



## UPCOMING EVENTS

### MLS Users Group

Wed, Feb 1 at 10:00 a.m.

### Education Forum

Thu, Feb 2 at 10:00 a.m.

### WCR - MasterMind

Thu, Feb 2 from 1:30 p.m. - 2:30 p.m.

### RPAC

Thu, Feb 2 at 3:00 p.m.

### New Member Orientation

Tue, Feb 7 from 8:30 a.m. - 4:00 p.m.

Wed, Feb 8 from 8:30am - 4:00 p.m.

Thu, Feb 9 from 9:00am - 12:00 p.m.

### Affiliate Council

Tue, Feb 7 from 9:00am - 1:30 p.m.

### Social Events Forum

Wed, Feb 8 at 10:00 a.m.

### Value Proposition Task Force

Wed, Feb 8 at 1:30 p.m.

### WCR Business Luncheon

Thu, Feb 9 from 11:15 a.m. - 1:00 p.m. @ Champions Run

### WCR - MasterMind

Thu, Feb 9 from 1:30 p.m. - 2:30 p.m.

### YPN Advisory Board

Thu, Feb 9 at 3:00 p.m.

### YPN Networking Thursday

Thu, Feb 9 from 4:00 p.m. - 6:00 p.m. @ Fox & Hound

### Ethics Training

Fri, Feb 10 from 8:00 a.m. - 12:00 p.m.

### Diversity Committee

Tue, Feb 14 at 11:00 a.m.

### Governmental Affairs Committee

Wed, Feb 15 at 11:00 a.m.

### Knowledge is Power - Super Star Panel

Wed, Feb 15 from 1:30 p.m. - 3:00 p.m.

### WCR Executive Meeting

Thu, Feb 16 at 8:30 a.m.

### WCR - MasterMind

Thu, Feb 16 from 1:30 p.m. - 2:30 p.m.

### Nebraska Real Estate Commission Meeting

Thu, Feb 16 at 9:00 a.m. @ Lincoln, NE

Fri, Feb 17 at 9:00 a.m. @ Lincoln, NE

### Chili Cook-off

Fri, Feb 17 from 11:00 a.m. - 1:00 p.m.

### Y.O.R.E. Lunch Club

Wed, Feb 22 from 11:30 a.m. - 1:00 p.m.

@ Pacific Springs Golf Course

## Bees and Real Estate?

Let's talk about bees. BEES? Yes, bees. Seriously? Bees? Yup, bees.

What do bees have to do with real estate? Well, in my opinion, nothing... and everything.

I would guess that, barring being allergic to their sting, you probably don't pay much attention to bees.

Bees just happily go about their business of pollinating plants that in turn keep us alive and well. Not a big percentage of the population knows exactly how important they are to us.

You may also not be aware that the honeybee is in grave danger. Bees started disappearing in 2006, abandoning their hives never to return. Researchers at the NRDC call this mass disappearance Colony Collapse Disorder, or CCD. It is estimated that one third of the honeybee colonies in America have vanished since 2006.

No one knows why they are disappearing but here's a partial list of the crops in the U.S. that bees pollinate: apples, apricots, cherries, grapes, peaches, pears, strawberries, broccoli, carrots, onions, pumpkins, alfalfa, cotton seed, peanuts, soybeans... and the list goes on. As a matter of fact, it is estimated that every third bite we consume in our diet is dependent on a honeybee to pollinate that food.

In the crop arena alone, bees are responsible for the pollination of \$15 billion worth of crops in the U.S. every year. But aside from the crops, what about the pollination of the plants that

produces the very air that we breathe?

Albert Einstein himself was quoted as saying "If the bee disappeared off the surface of the globe, then man would have only four years left."



So how can something that the majority of the population doesn't pay nearly ANY attention to be so important?

How can something that the majority of our industry pays very little attention to be so important? Like, RPAC! Aside from seeing the voluntary line item on your annual OABR statement, most REALTORS® don't give RPAC a second thought.

Much like a world without bees, think about your real estate future without RPAC?

What does RPAC do? In a nutshell, RPAC fights against those in congress who wish

*Continued on Page 8*



*Gail Craig and Susi Keenan having fun at Hockey Night as the Mavericks beat the Bulldogs. See more photos on page 3.*



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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

‘Goals. There’s no telling what you can do when you get inspired by them. There’s no telling what you can do when you believe in them. There’s no telling what will happen when you act upon them.’

*Jim Rohn*

I’ve found that saying to be so very true. I love watching people make bold decisions for their lives and winning big. From what I’ve observed, the goal achievement starts with the simple step of setting a goal. Then conscious efforts need to be made every day to create habits that take you in that new direction. Bit by bit, taking action then moves them a little closer to where they really want to be. This is not revolutionary we’ve all heard it before. However, February is a good time to be reminded of these very simple principles.

At one time or another, we’ve all set goals, and then, “missed the mark”. When that happens it’s so important to, “Get back up and get in the race, because every time we do, one more strong piece of us gets back into place.” (Recently Ben Lampman from DEEB Realty reminded me of that quote from the book, “The Race.”) Keep in mind too, that often it’s not the actual achievement of the goal that is our ultimate reward, but who we become as a result of our self discipline in doing the right thing.

For the Omaha Area Board of REALTORS® Team, I’m looking forward to who we are going to become as a result of the goals we have set for this year. Three of our goals, created by our fabulous Directors are as follows:

- Mark Wehner of NP Dodge Company is the Committee Chair that will lead the efforts to create awareness of the community service that REALTORS® provide.
- Andy Alloway & Megan Jaspers of DEEB Realty are leading a Task Force that will help our members better understand and take advantage of the resources that are available to you as a REALTOR® Member. Benefits like: Multiple Listing Service (MLS), electronic key and lockbox system, educational programs and training at the OABR office, governmental lobbying on issues important to REALTORS®, and the list goes on.
- Bill Swanson of CBSHOME Real Estate will lead the efforts helping us raise \$52,925 for RPAC, and finally help us beat Lincoln and reach our state goal! These RPAC dollars have successfully delivered the Home Buyer Tax Credit and in the future is leading the fight to preserve and protect the Mortgage Interest Deduction (MID). These two efforts top a long list of national, state and local issues that are critical to your business.

Thank you to all of the individuals above who go to great lengths to make us a better, stronger organization.

