



UPCOMING EVENTS

MLS Users Group

Wed, Jan 4 at 10:00 a.m.

Education Forum

Thu, Jan 5 at 10:00 a.m.

New Member Orientation

Tue, Jan 10 from 8:30 a.m. - 4:00 p.m.

Wed, Jan 11 from 8:30 a.m. - 4:00 p.m.

Thu, Jan 12 from 8:30 a.m. - 12:00 p.m.

Affiliate Council

Tue, Jan 10 from 9:00 a.m. - 1:30 p.m.

Social Events Forum

Wed, Jan 11 at 10:00 a.m.

Governmental Affairs Committee

Wed, Jan 11 at 11:00 a.m.

WCR Executive Meeting

Thu, Jan 12 at 9:00 a.m.

Advanced Paragon Training

Thu, Jan 12 from 12:30 p.m. - 2:00 p.m.

YPN Advisory Board

Thu, Jan 12 at 3:00 p.m.

YPN Networking Thursday

Thu, Jan 12 from 4:00 p.m. - 6:00 p.m. @ Fox & Hound

Ethics Training

Fri, Jan 13 from 8:00 a.m. - 12:00 p.m.

UNO Hockey

Sat, Jan 14 at 5:30 p.m. @ CenturyLink Center

GPRMLS Executive Committee

Tue, Jan 17 at 9:30 a.m.

GPRMLS Board of Directors

Tue, Jan 17 at 10:15 a.m.

Diversity Committee

Tue, Jan 17 at 11:00 a.m.

OABR Executive Committee

Wed, Jan 18 at 9:30 a.m.

OABR Board of Directors

Wed, Jan 18 at 10:15 a.m.

WCR Business Luncheon

Thu, Jan 19 at 11:45 a.m. @ Champions Run

Nebraska Real Estate Commission Meeting

Thu, January 19 at 9:00 a.m. @ Lincoln, NE

Fri, January 20 at 9:00 a.m. @ Lincoln, NE

Nebraska Realtors Association - Legislative Days

Tue, Jan 24 @ Cornhusker Marriott Hotel, Lincoln, NE

Wed, Jan 25 @ Cornhusker Marriott Hotel, Lincoln, NE

WCR - MasterMind

Thu, Jan 26 from 1:30 p.m. - 2:30 p.m.

Happy New Year!

As we kick off another year, make resolutions and pack up the holiday gear, it's good to review the previous year and look back at the accomplishments and highlights of our volunteer-driven member organization. In 2011, the Omaha Area Board of REALTORS® formally adopted new vision and mission statements, and worked to identify five key focus areas to guide the association staff and the volunteer leaders through the coming year. The board also initiated work on two new communications projects to help demonstrate the value of the REALTOR® organization and the value of REALTORS® in the community. Other 2011 highlights include:

SOCIAL EVENTS

- 170 members attended **UNO Mavericks Hockey** with dinner plus many others purchased raffle tickets for signed hockey helmet; proceeds were donated to The Food Bank for the Heartland.
- Over 200 members attended the **14th Annual Chili Cook-Off**. 24 chefs and 10 judges helped make this event a huge success. Over \$400 in cash as well as over one ton of food was collected for the Food Bank for the Heartland.
- **Spruce up the Park** was in its second year. This event is a chance to help keep the community where we work and play cleaner and safer. Two public parks -- the Papillion City Park and Elmwood Park -- were

clean by members and their families that donated their time and effort.

- The **Omaha Storm Chasers** welcomed 200, including members with their families and friends on a winning night of baseball. The festivities included a buffet dinner which included hot dogs and hamburgers, baked beans and chips and even fireworks after the game.
- The **OABR Annual Picnic** was held on a beautiful day in August. The lunchtime event menu included barbeque pig roast with all the fixings. Twenty Affiliate sponsors had exhibition booths in the OABR parking lot. Over 200 agents visited the booths and were eligible to win one of 25 gas cards.



- **Real Estate Socials** -- a new quarterly networking event from the Social Events Forum was created this year, mixing business with some of what Omaha has to offer. Aksarben Cinema, LIV Lounge, Horsemen's Park, and Glo Lounge were all venues where members enjoyed some laughs and good conversation.

Continued on Page 16



Omaha Area Board of REALTORS®
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The Omaha Area Board of REALTORS® is pledged to the achievement of equal housing opportunity throughout the community. The Board encourages and supports a marketplace in which there are no barriers to obtaining housing because of race, color, national origin, religion, sex, handicap, or familial status.



Message from the OABR President



Lisa Ritter
2012 President

WOW, what a phenomenal accomplishment REALTOR® Ring Day was! Congratulations to all involved. Obviously hundreds of REALTORS® and Affiliates should pat themselves on the back for a job well done. However, I hope our entire group will join me in giving special thanks to Lisa Welch & Donna Shipley from the OABR staff, Mark Leaders, Chairman of the Social Events Forum and his entire hard working crew, Cari Hancock of the Nebraska REALTORS® Association, and all volunteers for the incredible passion that was demonstrated in making this project successful.

There is a saying that states, "There are three types of workers: those who get things done, those who watch things get done, and those who wonder how so much got done. Which category do you typically fall in? If you have not been a doer when it comes to volunteerism, I want to encourage you to rethink that way of living.

As Ralph Waldo Emerson so eloquently stated, "It is one of the most beautiful compensations of this life that no man can sincerely try to help another without helping himself." For those people who participated in REALTOR® Ring Day, I'm pretty confident that the joy they obtained from observing generosity, the smiles of the passing people, and the holiday greetings made the endeavor well worthwhile.

This event also showed how successful we can be together working as a team. A very fitting quote that articulates what happens when we mobilize together for the common good is a quote from Monah Nabwe that says, "Individually we are one drop. Together, we are an Ocean." That certainly was the case when we had over 500 volunteers stationed at over 100 Salvation Army kettles throughout the metropolitan area.

If you did end up missing out on the fun of REALTOR® Ring Day, don't sweat it. You still have more opportunities to make a remarkable difference!

On February 17 OABR is hosting a Chili Feed to celebrate the hard work of participating real estate offices that collect food for the Food Bank for the Heartland. The event runs from 11:00 a.m. to 1:00 p.m. See the flyer on page 10, or contact Debbie Kalina at 402-639-1100 or Debbie@OmahaRadon.com.

You can also make a substantial impact on electing REALTOR® friendly elected officials and lobbying for consumer-friendly housing policies by working with Bill Swanson from CBSHome Real Estate to raise funds for RPAC. He has incredible ideas for events and he would be thrilled to have your input, support, and help in achieving ambitious goals for this year.

As your setting your goals for 2012, please consider community service, and participation in the REALTOR® organization a priority. You will find that you often receive more from it than you give.

Best wishes for a 2012 that's filled with abundance and happiness!

Sincerely,

Lisa Ritter
2012 President

REALTOR® Ring Day

Over 500 members from the Omaha Area Board of REALTORS® and their families participated in REALTOR® ring day, Friday, December 9, 2011. Thank you to all bell ringers! Here are a few things some of the volunteers had to say.

- We had A LOT of fun too! HUGE kudos to Lisa and Donna for all the efforts on this project! I vote for doing it again next year!
— *Bill Swanson*
- WE HAD A BLAST! My son, Grayson, and I are going to make this an annual event, it was so rewarding for us both! Pat Casey was our partner and he was a hoot!
— *Aida Allen*
- We all had a great time and know and appreciate how much effort and time you put in! THANKS AGAIN!
— *Val Keeton*
- It was a lot of fun ringing the bells today. Thanks to everyone that participated with a special thanks OABR social committee.
— *Nancy Bierman*
- Just finished...and that was a lot of fun ... I plan on being a bell ringer every year. People are so nice...
— *Deb Martin*



Christy Leesley & Kelly Hulsey take time for a photo.



