

UPCOMING EVENTS

New Member Orientation

Tue, Jul 10 from 8:30 a.m. - 4:00 p.m.
Wed, Jul 11 from 8:30 a.m. - 4:00 p.m.
Thu, Jul 12 from 9:00 a.m. - 12:00 p.m.

Affiliate Council

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

MLS Users Group

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

Value Proposition

Wed, Jul 11 at 1:30 p.m.

WCR - Golf - Pacific Springs

Thu, Jul 12 @ Pacific Springs Golf Course

Education Forum

Thu, Jul 12 at 10:00 a.m.

Advanced Paragon Training

Thu, Jul 12 from 1:00 p.m. - 2:30 p.m.

YPN Advisory Board

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

YPN Networking Thursday

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

Ethics Training

Fri, Jul 13 from 8:30 a.m. - 12:00 p.m.

Diversity Committee

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

Social Events Forum

Wed, Jul 18 at 10:00 a.m.

Governmental Affairs Committee

Wed, Jul 18 at 11:00 a.m.

WCR Executive Meeting

Thu, Jul 19 at 9:00 a.m.

Knowledge is Power - What do you mean we can't close... We have title issues?

Thu, Jul 19 from 10:00 a.m. - 11:30 a.m.

GPRMLS Executive Committee

Tue, Jul 24 at 9:30 a.m. @ OABR

GPRMLS Board of Directors

Tue, Jul 24 at 10:15 a.m. @ OABR Board Room

OABR Executive Committee

Wed, Jul 25 at 9:30 a.m. @ OABR

OABR Board of Directors

Wed, Jul 25 at 10:15 a.m. @ OABR Board Room

Bryson's Airboat Tours

Thu, Jul 26 from 5:30 p.m. - 9:00 p.m. @ Bryson's Airboat Tours

MLS Users Group

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

Education Forum

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

Rockin' on the River!

by Bill Swanson

Imagine yourself on a warm summer night in late July enjoying some great food and drink with great friends and coworkers, a live blues band playing in the background, and cruising up and down the river on a screamin' fast and incredibly fun airboat... Maybe after blazing down the river you decide to toss some horseshoes, maybe play a little sand volleyball, or just sit back and relax enjoying the sites... all for the good of your industry, your business, and your clients!



If you only make it to one real estate party this year, make sure it's this one! Tucked away in the pages of this newsletter are more details and your ticket order form for the first annual "Rockin on the River" extravaganza!

It all happens on the evening of Thursday, July 26th. Oh, did we mention that you might just leave the party with an iPad, Kindle Fire, or one of over a dozen gas or visa gift cards?

Make sure that when you stroll into the office on Friday, you are regaling in the experiences of the first annual "Rockin' on the River" extravaganza instead of hearing what you missed out on! See you on the river!



ANNUAL PICNIC AUGUST 8

The Omaha Area Board of REALTORS® Annual Picnic is scheduled for Wednesday, August 8, 2012 from 11:00 a.m. to 1:00 p.m. Enjoy free lunch – pig roast with all the fixin's – at the OABR Office. More details coming soon!



Omaha Area Board of REALTORS®
 11830 Nicholas Street
 Omaha, NE 68154
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www.OmahaREALTORS.com

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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

Freedom

Freedom is such an ironic word to me. Sometimes, for me, it conjures up images of beauty, peace, & joy. Those are wonderful things to ponder. However, sometimes I remember that the reality of freedom is that it is a result of sacrifice, discipline, & hard work. I remember that if I want to experience more financial freedom I must do the work of earning more customers. I remember that if I want to experience freedom from health concerns I must discipline myself to exercise regularly. Most importantly, I remember that I enjoy the freedom of many civil liberties such as freedom of religion, and freedom of speech because of the unbelievable sacrifice of millions of Americans who have fought for those rights.

