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2010

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NUMBER 10

REALTOR®

FOCUS

OMAHA AREA
BOARD OF REALTORS®

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OMAHA, NEBRASKA 68154

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**Yes ... we're all going to party
in one BIG ... FUN ... NEW Place**

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before lanes fill up!
Only 40 available**

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Omaha Area Board of REALTORS®

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\$20/Person or \$160/Team of Eight
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\$11.50 Spectator lunch only

Includes 2 games with shoes

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Team of Eight—bowling at: Sempeck's Bowling & Entertainment

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Omaha Area Board of REALTORS®

11830 Nicholas Street
Omaha, NE 68154
(402) 493-2995 tel
(402) 493-7189 fax

Office Hours:

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



PERSONALS



CONGRATULATIONS to Julie Hergert of NP Dodge who recently earned the Graduate REALTORS® Institute of Nebraska (GRI).

CONGRATULATIONS to Geraldine Bynum from Prudential Ambassador Real Estate who recently earned the Graduate REALTORS® Institute of Nebraska (GRI).

CONDOLENCES to James Nigro of Platinum Real Estate who recently lost his wife.

CONDOLENCES to Arlene Cohen of NP Dodge Company who recently lost her mother.

CONDOLENCES to Kevin Kermeen of CBSHOME Real Estate who recently lost his father.

SEND US YOUR NEWS!

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

You Can Find Us on Facebook!
www.facebook.com/OMArealtors

The Nebraska Real Estate Commission meeting will be held on October 28-29, 2010 at the Husker Room at the Hampton Inn Suites located in Lincoln, Nebraska.

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Wednesday & Saturday Programs
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NEW MEMBER ORIENTATION (COFFEE BREAK SPONSORS)



Thanks to the September 2010 Sponsors

Jim Murphy – Bank of the West
Jody Smythe – MetLife Home Loans
Alan Stoltenberg – SAC Federal Credit Union
Brenda Stuart – ServiceOne Inc
Lori Bonnstetter – AmeriSpec Home Inspection Serv

Thanks to the October 2010 Sponsors

Matt Thiel – DRI Title & Escrow
Jody Smythe – MetLife Home Loans
PK Kopun – Metro 1st Mortgage
Scott Moore – Rels Title
Debbie Kalina – Radon Protection Tech LLC

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

REALTORS® GIVING BACK!!

Omaha Area Board of REALTORS® Coat & Winter Clothing Drive

November 1st through 7th at area Real Estate Offices

Culminating with a City Wide REALTOR®

Open House Blitz on November 6th & 7th

The Social Events Committee would like to invite you to participate in the 1st Annual OABR Winter Coat & Clothing Drive with an area wide Open House blitz the first weekend in November. We have approximately 2400 members, let's see if we can collect 2400 coats! (and mittens, scarfs, hats, etc...)

Each OPEN HOUSE will be a drop off location for the 1st Annual OABR Winter Coat and Clothing Drive.

Donated clothing will be split among four local recipients:

- YWCA
- Open Door Mission
- Lydia House
- Sarpy County Community Services

You can drop off any donations that week at the OABR office but we will be having a reception/collection party at the OABR office on Wednesday afternoon November 10th from 1-5.

Signs to put in your listings yards that week will be available by the end of October. Watch for email updates soon!!!

2400 COATS!

*Increase your
open house traffic by advertising the
event in advance for the neighborhood!*

OABR Winter Coat & Clothing
Drive DROPOFF site HERE at
open house this weekend!



125th Annual Inaugural

September ushers in a new year and the installation of officers and directors for the Omaha Area Board of REALTORS®. The 125th Annual Inaugural was held at Champions Club on Thursday, September 16, and was attended by approximately 160 members and guests. Outgoing President Shawn Maloy reflected on the 2010 elective year and recognized individuals for their service to the REALTOR® organization.

Highlighting the evening was the presentation of awards and the installation of the 2011 officers and directors. Vince Leisey was honored by being installed as the 2011 President as well as receiving the top award as 2010 REALTOR®-of-the-Year. The 2010 Outstanding Affiliate award was presented to Cherie Casey.

Joan Nigro received the 2010 award for Distinguished Service to the Nebraska REALTORS® Association, and Mark Leaders received the 2010 award for Outstanding Service to the Omaha Area Board of REALTORS®.

Serving as directors for the Omaha Area Board of REALTORS® for the 2011 term are: Vince Leisey (Pres.), Lisa Ritter (Vice Pres.), David Matney (Sec./Treas.), John Bredemeyer, Rusty Hike, Mark Leaders, Sharon Rich, Mark Wehner, Deda Myhre, Eileen Schultz.

Serving as directors for the Great Plains REALTORS® MLS for the 2011 term are: John D. Bredemeyer (Chair.), Andy Alloway (Vice Chair.), Valerie Keeton (Sec./Treas.), Vince Leisey, Herb Freeman, Gary Stoneburg, Mark Boyer, Henry Kammandel, Jr.



Master of Ceremonies Brian Thomas



Invoker Judi Anding



Past President Cathy Blackman installs 2011 President Vince Leisey



2011 President Vince Leisey and his wife Laurie with father Don Leisey (left) and brother Jay Leisey (right)



Joann Grennan on behalf of Joan Nigro accepts the 2010 Distinguished Service to the Nebraska REALTORS® Association Award from 2009 winner Carolyn Kesick.



Mark Leaders accepts the 2010 Omaha Area Board of REALTORS® Outstanding Service Award from Joe Gehrki, the 2007 recipient.



Debbie Kalina, the 2009 Outstanding Affiliate presented Cherie Casey with the 2010 Affiliate Award.



Monica Humpal, the 2009 REALTOR®-of-the-Year presented Vince Leisey with the top REALTOR® Award for 2010.

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Knowledge is Power

Those attending the latest KIP program on Thursday, September 16 were treated to inspiring words about Omaha's economic future and its young people. Representing the Greater Omaha Chamber of Commerce was David Brown, President and CEO, and Sarah Johnson, Manager of the Greater Omaha Young Professionals.

David Brown reviewed the Chamber's progress with economic development in the current soft economy and relayed the mission of the Chamber of Commerce, highlighting the many accolades the Omaha region has received for its local economy, quality of life and employment opportunities. The Chamber's marketing missions and numerous promotional efforts were also highlighted.

Focusing on Omaha's young professionals, Sara Johnson explained how young people are being engaged across the community for leadership opportunities. In many cases the Greater Omaha Young Professionals organization plays a coordinating role with a wide variety of other young professional groups like the Omaha Area Board of REALTORS® Young Professionals Network (YPN) which spotlights the professional development of younger REALTORS® focused on a career in real estate.

KIP programs are open to all members and is developed and sponsored by the Omaha Area Board of REALTORS® Education Forum which meets regularly. If you have input or would like to participate, please contact Sharon Rich, 2011 Chair, or the OABR office.