Roy Willis and Andrea Cavanaugh enjoying their ringing shift.



Theresa Dein of MetLife Home Loans shows off her ringing skills.



Jeremy Wilhelm and Jack Shotbolt take turns in ringing the bell.



Virginia Tardy, Dick Mikuls and Sandy Erwin huddle together to keep warm.



Denise Duguay and Kelly Snyder greet shoppers with their smiles.

Winter Clothing Drive



Employees at the Stephen Center pose with Erica Heidvogel, Brenda Stuart and Mark Leaders.



Erica Heidvogel and Mark Leaders dropping off donations at the Open Door Mission.



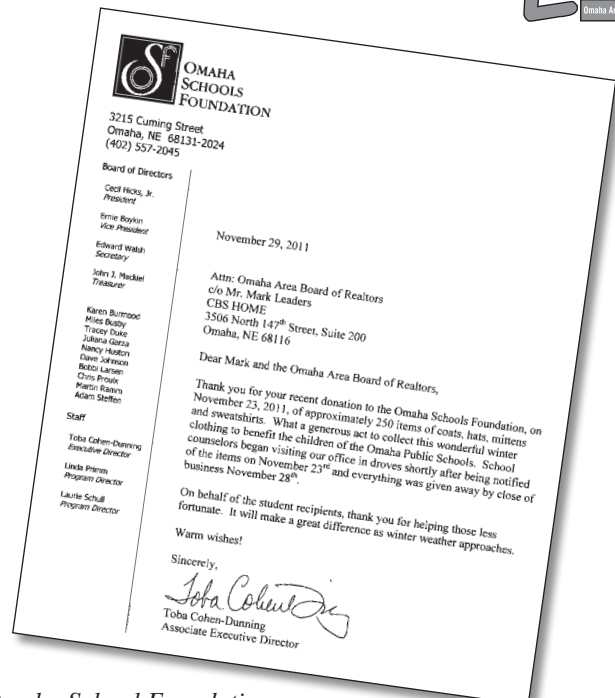
Sarpy County Community Services employees are seen here with Erica Heidvogel and Mark Leaders.

Brenda,
Thank you very much for the coats that were delivered last week. The distribution center was very pleased to have some coats to give to families for the upcoming winter. If we can be of any assistance please don't hesitate to give us a chance. Again, thank you for your dedication and service to our communities. Merry Christmas and a Happy New Year.

Curtis M. Rainge, Community Service Director
402-593-4366 Office, 402-630-8881 Cell, 402-593-4426 Fax



Coats for Kids at the Omaha School Foundation



**Prizes will be awarded for the
best "Secret" Chili!**



Judging (and tasting) will be on:
Friday, February 17, 2012 from 11:00-1:00 p.m. in the
Omaha Area Board of REALTORS® Education Center

CHILI COOKING CONTEST RULES OF COMPETITION

1. Any office (or combination of offices) may enter, including REALTOR®, Affiliates and Institute Affiliates.
2. Chili must be prepared ahead of time and brought hot to the OABR.
3. A double batch of chili must be prepared to provide samples to everyone attending (over 200 people attend each year)
4. Winners will be based on ballot vote by celebrity judges. There will be prizes to the winning participating chefs.
5. Judging will be at 11:00 a.m. and the decision will be final.
6. The OABR will provide serving cups, spoons and napkins for each person. Pop will also be available.

**If you or someone in
your office would like to
participate as a chef in the
cookoff, please contact:
Donna at the OABR
Office, 402-619-5551 or
DShipley@OABR.com,
by February 6, 2012.**



Submitted By: Debbie Kalina
President/Owner
Radon Protection Technologies, LLC



January is a Great Time to Increase Your Radon Awareness

JANUARY IS NATIONAL RADON ACTION MONTH

National Radon Action Month (NRAM) was created by the EPA and others to help increase public awareness about the health effects of exposure to radon and to promote radon testing and mitigation. NRAM also promotes the use of radon-resistant new construction practices in an effort to create healthier indoor living environments, which in turn helps prevent the loss of lives from radon-induced lung cancer.

Radon is the leading cause of lung cancer in non-smokers. Studies have shown that radon causes an estimated 21,000 lung cancer deaths in the U.S. each year¹. However, a recent study by the President's Cancer Panel, "Reducing Environmental Cancer Risk: What We Can Do Now", suggests that this number may be low. "Radon is the number one cause of environmentally induced cancer mortality in the United States. During the past 50 years, over a million people have died nationwide from radon-related lung cancer", says Dr. R. William Field, University of Iowa professor of occupational and environmental health and epidemiology.

With a disease as deadly as lung cancer, it's important to know the facts. Lung cancer is the number one cancer killer in the United States - for both men and women. One in 14 Americans will get lung cancer, and it kills more people than breast, prostate, colorectal, and leukemia combined. It kills more than twice as many men as prostate cancer and almost twice as many women as breast cancer.

According to the American Cancer Society, tobacco accounts for 87% of lung cancer deaths (and also increases risk for other cancers, as well as chronic diseases including heart disease and emphysema). But, even though it's less common, some people who don't smoke get lung cancer too. If lung cancer in "never smokers" (defined by researchers as people who have smoked fewer than 100 cigarettes in their lifetime) had its own category separate from lung cancer in smokers, it would rank among the top 10 fatal cancers in the United States.

WHAT EVERYONE SHOULD KNOW ABOUT RADON:

What is Radon and how are we exposed to it? Radon is a naturally occurring radioactive gas that is caused by the decay of uranium in the earth's soil. You cannot see, taste or smell radon, but you can test for it. Radon can enter a home or building through openings in the foundation or floor slab, and it can accumulate in these enclosed spaces.

How much radon is too much? The USEPA recommends that homes with radon levels at or above 4.0 pCi/L (picocuries per liter)

Continued on Page 7

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Continued from Page 6

be mitigated to reduce the radon. In 2009, The World Health Organization (WHO) recommended that homes with radon levels above 2.7 pCi/L be mitigated.

What can be done to reduce exposure to radon? The most effective and cost efficient method of reducing radon is to capture it before it has a chance to get into the home. This can be done with sub-slab depressurization, drain tile depressurization, sub-membrane depressurization (in crawl spaces) or a combination of these. Piping is installed that will pull the radon from under the floor slab or drain tile loop (with the help of a fan), and the radon is vented safely outside before it has a chance to enter the home. In homes with (dirt floor) crawl spaces, a plastic membrane is installed, and the radon (and other soil gases) is collected from beneath the membrane. A dirt floor crawl space will most likely increase the cost of a "typical" radon mitigation system.



WHAT REALTORS SHOULD KNOW ABOUT RADON:

The only way to know what the radon level is in a home is to do a radon test. A short-term radon test typically takes 48-96 hours, and with many testing devices, measurement readings are available as soon as the test has been completed. In Nebraska and Iowa, an individual must be licensed to do radon testing, unless they are testing their own home.