Best wishes for continued prosperity and all your 2012 goals becoming a reality!

Sincerely,

Lisa Ritter  
 2012 President



**Lisa Ritter**  
 2012 President



# A Night of Hockey

A winning night for the UNO Mavericks hockey team and over 200 OABR members with their family and friends. Everyone enjoyed a smoked brisket sandwich buffet served with BBQ beans and chips at the Old Mattress Factory. At the end of the night, the Food Bank for the Heartland and Affiliate member John Churchill were the big winners! John won the hockey stick that was signed by the UNO Mavericks 2012 team and over \$130 was raised from the benefit-raffle and donated to the food bank.



*Taking the evening to share some laughs are Karen Gehrki and Mamie Jackson.*



*Joe Gehrki with Dennis & Lisa Ritter talking about the REALTOR® organization.*



*Pat Lichter & Therese Wehner getting a charge out of the Mavericks beating the Bulldogs.*



*Val and Dave Moody are having a good time cheering for the Mavericks!*



*John Churchill won the UNO Hockey Stick.*



*Taking a moment from the game, Andy and Jen Alloway smile for the camera!*



*Cassi Petersen and cousin Rob Formanek excited to be at the game, as the Mavericks look to bump the No. 1 Bulldogs off the top.*

# KIP — Environmental Issues & Home Sales

On January 19, the Knowledge is Power presentation focused on environmental issues that agents, buyers and sellers might encounter during a home sale. Those who attended this informative session heard from three experts in their field, Steve Hudson with Air Quality and Environmental Services, Jeff Spidle of Restoration and Mold Solutions and Debbie Kalina of Radon Protection Technologies.

Steve informed us that he is called to a property when his expertise is needed to determine exactly what type of environmental problem or hazard exists. He then makes a diagnosis and recommendations on how to resolve the problem. He does not perform the actual repairs but only makes suggestions and recommendations.

Jeff Spidle and his company are experts in treating mold. He told the audience not to panic over mold and not to postpone a mold

clean up project. He and his staff effectively treat mold and do any other type of hazard or disaster related clean up and repair of the property.

Debbie Kalina advises buyers and seller to test their property for the presence of radon as the statistics show a large number of people can develop lung cancer from prolonged exposure to radon. Debbie and her staff are very knowledgeable and help with radon remediation and have worked with many of the real estate agents in our area to provide the correct and timely solution.

Overall all three experts delivered useful and pertinent information and gave every one opportunity to ask questions and get answers relating to numerous and also unique environmental issues that real estate agents encounter in their line of work of selling homes.

Every month the KIP presentations features experts in their field and is informative and beneficial to those who attend.

*Respectfully submitted by Predrag Kopun – "PK"*

## NEXT KIP: Super-Star Panel

The KIP program is scheduled for Wednesday, February 15, 2012 at 1:30 p.m. Register by contacting Donna Shipley at [DShipley@OABR.com](mailto:DShipley@OABR.com) or 402-619-5554. Admission is a \$5 donation to the Lydia House.

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*Jeff Spidle*

Steve Hudson, Air Quality & Environmental Services – who do environmental consulting so that you are aware of the potential dangers in or around your residence or workplace.



*Debbie Kalina*

Debbie Kalina, Radon Protection Technologies, not only understands what reduce radon levels, but also how to make a mitigation system “fit in” with your home or building.



*Steve Hudson*

Jeff Spidle, Restoration and Mold Solutions, a Nebraska based company that is committed to delivering an environmentally friendly and cost effective antimicrobial and preventative solutions for residential, institutional and commercial customers.

# Take a Break to Educate with...

## Y.O.R.E. LUNCH CLUB!

Wednesday, February 22 · Pacific Springs Golf Course  
Lunch at 11:30 AM · Presentation at 12 PM

Come have lunch & learn from the professionals on how to sell your listings quicker.

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*Y.O.R.E. Pro's Presents:*

Andrea Nicholson, Insider Staging



Chuck Amoura, Amoura Productions



Y.O.R.E. Lunch Club Sponsored by:

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Event Drawings:

Free Foursome Golf with Cart  
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RSVP by Monday, February 20

Please RSVP and submit payment to Denise Sabadka dsabadka@oabr.com or fax: 402-619-5559





AFFILIATE  
COUNCIL

Submitted By: Wendy Walker  
Omaha Title & Escrow, Inc.



## Is Your Title Company As Mobile As You Are?

Today's real estate market is ever evolving, with iPhones to ekeys to iPads, quick access and information can put you on top. Omaha Title & Escrow uses cutting edge technology to deliver the most efficient and accurate title services in the area. With our easy to use website and its mobile partner, as well as our new iPhone/iPad app "Closing Market Mobile", we're able to give you up-to-date information on all of your files when you need it most.

Our website, [www.OmahaTitle.com](http://www.OmahaTitle.com), is an easy way to learn more about our services, obtain property information for multiple counties in Nebraska and Iowa, and calculate rates from the web. It's also the quickest way to order title work.

Our mobile website, [m.OmahaTitle.com](http://m.OmahaTitle.com) can be found in the Android app store when you search "Omaha Title" or simply by going to [www.OmahaTitle.com](http://www.OmahaTitle.com) on your phone's web browser. This gives you the ability to calculate rates instantly on your phone, contact Omaha Title with one click, view and forward covenant/SID information.

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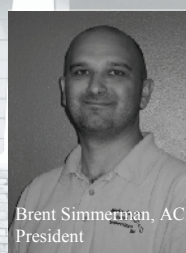
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## **AFFILIATES... A Council of the Omaha Area Board of REALTORS®**

*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 JANUARY 2012 MEETING:**

Deb Martin (President) – MetLife Home Loans  
Wendy Walker (President-Elect) – Omaha Title & Escrow Inc  
Mary Sladek (Secretary) – My Insurance LLC  
Brenda Stuart (Treasurer) – ServiceOne Inc  
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Regi Powell – Farmers Insurance/Powell Insurance  
Ruth Smith – Norm's Door Service  
Jody Smythe – MetLife Home Loans  
Kate Spielman – Thrasher Basement Systems Inc  
Matt Thiel – DRI Title & Escrow  
Carlene Zabawa – American National Bank  
Dawn Zaller – FPF Wholesale

**www.OABRaffiliates.com.**

### **UPCOMING MEETINGS:**

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

*All Affiliate members are welcome to attend.*

*Continued from Page 1*

to adversely affect our industry, our livelihood, and most importantly, our clients' most valuable possession, their homes.