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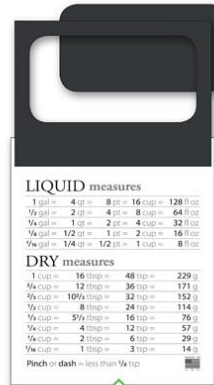


MAGNETIC BUSINESS CARD REAL ESTATE CALENDARS



4301 Real Estate
January Start Calendar



**Kitchen
Measurement Chart**



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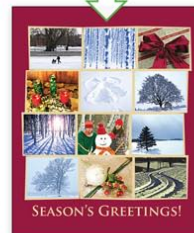
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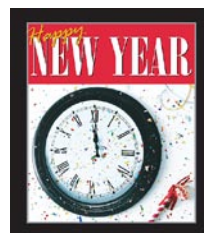
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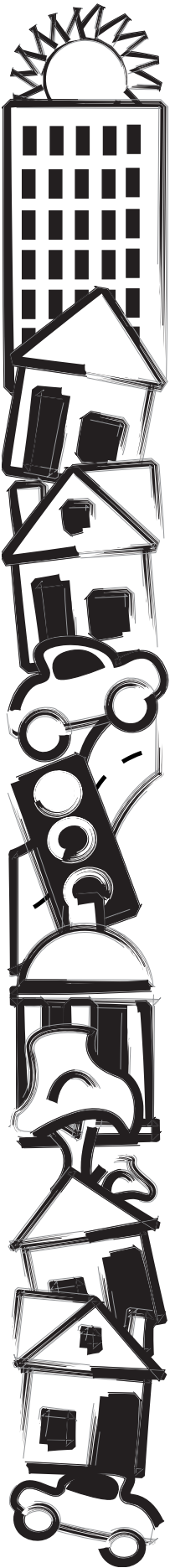
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AFFILIATE ADVOCATE

Submitted By: Jody Smythe
MetLife Home Loans



Aging In Place

You've heard the term but have you really considered what it means? When you meet with "Boomer" homebuyers, do you consider what type of home they really should be buying for this to be their last move? Your client may be a young 60 something but what will their abilities be when they are 70 or 80? Many buyers don't think about this either. The older we get, the harder it is to move.

A split entry or two story home may be more affordable than a ranch but will the person doing the laundry (usually the wife) be able to go down those stairs in five years, with an overflowing laundry basket, without breaking a hip in a fall?

Do you know how to assess a house to determine if it can be modified in the future so your client can stay there without moving again? Do you know who to call to get a home modified for a senior? It's much more than calling Joe the handyman out of the newspaper. I usually recommend using a contractor with a Certified Aging-in-Place Specialist (CAPS) designation. These guys understand what the turning radius of a wheelchair needs to be in the bathroom and how much to widen the door spaces.

If your buyer is at least 62 years old, they should look at a reverse mortgage as an option to either purchase the right home or have funds to modify the imperfect home in the perfect neighborhood. They retain title to the home and have up to a

year after they eventually move out, to repay the loan. All with no monthly mortgage payment and no income or credit qualifications.

The real estate market has been a crazy roller coaster ride for the last couple of years. The more educated you are, the more homes you can sell. Contact me if you need a CAPS professional, have reverse mortgage questions or any questions regarding seniors. I will be glad to help you. 402-630-0336 or jsmythe1@metlife.com.

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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 September 2010 meeting.**

Regi Powell (President) – Farmers Insurance/
Powell Insurance
Deb Martin (President-Elect) – Northwest Bank
Wendy Walker (Secretary) – Omaha Title & Escrow Inc
Brenda Stuart (Treasurer) – ServiceOne Inc
Laura Bambino – Great Western Bank
Lori Bonnstetter – AmeriSpec Home Inspection Serv
Cherie Casey – The Home Buyers Protection Co
Janet Dragon – Heartland Reva Team
Kristi Guinn – CBSHOME Mortgage
Sara Kelley – First Westroads Bank
PK Kopun – Metro 1st Mortgage
Josh Livingston – American Title Inc
Laura Longo – Centris Federal Credit Union
Jim Murphy – Bank of the West
John Ponec – Security National Bank
Ruth Smith – Norm's Door Service
Nancy Spidle – Mold Solutions
Matt Thiel – DRI Title & Escrow
Dawn Zaller – Team USA Mortgage

The Affiliate Council web address is
www.oabracaffiliates.com.

Did You Know?

The Omaha Area Board of REALTORS® is now on Facebook? Become a fan and network with fellow members of the OABR and stay up-to-date on OABR activities and the industry. www.facebook.com/OMArealtors.

OABR to Members

The Board Office regularly sends email to active members. Please check your contact information at www.Members.OABR.com. Please forward changes to dpeterson@oabr.com.

OABR Membership Statistics

| | Aug 2010 | Aug 2009 |
|-----------------------------------|-------------|-------------|
| Designated REALTOR® | 217 | 221 |
| Designated REALTOR®- Secondary | 3 | 5 |
| REALTOR® | 2010 | 2061 |
| REALTOR®-Secondary | 1 | 0 |
| TOTAL | 2231 | 2287 |

| | | |
|--|-------------|-------------|
| Emeritus (we have 6 included in REALTOR® count) | 0 | 2 |
| Institute Affiliate | 71 | 73 |
| Affiliate | 188 | 183 |
| Retired | 0 | 0 |
| Student | 0 | 0 |
| Public Service | 4 | 1 |
| Honorary | 0 | 0 |
| Boards Goods & Services | 240 | 237 |
| TOTAL | 2735 | 2783 |

| | July 2010 |
|-----------|-----------|
| New | 20 |
| Reinstate | 9 |
| Drop | 91 |

MLS Membership Statistics

| | Aug 2010 |
|--------------------------|-------------|
| Participants (Primary) | 206 |
| Participants (Secondary) | 60 |
| Subscribers (Primary) | 1983 |
| Subscribers (Secondary) | 180 |
| Exempt | 29 |
| TOTAL | 2458 |

Congratulations to the 2010-11 College of Business Administration Scholarship Recipients sponsored by the Omaha Area Board of REALTORS®

Kelli Goeser is a senior real estate major with a minor specialization in Marketing and plans to graduate in 2010. Kelli is a member of Rho Epsilon and previously held the Social Chair position. She was a member of the UNO Volleyball team and also plays on an intramural basketball team. Service learning activities include assisting as a Coach of the Nebraska Elite Youth Development Program and volunteering at the Lydia House. Kelli would like to do an internship in a leasing or brokerage position.

Pasko Skarica is a senior majoring in Real Estate and Finance. Pasko is a member of Rho Epsilon and the UNO Maverick Investment Club. He is also a member of the UNO Hockey team. He has assisted with various charity fundraising events while at UNO. Pasko would like to pursue a career that will utilize both his training in real estate and finance.

Nebraska Investment Finance Authority (NIFA) is announcing new mortgage rates for all of their programs. There is a \$20 million funding limit on the new rates. Funds will be allocated on a first-come first-serve basis. Call NIFA for rates and details at 402-434-3900.

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How to bake a cake

One day nine year old David was asked by his mother if he'd like to learn how to bake a cake. She told him, "You'll have no trouble as long as you follow the instructions on the box."

Later she was shocked to return to the kitchen and find David with his hand submerged in batter. "What are you doing?" she gasped.

"I'm just following the instructions on the box," David announced. "They say, 'Mix by hand.'"

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Debbie Kalina
President



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Listing Input Changes

The MLS Board of Directors voted at their August 24, 2010 and their September 28, 2010 meeting to make some changes to the LIP Sheets. The changes are:

- To update the School Districts to include: Arlington, Conestoga/Murray, Elmwood/Murdock, Ft Calhoun, Glenwood, Louisville, South Sarpy Dist #46, Tekamah/Herman, Weeping Water and Yutan. Combine Valley and Waterloo to be Douglas County West.
- To divide MLS map area 267 into 3 subareas, divided by 192nd and 216th streets from Harrison St. to Interstate-80
- To remove the fields "Map Coordinates- Alpha" and "Map Coordinates – Numeric".
- To remove the fields "Occupant Name" and "Occupant Phone".
- To change the following features under "Showing Instructions:" "Lock Box" to "Electronic Lock Box." Add: "Combo Lock Box" and "Call Showing Service." Remove "Sign-In Sheet."
- To Change under "Existing Mortgage Type" "Cash" to show as "Not Disclosed".