Don't create liability for yourself by telling clients "Radon is not a problem in our area". In the eastern third of Nebraska, and

Continued on Page 8



AFFILIATES
a council of the
Omaha Area Board of REALTORS®

AFFILIATES... A Council of the Omaha Area Board of REALTORS®

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 ATTENDING THE DECEMBER 2011 MEETING:

Deb Martin (President) – MetLife Home Loans
Mary Sladek (Secretary) – Farmers Insurance Group
Aida Allen – Aida Allen Interiors
Lori Bonnstetter – AmeriSpec Home Inspection Serv
Cherie Casey – The Home Buyer Protection Co
Janet Dragon – Heartland Reva Team
Jim Holmes – Focus Printing
Jon Jacobi – Insphere Insurance Solutions
Debbie Kalina – Radon Protection Tech LLC
Laura Longo – Centris Federal Credit Union
Chip Monahan – Monahan Financial Inc
Jim Murphy – Bank of the West
John Ponec – Security National Bank
Regi Powell – Farmers Insurance/Powell Insurance
Brent Rasmussen – Mortgage Specialists LLC
Ruth Smith – Norm's Door Service
Jody Smythe – MetLife Home Loans
Nancy Spidle – Mold Solutions
Johnny Stephens – Thrasher Basement Systems Inc
Matt Thiel – DRI Title & Escrow
Wendy Walker – Omaha Title & Escrow Inc
Carlene Zabawa – American National Bank
Dawn Zaller – FPF Wholesale

www.OABRaffiliates.com.

UPCOMING MEETINGS:

- Tuesday, January 10, 9:00 a.m.
- Tuesday, February 7, 9:00 a.m.
- Tuesday, March 6, 9:00 a.m.

All Affiliate members are welcome to attend.

A black and white portrait of a smiling woman with long dark hair, wearing a dark top. To her right is her contact information.

Ericka Heidvogel
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www.ErickaHeidvogel.com
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A logo for Powell Insurance, featuring the name 'Powell' in a large, stylized font above the word 'INSURANCE' in a smaller, bold font.

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A circular logo with the word 'FARMERS' in the center and 'GROUP' below it, surrounded by a decorative border.

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Continued from Page 7

all of Iowa, over 50 percent of the homes that have been tested have shown to have radon levels above 4.0 pCi/L.

And, if you advise your buyers not to do a test, think about how are they going to feel about your “advise” when it comes time to sell their house, and their buyer has a test done that comes in high. They will remember who it was that told them not to “bother” with doing a test.

“Closed house” conditions must be maintained in a home for at least 12 hours before starting a radon test. This means that all exterior doors and windows must remain closed (except for normal entry and exit) for at least 12 hours prior to starting the test, and for the duration of the 48-96 hour test. The Furnace/AC must also be running in the “Auto” mode, not the continuous fan mode. Advising a seller to leave the windows open or run the ventilation fan continuously may result in a delay in obtaining the test results, or the test being deemed as invalid.

The manometer attached to the pipe does not measure radon. It only indicates whether or not there is negative air pressure in the radon system.

Radon does not necessarily “build up” in vacant homes that have been closed up “for months”. Radon has a half-life of 3.8 days. This means that after 3.8 days, half of the radon will decay naturally. However, if there



is a source present, i.e. uranium in the soil under the home, the radon will likely be replaced, unless the source is controlled through some form of radon mitigation

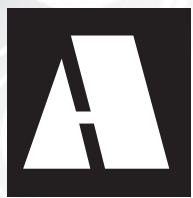
Radon mitigation costs may be able to be financed using the HUD 203(k) Mortgage Insurance Program. The Section 203(k) mortgage financing program is the Housing and Urban Development’s (HUD) primary tool for rehabilitating and improving single family homes. The program allows home buyers to finance the purchase and repair or improvement of a home using a single mortgage loan. Reducing radon levels in a home is an improvement that can be financed through a 203(k) mortgage loan. Part of the 203(k) mortgage proceeds must be used to pay the costs of rehabilitating or improving a residential property. To qualify, the total cost of the eligible repairs or improvements, including fixes to reduce radon levels, must be at least \$5,000. For more information, consult your mortgage lender.

WANT TO GET INVOLVED IN SAVING LIVES BY INCREASING AWARENESS OF RADON?

Consider attending the **USEPA/State Radon Stakeholders meeting March 14th, 2012** at the Lied Lodge and Conference Center in Nebraska City. More info at <http://www.radonleaders.org/node/12877>

Join Forces with **Cancer Survivors Against Radon (CanSAR)**. For more information, check out their website at www.CanSAR.org

1 USEPA, American Cancer Society, American Lung Association, et al.



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• Next Event •

Canned Food Drive

February 17, 2012

(See Page 10 for Information)

National Association of REALTORS®

Quadrennial Code of Ethics Training Requirement

From January 1, 2009 through December 31, 2012, and for successive four year periods thereafter, REALTORS® are required to complete quadrennial ethics training of not less than two hours and thirty minutes of instructional time. REALTORS® completing such training during any four year cycle shall not be required to complete additional ethics training in respect of this requirement as a requirement of membership in any other board or association.

A REALTOR® completing the new member Code of Ethics Orientation during any four-year cycle is not required to complete additional ethics training until a new four-year cycle commences.

Failure to complete the required periodic ethics training is considered a violation of a membership duty for which REALTOR® membership shall be suspended until such time as the required training is completed.

Every board and association is required to provide access to necessary ethics training programs either locally, in conjunction with other boards and associations, or through other methods. Any training offered pursuant to this requirement must meet the learning objectives and minimum criteria established by the National Association of REALTORS® from time to time.

The following schools offer continuing education credit that also fulfills your Code of Ethics Requirement. Contact the schools to get copies of their schedules and prices:

REEsults Coaching
Mark T. Wehner
16616 Jackson, 402-676-0101
marktwehner@reesultscoaching.com
www.REEsultsCoaching.com/ce

Randall School of Real Estate
Susan Geschwender
11224 Elm Street, 402-333-3004
info@reandallschool.com

Larabee School of Real Estate
3355 Orwell Street, Lincoln, NE 68516
1-800-755-1108

Nebraska REALTORS® Association
145 S 56th Street, Suite 100
Lincoln, NE 68510
1-800-777-5231

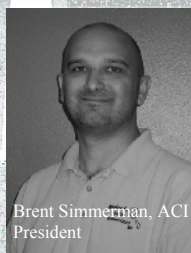
The OABR Office offers free NAR Code of Ethics Training but it does not fulfill the continuing education requirement. The class is scheduled each Friday following New Member Orientation from 8:30 a.m. to 11:45 a.m. A minimum of 10 must be in attendance to have this training. Contact Debbie Peterson for details: 402-619-5553 or DPeterson@OABR.com.

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Canned Food Drive

**Food collected
will be donated
to the
Food Bank
for the Heartland**

February 17, 2012

11 a.m. to 1 p.m.

**OABR Office
11830 Nicholas St. • Omaha, NE**

Real Estate Offices that want to participate should contact Debbie Kalina at 402-639-1100 or Debbie@OmahaRadon.com to arrange for a barrel to be delivered to their office (by the Food Bank for the Heartland) for the collection.

The barrels will be dropped off at offices ahead of time (2 weeks or so) for the collection of canned goods. The food bank will then pick up the barrels and weigh them. People can also bring food to the Chili Cook-Off to donate, if they so choose.

Prizes

Real Estate Offices will be competing for prizes for the most food donated by office (by weight) per capita.