What would happen if every mortgage required a 20% down payment? How would that affect your clients? And more importantly, how would that affect the values of our clients' homes and OUR homes? With lower demand, prices would plummet, affecting appraisals, declining values, and people could potentially walk away from millions of homes. RPAC fights for YOU and your clients!

This month, to pay for an unemployment extension, congress quietly added an eighth percent to any mortgages quoted after January 16th. Now you may be thinking that rates are so low that it doesn't matter, but we all know the proverbial 'give them an inch, they'll take a mile.' If this practice is allowed to continue and go unchecked, and we didn't have an RPAC to stand up for us, how long do you think it would be before another 1/8th was added to fund an energy tax, and maybe a full percentage could be set aside for health care. RPAC fights for YOU and all homeowners against this!

And what if the Mortgage Interest Deduction gets abolished? Just that one act alone could have a devastating impact on how many buyers choose to enter the market, and subsequently drastically affect values for years to come. Again, RPAC fights for YOU and your clients!

So we ask you to help. The dues collection only nets about one half of our total goal. Pledge to invest another \$25, \$50 ... or better yet, \$100... your industry needs your support!

Make a pledge right now, please contact Donna Shipley at the Board office, DShipley@OABR.com, or 402-619-5554.

Yes, it's that important. Without your donations, there is no RPAC... and if Albert Einstein were talking about our industry today, he might say "Without RPAC, the real estate industry as we know it might have about four more years..."

So think about the honeybee and RPAC. Both get very little attention but are VITALLY important to us. One, the food we eat; the other, our very business existence, your clients' equity, and your clients' ability to buy and sell their homes.

Now that you know, every third bite you take at lunch or dinner today, you'll be thinking about bees... and RPAC.



## ASK THE HOME INSPECTOR!

By Patrick Casey, President  
The Home Buyers Protection Company

Home & Building Inspections • Radon & Mold Testing



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

**Question:** We are first-time home buyers and we noticed the garage door is noisy when it operates. What maintenance and safety guides are recommended for garage door openers?

**Answer:** All automatic garage door openers require maintenance and safety guidelines should be followed. There is high tension on the door springs which can exert a deadly force when the door closes, so extreme care should be taken when operating or working around the door. The following guidelines are recommended:

- Do not allow children to play around moving doors and do not allow them to play with the transmitters or remote controls.

- Have the door inspected/adjusted/lubricated by a qualified technician bi-annually. Parts wear out and need periodic replacement. Balanced doors operate more efficiently and the opener will last longer.
- Regularly lubricate moving parts of the door. However, do not lubricate plastic parts such as plastic rollers and plastic bearings.
- Do not stand or walk under a moving door.
- Know how to use the emergency release.
- Never remove/adjust/loosen the screws on the bottom brackets of the door.
- Never disconnect or relocate the photo-eye sensors.

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# About RPAC

- REALTORS® are the leading advocate for housing issues, and the REALTORS® Political Action Committee (RPAC) is a grassroots-based organization that backs political candidates who have strong records of support for home ownership and private property rights.
- RPAC supports candidates of any party and is the most bipartisan PAC in the country and political expenditures are divided nearly evenly among Republicans and Democrats based on their positions and voting records on real estate issues.
- Candidates are selected based on feedback from REALTORS® who know the candidates best. REALTORS® are encouraged to get involved in their local and state associations and the decision making process.
- The association encourages REALTORS® to invest in their industry's future through RPAC.
- More than one in three REALTORS® contributed to RPAC last year.
- RPAC's record of success demonstrates that REALTORS® are among the most politically active and engaged citizens in the country.
- Nationally, in 2010, nearly eight out of 10 RPAC-supported candidates for the U.S. House of Representatives and the Senate won their elections.
- REALTOR® members participate in the political process to ensure that the REALTOR® point of view on home ownership and private property rights is heard at all levels of government.
- RPAC does not get involved in presidential politics.
- Each state REALTOR® association retains roughly 70 percent of all the RPAC funds it generates to support state and local candidates. The remaining funds support national RPAC efforts.

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**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.**

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## STAFF DIRECTORY

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### **Omaha Area Board of REALTORS® & Great Plains REALTORS® & MLS**

11830 Nicholas Street  
Omaha, NE 68154

**www.OABR.com**

402-619-5555

*Whenever possible, please contact a staff member directly.*

#### **Doug Rotthaus RCE CAE**

##### **Chief Executive Officer**

*Executive management, leadership.*

402-619-5550 / [DougR@OABR.com](mailto:DougR@OABR.com)

#### **Donna Shipley**

##### **Programs Director**

*Board of Directors, governmental affairs,  
association events, education, Diversity  
Committee, equal opportunity and fair housing,  
other committees, forums and programs.*

402-619-5551 / [DShipley@OABR.com](mailto:DShipley@OABR.com)

#### **Debbie Peterson**

##### **Membership & Accounting Manager**

*New membership, member accounts, code of ethics  
training, dues billing, accounts receivable /  
payments, Affiliate Council of the Omaha Area  
Board of REALTORS®.*

402-619-5553 / [DPeterson@OABR.com](mailto:DPeterson@OABR.com)

#### **Lisa Welch**

##### **Systems Administrator**

*Supra electronic keys and keyboxes, room  
rentals, association events, social media.*

402-619-5552 / [LWelch@OABR.com](mailto:LWelch@OABR.com)

#### **Denise Sabadka**

##### **MLS Administrator**

*MLS operations, MLS Users Group, MLS Rules,  
YPN, MLS Board of Directors, data entry,  
complaints.*

402-619-5554 / [DSabadka@OABR.com](mailto:DSabadka@OABR.com)

#### **MLS Help Desk**

*Paragon MLS user assistance.*

6 a.m.-9 p.m. M-F / 9 a.m.-3 p.m. Sat / 11 a.m.-3 p.m. Sun

402-619-5565 / [ParagonSupport@lpsvcs.com](mailto:ParagonSupport@lpsvcs.com)