You will need to update any listings you have accordingly with the new school districts.

Starting November 1, 2010, the Great Plains REALTORS® Multiple Listing Service will have new MLS LIP sheets available with the updated MLS Area Map. To receive your supply of the LIP Sheets, you must come to the OABR Office. LIP Sheets will not be mailed out.

Please call the Great Plains REALTORS® Multiple Listing Services Office at 493-2995 ext 300 if you have any questions.

• • •

One good thing about having a birthday on Halloween is that people tend to remember it.

Dan Rather, American journalist

• • •

Take the attitude of a student, never be too big to ask questions, never know too much to learn something new.

— Og Mandino, author, sales advisor



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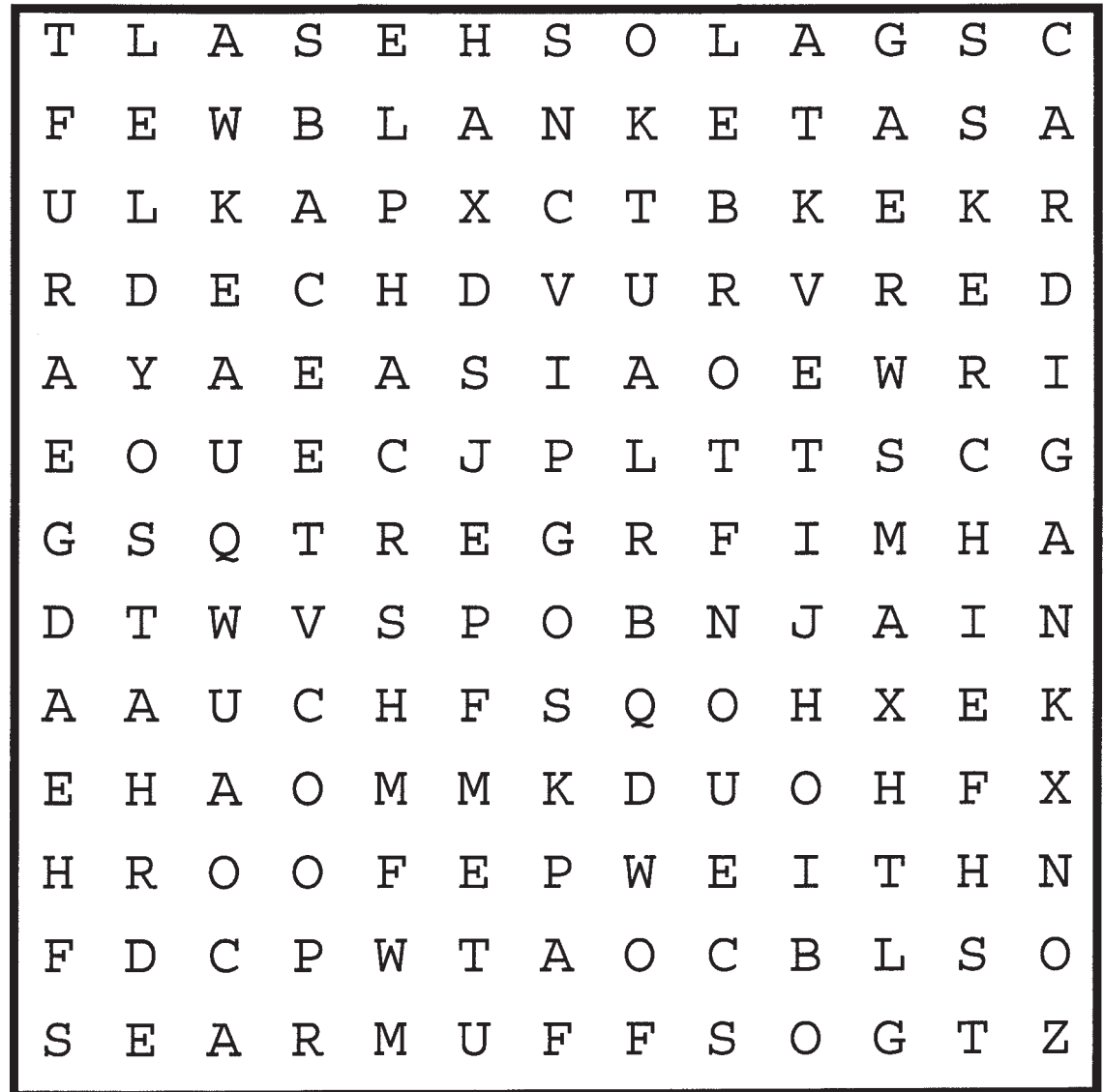
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Word Search!!!

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 October 15, 2010. Winner and answers will be in November 2010 Focus. Good luck!!!!

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Name: _____

Company: _____

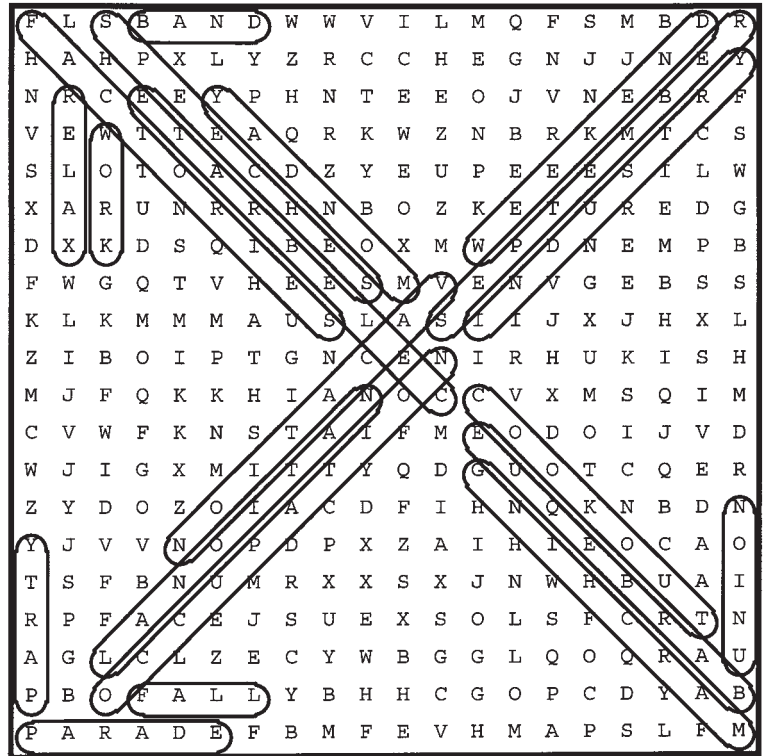
Address: _____

Phone: _____

September Word Search!!!

Nanci Salistean
from
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Won A \$50
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Here are the answers to
last month's puzzle!



- ▶ **FREE 90 Day ServiceOne Home Warranty**
- ▶ **ASHI Certified Inspectors**
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Supra Education Corner

Hot tip: Are you receiving emails every time one of your properties is shown?

Set up SupraWEB to send you an email when someone opens one of your KeyBoxes.

1. Access SupraWEB via www.oabr.com and click on 'Supra'
2. Click under the picture to access the SupraWEB login page.
3. Login to SupraWEB with your User ID and password. (This is a new process which began April 1, 2010. If you have not created a User ID and password, select 'How to get access' link under the blue submit button. DO NOT create a second account, if you do not recall if you have completed this process contact Supra Support at 1-877-699-6787 for assistance.)
4. Once you have logged into SupraWEB; from the menu bar at the top of the page, select 'Settings.'
5. Under 'Showing Settings' click on 'General email.'
6. Verify your email address is correct. If you wish to have a different email address listed, you can email lwelch@oabr.com with your updated information. (Note: Whatever email address you have listed for the MLS is the email address which will populate.) You can also add additional email addresses in the showing emails box.