Sponsored by:



AFFILIATES

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Omaha Area Board of REALTORS®

in conjunction with the
OABR Social Events Forum
Annual Chili Cook-Off

www.OABRAffiliates.com

Social Event at Glo Lounge

It was a beautiful sight to see all the lights at Midtown Crossing as the snow fell gently. Although the weather for the Real Estate Social held at Glo Lounge, was a little slippery those who made it out to the event had a wonderful time. Mark Wehner II won a \$25 gift card to Nebraska Furniture Mart donated by Brent Rasmussen, Mortgage Specialists. Raquel Ahlvers won a

\$25 gift card to Red Lobster, donated by Mary Sladek, Farmers Insurance Group. Jessica Sawyer won a \$25 gas card donated by Deb Martin, MetLife Home Loans. Jon Jacobi from Insphere Insurance Solutions donated a \$25 gift card to Ben Proctor and a \$25 Panera Bread gift card to Chris Redfield. Keep your eyes open for the next event!



Brenda Stuart, Laura Longo & Brian Carlin braved the weather to attend the Real Estate Social.



Raquel Ahlvers & Jim Morrison at Glo Lounge.

Stair Safety

By Steve Vacha
Home Standards Inspection Services

It's 20 degrees, dusk and the steps have snow and some ice. It's times like this we all know how important a good solid hand rail is. In fact, for some of our older friends, steps can be treacherous even on normal days without a handrail.

If there are three or more steps a handrail is needed for safety. Like most safety issues, they do not seem important until we find ourselves in trouble.

I inspected a home for gentleman of some years who reinforced this for me. As I was explaining the safety concern of the steps to the front stoop due to the risers of the steps being of different heights, he said he was glad I called that out. He explained he had a uncle who lost his balance on a set of steps just like the ones we were looking at, 3 simple steps, with one step several inches higher than the others. His uncle tripped on the steps, lost his balance, fell

backward, hit his head and died.

This gentleman also pointed out the 1 1/2" offset where the driveway met the garage floor. He said he had a garage sale at one of his previous homes with such an offset. A man walked into the garage, tripped on the offset and fell. Getting up the man luckily seemed ok, but he was very upset and threatened to sue.

Steps are everywhere, why the big concern about riser irregularity? Our brains unconsciously register how far to pick up our feet after we have made the first step. If the succeeding step risers are different, we tend to trip on the top of the steps. When I was building new homes, if the building inspector found a set of steps with an irregular riser height of 3/8" or more the steps would fail the inspection, and we would be building a new set of stairs.

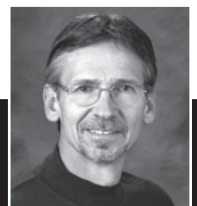
Considering most home accidents have to do with falling, it is important to help our clients minimize the chances of falling. For stairs it is:



WOULD YOU WALK UP THESE STEPS?

- Improper riser heights
- Lack of or loose hand rails
- Rail spindle openings being excessively wide. (4" is now the norm)

At the bare minimum we want to make our clients aware of potential safety concerns, so they can be aware of them until they are able to properly address them.



Steve Vacha
President

HOME Standards
INSPECTION SERVICES

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www.HomeInspectorOmaha.com

Robert Sorensen

Congratulations to Bob Sorensen with Prudential Ambassador Real Estate who was presented with the National Association of REALTORS® Emeritus status for over 40 years of service. Bob was first licensed in April 1969.



Dan Van Houten



The Southwest Iowa Association of REALTORS® honored OABR secondary member Dan Van Houten, as the 2011 REALTOR® of the Year at the 99th Annual REALTOR® Inaugural Gala on Friday, December 2, 2011.

Congratulations Dan!

Personals



CONGRATULATIONS to Don Keeton of RE/MAX The Producers on his achievement of Tom Ferry's Sales Power – Certified Mentor for teaching and mentoring real estate agents.

CONDOLENCES to Ben Lampman of DEEB Realty and his family on the recent loss of his wife Renee Lampman also of DEEB Realty.

CONDOLENCES to Lori Bonnstetter of AmeriSpec Home Inspection Services who recently lost her brother.

CONDOLENCES to Jim Jacobson Broker on the recent loss of his mother.

SEND US YOUR NEWS!

Fax: 402-619-5559 Email: DShipley@OABR.com

Phone: 402-619-5551

Mail: 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!



MOBAupdate

Metro Omaha Builders Association

We are here to help. If you have any questions about MOBA, its membership or events, please contact Teresa Speth at the MOBA office 402-333-2000 or email teresa@moba.com.

Congratulations to Newly Elected Members of MOBA Board of Directors

After the smoke cleared and the ballots were tallied only a few remained... Alright it is a little overly dramatic, but this was a big night for our Association! Two (2) Builders and one (1) Associate were elected for three (3) year terms along with new Executive Officers. Congratulations to the following newly elected 2012 members of the MOBA Board of Directors:

President, Jerry Standerford, Sherwood Homes
Vice President, Eric Lakeman, L & L Custom Builders
Secretary/Treasurer Dan Wellendorf, Builders Supply
Mike Rogers, Rogers Construction
Kent Therkelsen, KRT Construction
Don Rowe, Millard Lumber

MOBA Dinner Meeting January 12th starting at 6:00pm with networking and dinner at 7:00pm. Contact TJ at teresa@moba.com or 402-333-2000 for more info!

MOBAcalendar

January

- 02 New Years - MOBA Office CLOSED
- 10 MOBA Board of Directors Meeting 11:00am
- 11 Contractor License Test Review 3:00pm at the MOBA office Lower Level Conference Room Cost \$65 or \$55 for MOBA Members RSVP to info@FrameworksMagazine.com
- 12 MOBA Dinner Meeting \$10 per person 6:00pm Networking 7:00pm Dinner and Speaker RSVP to contact teresa@moba.com
- 18 Women's Council Dinner Meeting

visit www.MOBA.com/members
for more information

Renee Lampman

From all of your friends and family at DEEB Realty and our REALTOR® community we would like to express our sincere condolences to Ben Lampman and family for the loss of Renee.

She was a wonderful wife, mother, and REALTOR®!

We miss her, we love her, we admire her. Her courage in the face of adversity taught us all how to live our lives better.



WCR PROGRAM LUNCHEON

Overcoming Challenges and Turning Them into Success!

Speaker: Brent Rasmussen

January 19, 2012

11:45 a.m.

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

Champions Run

13800 Eagle Run Drive

Lunch - \$15.00

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**Brent Rasmussen,
CRMS, President**



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E-mail: brent@mtg-specialists.com



Membership Report

NOVEMBER 2011

NEW REALTORS®

Brant, Angela – CBSHOME Real Estate – 121 Pacific
Fidone, Joseph – Multi-Vest Realty Co
Gold, Julie – CBSHOME Real Estate – Bellevue
Harper, Jeremy – CBSHOME Real Estate – Davenport
Hendrix Schied, Jennifer – CBSHOME Real Estate – Lakeside
McGlynn, Michael – Celebrity Homes Inc
Mulford, Clayton – NP Dodge IV LLC - Papillion
Peter, Michael – Farnam Realty Advisors LLC
Ryon, Craig – CBSHOME Real Estate – Bellevue
Vaccaro, Jodi – CBSHOME Real Estate – 121st Pacific

NEW AFFILIATES

Allen, Aida – Aida Allen Interiors
Gaydosh, Teresa – First National Bank
Holmes, Jim – Focus Printing
Niebur, Jeff – All Tech Pest Management Services

REALTOR® CANDIDATES

Erbert, Jami – CBSHOME Real Estate - Lakeside
Leffler, Rhonda – Keller Williams Greater Omaha – Village Pointe
Lewis, Jill – Prudential Ambassador Real Estate – California #101
Maxwell, Timothy – CBSHOME Real Estate – W Dodge