#### **Supra Support**

*User help desk for electronic keys  
and keyboxes. 7 a.m.-9 p.m. / 7 days.*

402-619-5566 / [SupraSupport@fs.utc.com](mailto:SupraSupport@fs.utc.com)

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24 hrs. / 7 days

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Omaha, NE 68154

**www.FocusPrintingOmaha.com**

402-619-5575

#### **Jim Holmes**

##### **Manager**

*Print shop sales and information, place  
orders or check the status of orders.*

402-619-5570 / [JHolmes@OABR.com](mailto:JHolmes@OABR.com)

#### **Pam Kane**

##### **Graphic Designer**

*Graphic arts and design.*

402-619-5572 / [PKane@OABR.com](mailto:PKane@OABR.com)

#### **Todd Taylor**

##### **Press Room Foreman**

402-619-5574 / [TTaylor@OABR.com](mailto:TTaylor@OABR.com)

#### **Wayne King**

##### **Press Operator**

402-619-5573 / [WKing@OABR.com](mailto:WKing@OABR.com)





# CELEBRITY HOMES

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Celebrity Homes, Omaha's leading new home builder, would like to thank our Realtor Community for your support over the past 30 plus years, and your continued support in the years to come. It truly is our honor building quality new homes for your customers and clients.

Just like you we are **VERY EXCITED** for 2012!

## Here is what's New for this year!

- Ranch Patio Townhomes from the \$120's !
- Wood Valley, located North of 144<sup>th</sup> & Ida. Homes, Townhomes and Villas!
- The New Logan Townhome... over 1,600sf, Open Kitchen, 3 Bedrooms, Great Room, Finished Basement, from the \$120's!
- Clearwater Falls, Bellevue! Homes from the \$140's
- **FOUR** of Omaha's top lenders as "Preferred Lenders"!

## Here's what's coming!

- Sagewood, 174<sup>th</sup> & Fort
- Palisades, 168<sup>th</sup> & Cornhusker
- Omaha's NEWEST model homes and designs
- New Features for 2012!

From all of us here at Celebrity Homes, our vendors, and suppliers... Thank you for your continued trust and support.

*Shawn*

Shawn McGuire, GRI, CRS, CSP

Sales Manager / Broker  
Celebrity Homes



**NEW DESIGNS • NEW HOMES READY NOW • \$1,000 DOWN PROGRAMS!**



# 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](mailto: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.

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

**[www.OABRaffiliates.com](http://www.OABRaffiliates.com)**

# Membership Report

DECEMBER 2011

## NEW REALTORS®

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

## NEW AFFILIATES

Higgins, Greg – Amoura Productions

## REALTOR® CANDIDATES

Carder, Leslie – NP Dodge III LLC – Lakeside  
Hoyt, Shannon – Pinnacle Bank  
Iwansky, Amanda – NP Dodge V LLC – 129th Dodge  
Tiller, Rachel – NP Dodge IV LLC - Papillion

## AFFILIATE CANDIDATES

Frerichs, Mike – The Home Buyers Protection Co  
McManigal, Bron – Mold Solutions

## MEMBER TRANSFERS

Andrlik, Roxanne from NP Dodge III LLC – Lakeside to NP Dodge V LLC – 129th Dodge  
Borato, Mark from Mitchell & Associates Inc to Borato Appraisal Service  
Boyd, Clinton from CBSHOME Real Estate – Bellevue to Showcase Homes Real Estate Inc  
Campbell, William from CBSHOME Real Estate – Bellevue to NP Dodge IV LLC – Papillion  
Collins Jr, Frederick from RE/MAX Real Estate Group – California to Prudential Ambassador Real Estate – California #101  
Filipi, Matthew from NP Dodge V LLC – 129th Dodge to NP Dodge V LLC – 129th Dodge Ste A  
Grimes, Kathryn from Hearthstone Homes Inc to Prudential Ambassador Real Estate – California #101  
Hartman, David from ACCESSBank to Omaha State Bank  
Houlihan, Anne from CENTURY 21 Wear Company to NP Dodge V LLC – 129th Dodge  
Knight, Diana from Keller Williams Greater Omaha – Giles to Real Estate Associates Inc

Kopun, Predrag from Metro 1st Mortgage to American National Bank  
Krenk, Lindsey from RE/MAX Real Estate Group – Arbor to RE/MAX Results  
McCue, Jeanne from CENTURY 21 Wear Company to NP Dodge V LLC – 129th Dodge  
Mentzer, Marilyn from NP Dodge III LLC – Lakeside to CBSHOME Real Estate – 147th  
Paulin, Cary from Keller Williams Greater Omaha – Village Pointe to NP Dodge I LLC – Pierce  
Rasmussen, Matthew from NP Dodge V LLC – 129th Dodge to NP Dodge V LLC – 129th Dodge Ste A  
TenEyck, Dixie from RE/MAX Real Estate Group – Giles to RE/MAX Results  
Widhalm, Amy from Keller Williams Greater Omaha – Village Pointe to CBSHOME Real Estate – Lakeside  
Wisniewski, Melissa from CBSHOME Real Estate – Twin Creek to US Bank  
Withem, Helga from CBSHOME Real Estate – 121st Pacific to CBSHOME Real Estate - Lakeside

## REACTIVATED MEMBERS

Carpenter, Gary – Keller Williams Greater Omaha – Village Pointe  
Epperson, Lisa – CENTURY 21 Century Real Estate  
Muths, Melissa – Prudential Ambassador Real Estate – California #101

## RESIGNATIONS

Anderson, Kalee – CBSHOME Real Estate – 121st Pacific  
Androy, Todd – Don Peterson & Associates Real Estate – 23rd St Fremont  
Bojanski, Michael – Alliance Real Estate LLC  
DeSouza, Georgette – NP Dodge IX LLC – 35th Dodge  
DiCarlo, Elisa – Prudential Ambassador Real Estate – California #101  
Griffis, Linda – NP Dodge II LLC – Co Bluffs  
Hageman, Ross – Condo Living Omaha  
Heyer, Kirk – DEEB Realty – 117th  
Higley, Arlis – Don Peterson & Associates R E  
Hinkle, Donald – CBSHOME Real Estate – W Dodge  
Lyon, Maximilian – CBSHOME Real Estate – 147th  
Morrissey, Steven – Alliance Real Estate LLC  
Moyer, Ronald – Heartland Properties Inc  
Newhouse, Chris – DEEB Realty – 117th  
Nigro, Joan – CBSHOME Real Estate – 121st Pacific  
Powers, Diane – CENTURY 21 Wear Company  
Robinson, Danielle – RE/MAX The Producers  
Rodriguez, Rick – NP Dodge IV LLC – Papillion  
Rooks, Michael – Keller Williams Greater Omaha – LaVista  
Sabatka, Laura – DEEB Realty – 117th  
Sempeck, Christine – DEEB Realty – 117th  
Shepherd, Harold – DEEB Realty – 117th  
John Stephens – Thrasher Basement Systems Inc  
Tabor, Justin – CBSHOME Real Estate – 121st Pacific  
Thomas, James – Keller Williams Greater Omaha – Village Pointe



