro 1st Mortgage, Centris Federal Credit Union, American National Bank/Peoples National Bank, First Westroads Bank, Omaha Title & Escrow, TierOne Bank, National Property Inspections, CBSHOME Mortgage, RELS Title, Heartland Reva Team

**Donors:** DRI Title & Escrow – Matt Thiel, SAC Federal Credit Union – Alan Stoltenberg, Norm’s Door Service – Ruth Smith, HomeBiz Inspection Team – Doug Otteman, Radon Protection Services

Continued on Page 17



**Lunch Sponsors:** SAC Federal Credit Union – Alan Stoltenberg and RELS Title – Scott Moore





Continued from Page 16

– Debbie Kalina, The Home Buyer's Protection Co – Pat Casey, TierOne Bank, AmeriSpec Home Inspections – Lori Bonstetter, The House Professor – Kent Burkholder, Metro 1st Mortgage – PK Kopun, First Westroads Bank – Sara Kelley, Northwest Bank – Deb Martin, RELS Title – Scott Moore, Heartland REVA Team – Janet Dragon, Bank of the West – Jim Murphy, Home Standards Inspection Services – Steve Vacha, Farmers Insurance – Lisa & Regi Powell, Centris Federal Credit Union – Laura Longo, OABR Print Shop, National Property Inspections – Daryle Wilken, Team USA Mortgage – Dawn Zaller, CBSHOME Mortgage – Kristi Lyons



### Committee Chairs:

Matt Thiel (DRI Title & Escrow), Kristi Lyons (CBSHOME Mortgage), Scott Moore (RELS Title).

To top everything off, Mulligan \$350 for our named charity - Rebuilding Together!!!

We are all in this together! Support those that support our industry!

Best wishes for future success in all you do!

Golf Outing Chair  
Matt Thiel  
DRI Title & Escrow

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**Must mention this flyer to receive discount.** Custom design extra.

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# Football Magnets

### \* Pricing

Size (Inches)	250	500	1,000	2,500
3 1/2 x 2	N/A	.24	.20	.15
3 1/2 x 4	.66	.50	.37	.22
5 1/2 x 3 Football	.83	.58	.42	.35

\* Add \$25 for non template layout fee  
(Allow Approx. 2 Weeks Production Time)

5 1/2" x 3" Football



# July Is Family Reunion Month

from Pages.com

Have you noticed that at family reunions, close families often sit together and talk to each other. At reunions with three or more generations attending, some people have no idea who most of those at the reunion are or how they are related to them. Here are a few ideas on how to get people mingling and talking to each other.

- Color-coded T-shirts or name tags. Imprinted shirts that designate you as part of "Joe's clan" or "Mark's kid" are nice, but cost money. Nametags that are color coded for various branches of the family can serve the purpose.
- Photo projects. Encourage people to bring historic photos of family members, churches, cemeteries and old family homes. The photos should have a name and date on the front and the owner's name on the back.

The photos should be arranged on cork boards for all to see. Family photo albums can be placed on a table.

- Story hour. Designate a time for people to share stories from family history. Mention on the invitation or at the sign-in table that there will be a time to share stories.
- Quiz project, prize. Print out a quiz about family members in history. Ask things like great-grandmother Jones' first name, where aunts and uncles were married, which aunt had twins, and in what state Uncle Joe was born? Set a time limit and give a prize for the most right answers.
- Take a tour. If the reunion is in a town that is important to family history, arrange a tour of homes, churches, and courthouses where people bought marriage licenses, or the park.



## Email to Members

The Board Office regularly sends email to active members. Please check your contact information at [www.Members.OABR.com](http://www.Members.OABR.com). Please forward changes to [DPeterson@OABR.com](mailto:DPeterson@OABR.com).



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President



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## GE Security

# Smartphones you can use as your lockbox key

Add Supra eKEY software to any smartphone listed below and turn it into your lockbox key. 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 Fob*



## Windows Mobile smartphones

### Infrared Models

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

### Non-Infrared Models\*\*

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

The Non-Infrared Windows Mobile devices shown below may be used but have not been fully tested.



*\*\*Non-infrared Windows Mobile devices require the use of a Fob*



## Palm smartphones

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

## Carriers

Each cellular provider listed here offers compatible smartphones.

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



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1/27/10



# 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 July 15, 2010. Winner and answers will be in August 2010 Focus. Good luck!!!!