*Are you using all the tools available to you?
Do you receive emails every time one of your listings is shown?*

7. Check the box under 'Showing Emails,' Send me an email when another agent shows one of my listings.

Showing Emails

☒ Send me an email when another agent shows my listings.

Also send a ccpy to:(CC)

8. Scroll to the bottom of the page and click 'Save.'
9. You will now receive emails whenever one of your KeyBoxes is opened.



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- Free Flood Determinations/Quotes
- Prompt Professional Service

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

Know the Code of Ethics ...

Standard of Practice 1-9

The obligation of REALTORS® to preserve confidential information (as defined by state law) provided by their clients in the course of any agency relationship or non-agency relationship recognized by law continues after termination of agency relationships or any non-agency relationships recognized by law. REALTORS® shall not knowingly, during or following the termination of professional relationships with their clients:

1. reveal confidential information of clients; or
2. use confidential information of clients to the disadvantage of clients; or
3. use confidential information of clients for the REALTOR®'s advantage or the advantage of third parties unless:
 - a. clients consent after full disclosure; or
 - b. REALTORS® are required by court order; or
 - c. it is the intention of a client to commit a crime and the information is necessary to prevent the crime; or
 - d. it is necessary to defend a REALTOR® or the REALTOR®'s employees or associates against an accusation of wrongful conduct.

To download the Code of Ethics and Standards of Practice, go to <http://www.realtor.org/mempolweb.nsf/pages/printable2010Code>.

Coming in October!

DocCentral is a simple, intuitive and cost-effective tool that allows real estate professionals to manage and organize their documents. Documents are stored on secure servers and accessible online 24/7 by agents and the clients and vendors they authorize. By taking transaction documentation off agent laptops and out of filing cabinets, DocCentral eliminates redundancy, safeguards information, and ensures there will always be enough space for even the largest document files.



Certified Green Homes

The MLS Board of Directors approved adding four fields to the Residential Listing Input Sheet. These four fields pertain to "GREEN BUILDING-Nebraska Certified Builder" which certification is conducted by the State of Nebraska's Energy Office.

The four standard fields are:

- NAHB Certified Green
- LEED Certified Green
- Nebr. Certified Green
- Energy Star: 5-Star Plus

These new home construction standards are each supported by documentation that the owner should have available and may also be uploaded to the Paragon system by the listing company.

The four fields will be added to the Paragon system by November 1, 2010 and these fields will not be required.

• • •

Don't let your ego get too close to your position, so that if your position gets shot down, your ego doesn't go with it.

— Colin Powell, former Secretary of State

WCR PROGRAM LUNCHEON Extreme Makeover Inside and Out Event Join us and our 3 Lucky winners:

Jennie Deseck with Omaha National Title
Jan Anderson with CBSHOME
Mari Lepert with Charleston Homes

They will discuss their experience of winning:

- 2 personal training visits each week for the last month and nutritional counseling provided by Kennedy Fitness
- Scheduled makeovers at Glow by Tiffany A Skincare & Makeup Salon
- Complete Hair Makeover by April Matsuzaki of Claude's Beaurorium
- Clothing that was provided by JC Penney's
- 1 Hour Massage from Omaha School of Massage Therapy donated by Wendy Walker
- Business Coaching for the last month. A customized roadmap for each of their personal success with Heather Legge Envision Success a \$560.00 value!!!
- October lunch for each will be provided by Women's Council of REALTORS®!!!

October 14, 2010

11:45 a.m.

(Doors open at 11:00 a.m. for networking and visiting with our Business Fair Partners)

Georgetowne Club

2440 S. 141st Circle

Lunch - \$13.00 (advance payment on PayPal)

All Reservations are Due by October 7, 2010

No Pay at the Door Reservations Accepted

See You There!



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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
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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LotsOmaha.com
951-5000

Contact
Walt Slobotski
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• Next Event •

Turkey Shoot Bowling for Toys for Tots

Wednesday, November 3rd, 2010 — 11:00 a.m. Sempek's Bowling (previously Thunder Alley)

NARdiGras2010

NEW ORLEANS NOVEMBER 5-8

*Learn to hit all the right notes at the
2010 REALTORS® Conference & Expo.*



- Learn from over 125 industry experts, including **Mike Aubrey**, host of HGTV's "Real Estate Intervention"
- Network with 20,000 contacts from across the country and around the world
- Celebrate with family and friends—they'll get four Fun Bucks to use on tours and attractions with their full conference guest pass

GET MORE FOR YOUR MONEY:

Thanks to sponsor **Bank of America**, full conference registrants can download a complete set of education session audio recordings **FREE** after the conference. Visit the website for more information.



NATIONAL ASSOCIATION
OF REALTORS®
The Voice for Real Estate

Sign up today at
REALTOR.org/Conference

NAR Hails Bill to Hasten Lender Response to Short Sale

Homeowners who are underwater with their mortgage may find that relief is on the way from a bill strongly supported by the National Association of REALTORS® that would impose a deadline on lenders to respond to short-sale requests.

The legislation, H.R. 6133, "Prompt Decision for Qualification of Short Sale Act of 2010," was offered yesterday in Congress by U.S. Reps. Robert Andrews (D-N.J.) and Tom Rooney (R-Fla.). The bill would require lenders to respond to consumer short sale requests within 45 days.

"The short sale, which requires lender approval, is an important instrument for homeowners who owe more than their home is worth," said NAR President Vicki Cox Golder, owner of Vicki L. Cox & Associates in Tucson, Ariz. "While the lending community has worked to improve the size and training of their short sales staffs, they still have a long way to go on improving response times."

"As the leading advocate for homeownership issues, NAR believes that quicker attention to the short sales process is vital to help homeowners who are underwater

and their communities, as well as the nation's economy," said Golder.

The number of potential short sale properties is rising across the country. According to NAR data, in the second quarter of 2010, Nevada, California, Florida and Arizona are states where significant shares of all properties on the market are potential short sales: 32 percent, 28 percent, 27 percent and 24 percent, respectively.

"Unfortunately, homeowners who need to execute a short sale are severely hampered because lenders (loan servicers) are unable to decide whether to approve a short sale within a reasonable amount of time. Potential homebuyers are walking away from purchasing short sale property because the lender has taken many months and still not responded to their request for an approval of a proposed short sale price. Many consumers have mentioned that the delay in short sale price approval exceeds 90 days, and in many cases never arrives," Golder said.

She commended Reps. Andrews and Rooney for their efforts on the bill and urged Congress to pass the bill quickly.

The National Association of REALTORS®, "The Voice for Real Estate," is America's largest trade association, representing 1.1 million members involved in all aspects of the residential and commercial real estate industries.

Information about NAR is available at www.realtor.org.

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.