Thompson, Elizabeth – CBSHOME Real Estate – Bellevue  
 Troupe, David – NP Dodge V LLC – 129th Dodge  
 Trowbridge, Deborah – CBSHOME Real Estate - Lakeside  
 Witt, Sharon – Key Real Estate Co

## NEW REALTOR® COMPANIES

Borato Appraisal Service – 4437 Harrison St, Bellevue, NE, 68147  
 OABR & MLS Phone: 602-317-1022  
 Designated Realtor: Mark Borato  
 Nice Lady Real Estate – 308 Fawn Ct, Bellevue, NE, 68005  
 OABR & MLS Phone: 402-682-9732 Fax: 402-614-8387  
 Designated Realtor: Mary Clare Marsh  
 US Bank – 5803 Hilltop St, Papillion, NE, 68133  
 OABR & MLS Phone: 402-706-9546 Fax: 402-884-7867  
 Designated Realtor: Melissa Wisniewski

## COMPANY ADDRESS AND PHONE UPDATES

(Notify the Board office for all directory changes fax to 402-619-5559)  
 Abacus Consulting – 11235 Davenport St Ste 109, Omaha, NE, 68154  
 Brink Residential Appr Service – 1516 4th Ave, Plattsmouth, NE, 68048 Phone: 402-296-0568 Fax: 888-607-1703  
 Edward E Brink Broker – 1516 4th Ave, Plattsmouth, NE, 68048  
 Downing Properties Limited LLC – Phone: 402-915-1308  
 Housepad LLP Phone: 866-807-9087 Fax: 610-589-4792  
 My Insurance LLC Phone: 402-991-6688

## MEMBERSHIP STATISTICS

### OABR

	Dec. 2011	Dec. 2010
Designated REALTOR®	217	219
Des. REALTOR® Secondary	1	2
REALTOR®	1879	1959
REALTOR®-Secondary	1	1
TOTAL	2098	2181

Institute Affiliate	66	73
Affiliate	194	182
Other	6	5
TOTAL	2364	2411

	Dec. 2011	YTD
New REALTOR® Members	6	206
Reinstated REALTOR® Members	4	113
Resignations	30	353

### GPRMLS

	Dec. 2011	Dec. 2010
Participants (Primary)	207	209
Participants (Secondary)	57	61
Subscribers (Primary)	1847	1932
Subscribers (Secondary)	181	181
Exempt	29	30
TOTAL	2321	2413

Omaha Buyer's Broker LLC – 2304 S 177th St,  
 Omaha, NE, 68130  
 RE/MAX Real Estate Group – California – 11640 Arbor  
 St, Omaha, NE, 68144

## COMPANY NAME CHANGE

My Insurance LLC – (Formerly Farmers Insurance  
 Group/Mary Sladek)  
 Plain States Appraisal Associates – (Formerly Vandelay  
 Investments LLC)

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

## MARCH ORIENTATION

- Tuesday, March 6, 8:30 a.m. to 4:00 p.m.
- Wednesday, March 7, 8:30 a.m. to 4:00 p.m.
- Thursday, March 8, 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...

### 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

### FEBRUARY 2012 SPONSORS

John Ponc – Security National Bank  
 Nancy Spidle – Mold Solutions  
 Jody Smythe – MetLife Home Loans  
 Alan Stoltenberg – SAC Federal Credit Union  
 Regi Powell – Farmers Insurance/Powell Insurance

## FOCUS PRINTING OABR PRINTING & MAILING

*Focus Printing provides great overall service and  
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 to the plate to meet or exceed our expectations.*

*— Heidi Stodola, Marketing Manager,  
 Charleston Homes*

**www.FocusPrintingOmaha.com**  
**402-619-5570**

# LotsOmaha.com

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NP Dodge Builder Services is here to further the potential of builders and their agents. This department offers unique resources that support new construction, including land development, lot sales, and our "Lot Locator" Program. In addition, we actively work to match builders with NP Dodge Sales personnel that best fit their business model. Contact us at 402.951.5000 to learn more.

### Home sites available in these fine communities:

---

#### **Five Fountains**

192nd & Dodge

#### **Harrison Woods**

173rd & Harrison

#### **Copperfields**

Northeast of 204th & F

#### **Suncrest**

174th & Maple

#### **Eagle Hills**

54th & Cornhusker

#### **Eagle View**

54th & Cornhusker

#### **Somerset**

Sorenson Pkwy to  
Wenninghoff,  
then north 6 blocks

#### **Cheyenne Country Estates**

168th & Cornhusker

#### **Tregaron Woods**

Fairview Rd & Tregaron Dr

#### **Pebblebrooke**

168th & Hwy 370

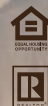
#### **Settlers Creek**

72nd & Cornhusker



**LotsOmaha.com**

**402.951.5000**





**72nd & Cornhusker Road**  
**Lots starting at \$38,000**  
**Homes from the \$300's**



## **TREGARON WOODS**

**Fairview Road and Tregaron Drive, Bellevue**  
**Limited Time Pricing — Lots from \$55,500**



**All Builders & Buyers Welcome**  
**Lots starting at \$14,500**

**Located in Bellevue — Take Childs Road**  
**to 17th Street and turn south**

## **Ask me about:**

- **Townhome & Villa home sites**
-  **Home Design Credit of \$500**
-  **Lot Financing**



**Walt 402.951.5000**  
**402.709.1244**



## MLS User Group

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

The group recommended allowing model homes in the MLS under an Active status of Model Home. Paragon open work orders, fixes, and enhancement requests were discussed. The addition of a required "lot size square footage" was recommended. The sort order of the lot range field 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.