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BASEBALL  
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CELEBRATION  
DEMOCRACY  
DEMOCRACY  
FIREWORKS  
FLAG  
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ICECREAM  
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LIBERTY  
NATIONALANTHEM  
PARADE  
PATRIOTISM  
PICNIC  
REDWHITEBLUE  
STREAMERS

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

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

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

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

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



## Women's Council of REALTORS® Golf Tournament

- August 12, 2010
- Pacific Springs Golf Course  
16810 Harney Street
- Registration at 10:30am  
Shotgun start at 11:00am
- \$65/golfer-\$260/foursome  
Dinner only-\$15
- Includes 18 holes of 4-person  
scramble golf, cart, lunch & dinner
- Send registration & check  
payable to:  
WCR %Brenda Stuart  
ServiceOne, 9335 J Street  
Omaha, NE 68127 FAX# 339-8704

### TEAM REGISTRATION:

Captain: \_\_\_\_\_ Phone# \_\_\_\_\_ Company: \_\_\_\_\_

Golfer #2: \_\_\_\_\_ Phone# \_\_\_\_\_ Company: \_\_\_\_\_

Golfer #3: \_\_\_\_\_ Phone# \_\_\_\_\_ Company: \_\_\_\_\_

Golfer #4: \_\_\_\_\_ Phone# \_\_\_\_\_ Company: \_\_\_\_\_

### SPONSORSHIPS Available:

- \*2 Lunch Sponsorships @ \$250 each
  - \*3 Dinner Sponsorships @ \$350 each
  - \*18 Hole Sponsors @ \$100 each
  - \*Beverage & Raffle Prize Sponsors
- Call Amie Bybee, Omaha Nat'l Title @ 676-1883  
Or Brenda Stuart, ServiceOne @ 306-6319  
For details and to sign up to sponsor!!



# 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 to enable people of Black, Hispanic, Asian, Pacific Islander or American Indian, or people of racial or ethnic heritage that are under-represented in relation to the demographic population of the Omaha area, to pursue a goal of becoming a REALTOR®. Thank you for helping by referring candidates and for helping with community outreach, and mentoring!

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

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\* According to ASHI Standards





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# MOBAcalendar

## JULY 2010



# Street of Dreams

July 10-25, 2010  
at



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 MOBA Office Closed	3
4  Independence Day	5	6  9:30 am Executive Board at MOBA	7	8	9  Preview Night 5-7 pm	10  Opening Day 11am - 7 pm
11	12 11:00 am Membership Committee Meeting at MOBA	13 10:00 am Board of Directors at MOBA	14 Realtor Day at Street of Dreams 1-3 pm 	15	16	17
Street of Dreams, July 10th - 25th. Hours: Monday - Thursday 3 - 7 pm, Friday, Saturday & Sunday 11 am - 7 pm						
18	19	20	21	22	23	24
Street of Dreams, July 10th - 25th. Hours: Monday - Thursday 3 - 7 pm, Friday, Saturday & Sunday 11 am - 7 pm						
25  Last Day 11am - 7 pm	26	27 	28 <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> !	29	30	31  Your Key To Quality Homes <a href="http://www.moba.com">www.moba.com</a>

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Fri. &amp; Sun.: Noon - 6:00pm

Sat.: 10:00am - 6:00pm

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# Reach Investment Goals With Patience, Caution

from Pages.com

If you've been reading about investments, watching those hot-investment stories on TV, and wracking your brain over how to get the best returns, one authority has advice for you: Relax and follow these steps.

\* Forget the hot stocks. Too many go bad and end up in a loss. Instead of trying to predict tomorrow's big gainers, choose a mix of five or six funds that cover assets such as large and small U.S. stocks, foreign shares, bonds and another that invests in natural resources or other inflation hedges.

\* Invest for the long term, not for next year's stock returns. You can't pick winners year after year. Some will end up going down as fast as they went up.

\* Consider a fund's expenses. You never hear people bragging about their low mutual fund expenses because high returns are more fun to talk

about. Money advisor Stephen Lewis analyzed stock funds over a 15-year period. His conclusions agree with those of Burton Malkiel and Charles Ellis in their new book, *The Elements of Investing*: The higher a fund's fees, the lower its average return over time.

\* Don't panic. The stock market goes up and down and sometimes crashes. Those who often lose a lot can't blame the market entirely for their misfortune. When things are going well, they put more into risky assets, making them more vulnerable.

Realize that the market will turn around, so don't sell your stocks or funds when prices are very low.

The less you fiddle with your investments, the fewer mistakes you will make, says Lewis.