AFFILIATE CANDIDATES

Higgins, Greg – Amoura Productions

MEMBER TRANSFERS

Faust, Tracey from NP Dodge III LLC – Lakeside to Heavenly Home Sales
Getsfred from Prudential Ambassador Real Estate – California #101 to DEEB Realty – 117th
Hinrichs, Mark From CBSHOME Real Estate – Davenport to Prudential Ambassador Real Estate – California #101
Hogan, Justin from Prudential Ambassador Real Estate – California #101 to Keller Williams Greater Omaha – Village Pointe

Lane, Andrea from Keller Williams Greater Omaha – Giles to Prudential Ambassador Real Estate – California #101
McKay, Deborah from Prudential Ambassador Real Estate – California #101 to CBSHOME Real Estate – Lakeside
Maas, Carla from Keller Williams Greater Omaha – Village Pointe to Prudential Ambassador Real Estate – California #101
Packett, Mary from 1880/Dundee Realty Company to CENTURY 21 Century Real Estate
Posey, James from CBSHOME Real Estate – 147th to CBSHOME Real Estate – 121st Pacific
Sadofsky, Paul from Alliance Real Estate LLC to Prudential Ambassador Real Estate – California #101
Stephens, Timothy from Keller Williams Greater Omaha – Giles to DVG Realty LLC
Wallitsch, Tori from Alliance Real Estate LLC to Prudential Ambassador Real Estate – California #101

REACTIVATED MEMBERS

Burns, William – Realcorp
Dring, Priscilla – Real Estate Associates Inc
Hatfield, Kelly – CBSHOME Real Estate – 147th
Milczski, William – NP Dodge IV LLC – Papillion
Pachman, Howard – Real Estate Associates Inc
Saitta, Douglas – CBSHOME Real Estate - Lakeside

RESIGNATIONS

Childs, Roy – Hearthstone Homes Inc
Ellefson, Sherri – Real Estate Associates Inc
Fidone, Joseph – Multi-Vest Realty Co
Horvath, Dawnn – NP Dodge V LLC – 129th Dodge
Johansen, Kathleen – Prudential Ambassador Real Estate – California #101
LeMaster, Donald – LeMaster Appraisal
LeMaster, Sharilyn – LeMaster Appraisal
McClellan, Jess – HomeSense Realty Corporation
Martin, Janice – Real Estate Associates Inc
Miller, Deborah – Prudential Ambassador Real Estate – California #101
Ochs, Taylor – Prudential Ambassador Real Estate – California #101
Paul, Rosanne – HSA Home Warranty
Petersen, Shari – NP Dodge V LLC – 129th Dodge
Price, Marty – NP Dodge IV LLC – Papillion
Rensch, Michael – NP Dodge V LLC – 129th Dodge
Scheer, Gregg – Real Estate Associates Inc
Smith, Dorothy – Real Estate Associates Inc
Sparacino, Valerie – Prudential Ambassador Real Estate – California #101
Stevens, Donald – NP Dodge V LLC – 129th Dodge
Sundermeier, Daniel – Landmark Group
Towne-Colley, Margaux – Prudential Ambassador Real Estate – California #101
Tylkowski, Paula – Omaha Title & Escrow Inc
Woodard, Julie – Real Estate Associates Inc

NEW REALTOR® COMPANY

Jeffrey A. Coats, Broker – 300 W Broadway Ste 1, Council Bluffs, IA, 51503
 Secondary MLS Only Phone: 712-309-3337
 Fax: 712-328-3669 Designated Realtor: Jeffrey Coats

COMPANY ADDRESS AND PHONE UPDATES

(Notify the Board office for all directory changes fax to 619-5559)
 Legacy Real Estate LLC – 2212 S 138th St, Omaha, NE, 68144
 Phone: 402-707-7260

Premier Home Real Estate PC Phone: 402-639-8639
 RE/MAX Results – 444 Regency Pkwy Ste 109, Omaha, NE, 68114
 Phone: 402-884-7707 Fax: 402-884-7708

COMPANY NAME CHANGE

NP Dodge V LLC – Fremont (formerly NP Dodge III LLC Fremont)

CHANGE OF DESIGNATED REALTOR®

Keller Williams Greater Omaha – Fremont – Mark Boyer
 (formerly Shelli Novotny)

*Changed your home address or e-mail address?
 E-mail the change to DPeterson@OABR.com.*

MEMBERSHIP STATISTICS

OABR

	Nov. 2011	Nov. 2010
Designated REALTOR®	214	219
Des. REALTOR® Secondary	2	2
REALTOR®	1899	1982
REALTOR®-Secondary	1	1
TOTAL	2116	2204

Institute Affiliate	65	71
Affiliate	193	181
Other	6	5
TOTAL	2380	2461

	Nov. 2011	YTD
New REALTOR® Members	5	200
Reinstated REALTOR® Members	23	109
Resignations	6	323

GPRMLS

	Nov. 2011	Nov. 2010
Participants (Primary)	203	209
Participants (Secondary)	57	62
Subscribers (Primary)	1866	1952
Subscribers (Secondary)	184	186
Exempt	30	30
TOTAL	2340	2439

FEBRUARY ORIENTATION

- Tuesday, February 7, 8:30 a.m. to 4:00 p.m.
- Wednesday, February 8, 8:30 a.m. to 4:00 p.m.
- Thursday, February 9, 9:00 a.m. to 12:00 p.m.

Every new member attends an Orientation Program upon application for membership.

Thank you to all of the New Member Orientation coffee break sponsors...

DECEMBER 2011 SPONSORS

Cherie Casey – The Home Buyers Protection Co
 Janet Dragon – Heartland Reva Team
 Ruth Smith – Norm's Door Service

JANUARY 2012 SPONSORS

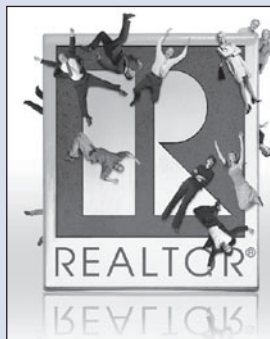
Mary Sladek – Farmers Insurance Group
 Aida Allen – Aida Allen Interiors
 Jacy Riedmann – Amoura Productions
 Brent Simmerman – Midlands Home Inspections Inc
 Jon Jacobi – Insphere Insurance Solutions

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— Steve Vacha,
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**Think of it as a new
business magnet.**

Continued from Page 1

- The **5th Annual Hawaiian Paradise Putt-Putt Golf Tournament** at Pacific Springs Golf Club was a sold out event benefiting the Salvation Army's efforts with local flood-victim relief and the Nebraska Humane Society's difficult work with displaced animals. On a beautiful day, 18 teams of six "hulas" made their way through 18 holes; each hole having creative and unique games for prizes. Participants and other members met afterward at Clancy's Pub to exchange stories.
- November wrapped up the **2nd Annual Winter Clothing Drive** with hundreds of warm clothes donated from your friends, clients and neighbors. Nearly 1,000 items were donated to the Open Door Mission, Project Wee Care, Omaha Schools Foundation, Stephen Center and the Sarpy County Community Services.
- **REALTOR® Ring Day** was December 9, with over 500 members and family members participating in the worthy community event.