### Midyear Legislative Meetings & Trade Expo

WASHINGTON DC • 2012



The REALTORS® Midyear Meetings & Trade Expo is where NAR members take an active role to advance the real estate industry, public policy, and the association. Join us in Washington, DC, May 14-19, 2012, for special issues forums, committee meetings, legislative activities, and the industry trade show.

Midyear Meetings registration will open at 12:00 p.m. Central Time on February 14, 2012.



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## Personals



**CONGRATULATIONS** to Shawn Murray of RE/MAX The Producers who earned the Graduate REALTORS® Institute (GRI) Designation.

**CONGRATULATIONS** to Lindsey Krenk of RE/MAX Results on the birth of her baby, Makenzie. Makenzie Lee was born on December 10, 2011 at 3:04 a.m. and weighed 7 lbs., 13 oz. and 19.5 inches long.

**CONDOLENCES** to Henry Kammandel Jr of CBSHOME Real Estate on the recent loss of his wife.

**CONDOLENCES** to Terry Kempf of City Realty Solutions.com on the recent loss of his nephew.

### 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!*

### WCR PROGRAM LUNCHEON

## What is RPAC? Why is RPAC Important?

Speaker: Joe Gehrki

2012 Nebraska Association of REALTORS® President

**February 9, 2012**

**11:45 a.m.**

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

**Champions Run**

**13800 Eagle Run Drive**

**Lunch - \$15.00**

**See You There!**





# 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 — 1<sup>st</sup> Place Team wins the Trivia Contest!!



**For information, contact:**

Brenda Stuart, Chair  
ServiceOne 402-306-6319  
[Bstuart@ServiceOne.com](mailto:Bstuart@ServiceOne.com)

Lori Bonnstetter, Co-Chair  
AmeriSpec 402-578-6229  
[Lbonnstetter@Amerispecne.com](mailto:Lbonnstetter@Amerispecne.com)

# What if the Battery in my iBox is Getting Low?

When releasing the shackle on your iBox both the eKey and the ActiveKey will display the percentage of battery remaining. The iBox uses a long-life lithium battery designed to last the life of the product, a minimum of six years. Depending on usage the battery will use approximately 7 to 10% per year. If you have an iBox which has 34% battery you have about 4 or 5 years of use left on the box. Once the battery reads 5% or less you should bring the box into the association office and we will exchange the box at no cost to the agent. The current battery level is also sent to the Supra data center and can be viewed from your SupraWEB account.



## Toddler Lock



Out showing homes with the family...

Need something distracting for the toddler?

Now you can turn your Android phone into an entertainment drawing board. Download 'Toddler

Lock' to your device and keep the little one busy for hours, iPhone has a similar app called 'Baby Painter'.

## What you don't know about radon can hurt you. And your clients.

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Debbie Kalina  
Owner



Phone: 402-639-1100  
Email: Debbie@OmahaRadon.com  
[www.OmahaRadon.com](http://www.OmahaRadon.com)

# Continuing Education

- **Appraisal Institute**  
[www.appraisalinstitute.org](http://www.appraisalinstitute.org)  
402-488-5900

- **Larabee School of Real Estate**  
[www.LarabeeSchool.com](http://www.LarabeeSchool.com)  
800-755-1108

- **Moore Appraisal Ed., LLC**  
[www.mooreeducation.com](http://www.mooreeducation.com)  
402-770-8605

- **Nebraska REALTORS® Association**  
[www.NebraskaREALTORS.com](http://www.NebraskaREALTORS.com)  
402-323-6500

Feb 8-9 CRS 202: Effective Buyer Sales Strategies  
(Howard Johnson Hotel, Grand Island)  
0284 (3 hrs)

April 2-3 Rookie Training/GRI 101  
(Embassy Suites, LaVista)  
0596 (9 hrs)

- **Randall School of Real Estate**  
[www.RandallSchool.com](http://www.RandallSchool.com)  
402-333-3004

- **Real Estate Resource Institute (Paul Vojtechoske)**  
[www.mrrealestatece.com](http://www.mrrealestatece.com)  
402-660-0395

- **REEsults Coaching (Mark T. Wehner)**  
[www.REEsultsCoaching.com](http://www.REEsultsCoaching.com)  
402-676-0101

- **R. F. Morrissey & Associates**  
402-933-9033



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[www.facebook.com/OMArealtors](http://www.facebook.com/OMArealtors).

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# 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/cc

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.



## 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](mailto:teresa@moba.com).

#### MOBA Focus on Contractor Licensing

Residential construction has gone through many changes over the past year. With OSHA Fall Protection regulations now being fully enforced, EPA Lead hazards and corresponding paperwork and record keeping being as important as ever. Now MOBA is helping homebuilders to better prepare for standardized ICC testing for the City of Omaha's Contactor Licensing.

This month MOBA's Dinner Meeting is dedicated to finding the answers builders need as it pertains to Contractor Licensing. Special guest speaker Jay Davis with the City of Omaha Planning & Permits will be on hand to answer questions and help builders better understand what will be required.

Numerous Contractor Licensing Review seminars have been available to assist builders better prepare for their upcoming test. More are scheduled in the upcoming months. Be sure to check the MOBA website for more information or [www.FrameworksMagazine.com](http://www.FrameworksMagazine.com).

#### MOBAcalendar

##### February

- 08 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](mailto:info@FrameworksMagazine.com)
- 09 MOBA Monthly Dinner Meeting with Guest Speaker Jay Davis from the City of Omaha  
Networking at 6:00pm and Dinner at 7:00pm  
\$10 per person RSVP Needed 402-333-2000
- 14 MOBA Board of Directors Meeting 11:00am
- 22 Contractor License Review

visit [www.MOBA.com/members](http://www.MOBA.com/members)  
for more information

# Increased Lending and More Loan Modifications and Short Sales, Key to Recovery, Say REALTORS®

Washington, DC, January 05, 2012

Stabilizing and restoring the health of the housing market is critical to a broader economic recovery, according to a white paper released January 4, 2012 by the Federal Reserve Board. Many of the issues and recommendations outlined in the paper support key principles established by the National Association of Realtors® to help revitalize the housing industry and economy.