First State Bank
banking outside the box

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Ralston, NE 68127

9718 Giles Rd
La Vista, NE 68128

11902 Pierce Plaza
Omaha, NE 68144



Dennis Ritter
402-680-3458

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

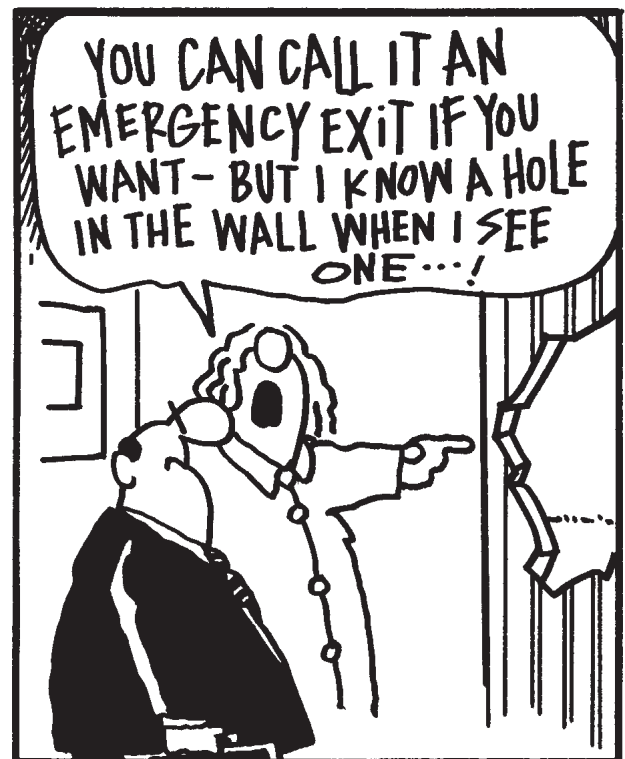
A loan to purchase, renovate, or maintain residential rental property.

HOME EQUITY LOANS

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



www.dennisritter.com



Upcoming Events

October 2010

- 5, 6, 7 OABR Orientation 8:30am-4:30pm
- 11 Holiday, OABR Office Closed
- 21 KIP "The Process of Setting Up REO's and Short Sales" at 1:00 pm

November 2010

- 2, 3, 4 OABR Orientation 8:30am-4:30pm
- 3-8 NAR Meetings in New Orleans
- 11 Holiday, OABR Office Closed
- 18 KIP - Techy Tips (Level 1) at 10:00 am
- 25-26 Holiday, OABR Office Closed

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The 10-Second Rule

One of the most common reasons that people find themselves in dangerous situations is that they weren't paying attention. Take a few precious seconds during the course of your day to assess your surroundings.

Take 2 seconds when you arrive at your destination.

- Is there any questionable activity in the area?
- Are you parked in a well-lit, visible location?
- Can you be blocked in the driveway by a prospect's vehicle?

Take 2 seconds after you step out of your car.

- Are there suspicious people around?
- Do you know exactly where you're going?

Take 2 seconds as you walk towards your destination.

- Are people coming and going or is the area unusually quiet?
- Do you observe any obstacles or hiding places in the parking lot or along the street?
- Is anyone loitering in the area?

Take 2 seconds at the door.

- Do you have an uneasy feeling as you're walking in?
- Is someone following you in?

Take 2 seconds as soon as you enter your destination.

- Does anything seem out of place?
- Is anyone present who shouldn't be there or who isn't expected?

Safety in Just 10 Seconds

It takes just 10 seconds to scope out your surroundings and spot and avoid danger. Make this "ten-second scan" a habit in your everyday work as a Real Estate Professional. Then share it with someone else.

(Source: "What You Can Do About Safety," REALTOR® Magazine, September 2000. Courtesy Night Owl/Vector Security, Landover, MD.)

This article is part of the NATIONAL ASSOCIATION OF REALTORS® REALTOR® Safety Resources Kit.



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.

Question: We have low water flow at the plumbing water lines inside our home. It was built in 1943, and we have already replaced the water line from the house to the street. Why is the flow still low?

Answer: Many older homes have galvanized pipes for water lines. It is likely that your home has them, and the low flow is probably due to mineral deposits that have formed on the inside of the pipes. These mineral deposits may be restricting the water flow. It will probably be necessary to replace at least a portion of the water lines to correct this.

You should replace them with copper piping instead of galvanized piping, as the mineral deposits do not collect on copper. The mineral deposits tend to collect first in the horizontal pipes and the hot water pipes. You should consider replacing these first to see if the flow increases. Your licensed plumbing contractor will be able to assist you in deciding which pipes to replace first.

Note: If the low flow is located only at one plumbing fixture, the water line shut-off valve may be bad or the aerator screen may be clogged. Check them first.

Go to our website at www.hbponline.com for more information about water flow, see our specials and order an inspection online.



HBP
Home Buyers
PROTECTION COMPANY
(402) 334-7926

MOBAcalendar

OCTOBER 2010

| Sunday | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |
|--|--|---|-----------|---|--------|---|
|  | | | | 1 Event Information, Industry, Builder & Member News, Advertising & Sponsorship Opportunities... www.moba.com! | 2 | |
| 3 | 4 | 5 9:30 am Executive Board at MOBA | 6 | 7 | 8 | 9 |
| 10 | 11 11:00 am Membership Committee Meeting at MOBA Columbus Day | 12 10:00 am Board of Directors at MOBA | 13 | 14 Dinner Meeting 6:00 pm at MOBA \$10 per person RSVP required | 15 | 16 |
| 17 | 18 | 19 | 20 | 21 | 22 | 23 |
| 24/31  Do Business with a Member! Participate in this great membership opportunity and download an application today at www.moba.com! | 25 | 26 | 27 | 28 | 29 | 30  Metro Omaha Builders Association Your Key To Quality Homes www.moba.com |

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www.ErickaHeidvogel.com

10 Market Facts for Uncertain Times

reprinted from realtor.org

Although the economy is soft and consumer confidence remains low, new data from the National Association of REALTORS® shows positive signs for the future. To help REALTORS® interpret current economic data and address clients' concerns, here are 10 key facts to understand about today's market.

1. The economy is growing, though slowly.
2. The private sector is finally creating some jobs.
3. Consumer confidence remains low, though clearly off bottom.
4. The 30-year mortgage rate is at generational lows.
5. The national median-home price is stabilizing.
6. Other home-price measurements also are showing price stabilization.
7. Home price-to-income ratios have returned to fundamentally justifiable levels.
8. Economists expect price increases in upcoming years
9. Delinquencies are high but recent loan originations are performing well.



10. The long-term path to self reliance may be helped from long-term housing-wealth gains.

To see the statistics behind these facts, download the full NAR research report at <http://www.realtor.org/wps/wcm/connect/9e2ed38043cfc555926ffb34cafa6d66/Market+Facts+%28September+2010%29+edits2.ppt?MOD=AJPERES&CACHEID=9e2ed38043cfc555926ffb34cafa6d66>

Earn 12 Credits!

Learn what makes a home energy-efficient.

Heating and Air Conditioning (#0661) \$35
Sept. 15, 8:30 a.m. - 12:00 p.m. 3 credit hours

Lighting Homes That Sell (#0662) \$35
Oct. 13, 8:30 a.m. - 12:00 p.m. 3 credit hours

Building Science (#0630) \$55
Nov. 10, 8:30 a.m. - 4:00 p.m. 6 credit hours

For details and registration, visit oppd.com



Real Estate Terms to Know

1031 Exchange – An exchange which is officially called an Internal Revenue Code 1031 Exchange which allows an owner to trade one like property for another under very specific guidelines and defer paying income tax.

Abandonment – The voluntary surrender, relinquishment, disclaimer or cession of property ownership claims or rights done with an intention to abandon or give them up or from a failure to use the property.

Abatement – A termination, ending, reduction or decrease which usually applies to the assessed value of ad valorem taxes following their assessment and levy.

Abrogate – An act that repeals a law or custom which makes it void.

Absentee owner – An owner who does not live or manage his or her own property but uses the services of a property manager.