EDUCATION

- **Facebook – Real Estate Business Strategies**, a two-session seminar with Mike Mueller and 70-plus members in attendance. Admission was free in exchange for a monetary or food donation to The Food Bank for the Heartland.
- **Tax Strategies for the Real Estate Professional** with Kelly Clark of Bradford and Company filled the room to capacity. Those in attendances picked up some very tax advice.
- **Knowledge is Power** – The KIP Program had numerous educational sessions throughout the year with topics that included **Understanding Covenants and SID's** with Herb Freeman and Tim Young; **Real Estate with the Stars**, a panel of top producing agents revealing their keys to success; **State of the Real Estate Market** with Gregg Mitchell analyzing the local market conditions; **Commission Comments** with Greg Lemon, Director and Teresa Hoffman, Deputy Director of the Nebraska Real Estate Commission; **Structural engineering** with Bill Churchill; **Testing: Fact Versus Myth** featuring Joe Garcia, Director of the Fair Housing Center of Nebraska; and **The Assessment Process and How to Appeal** with Douglas County Assessor Roger Morrissey in coordination with the YPN Chapter.

AFFILIATES

- **Annual Food Drive** – a competition to see which office can collect the most food per capita. This year, a total of 2,340 pounds of food was collected for the Food Bank for the Heartland. Farmers Insurance – Mary Sladek collected nearly 500 pounds of food; Alliance Real Estate LLC – David Matney and NP Dodge – Doug Steinkruger were also recognized for their winning efforts.
- **Affiliate Annual Golf Outing**. This year's event was held at Champions Run on June 20. A total of 148 golfers enjoyed the day with \$600 in donations benefiting Missouri River Flood Victims.

- **Monday Night Football** – a social networking event.
- **Toys for Tots & 2011 Turkey Bowl**. The event was held at Sempek's Bowling Alley on November 2, when over 125 new toys and \$2,340 in cash were donated. The Marines report that OABR members reached out to over 150 local children. CBSHOME Real Estate – 147th won the high team award. Steve Polinsky of NP Dodge – Papillion and Jen Alloway of DEEB Realty were the individual high scores.

YOUNG PROFESSIONALS NETWORK (YPN)

- **Architectural Offices** meeting to learn more about the LEED (Leadership in Energy and Environmental Design) Certification, followed by networking at the Dundee Dell.
- **Game Changing Business Strategies** presented by Mark Wehner.
- **Networking Thursday** events where young real estate professionals share information about their business and help each other expand their professional network.



Continued on Page 17

**Buying or selling a home
can be stressful for you
and your clients.**

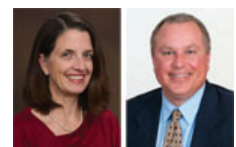
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Frank and Joanne Cawley,
Owners and Operators



Continued from Page 16

- **The Assessment Process and How to Protest** with Douglas County Assessor Roger Morrissey presenting.

MULTIPLE LISTING SERVICE

- Produced and paid for the **Make the Right Move Omaha** campaign designed to focus potential homebuyers on the home buying decision, Omaha's strong local economy, low interest rates and attractive prices. Lovgren Marketing developed television and radio advertising that filled the airwaves while billboards and online efforts reinforced the message believed to be most influential based on local consumer research conducted by MSR Group of Omaha. The Omaha World-Herald and Midlands Business Journal also provided additional earned media coverage.
- Added an overall focus on issues related to **data accuracy and data security**.
- Provided MLS data for the **REALTORS® Property Resource (RPR)** an online real estate library that provides REALTOR® members with valuable data on every property in the United States – over 116 million properties nationwide! RPR has no public or consumer access, and does not feed any third party sites. Advanced reporting features allow REALTORS® to create custom reports to provide to clients and customers.
- Reorganized the **Residential property types** to provide more accurate search results and reduce the number of improperly-classified listings.
- Expanded the **Residential Rental property data fields** making it a more robust and useful feature of the MLS.
- **Database improvements:** changed PIN to Parcel Number, added additional Other Room Names, and made laundry room level a required field.
- Added **photo labels** with descriptions.
- Implemented the use of **ListHub**, enhancing a member-broker's control over the syndication of their listings to a large number of available third-party website channels.
- **Established security agreements** with outside vendors of IDX websites.
- Added **data filters** to limit the fields available to outside vendors.
- Consolidated the **IDX and VOW Policies** into one comprehensive MLS Rules document.
- Initiated work on clarifying MLS Rules related to data input, seeking more uniformity and increased accuracy.



GOVERNMENTAL AFFAIRS

- The **Home Ownership Matters Bus** rolled into the Omaha Area Board of REALTORS® parking lot in March. 100 agents showed up for pictures and refreshments that included a parking lot tailgate with burgers, brats and all the fixings. Really cool cupcakes too!
- Worked with the **City of Omaha Planning Department** and commercial property owners and managers to relax the contractor licensing ordinance that was brought forward by local homebuilders. As a result, the overall scope of the ordinance was reduced with exemptions and new definitions – good news for small property owners and real estate professionals.
- Raised **\$35,000 in RPAC funds**, of which 70 percent stays at the state and local level to support candidates that support REALTOR® issues – regardless of political party. Member volunteers participated and helped coordinate a statewide REALTORS® Got Talent contest; a drawing for a free iPad was also held.
- Monthly meetings featured political guests from local government – City Council members **Jean Stothert, Franklin Thompson, Pete Festersen** and **Tom Mulligan**; State lobbyist **Walt Radcliffe**; REALTOR® **Van Deeb** from the Omaha Planning Board; and regular attendees, REALTOR® **Rusty Hike** from the Sarpy County Board of Commissioners and **Pat Lichter** from the Sarpy County Planning Commission were all special visitors this year.
- **Mike McMeekin**, President of Lamp Ryerson and **Steve Jensen** formerly with the Omaha Planning Department spoke to the committee about Environment Omaha; **David Brown**, President of the Greater Omaha Chamber of Commerce talked about economic expansion and job growth as well as the Chamber's state agenda; **Kristen Anderson**, Governmental Affairs Director from the Nebraska REALTORS® Association regularly updated the committee on political and legislative issues across the state.
- Expanded local participation in the **Broker Involvement Program** that works to increase local REALTOR® responses to state and national **Calls to Action**.



As you can see, 2011 was a busy year. The Omaha Area Board of REALTORS® moved forward advancing the interests of REALTORS® and acting as the primary advocate for the rights of real estate owners in the Greater Omaha market area. Thank you to all the volunteer members who are already active in the organization. We hope to see everyone active in 2012!

MLS User Group

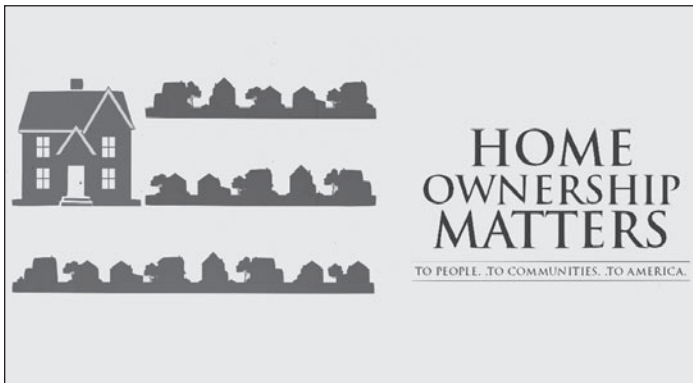
The MLS User Group's meeting was held on December 7th. The group meets once per month to discuss MLS items that need attention or improvement.

Paragon open issues, fixes, and enhancements were discussed. Agent usage of RPR was discussed.

One of the most important responsibilities of a REALTOR® is to protect the integrity of housing market data (the MLS) we share with the public, and the User Group's goal is to insure that MLS maintenance is as fluid as possible. If you have ideas on how we can improve, please ask your broker or office manager to relay them to the group.

Do You Have What it Takes?