This Independence Day please take a few minutes to appreciate the beautiful irony of freedom. We are so blessed to have the freedom of choices that we do in this country. May we never take that for granted. My prayer for our nation is that we continue to recognize that freedom does not give us license to be wasteful, uninvolved, or complacent. To continue to enjoy the civil liberties that we experience, the lifestyles that we are accustomed to, and the ever important home ownership rights, we need to be bold in our efforts to protect what we love. Please make sure you are doing your part to voice concerns, vote, and put your money where your mouth is in support of the political candidates that move the Realtor Agenda forward.

Overall, I try to take an optimistic trusting view of most folks. That is why I love the quote from Mark Zuckerberg that says, "When you give everyone a voice and give people power, the system usually ends up in a really good place."

Use your voice, Use your power, and I do totally believe – we will end up in a good place!

Seize the summer!

Lisa Ritter
 2012 President

Contribute to RPAC

www.MyRPAC.OmahaREALTORS.com

Special Events

- **Knowledge is Power - What do you mean we can't close...We have title issues?**
 Thu, July 19 from 10:00 a.m. - 11:30 a.m.
- **Bryson's Airboat Tours**
 Thu, July 26 from 5:30 p.m. - 9:00 p.m.
 Bryson's Airboat Tours

Baseball Night at Werner Park

On Friday, June 8, 2012 the OABR Social Events Forum sponsored a night out with the Storm Chasers. Over 200 people came out to watch the Omaha Storm Chasers bring home a victory over the Round Rock Express. The festivities included a buffet dinner with all the fix'ns, hot dogs and hamburgers, baked beans and chips enjoyed from the right field picnic area. After the meal, guests were ushered to a reserved seat to watch the game. It was a beautiful night to enjoy a great game!



David Matney with sons, Sam and Anthony and their friend Mason.



Members and their families having a picnic dinner before the game.



Dylan, Daniel, Lisa & Dennis Ritter enjoying the festivities.



*Mascots:
Stormy and Vortex
get a ride down
to the dugout.*



A full house in the OABR section at Werner Park.



*Megan & Brian Jaspers
enjoying the beautiful weather
for the Night at the Park
with the Storm Chasers!*



*Doug Dohse, Brenda Stuart, Jay Leisey, Jaime Conklin
and Chip Smith enjoying a cool drink before the game.*



*Mark Leaders relaxes while
watching the game.*

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REALTOR® FOCUS

KIP: What do you mean we have Appraisal Issues?

It was a packed house for the Omaha Area Board of REALTORS® monthly Knowledge is Power (KIP) panel “What do you mean...we have appraisal issues?” Both John Bredemeyer and Gregg Mitchell presented for over 45 minutes and left time for a quick question and answer session. John started by presenting the appraisal process and how it has changed. Gregg added his part of how to prepare for an Appraisal, how to appeal an appraisal, and how school districts affect an appraisal. John jumped back in and discussed how does a poorly maintained property affect value with Gregg finishing the discussion with the mystery of seller paid loan costs. Great questions were answered and everyone that signed in

was awarded certificate of completion towards their required continuing education. This was the first of a three part series regarding title issues and underwriting concerns. Stay tuned for more informative educational programs in the future.

*by Kathy Welch
Member of the Education Forum*



John Bredemeyer taking member's questions.



Gregg Mitchell speaking on how to prepare an appraisal.



A full house taking notes from the appraisal issues class.

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AFFILIATE
COUNCIL

Submitted By: Cyndi Johnson
P & C Insurance Specialists LLC



The Myth's and the Truth's about Long Term Care

Research from McKinsey & Co. finds that the average American family will face a savings gap of \$250,000 at the time of retirement. Even with payments from Social Security and pensions, as well as personal savings in 401(k) and other retirement plans, the average family will have only about two-thirds of the income it will need.

What's the greatest risk in your financial plan? We've seen how a stock market crash can devastate retirement plans. But the greatest risk is not the longevity of this bear market, or even another bear market. It's the devastating cost of long-term care.

With quotes like these, how can anyone believe that long-term care insurance is a luxury, not a necessity? Yet only 10% of 80 million baby boomers that are starting to turn 65 next year have long term care insurance!