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Pool, Clubhouse, Fitness Center, Park,  
Playground, Trail



Lincoln Place  
212th & Hwy. 6 - Gretna  
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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>					
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>					
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

REResults Coaching™ Mark T. Wehner: Call 676-0101 [mark.wehner@reresultscoaching.com](mailto:mark.wehner@reresultscoaching.com)  
[www.REResultsCoaching.com/ce](http://www.REResultsCoaching.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

### July 2010

- 2 Holiday, OABR Office closes at 3:00 pm ●
- 5 Holiday, OABR Office closed ●
- 6, 7, 8 OABR Orientation 8:30am-4:30pm ●
- 15 KIP "Opening the Door in Washington DC" 10:00am-12:00pm ●

### August 2010

- 3, 4, 5 OABR Orientation 8:30am-4:30pm ●
- 11 OABR Social Events Election/Picnic 11:00am-1:00pm ●
- 19 OABR Education "Health Care Reform with Lee Terry" at Regency Lodge 1:00pm-3:00pm ●



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### WCR PROGRAM LUNCHEON

## Greater Omaha Chamber!

### David G. Brown



David G. Brown is president and CEO of the Greater Omaha Chamber, the catalyst organization that ensures greater Omaha is a vibrant place to do business, work and live.

As one of largest chambers in the country with more than 3,300 member businesses ranging from Fortune 500 companies to small family-owned shops, the Chamber is dedicated to its mission statement — to increase business, investment and employment in Greater Omaha.

In addition to his professional responsibilities, David contributes his time and expertise to numerous community service organizations including the Ak-Sar-Ben Future Trust, Boys Scouts of America, Building Bright Futures, College World Series, Destination Midtown, Greater Omaha Ethics Alliance, Knights of Ak-Sar-Ben, Nebraska Methodist College, Nebraska Military Support Coalition, Nebraska P-16 Education Committee, North Omaha Development Project, Omaha Healthy Kids Alliance, Omaha Sports Commission, United Way of the Midlands and the U.S. Strategic Command Consultation Committee.

Please join us to hear David Brown discuss an update of the Greater Omaha Chamber involvements in our community!

**July 8, 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!**



# Thank You

## to these Realtors who have sold a Charleston Home

Abe Farrington	Deeb Realty	(2) Donna Simon	Deeb Realty	Liz Thompson	CRS/HOME
Angie Getzfred	Deeb Realty	Doug Steinbringer	NP Dodge	Mack Tauborg	Keller Williams
Bob Weidinger	NP Dodge	Doug Todd	NP Dodge	Maria Lundin	Deeb Realty
Ben Lampman	Deeb Realty	Duane Sullivan	CRS/HOME	Mary Kay Ernst	CRS/HOME
Beth Leonard	Deeb Realty	Erik Hoffman	Deeb Realty	Matt Haynes	CRS/HOME
Betsy Peters	NP Dodge	Erin Oberhauser	CRS/HOME	Megan Dreesen	CRS/HOME
Bill Bybee	Keller Williams	Ethan Brown	CRS/HOME	Michaela Neary	CRS/HOME
Bill O'Brien	CRS/HOME	Gina Simon	Keller Williams	Mickey Martin	REMLAX
Brenda Hamre	NP Dodge	Jason Elliott	Real Estate Associates	Mike Blackmon	Prudential
Brent Blythe	CRS/HOME	Jason Sutton	Deeb Realty	Nick Abboud	Real Estate Associates
Brian Birkel	Deeb Realty	Jennifer Edwards	Prudential	(2) Paul Roth	CRS/HOME
Brian Trude	NP Dodge	(2) Jennifer Morgan	Deeb Realty	Rob Corveny	NP Dodge
C.J. Gammell	CRS/HOME	Jim Macaitis	CRS/HOME	Robin Correll	CRS/HOME
Candice Troia	Deeb Realty	Jim Muller	Don Peterson & Assoc	Sam Murante	Murante Real Estate
Carol Jones	NP Dodge	Joe Keenan	Deeb Realty	Scott Trohm	Keller Williams
Carolyn Dross	Real Estate Associates	John Seigel	NP Dodge	Sharon Knutson	Prudential
Cecilia Knight	CRS/HOME	Josh Erikson	Prudential	(2) Shelli Klemke	Prudential
Christina Reining	Prudential	Joyce Simonson	All Star Realty	Shelly Hourigan	NP Dodge
Dave Anderson	Heartland Properties	Kelli Michelunas	NP Dodge	Sherry Bratcher	Johnson Realty
Dave Orton	CRS/HOME	(5) Kelly Gitt	Gitt Real Estate	Susan Steinacher	Real Estate Associates
Deb Rau	CRS/HOME	Ken Jansen	NP Dodge	Tim Oyle	Deeb Realty
Dee Caniglia	Prudential	Larry Forman	CRS/HOME	(3) Tom Dobson	ReMax
Denise O'Connell	Prudential	(2) Linda Fran	Real Estate Associates	Tracie Weaver	Prudential
Dennis Wildner	NP Dodge	Lisa Kelly	NP Dodge	Virginia Mallen	Prudential
Dick Shea	CRS/HOME	Lisa McGuire	NP Dodge	Wendy Welch	Keller Williams
		(2) Lisa Ritter	Deeb Realty		



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# NEW MEMBERS, CORRECTIONS & CHANGES!