The second-district broker seat on the Nebraska Real Estate Commission will be available for appointment at the expiration of the term currently served by Vince Leisey. The OABR Nominating Task Force is now seeking qualified applicants to serve on the Commission for the six-year term from August 2012 to August 2018. If you would like to be considered for this Governor-appointed position, please contact Donna Shipley at DShipley@OABR.com or 402-619-5551 for an application. The OABR Board of Directors will forward a recommendation to the Nebraska REALTORS® Association for consideration.



Mike Gitt,
Owner



CALL 402.740.9551

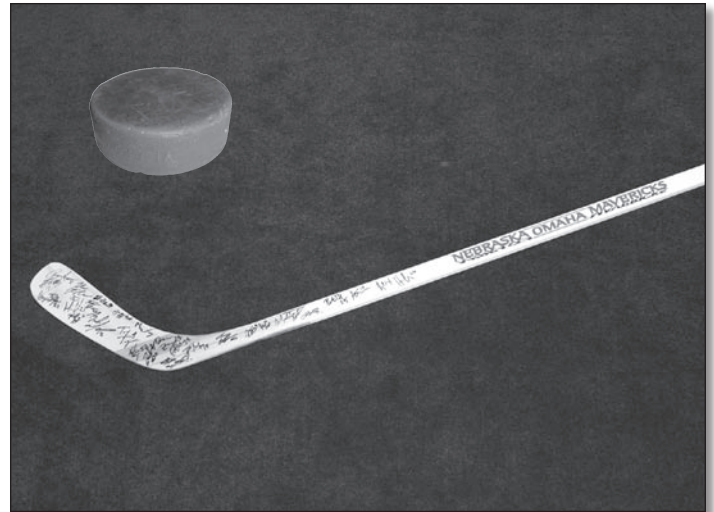
- Basements
- Windows
- Decks
- Handicap Modification
- Remodels
- Contracting Services



Omaha Food Bank Raffle Tickets

Don't forget your Omaha Food Bank raffle tickets!

Win a signed UNO Hockey Stick! Each raffle ticket is \$1.00 and all proceeds go to the Omaha Food Bank. You may buy your raffle ticket at the OABR Office or from an OABR Social Events Forum Member!



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2012 WCR Trivia Hoedown

March 1, 2012

Doors open at 5:00pm, Trivia Starts at 7:00pm
4141 N 156 Street (MOBA Bldg)



Teams of 8 Partners—Choose yer theme, wear costumes, decorate yer tables, bring yer grub. Prizes awarded to best themed table plus other awards.



Sponsors for Raffle Prizes, Canteen/Drinks, Wild West Cards



Your Smarts — 1st Place Team wins the Trivia Contest!!



For information, contact:

Brenda Stuart, Chair
ServiceOne 402-306-6319
Bstuart@ServiceOne.com

Lori Bonnstetter, Co-Chair
AmeriSpec 402-578-6229
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How do I use the Flashlight and Backlight on the ActiveKEY?

Backlight. Illuminates the LCD screen. To activate the backlight, press on/off to turn on your ActiveKEY, then press the light bulb button on the left of the zero button.



Flashlight. Assists you if it is too dark to see clearly while conducting showings or getting into your car. To activate the flashlight, press on/off to turn on your ActiveKEY, then press the flashlight button between the two arrow buttons.

Free App



Key Ring is a free app available for both the Android OS and the iPhone. This app allows you to scan and store all your discount cards for various retailers. A few examples are Bakers, PetSmart, Sears Rewards, AAA Travel and Shopko. When you are at the retailer simply open the app and the store can scan your card directly from your phone. The retailers will also provide additional discounts and or coupons on your phone with Key Ring. What's your favorite app? Send an email to LWelch@OABR.com to tell us about your favorite app.

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- **Larabee School of Real Estate**
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800-755-1108
- **Moore Appraisal Ed., LLC**
www.mooreeducation.com
402-770-8605
- **Nebraska REALTORS® Association**
www.NebraskaREALTORS.com
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- **Randall School of Real Estate**
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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 the third in a series to provide pertinent home and building inspection information to the readers. Your input is welcome by emailing your questions to pat@hbponline.com.

Question: Are Home Inspectors Licensed or Regulated?

Answer: While several states require licensing or regulations for home inspectors, Nebraska and Iowa do not. In fact, no licensure is available. Anyone can claim to be a home inspector, so it is important to find someone who is qualified. One of the best credentials for our profession is Certification by The American Society of Home Inspectors® (ASHI). ASHI is the oldest and one of the most respected organizations for home inspectors. To become certified, a candidate must adhere to the following:

- Pass the National Home Inspector Examination®
- Perform a minimum of 250 fee-paid inspections
- Have reports verified that they comply with ASHI's Standards of Practice

- Promise to comply with ASHI's Code of Ethics
- Maintain continuing education requirement of 20 credits per year

HBP requires all our inspectors to become ASHI Certified

When looking for a home inspector, price is a factor, but it should not be the only factor. Ask the following questions:

- 1) How long has your company been in business?
- 2) What is your background?
- 3) Is it okay if I accompany you during the inspection?
- 4) What type of insurance does your company carry?

Go to our website at www.hbponline.com to view a sample inspection report, see our specials and order an inspection online.

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OMAHA
AREA BOARD OF
REALTORS®



The Social Events Forum of the
Omaha Area Board of REALTORS®

UNO Mavericks Hockey Night

Saturday, January 14, 2012

Omaha Mavericks vs. Minnesota Duluth Bulldogs

7:05 p.m. Game - CenturyLink Center

5:30 p.m. Dinner - Old Mattress Factory



\$15.00 per person

(includes reserved game ticket and dinner)

If you are a season ticket holder, you can join us for dinner only for \$10.00.

Enjoy dinner in the party room at the Old Mattress Factory, 501 N. 13th Street,
with a smoked brisket sandwich buffet, served with BBQ beans and chips.

Don't forget your Omaha Food Bank raffle tickets!

Win a signed UNO Hockey Stick! Each raffle ticket is \$1.00 and all
proceeds go to the Omaha Food Bank. You may buy your raffle ticket at
the OABR Office or from an OABR Social Events Forum Member!

Limited Number Tickets Available

Payment must be received with order

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Company: _____

Mailing Address: _____

City: _____ State: _____ Zip Code: _____

Phone: _____ Email: _____

Quantity of Tickets Ordered: _____ x \$15.00 each = _____ Total Dinner Only \$10.00 _____

Visa / Master Card #: _____ Expiration Date: _____

Discover / American Express

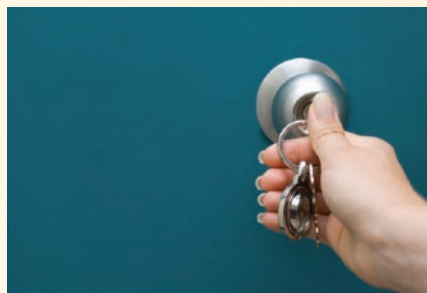
Make checks payable to the Omaha Area Board of REALTORS®.

Ticket orders by Monday, January 9, 2012, please.

Call Donna Shipley at 402-619-5551 or Lisa Welch at 402-619-5552 with any questions.

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Carlene Zabawa
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YPN Sponsors Project Wee Care Family

This month the Young Omaha Real Estate Professionals (Y.O.R.E. Pro's) chose to sponsor a family through Project Wee Care as a way to give back to our community. Project Wee Care was formed to provide food, clothing and gifts for families in the area, who for whatever reason may not have a Merry Christmas. This year they were projected to help 135 families that were in need over this holiday season. Through the donations of the Y.O.R.E. Pro's members we were able to sponsor 2 families with two children in each family. We were able to provide them with the clothing, food and gifts they requested for Christmas. On December 10th our members were able to participate in the distribution of all the presents to the families. This day was extremely successful. It took

the hard work of everyone involved to ensure these families have a very Merry Christmas.