Long-term care is the REAL health care crisis in America.

Some of the many misconceptions that are out there regarding long term care:

- I don't want long-term care insurance because I am never going to a nursing home
- I'm going to self-insure
- I'm too young
- I can't afford the premium because it is a bad economy

MYTH #1 - I'M NEVER GOING TO A NURSING HOME

Reality: One out of four people turning 65 today will live to see age 90 and one in ten will see 95. The healthier you are, the longer you live, the greater the odds that you will need home health care or nursing home care.

MYTH #2 - I'M GOING TO SELF-INSURE.

Reality: Long term care is very expensive. Currently 10 hours of home care or semi-private care in a nursing facility averages from \$215 a day to \$78,500 a year. If this trend continues care will average almost \$30,000 a month in 30 years.

MYTH #3 - I'M TOO YOUNG

Reality: Long term care needs at younger ages are on the rise, (over 40% of people needing it today are under 65) strokes and perhaps choices influenced by lifestyle are causing more diabetes and obesity related illness's than at any other time in our history. Also many are caused by auto accidents or sports related injuries. Think of Christopher Reeves for example.

Continued on Page 18



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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 JUNE 2012 MEETING:

Deb Martin (President) – Great Western Bank
Wendy Walker (President-Elect) –
Nebraska Title Company
Aaron Beukelman – Legacy Carpet Cleaning
Brook Bower – Advanced Floor Care
Lisa Bullerman – Staging Design by Lisa Marie
Cherie Casey – The Home Buyer Protection Co
Lisa Conover – Rearranged for Change
Liz Cooley – Rearranged for Change
Janet Dragon – Heartland Reva Team
Trevor Foote – NuVision Audio and Video LLC
Jim Holmes – Focus Printing
Jon Jacobi – Insphere Insurance Solutions
Cyndi Johnson – P & C Insurance Specialists LLC
Sara Kelley – Great Western Bank
PK Kopun – American National Bank
Scott Moore – Rels Title
Regi Powell – Farmers Insurance/Powell Insurance
Brent Rasmussen – Mortgage Specialists LLC
Eugene Rosales – Dundee Mortgage
Mary Sladek – My Insurance LLC
Ruth Smith – Norm's Door Service
Jody Smythe – 1st Reverse Mortgage USA
Jeff Spidle – Restoration/Mold Solutions
Matt Thiel – DRI Title & Escrow
Carlene Zabawa – American National Bank
Dawn Zaller – FPF Wholesale

www.OABRAffiliates.com.

UPCOMING MEETINGS:

- Tuesday, July 10, 9:00 a.m.
- Tuesday, August 7, 9:00 a.m.
- Tuesday, September 11, 9:00 a.m.

All Affiliate members are welcome to attend.

It's THE Omaha Real Estate PARTY of the YEAR!



Thursday Night, July 26th Starting at 5:30 pm...
At Bryson's Airboat Tours; 839 County Rd 19, Fremont, NE

Don't miss this first Annual 'Rockin on the River' event! Check this out, you get...

- ⇒ An Airboat ride on the biggest baddest airboat in the Midwest
- ⇒ Live music by the Swampboy Blues Band! (yes, they're THAT good!)
- ⇒ Awesome fixins catered by the Texas Roadhouse!
- ⇒ Chances for several giveaways and drawings, an iPad, Kindle Fire, and over \$600 worth of Kum and Go Gas cards or Visa Gift cards WILL be given away at the event!

An iPad AND a Kindle Fire...



..WILL be given away at the event!