## NEW MEMBERS

Arnold, Amanda – 24/CBSHOME Real Estate  
 Barrett, Diane – 770/NP Dodge V LLC  
 Baumhofer, Ilona – 100374/CBSHOME Real Estate  
 Cunard, Shelly – 7900/DEEB Realty  
 Fisher, Michaela – 4300/Prudential Ambassador Real Estate  
 French, Frank – 100698/Property Land Management LLC  
 Gustafson, Debra – 24/CBSHOME Real Estate  
 Hanel, Traci – 4300/Prudential Ambassador Real Estate  
 Hughes, David – 24/CBSHOME Real Estate  
 Hutchings, Joseph – 24/CBSHOME Real Estate  
 Jones, Todd – 23/CBSHOME Real Estate  
 Karloff, Jill – 3670/RE/MAX The Producers  
 Kopera, Gina – 4300/Prudential Ambassador Real Estate  
 LaCroix, Karen – 100729/Premier One Real Estate LLC  
 Lipsey, Nicholas – 7900/DEEB Realty  
 Lund, Vanita – 100501/Garrison Partners  
 Mutzenberger, Judith – 100729/Premier One Real Estate  
 Nash, Charlotte – 7900/DEEB Realty  
 Palmerto, Ronald – 6212/RE/MAX Real Estate Group  
 Soener, Robert – 100729/Premier One Real Estate  
 Spillan, Jeffrey – 22/CBSHOME Real Estate  
 Walker, Christine – 777/NP Dodge I LLC

## NEW AFFILIATE MEMBERS

Longo, Laura – 8060/Centris Federal Credit Union  
 Staab, Adam – 100875/Bulldog Home Inspection Services  
 Sutko, Tom – 9010/AmeriSpec Home Inspection Serv  
 Tank, Dan – 100579/L & J Home Inspections Inc  
 Zaller, Dawn – 100870/West Star Mortgage Inc

## NEW MEMBER CANDIDATES

Collins Jr, Frederick – 6212/RE/MAX Real Estate Group  
 Hajek, Kevin – 100812/McGowan Real Estate Inc  
 Hogan, Justin – 100812/McGowan Real Estate Inc  
 Hutchings, Lisa – 24/CBSHOME Real Estate  
 Kalinski, Michelle – 770/NP Dodge V LLC  
 Lenagh, Ken – 5110/Real Estate Associates Inc  
 Lorenzen, Matthew – 100863/RE/MAX Cornerstone Properties  
 McGregor, Geoffrey – 4570/McGregor Interests Inc

Merryweather, Jacqueline – 710/CBSHOME Real Estate  
 Rathjen Jr, Keith – 803/NP Dodge VI LLC  
 Sadler, Jeremy – 4570/McGregor Interests Inc  
 Sanford, Heather – 7900/DEEB Realty  
 Sellin, Chapin – 20/CBSHOME Real Estate  
 Strohmeier, Drew – 4570/McGregor Interests Inc  
 Thomas, Saro – 4300/Prudential Ambassador Real Estate  
 Thomsen, Scott – 4300/Prudential Ambassador Real Estate  
 Trefz, Shannen – 100374/CBSHOME Real Estate  
 Weaver, Laura – 23/CBSHOME Real Estate

## MEMBER TRANSFERS

Allen, Gloria From 3670/RE/MAX The Producers To 100385/Alliance Real Estate  
 Boyer, Mark From 100106/Boyer Young Real Estate Group To 100752/Keller Williams Greater Omaha  
 Friemel, Marcia From 21/CBSHOME Real Estate To 6212/RE/MAX Real Estate Group  
 Gould, Todd From 22/CBSHOME Real Estate To 24/CBSHOME Real Estate  
 Heberly, Ginny From 23/CBSHOME Real Estate To 4300/Prudential Ambassador Real Estate  
 Hilbers, Traci From 100628/Premier One Real Estate LLC To 100304/Don Peterson & Associates R E  
 Knox, Susan From 770/NP Dodge V LLC To 777/NP Dodge I LLC  
 Mingus, Kellie From 5000/Celebrity Homes Inc To 7900/DEEB Realty  
 Morgan, Jennifer From 7900/DEEB Realty To 4300/Prudential Ambassador Real Estate  
 Smith, Dorothy From 100374/CBSHOME Real Estate To 6212/RE/MAX Real Estate Group  
 Weaver, Tracie From 100752/Keller Williams Greater Omaha To 4300/Prudential Ambassador Real Estate  
 Whitney, Justin From 803/NP Dodge VI LLC To 4300/Prudential Ambassador Real Estate