Provided by RIS Media - For more terms, use this link: <http://rismedia.com/category/real-estate-words-glossary/>

CONTINUING EDUCATION

| Date | Title | Course # | Credit Hours | Time |
|---|---|----------|--------------|--------------------|
| Nebraska Realtors Association (800) 777-5231 www.nebraskarealestateeducation.com | | | | |
| Oct 21-22 | GRI 103: Ethics & Legal Issues (Omaha) AVAILABLE ONLINE | 0203TR | 12R | |
| Oct 25-26 | CRS 210: Building an Exceptional Customer Service Referral Business (Holiday Inn, Council Bluffs Iowa) GRI 101, 104 & 106 | | 12 | |
| Randall School of Real Estate: Call (402) 333-3004 www.info@randallschool.com | | | | |
| Oct 12 | Radon & Real Estate | C0023R | 3 | 8:30 am - 11:45 am |
| Oct 12 | Lead, Asbestos, Mold Get the Facts | C2640R | 3 | 1:00 pm - 4:15 pm |
| Oct 13 | Who Sells a Small Business & Why | 0395 | 3 | 8:30 am - 11:45 am |
| Oct 13 | Working with Investors: Client for Life | 0311 | 3 | 1:00 pm - 4:15 pm |
| Oct 19 | Statutory Liens: Causes & Effects | 0383 | 3 | 8:30 am - 11:45 am |
| Oct 19 | Writing the Purchase Agreement | 0019R | 3 | 1:00 pm - 4:15 pm |
| Oct 20 | Home Inspection Option | 0280 | 3 | 8:30 am - 11:45 am |
| Oct 20 | Agency in Nebraska | 0366R | 3 | 1:00 pm - 4:15 pm |
| Oct 27 | Contract Law | 0093R | 3 | 8:30 am - 11:45 am |
| Oct 27 | Qualifying the Buyer | 0039 | 3 | 1:00 pm - 4:15 pm |
| Oct 28 | Working with Investors: Client for Life | 0311 | 3 | 8:30 am - 11:45 am |
| Oct 28 | Wood Destroying Insects | 0048 | 3 | 1:00 pm - 4:15 pm |
| Nov 3 | Statutory Liens: Causes & Effects | 0383 | 3 | 8:30 am - 11:45 am |
| Nov 9 | Do's & Don'ts of Antitrust & RESPA | 0616 | 3 | 8:30 am - 11:45 am |
| Nov 9 | Trust Accounts | 0319R | 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. Morrisseyrc41@msn.com | | | | |
| Call for school catalog. All classes subject to a minimum of eight and maximum of 25 students. | | | | |
| Oct 28 | Nebraska Report Writing Update | | | |
| (Class covers June 2010 updated Fannie Mae Appraisal-Related Policies) | | C21002 | 7 | 8:00 am - 4:00 pm |
| Oct 29 | National USPAP Update | C21001 | 7 | 8:00 am - 4:00 pm |
| | Bring your 2010-11 USPAP book to each class | | | |
| REResults Coaching™ Mark T. Wehner: Call 676-0101 mark.wehner@reresultscoaching.com | | | | |
| CE Schedule: www.REResultsCoaching.com/ce | | | | |
| | ThREE-D Networking: Next Generation Tips Club" www.resultscoaching.com/3d | | | |
| Oct 20 | Keeping Your Advertising Legal | 0653 | 3 | 8:30 am - 11:45 am |
| Oct 21 | Look Who's Talking...The Value of Quality Communications in the Real Estate Transaction | 0599 | 3 | 6:30 pm - 9:45 pm |
| Oct 25 | Coaching Strategies for Diligent Representation | 0392R | 3 | 6:30 pm - 9:45 pm |
| Oct 28 | Risky Business Practices | 0349R | 3 | 1:00 pm - 4:15 pm |
| Nov 2 | Advanced Buyer Representation | 0378R | 3 | 6:30 pm - 9:45 pm |
| Nov 3 | Making Agency Work for You | 0656R | 3 | 8:30 am - 11:45 am |
| Discount CE Packages Now Available! | | | | |
| Online CE Courses Available At: www.reresultscoaching.theceshop.com | | | | |
| | Nebraska CE Renewal Package #1 | | 12 | |
| | Nebraska CE Renewal Package #2 | | 12 | |
| | Nebraska CE Renewal Package #3 | | 12 | |
| | Nebraska CE Renewal Package #4 | | 12 | |
| | Basics of Real Estate Taxation | 0253 | | |
| | Breaking Barriers: Fair Housing | 0282R | | |
| | Cracking the Code of Ethics | 0497R | | |
| | Diversity: Your Kaleidoscope of Clients | 0415 | | |
| | Foreclosures Demystified | 0621 | | |
| | Foundations of Real Estate Finance | 0337 | | |
| | From Contract to Keys: The Mortgage Process | 0039 | | |
| | Going Green: The Environmental Movement in Real Estate | 0663 | | |
| | Keeping it Honest: Understanding Real Estate and Mortgage Fraud | 0558 | | |
| | Real Estate Appraisal for Agents | 0471 | | |
| | Real Estate Technology: The Professional's Guide to Success | 0365 | | |
| | Title & Escrow: Two Families, One Transaction | 0024 | | |
| | Today's MLS: New Paradigms, Better Results | 0674 | | |
| Larabee School of Real Estate: Please Call 402-436-3308 or 800-755-1108 larabeeschool.com. | | | | |
| 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 |

Have you Heard the Buzz about Charleston Homes?

Thank You
to these Realtors who have sold a
Charleston Home so far in 2010!

| | | | |
|------------------|------------------------|-------------------|-----------------|
| Brian Birkel | Prudential | Carol Jones | NP Dodge |
| Mike Blackmon | Prudential | Ann Kinder | Prudential |
| Brent Blythe | CBSHOME | Andrea Lane | Keller Williams |
| Ethan Brown | CBSHOME | Rachel Langford | CBSHOME |
| William Bybee | Keller Williams | Kelli Mickeliunas | NP Dodge |
| Dee Caniglia | Prudential | Tim Ogle | Deeb Realty |
| Megan Dreesen | CBSHOME | Sandie Palmer | Prudential |
| Jennifer Edwards | Prudential | Betsy Peter | NP Dodge |
| Jason Elliott | Real Estate Associates | Lisa Ritter | Deeb Realty |
| Josh Eriksen | Prudential | Paul Roth | CBSHOME |
| Abe Farington | Deeb Realty | Carol Schrader | Deeb Realty |
| Larry Forman | CBSHOME | Gina Simon | Keller Williams |
| Scott Frohm | Keller Williams | Crystal Smith | Prudential |
| C.J. Gammel | CBSHOME | Paul Sopinski | Prudential |
| Kelly Gitt | Gitt Real Estate | Mack Taulborg | Keller Williams |
| Karen Hascall | NP Dodge | Liz Thompson | CBSHOME |
| Erica Holstein | Keller Williams | Brian Trude | NP Dodge |
| | | Troy Trumm | Keller Williams |



charlestonhomesomaha.com



NEW MEMBERS, CORRECTIONS & CHANGES!