The white paper, *The U.S. Housing Market: Current Conditions and Policy Considerations*, calls for increased lending to creditworthy home buyers and more loan modifications, mortgage refinancings, and short sales to reduce the rising inventory of foreclosed homes and help stabilize and revitalize the housing industry; an approach long recommended by NAR to help spur the housing market recovery.

“As the nation’s leading advocate for homeownership and housing issues, NAR knows that a strong housing market recovery is key to the nation’s future economic strength,” said NAR President Moe Veissi, broker-owner of Veissi & Associates Inc., in Miami.

“Improving access to affordable mortgage financing for qualified home buyers and investors and aggressively pursuing more loan

modifications and short sales is necessary to help reenergize the housing market and spur an economic recovery.”

The pendulum on mortgage credit has swung too far following the housing downturn. According to the 2011 NAR Member Profile, 34 percent of Realtors® reported that the most important factor in limiting their clients’ ability to buy a home was difficulty in obtaining a mortgage. While NAR supports responsible and strong underwriting standards, unnecessarily tight credit restrictions are keeping many qualified home buyers from purchasing homes, which could help absorb excess inventories of homes in foreclosure.

“Creditworthy consumers continue to have difficulties securing affordable financing despite their proven ability to afford the monthly payments,” said Veissi. “Expanding financing opportunities to qualified buyers could help reduce distressed property inventories, minimize the negative impact those homes have on local markets and restore vibrant housing markets and neighborhoods.”

To prevent further foreclosure inventory increases, NAR also urges lenders to take more aggressive steps to modify loans and keep

*Continued on Page 24*



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for all of your Real Estate Service Needs.

• Next Events •

#### **Canned Food Drive**

February 17, 2012 — See Page 13 for Information

#### **Affiliates Golf**

June 18, 2012 — at Champions Run — Watch for further details

# Thanks to these Realtors for selling a Charleston Home in 2011!

Mark Taylor	Alliance	Heeran Workman	Deeb Realty
Jan Anderson	CBSHOME	Alan Strong	Keller Williams
Paul Barnett	CBSHOME	Andrea Cavanaugh	NP Dodge
Lesa Blythe	CBSHOME	Marge Leaders	NP Dodge
Larry Forman	CBSHOME	Kathy Miller	NP Dodge
Jacki Inman	CBSHOME	Betsy Peters	NP Dodge
Craig McGill	CBSHOME	Maria Polinsky	NP Dodge
Linda Mills	CBSHOME	Joanie Wilder	NP Dodge
Jim Morrison	CBSHOME	Jim Wurgler	NP Dodge
Mary Mudd	CBSHOME	Jessie Ostdiek (2)	Pinnacle Bank
Steve Orsi	CBSHOME	Josh Bundren (3)	Prudential Ambassador
Shelly Ragan	CBSHOME	Steve Colburn	Prudential Ambassador
Leanne Sotak	CBSHOME	Matt Corbit	Prudential Ambassador
Charlie Sutton	CBSHOME	Doug Donaldson	Prudential Ambassador
Frank Tabor	CBSHOME	Brett Haney	Prudential Ambassador
Susan & Paul Vacarro	CBSHOME	Jo Ellen Keating	Prudential Ambassador
Joanne Wellsandt	CBSHOME	Darryl Wikoff	Prudential Ambassador
Mike Jones	Cornerstone Commercial	Mark Abboud	Real Estate Associates
Chuck Burney	Deeb Realty	Jason Elliott	Real Estate Associates
Abe Farrington	Deeb Realty	Charlie Concannon (2)	ReMax
Kim Gehrman	Deeb Realty	Mark Vanderloo	ReMax
Maria Lundin	Deeb Realty		



charlestonhomesomaha.com



*Continued from Page 22*

struggling families in their homes. Significantly reducing monthly mortgage payments will help more families remain current on their mortgage and allow them to remain in their home, reducing the impact of foreclosures on local home prices.

For homeowners who are unable to meet their mortgage obligations, NAR has urged lenders and servicers to quickly approve reasonable short sale offers so these people can avoid foreclosure. The short sale process can be time-consuming and inefficient, and many would-be buyers end up walking away from the transaction.

“Loan modifications and short sales help stabilize home values and neighborhoods, and limit the losses incurred by lenders, the federal government and taxpayers, which is good for everyone,” said Veissi.

The Fed paper also addresses converting foreclosed properties into affordable rentals. NAR supports reducing the barriers that prevent owner-occupants and small investors from accessing financing, such as opening the Federal Housing Administration 203(k) program to investors. NAR also believes these efforts are best made by local entities that understand the challenges of the local community and will respond to renters’ needs.

In addition, NAR is concerned about proposed bulk sales of distressed properties and believes that every effort should be made increase liquidity for consumers and small investors since bulk sales

will likely result in greater losses for taxpayers and have a more negative impact on housing values.

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.

## Need More Battery Life?

Out and about and need to recharge your Tablet, Smartphone, iPad, iPhone and more... Ful makes a messenger bag, backpack and other options that has a power supply in the powerbag along with various connections to charge your devices. Simply plug your powerbag into any wall outlet to charge the internal battery. When you are out showing properties, traveling, or do not have access to power. Your Ful powerbag will get the job done for you.



## Inspecting New Construction

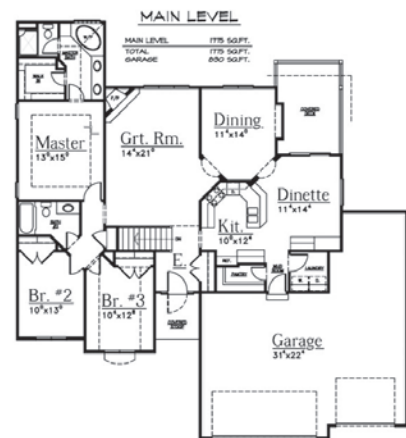
**By Tim Krof**  
**Home Standards Inspection Services**

Many buyers wonder if they should get an inspection on new construction. They are thinking that all the major appliances are brand new, and the licensed trades have had their work inspected by the City. Plus, most builders do have a 1 yr warranty, so why spend the money on a home inspection? This mindset can become very costly to your buyers, not to mention the aggravation of trying to get something fixed in a timely manner. Buyers assume that all significant defects will become apparent during the warranty period. But how many times do they actually look over the roof or crawl up in the attic to verify proper construction methods. Many times these defects show up several months, or even years later, after the buyer has moved in. Is the builder going to fix issues like improper roof flashing or moisture intrusion issues after the warranty period has expired? The cost of a professional home inspection is

relatively inexpensive compared to the potential costs of repairs to due improper construction methods.