Food catered by:

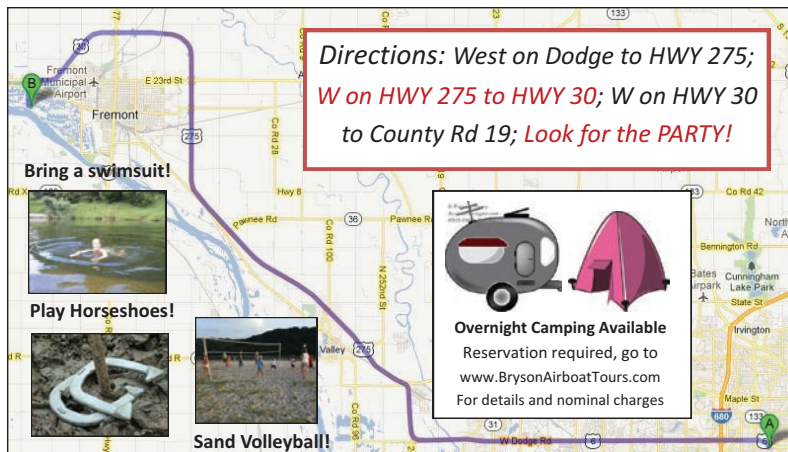


\$650 in VISA and Kum & Go cards to be given away!



**Food and non-alcoholic beverages are provided;
 you are welcome to bring your own adult beverage if you like.**

A HUGE Thank you to the following vendors and organizations who have contributed time or dollars to this event:



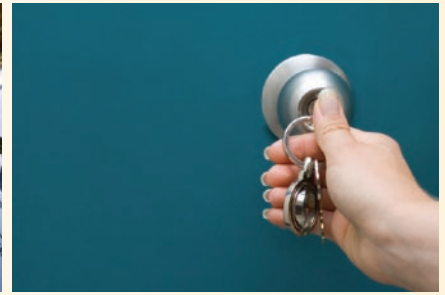
Texas Roadhouse
 Food Sponsors:



Airboat sponsors:



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STERLING "R" CLUB (\$1,000+)

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Jennings, Karen
Rasmussen, Matt

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Dodge, Sandy
Kammandel, Jr. Henry
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Matney, Dave
Riedmann, Mike
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CAPITOL CLUB (\$250+)

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Battiato, Diane
Grennan, Jo Ann
Humpal, Monica
Miller, Kathy
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SENATOR'S CLUB (\$150+)

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Leaders, Mark
Myhre, Deda
Rauth, Susan
Rouch, Kathryn
Sawyer, Jessica
Wiebusch, Robert

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Bierman, Nancy
Blackmon, Michael
Bresley, Mark
Burford, Judy
Clark, Susan
Cohen, Marty
Fraser, Bryan
Horn, Aaron
Kesick, Carolyn
Lepert, Mari
Maloy, David
May, Julie
Melichar, Larry
Morrison, Jim
Myer, Trudy
Paulsen, Tracy
Rich, Sharon
Ritter, Dennis
Seigel, W. John
TenEyck, Dixie
Watson, Roxanna

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Bane, Barbara
Boganowski, Deborah
Briggs, Diane
Clark, Susan
Craighead, Joni
Garrean, Kathleen
Giardino, Beverly
Jakish, Rejean
Jansen, Kenneth
Jaspers, Megan

Kiischler, Ryan
Knight, Cecilia
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Morrissey, Roger
O'Grady, Donna
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Pruess, Jeff
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Roth, Paul
Schrieber, Teri
Smith, Charlotte
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Williams, Audrey
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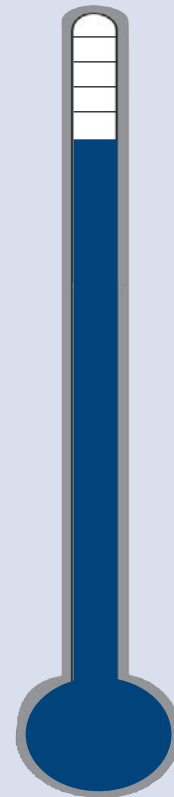
Baumhofer, Ilona
Contreras, Veronica
Evans, David
Mangen, Chris
Michael, Brian
Rogge, Brad
Taylor, Mark

FAIR SHARE (\$30-)

Fendrick, Kim

*Thank You to the 660
other REALTORS®
who contributed their
fair share to the 2012
RPAC Drive.*