NEW MEMBERS

Brooks, Ann – 4300/Prudential Ambassador Real Estate
 Byrnes, Jeffrey – 100883/Keller Williams Greater Omaha
 Herb, Ethan – 100752/Keller Williams Greater Omaha
 Jump Jr, Richard – 100752/Keller Williams Greater Omaha
 Klug, Susan – 770/NP Dodge V LLC
 Lyon, Maximilian – 23/CBSHOME Real Estate
 Noker, Marshall – 100752/Keller Williams Greater Omaha
 Spiegel, Shelly – 4300/Prudential Ambassador Real Estate
 Taylor, Walter – 4300/Prudential Ambassador Real Estate
 Villotta, Jeffrey – 770/NP Dodge V LLC

NEW AFFILIATE MEMBERS

McHenry, Richard – 100888/Variety Maintenance Home Inspections

NEW MEMBER CANDIDATES

Becerra, Breann – 100374/CBSHOME Real Estate
 Berglund, Allen – 803/NP Dodge VI LLC
 Bodady, Heidi – 7900/DEEB Realty
 Braun, Mark – 779/NP Dodge IV LLC
 Coughran, Kathleen – 380/GTRSALES
 Giardino, Beverly – 23/CBSHOME Real Estate
 Hervert, Laura – 530/CENTURY 21 Century Real Estate
 Kay, Leslie – 100255/Americas Realty Team
 Kirk, Kelly – 4300/Prudential Ambassador Real Estate
 Kuhlmeier, Sarah – 4300/Prudential Ambassador Real Estate
 Nwinye II, Chinwendu – 380/GTRSALES
 Shanahan, Cindy – 770/NP Dodge V LLC
 Shipley, Brenda – 23/CBSHOME Real Estate
 Smart, Tamara – 5000/Celebrity Homes Inc
 Torres-Lopez, Karla – 100544/Vision Casa Real Estate PC
 Wallitsch, Tori – 100385/Alliance Real Estate LLC
 Welchert, Andrew – 4300/Prudential Ambassador Real Estate

NEW AFFILIATE CANDIDATES

Spidle, Nancy – 100880/Mold Solutions
 Szczepanek, Peter – 100891/Millard Remodeling & Restoration

MEMBER TRANSFERS

Armstead, Sylvester From 100732/Keller Williams Greater Omaha To 100752/Keller Williams Greater Omaha
 Baumhofer, Ilona From 100374/CBSHOME Real Estate To 530/CENTURY 21 Century Real Estate
 Curtis, Tracy From 100374/CBSHOME Real Estate To 6211/RE/MAX Real Estate Group
 Danielson, John From 7902/DEEB Realty To 7901/DEEB Realty
 Echter, Lyn From 100697/SureMove Realty To 4300/Prudential Ambassador Real Estate
 Estes, Patricia From 5000/Celebrity Homes Inc To 23/CBSHOME Real Estate
 Evans, Raymond From 100732/Keller Williams Greater Omaha To 100752/Keller Williams Greater Omaha
 Evans, Susan From 100732/Keller Williams Greater Omaha To 100752/Keller Williams Greater Omaha
 Friehe, Thomas From 7900/DEEB Realty To 771/NP Dodge III LLC
 Frohm, Scott From 100732/Keller Williams Greater Omaha To 100883/Keller Williams Greater Omaha
 Gish, Rosalia From 3670/RE/MAX The Producers To 5000/Celebrity Homes Inc
 Ilg, Shawn From 7902/DEEB Realty To 7901/DEEB Realty
 Lampman, Renee From 7902/DEEB Realty To 7901/DEEB Realty
 Larsen, Laura From 24/CBSHOME Real Estate To 4300/Prudential Ambassador Real Estate
 Larsen, Steven From 100732/Keller Williams Greater Omaha To 100883/Keller Williams Greater Omaha
 Lube, Elizabeth From 6211/RE/MAX Real Estate Group To 6212/RE/MAX Real Estate Group
 Michalak, Paul From 100883/Keller Williams Greater Omaha To 7900/DEEB Realty
 Murray, Jeremy From 5110/Real Estate Associates Inc To 4300/Prudential Ambassador Real Estate
 Myhre, Chris From 21/CBSHOME Real Estate To 24/CBSHOME Real Estate
 Myhre, Deda From 21/CBSHOME Real Estate To 24/CBSHOME Real Estate
 Olazabal, Fernando From 7902/DEEB Realty To 7901/DEEB Realty

Petersen, Diane From 7902/DEEB Realty To 7901/DEEB Realty
 Radcliff, Jeffrey From 100280/Neff Radcliff Hayes Appraisal To 100280/Neff Radcliff Hayes Appraisal
 Savery, Mindy From 21/CBSHOME Real Estate To 24/CBSHOME Real Estate
 Schrieber, Teri From 4300/Prudential Ambassador Real Estate To 710/CBSHOME Real Estate
 Soucek, Bernard From 7902/DEEB Realty To 7901/DEEB Realty
 Svoboda, Kathleen From 7902/DEEB Realty To 7901/DEEB Realty
 Thomsen, Jane From 100732/Keller Williams Greater Omaha To 100752/Keller Williams Greater Omaha
 Thomsen, Larain From 100732/Keller Williams Greater Omaha To 100752/Keller Williams Greater Omaha
 Wachter, Ardelle From 773/NP Dodge VIII LLC To 100863/RE/MAX Cornerstone Properties
 Whitney, Justin From 4300/Prudential Ambassador Real Estate To 803/NP Dodge VI LLC

MEMBER REINSTATES

Eads, Patricia – 330/Hearthstone Homes Inc
 Feneck Jr, John – 100752/Keller Williams Greater Omaha
 Friel, Jeffrey – 100752/Keller Williams Greater Omaha
 Meinders, Joanna – 7900/DEEB Realty
 Salgado, Yamy – 4300/Prudential Ambassador Real Estate
 Schumacher, Traci – 100890/Tri-Win Properties
 Welsh, Shane – 7900/DEEB Realty

NEW COMPANY

#100892/Dreamscape Realty – 18004 Josephine St, Omaha, NE, 68135
 OABR/MLS Phone: 676-2288
 Fax: 502-4385
 Designated Realtor: Julie Fredrickson
 #100895/Havenmakers Inc – 129 Main St, Louisville, NE, 68037
 OABR/MLS Phone: 234-4663
 Fax: 234-2032
 Designated Realtor: Jeanne Anderson
 #100896/Nelsen Appraisal Service – 710 S 19th St, Blair, NE, 68008
 OABR/MLS Phone: 426-8020
 Fax: 426-8021
 Designated Realtor: Russ Nelsen

#100328/Tri-Win Properties – 2008 O St,
Lincoln, NE, 68510
BSG/Secondary MLS Only
Phone: 438-0946 Fax: 438-0947
Designated Realtor: Ronald Doty

NEW BRANCH OFFICE

#100328/Tri-Win Properties – 5139 N 93rd
Ave, Omaha, NE, 68134
OABR/MLS
Phone: 669-8738 Fax: 561-1152
Manager: Traci Schumacher

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)

#100683/First State Realty – 4131 Pioneer
Woods Sr Ste 105, Lincoln, NE, 68506
Fax: 327-9284

#100432/Gold Realty LLC – 113 Meadow
Ln, Gretna, NE, 68028
Phone: 332-5831

#8750/The Harkert Company – 2101 Mullen
Rd, Omaha, NE, 68124 Fax: 334-1849

#7980/Roger Morrissey Broker – 11422
Miracle Hills Dr #110, Omaha, NE,
68154

#8180/Neff Radcliff Hayes Appraisal – 403
W Broadway, Council Bluffs, IA, 51503
Phone: 712-256-2582 Fax: 712-256-3345

#100719/Omaha Title & Escrow Inc –
Phone: 333-8100

MEMBERSHIP DELETES

AAsum, Tammy – 5110/Real Estate Associ-
ates Inc

Albright, Scott – 5110/Real Estate Associates
Inc

Allen, Gloria – 100385/Alliance Real Estate
LLC

Anderson, Craig – 23/CBSHOME Real Estate
Arney, Jeffrey – 4300/Prudential Ambassador
Real Estate