Before starting with Home Standards, I spent 12 years as a project manger for a local custom homebuilder who averaged 75 – 100 homes/yr. There are literally hundreds of details that must be completely satisfactorily prior to closing, and it is difficult to make sure EVERY one of those items is done correctly. In my experience, new home buyers want everything to be perfect. That is why when inspecting new construction; we look over the home with a much more refined set of eyes, than if we were inspecting an existing home.

With new construction, it is important to see every detail, no matter how small the detail might be. Buyers want to be aware of anything that isn't quite right, so it can be addressed. It is so much easier to get things corrected BEFORE closing than after the sale. In the few weeks before closing, their house is one of the top priorities for the



builder. Once the house is closed, it goes onto the warranty list, with ALL the other homes completed that year, and all repairs are made over your personal belongings and home decorations.

Having been in the new home industry for 12 years I would definitely recommend a home inspections for new construction.

**Tim Krof**  
Inspector



Phone (402) 392-2020  
[www.HomeInspectorOmaha.com](http://www.HomeInspectorOmaha.com)

# 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 1-12

When entering into listing contracts, REALTORS® must advise sellers/landlords of:

1. the REALTOR®'s company policies regarding cooperation and the amount(s) of any compensation that will be offered to subagents, buyer/tenant agents, and/or brokers acting in legally recognized non-agency capacities;
2. the fact that buyer/tenant agents or brokers, even if compensated by listing brokers, or by sellers/landlords may represent the interests of buyers/tenants; and
3. any potential for listing brokers to act as disclosed dual agents, e.g. buyer/tenant agents. (Adopted 1/93, Renumbered 1/98, Amended 1/03)

### • Standard of Practice 1-13

When entering into buyer/tenant agreements, REALTORS® must advise potential clients of:

1. the REALTOR®'s company policies regarding cooperation;
2. the amount of compensation to be paid by the client;
3. the potential for additional or offsetting compensation from other brokers, from the seller or landlord, or from other parties;
4. any potential for the buyer/tenant representative to act as a disclosed dual agent, e.g. listing broker, subagent, landlord's agent, etc., and
5. the possibility that sellers or sellers' representatives may not treat the existence, terms, or conditions of offers as confidential unless confidentiality is required by law, regulation, or by any confidentiality agreement between the parties. (Adopted 1/93, Renumbered 1/98, Amended 1/06)

### • Standard of Practice 1-14

Fees for preparing appraisals or other valuations shall not be contingent upon the amount of the appraisal or valuation. (Adopted 1/02)

### • Standard of Practice 1-15

REALTORS®, in response to inquiries from buyers or cooperating brokers shall, with the sellers' approval, disclose the existence of offers on the property. Where disclosure is authorized, REALTORS® shall also disclose, if asked, whether offers were obtained by the listing licensee, another licensee in the listing firm, or by a cooperating broker. (Adopted 1/03, Amended 1/09)



### • Standard of Practice 1-16

REALTORS® shall not use, or permit or enable others to use, listed or managed property on terms or conditions other than those authorized by the owner or seller. (Adopted 1/12)

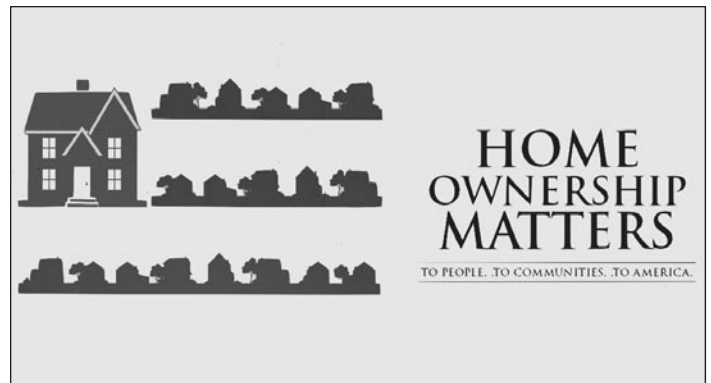
To download the Code of Ethics and Standards of Practice, go to: [www.OABRdocs.com/code2011.pdf](http://www.OABRdocs.com/code2011.pdf)

## Mark Your Calendar ...

The next 'Real Estate Social' is Thursday, March 22nd from 5:00 p.m. - 8:00 p.m. at Foursomes, 3510 N. 167th Circle.

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More details to come...



# Word Search! Win A \$50 Gift Certificate

Circle the words in the left-hand column. OABR members locating all the words will be entered into a drawing, then one lucky winner will receive a \$50 gift certificate to Focus Printing. Send your answers by February 15, to Donna Shipley at [DShipley@OABR.com](mailto:DShipley@OABR.com), 402-619-5559 (fax), or mail to 11830 Nicholas St., Omaha, NE 68154. The winner will be published in the March FOCUS.

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CUPID  
FEBRUARY  
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FLOWERS  
FRIENDSHIP  
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JULIET  
PASSION  
POETRY  
ROMANCE  
ROMEO  
ROSES  
SMOOCH  
SWEETHEART  
TURTLE DOVE

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U	C	Z	N	K	D	D	P	R	E	E	Y	B	N	N	W	Q	Y	D	A	H	A	U	N	R	X	W	D	R	W
J	M	Y	T	V	H	K	O	E	E	U	G	A	P	C	J	M	R	M	Y	N	E	U	Z	B	G	N	O	M	U
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Name: \_\_\_\_\_

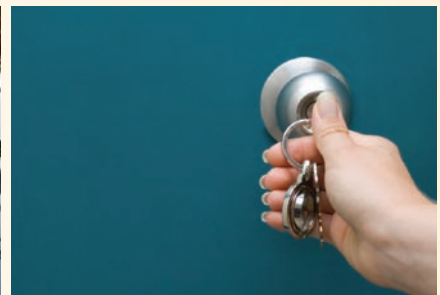
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