CONTRIBUTION GOAL



\$52,925

8-31-12

\$43,600

6-26-12

9-1-11

Affiliate Contributors

STERLING "R" CLUB (\$1,000+)

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GOVERNOR'S CLUB (\$500+)

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50 CLUB (\$50+)

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Peoples National Bank

FAIR SHARE (\$30+)

*Thank You to the 63 other Affiliate Contributors who contributed
their fair share to the 2012 RPAC Drive.*

A complete list of 2012 RPAC contributors is located at: www.RPAC.OmahaREALTORS.com

Friend-Raiser with Soup

A Soup Supper for State Senators and REALTORS® was held on June 4 at Biaggi's Italian Ristorante. A crowd of 50-plus enjoyed meeting the six Nebraska Senators and five Legislative candidates in attendance. The group had the opportunity to network with those in attendance, and enjoyed four different delicious soups, breadsticks and two decadent desserts. Senators and candidates talked to the REALTORS® about legislative issues and campaigns. A great time was had by all. We plan to make this an annual event.



Governmental Affairs Director Joni Craighead discussing issues with State Sen. Rich Pahls and REALTOR® State President Joe Gehrki.



State Sen. Brenda Council, candidates Suzanne McNannaman and Judy Dominia and State Sen. John Nelson pause for a quick picture.

Annual Dues Billing Information

Dues statements for the fiscal-year 2013 will be mailed early in July. Payments can be made online at www.OmahaREALTORS.com by using your MLS Logon ID and Password. Specific instructions are located on the back side of the dues statement. **Member dues must be paid by August 15, 2012**, or a ten percent late-payment fee will be assessed. REALTOR® dues are collected for all three levels of the REALTOR® Organization. The breakdown for 2013 is:

| | |
|-----------------------|----------------|
| 2013 Local: OABR Dues | \$ 165. |
| 2013 State: NRA Dues | \$ 220. |
| 2013 Nat'l: NAR Dues | <u>\$ 155.</u> |
| 2013 TOTAL | \$ 540. |

This marks the eighth straight year the Omaha Area Board of REALTORS® has not increased local dues!

Lisa Ritter
2012 President
Omaha Area Board
of REALTORS®

Andy Alloway
2012 Chairman
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- ☐ \$1-A-Day Club \$365 (\$1.00 a day)
- ☐ Capitol Club \$250 (\$.68 a day)
- ☐ Senator's Club \$150 (\$.41 a day)
- ☐ 99 Club \$99 (\$.27 a day)
- ☐ 50 Club \$50 (\$.14 a day)
- ☐ Fair Share \$30 (\$.08 a day)
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Y.O.R.E. Lunch Club – Speed Smartphoning

On June 27th the OABR YPN hosted an engaging and interactive 'Speed Smartphoning' event sponsored by Becky Sandiland of First National Bank. After lunch and networking, participants took part in a round robin, speed dating style format to share tools they use via their smartphones. This speed smartphoning event turned out to be a high impact, fast paced event that attendees really enjoyed. Participants stood across from each other at a high top table and had three minutes to share their favorite or most effective app they use in their business before the bell sounded. Plenty of ideas were shared and all walked away with new ideas of how their smartphone can be better leveraged in their day to day business. Be on the lookout for the next YPN event!



Robert Wiebusch and Jessica Sawyer compare apps.

Noteworthy applications included: Voice Search, Karl's Mortgage Calculator, Happy Hour, Zillow, Walgreens, Realtor.com, Glympse, Camera+, DropBox.

Each month the Young Omaha Real Estate Professionals (Y.O.R.E. Pro's) host a networking event on the second Thursday of the month at the Fox and Hound on 120th and Dodge from 4-6 p.m. More information with dates and times along with future events will be in your inbox and posted on our Facebook page, OABRYPN. 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!



The YPN group seeing how much info they can share in 3 minutes.