Omaha, NE Chapter of the OABR



REALTOR® Magazine
Young Professionals Network

www.REALTOR.org/ypn

On December 8th the Y.O.R.E. Pro's attended the "Real Estate Social" organized by the Social Events Forum that took place in the Glo Lounge at Midtown Crossing. There were about 50 REALTORS® and Affiliates in attendance. The evening was a perfect setting to get everyone in the holiday spirit with the beautifully lit up trees, holiday decorations all around, and white snow falling on the beautiful winter wonderland of Midtown Crossing.

The Y.O.R.E. Pro's will be hosting an event in February. We are planning a lunch and learn at Pacific Springs golf course. More information with dates and times along with future events will be in your inbox and posted on our Facebook page, OABRYPN. Also, please remember to attend our monthly socials on the 2nd Thursday of each month. We meet at the Fox and Hound off of 120th & Dodge from 4:00 – 6:00. With just a little participation, our goal of ensuring the long-term success of the REALTOR® brand through positive, successful relationships with our local communities will be easily attained. We can't wait to see everyone at these events!



Dave Maloy and Deda Myhre helped distribute gifts.



Jessica Sawyer and Mark Leaders attended the Real Estate Social.



Children were given a coupon to use in the store to buy gifts.



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Know the Code

Article 1

When representing a buyer, seller, landlord, tenant, or other client as an agent, REALTORS® pledge themselves to protect and promote the interests of their client. This obligation to the client is primary, but it does not relieve REALTORS® of their obligation to treat all parties honestly. When serving a buyer, seller, landlord, tenant or other party in a non-agency capacity, REALTORS® remain obligated to treat all parties honestly. (Amended 1/01)

- **Standard of Practice 1-7**

When acting as listing brokers, REALTORS® shall continue to submit to the seller/landlord all offers and counter-offers until closing or execution of a lease unless the seller/landlord has waived this obligation in writing. REALTORS® shall not be obligated to continue to market the property after an offer has been accepted by the seller/landlord. REALTORS® shall recommend that sellers/landlords obtain the advice of legal counsel prior to acceptance of a subsequent offer except where the acceptance is contingent on the termination of the pre-existing purchase contract or lease. (Amended 1/93)

- **Standard of Practice 1-8**

REALTORS®, acting as agents or brokers of buyers/tenants, shall submit to buyers/tenants all offers and counter-offers until acceptance but have no obligation to continue to show properties to their clients after an offer has been accepted unless otherwise agreed in writing. REALTORS®, acting as agents or brokers of buyers/tenants, shall recommend that buyers/tenants obtain the advice of legal counsel if there is a question as to whether a pre-existing contract has been terminated. (Adopted 1/93, Amended 1/99)

- **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.

Information concerning latent material defects is not considered confidential information under this Code of Ethics. (Adopted 1/93, Amended 1/01)



- **Standard of Practice 1-10**

REALTORS® shall, consistent with the terms and conditions of their real estate licensure and their property management agreement, competently manage the property of clients with due regard for the rights, safety and health of tenants and others lawfully on the premises. (Adopted 1/95, Amended 1/00)

- **Standard of Practice 1-11**

REALTORS® who are employed to maintain or manage a client's property shall exercise due diligence and make reasonable efforts to protect it against reasonably foreseeable contingencies and losses. (Adopted 1/95)

To download the Code of Ethics and Standards of Practice, go to:
www.OABRdocs.com/code2011.pdf



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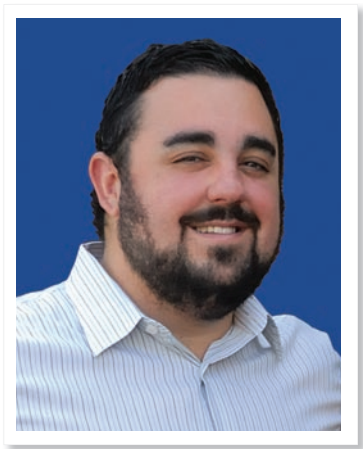
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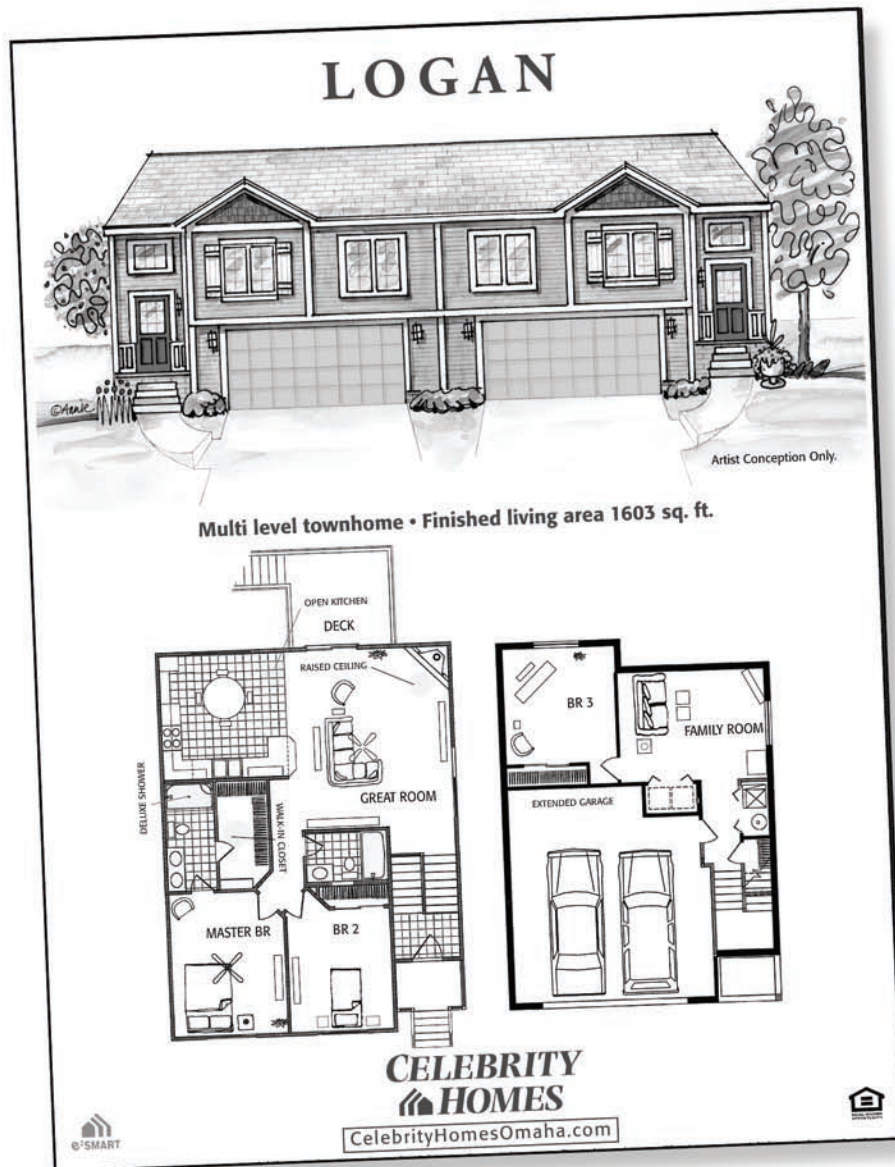


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