Baber, Brad – 9010/AmeriSpec Home
Inspection Serv

Baker, Elizabeth – 6211/RE/MAX Real Estate
Group

Banghart, Tamara 771/NP Dodge III LLC
Barlow, Shirley – 4300/Prudential Ambassa-
dor Real Estate

Becker, Charlene – 771/NP Dodge III LLC
Berry, Robert – 7900/DEEB Realty

Billingsley, Mark – 5110/Real Estate Associ-
ates Inc

Boyer, Thomas – 100752/Keller Williams
Greater Omaha

Brandt, Tobin – 7900/DEEB Realty

Brock, Raymond – 20/CBSHOME Real Estate

Brown, Keith – 100637/Keith Brown Real
Estate

Burkholder, Kent – 100780/The Burkholder
Group

Caniglia, Anthony 100374/CBSHOME Real
Estate

Comfort, Merle – 5110/Real Estate Associ-
ates Inc

Cook, Carolyn – 777/NP Dodge I LLC

Crawford, Rebecca – 7900/DEEB Realty

Dahlin, Sheri – 4300/Prudential Ambassador
Real Estate

Dai, Keith – 5820/RE/MAX Advantage

Dailey, Lori – 100883/Keller Williams
Greater Omaha

Dinslage, Barb – 100845/Servpro of South-
west Omaha

Draucker, Brian – 4300/Prudential Amba-
sador Real Estate

Dross, Carolyn – 5110/Real Estate Associates
Inc

Eich, Christopher – 7900/DEEB Realty

Elizondo, Jim – 7900/DEEB Realty

Farnsworth, Cecilia – 100374/CBSHOME
Real Estate

Gard, Patricia – 8940/Patricia S. Gard Broker
Gelster, Dan – 100799/NP Dodge Title
Services

Germer, Terry – 6250/WHY USA Indepen-
dent Brokers Realty

Grow, Shane – 5000/Celebrity Homes Inc

Haver, Rebecca – 771/NP Dodge III LLC

Hitz, Colleen – 4300/Prudential Ambassador
Real Estate

Honeycutt, Linda – 5110/Real Estate Associ-
ates Inc

Hourigan, Timothy – 770/NP Dodge V LLC
Isenberger, Karen – 4300/Prudential Amba-
sador Real Estate

Jepsen, Kelly – 100883/Keller Williams
Greater Omaha

Kempener, Jon – 23/CBSHOME Real Estate

Kiger, Stanley – 7900/DEEB Realty

Kirwan, Gary – 4300/Prudential Ambassador
Real Estate

Klusmire, Mary – 4300/Prudential Ambassa-
dor Real Estate

Kucirek, Pamela – 770/NP Dodge V LLC

Lefitz, Lawrence – 100752/Keller Williams
Greater Omaha

Lenagh, Ken – 5110/Real Estate Associates
Inc

Lichter, Brian – 771/NP Dodge III LLC

Loftus, Rebecca – 100374/CBSHOME Real
Estate

Lorenz, Michaela – 100691/Compass Real
Estate Services

Lorenzen, Kent – 710/CBSHOME Real Estate

Luhrs, Robert – 100385/Alliance Real Estate
LLC

McDonald, Janice – 4300/Prudential Amba-
sador Real Estate

Malloy, Lacy – 7902/DEEB Realty

Matson, Tracy – 5110/Real Estate Associates
Inc

May, Karen – 777/NP Dodge I LLC

Miller, William – 100624/Miller Appraisal
Services Inc

Muchowicz, Mitchell – 4300/Prudential
Ambassador Real Estate

Musiel, Adam – 5500/Valuation Services

Narke, Mark – 100374/CBSHOME Real
Estate

Nichols, Teresa – 7900/DEEB Realty

Nogg, Tony – 100574/Thrasher Basement
Systems Inc

Novak, Bonnie – 100385/Alliance Real
Estate LLC

Oetter, Jeri – 20/CBSHOME Real Estate

Offner, Susan – 4300/Prudential Ambassador
Real Estate

Ogorzaly, Theresa – 7900/DEEB Realty

Osburn, Dodi – 7902/DEEB Realty

Otteman, Doug – 100672/HomeBiz Inspec-
tion Team

Parikh, Priti – 777/NP Dodge I LLC

Pike, Schia – 7900/DEEB Realty

Plugge, Jay – 771/NP Dodge III LLC

Randone, Angel – 7900/DEEB Realty

Raush-Wilshusen, Donna – 803/NP Dodge
VI LLC

Rimington, Douglas – 100825/HomeSense
Realty Corporation

Ross, Jessica – 7900/DEEB Realty

Scharff, Tony – 23/CBSHOME Real Estate

Schawang, Janet – 100854/AOI Corp

Stewart, Shirley – 4300/Prudential Amba-
sador Real Estate

Switzer, Laura – 7900/DEEB Realty

Swzymanski, Darryl – 100658/RE/MAX
Professionals

Taylor, Lorrie – 100374/CBSHOME Real
Estate

Thibodeau, Nancy – 23/CBSHOME Real
Estate

Thomsen, Bruce – 21/CBSHOME Real Estate

Vosik, Robert – 5000/Celebrity Homes Inc

Waterhouse, Deborah – 20/CBSHOME Real
Estate

Watson, David – 530/CENTURY 21 Century
Real Estate

Wee, Larry – 23/CBSHOME Real Estate

Weight, Charles – 7900/DEEB Realty

Wells, Lisa – 5110/Real Estate Associates Inc

Wohlfarth, Alison – 8170/Landmark Group

Woodke, Seth – 4300/Prudential Ambassa-
dor Real Estate



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CALENDAR OF EVENTS FOR OCTOBER 2010

| SUNDAY | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY |
|--------------|--------------------------------|---|--|---|---|----------|
| | | | | | 1 Toastmasters 7:15-8:30 am at OABR | 2 |
| 3 | 4 | 5 Affiliate Council 9:00 am-1:30 pm at OABR New Member Orientation 8:30 am-4:00 pm at OABR | 6 New Member Orientation 8:30 am-4:00 pm at OABR | 7 Education Forum 10:00 am at OABR New Member Orientation 8:30 am-12:00 pm at OABR | 8 Toastmasters 7:15-8:30 am at OABR YPN 10:00-11:00 am at OABR | 9 |
| 10 | 11 HOLIDAY Office Closed | 12 Equal Opportunity Task Force 11:00 am at OABR | 13 Social Events Forum 10:00 am at OABR MLS Users Group 11:00 am at OABR | 14 WCR Business Luncheon Meeting 11:00-1:00 pm at Georgetowne Club | 15 Toastmasters 7:15-8:30 am at OABR WCR Executive Comm. 8:30-9:30 am at OABR | 16 |
| 17 | 18 | 19 | 20 | 21 KIP Seminar 1:00-2:30 pm at OABR YPN Halloween Party 7:00-9:00 pm at Phoenix | 22 Toastmasters 7:15-8:30 am at OABR | 23 |
| 24 31 | 25 | 26 CCIM 8:00 am-5:00 pm at OABR IREM 8:30-10:00 am at OABR MLS Executive Comm. 9:30 am at OABR MLS Directors 10:15 am at OABR | 27 CCIM 8:00 am-5:00 pm at OABR OABR Executive Comm. 9:30 am at OABR OABR Directors 10:15 am at OABR | 28 | 29 Toastmasters 7:15-8:30 am at OABR | 30 |