Get the most from your insurance. *Call My Insurance.*

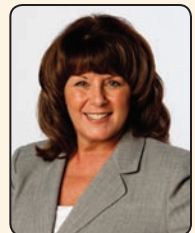


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Leslie Petersen



Gary Price



Tammy Smart



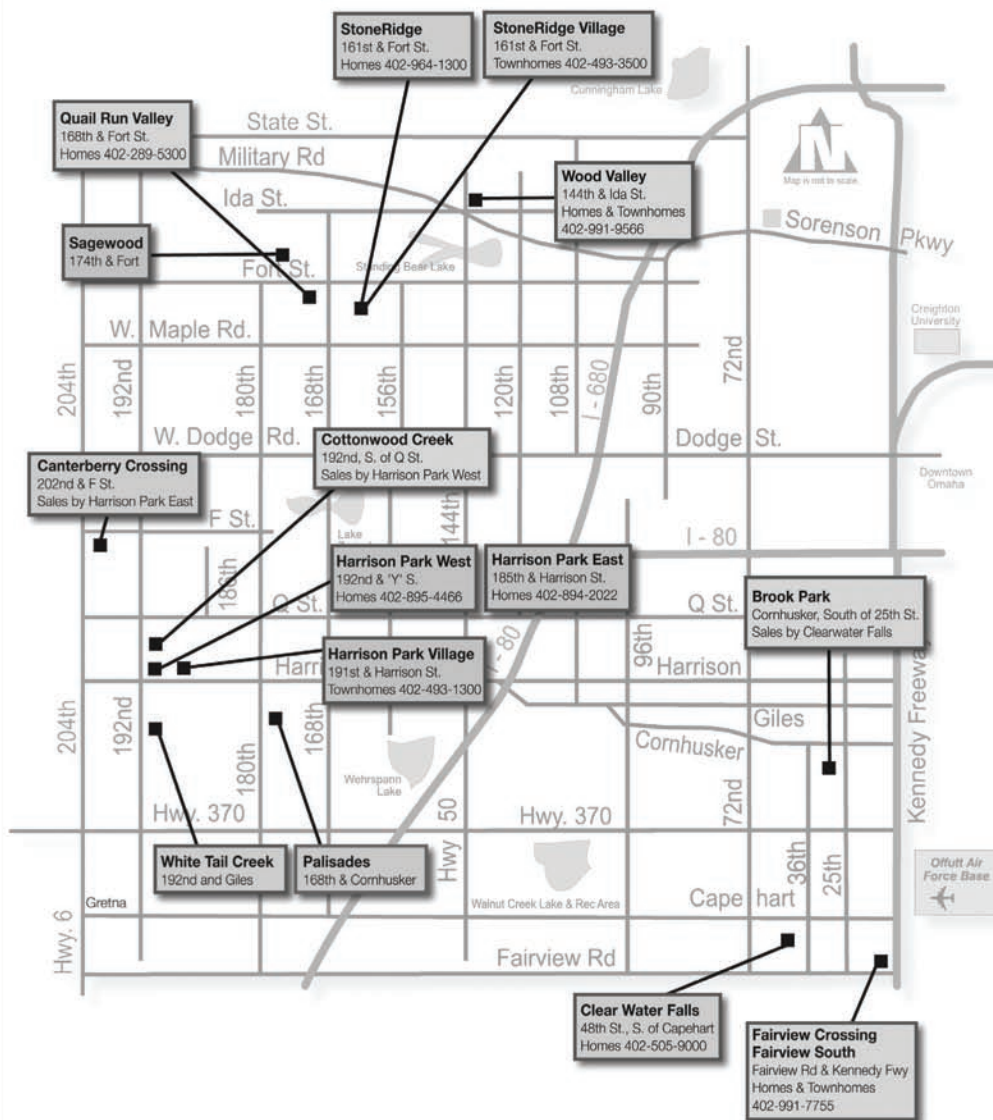
Susie Vocolka



Shawn McGuire
Sales Manager



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Membership Report

MAY 2012

NEW REALTORS®

Basye, Ryan – Maloy Real Estate
Blankenau, Mark – NP Dodge III LLC – Lakeside
Brown, Carla – CBSHOME Real Estate – W Dodge
Cooper, Scott – NP Dodge V LLC – 129th Dodge
Dinnel, Lila – DEEB Realty – 117th
Ehlers, James – Expert Real Estate Group LLC
Gustafson, Ronald – Prudential Ambassador Real Estate – California #101
Horton, Linda – CBSHOME Real Estate – Lakeside
Igo, Donald – Celebrity Homes Inc
Johnson, Mary Alice – CBSHOME Real Estate – 147th
McGowan, David – DVG Realty LLC
Niewohner, Lonny – Scribner Real Estate
Panas, Theodore – Suburban Appraisals Inc
Patzner, Paige – NP Dodge III LLC – Lakeside
Spurgeon, Lyndel – NP Dodge I LLC – Pierce
Switzer, Timothy – Prudential Ambassador Real Estate – California #101
Tabor, Samuel – CBSHOME Real Estate – Davenport
Tworek, Laura – NP Dodge III LLC – Lakeside
Watts, Timothy – CBSHOME Real Estate - Bellevue
Weisbeck, Mallory – Prudential Ambassador Real Estate – California #101
Wright, Shalonda – CBSHOME Real Estate – Davenport

NEW AFFILIATES

Conover, Lisa – Rearranged for Change
Cooley, Liz – Rearranged for Change
Foote, Trevor – NuVision Audio and Video LLC
Maleki, Andrea – Andrea Maleki State Farm Insurance
Stastny, Iris – ServiceOne Inc
Wedige, Steven – Foundation-2-Rooftop Inc
Yi, Min – Omaha Metro Real Estate Photography

REALTOR® CANDIDATES

Abdalla, Franchell – NP Dodge IX LLC – 35Dodge