## MEMBER REINSTATES

Freed, Judy – 5110/Real Estate Associates Inc  
 Hehn, Sarah – 5000/Celebrity Homes Inc  
 Palmer, Sandra – 4300/Prudential Ambassador Real Estate  
 Seina, Anthony – 100254/Cornerstone Commercial Real Estate  
 Weight, Lyn – 4300/Prudential Ambassador Real Estate

## NEW COMPANY

#4570/McGregor Interests Inc – 11750 Stonegate Cir, Omaha, NE, 68164  
 OABR/MLS Phone: 334-2123  
 Fax: 334-8079  
 Designated Realtor: LeGrande McGregor  
 #100571/Neppl Appraisal Service – 27 S Main St Ste 210, Denison, IA, 51442  
 BSG/MLS Secondary Only  
 Phone: 712-263-4601 Fax: 712-263-4602  
 Designated Realtor: Dennis Neppl  
 #100877/Sky Appraisals LLC – 16111 Hickory St, Omaha, NE, 68130  
 OABR/MLS Phone: 305-5739  
 Designated Realtor: Jeff Reynolds

## 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)  
 #100620/Farmers Insurance/Powell Insurance – 406 N 130th St #200, Omaha, NE, 68154  
 #3560/Saxton Appraisals Inc – 14812 Cass Cir, Omaha, NE, 68154

## COMPANY NAME CHANGE

#1880/Dundee Realty Company (Formerly CENTURY 21 Dundee Realty Co  
 #7101/Monahan Financial Inc (Formerly Asset Strategies)

## CHANGE OF DESIGNATED REALTOR

#100732 & 100752/Keller Williams Greater Omaha – Mark Boyer (Formerly John VanGelder)

## MEMBERSHIP DELETES

Brechwald, Mardee – 770/NP Dodge V LLC  
 Gillogly, Cheryl – 20/CBSHOME Real Estate  
 Gonzalez, Donna – 771/NP Dodge III LLC  
 Grabenstein, Darcy – 710/CBSHOME Real Estate  
 Ihle, Susan – 4300/Prudential Ambassador Real Estate  
 Johnson, Megan – 330/Hearthstone Homes Inc  
 Laird, Thomas – 330/Hearthstone Homes Inc  
 Lentsch, Ivan – 777/NP Dodge I LLC  
 Marco, Tara – 330/Hearthstone Homes Inc  
 Mollak, Lindsay – 100268/Maloy Real Estate  
 Petersen, Dex – 100456/Petersen Appraisal  
 Rich, Jason – 100255/Americas Realty Team  
 Yechout, Jill – 21/CBSHOME Real Estate  
 Zgoda, Eugene – 7900/DEEB Realty



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# CALENDAR OF EVENTS FOR JULY 2010

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				1 Education Committee 10:00-11:00 am at OABR	2 Toastmasters 7:15-8:30 am at OABR  HOLIDAY Office Closed at 3pm	3
4 INDEPENDENCE DAY	5 HOLIDAY Office Closed	6 Affiliates 9:00 am-1:30 pm at OABR  New Member Orientation 8:30 am-4:00 pm at OABR	7 New Member Orientation 8:30 am-4:00 pm at OABR	8 New Member Orientation 8:30 am-12:00 pm at OABR	9 Toastmasters 7:15-8:30 am at OABR	10
11	12	13 Equal Opportunity 11:00 am-12:00 pm at OABR	14 Social Events 10:00-11:00 am at OABR	15	16 Toastmasters 7:15-8:30 am at OABR  WCR Executive Comm. 8:30-9:30 am at OABR  MLS Election 9:00 am at OABR	17
18	19 IREM 8:00 am-5:00 pm at OABR OABR Executive Comm. 9:00-10:00 am at OABR	20 IREM 8:00 am-5:00 pm at OABR MLS Executive Comm. 10:15-11:15 am at OABR	21 IREM 8:00 am-5:00 pm at OABR	22 IREM 8:00 am-5:00 pm at OABR	23 Toastmasters 7:15-8:30 am at OABR	24
25	26	27 IREM 8:30-10:00 am at OABR  MLS Directors 10:15-11:15 am at OABR	28 OABR Directors 9:00-10:00 am at OABR	29	30 Toastmasters 7:15-8:30 am at OABR	31