Brezinski, Michelle – NP Dodge V LLC – 129th Dodge
Brown, Mary Kay – NP Dodge I LLC – Pierce
Hancock, Dana – NP Dodge V LLC – 129th Dodge
Hart, Jennifer – GTRSALES
Hauer, Corrina – NP Dodge IX LLC – 35Dodge
Head, David – Prudential Ambassador Real Estate – California #101
Hughes, Diane – Prudential Ambassador Real Estate – California #101
LaMantia, Kristin – Prudential Ambassador Real Estate – California #101

Lavender, Gwen – CENTURY 21 Century Real Estate
Martin, Summer – NP Dodge IV LLC - Papillion
Morris, Kimberly – Scott Real Estate
Myers, Margaret – NP Dodge V LLC – 129th Dodge
Nguyen, Jennie – Berkshire Real Estate
Rheiner, Michael – CBSHOME Real Estate – W Dodge
Ridgway, Max – Real Estate Associates Inc
Ripa, Debra – NP Dodge I LLC – Pierce
Roberts, Julie – CBSHOME Real Estate – 121st Pacific
Samler, Patricia – CENTURY 21 Century Real Estate
Schaefer, Scott – DEEB Realty – 117th
Semin, Jessica – NP Dodge IV LLC – Papillion
Smith, Susan – Prudential Ambassador Real Estate – California #101
Woodle, Sandra – Access Realty

AFFILIATE CANDIDATES

Beukelman, Aaron – Legacy Carpet Cleaning
Walsh, Tom – Omaha Title & Escrow Inc
Winterhof, Stephen – Enterprise Bank

MEMBER TRANSFERS

Baker, Robert from NP Dodge I LLC – Pierce to PJ Morgan Real Estate
Beberwyk, Cheri from NP Dodge IV LLC – Papillion to CBSHOME Real Estate – Bellevue
Beberwyk, David from NP Dodge IV LLC – Papillion to CBSHOME Real Estate - Bellevue
Buschelman, Alvin from CBSHOME Real Estate – 121st Pacific to NP Dodge I LLC – Pierce
Buschelman, Lisa from CBSHOME Real Estate – 121st Pacific to NP Dodge I LLC - Pierce
Collins, Frederick from Prudential Ambassador Real Estate – California #101 to GTRSALES
Costanzo, Misty from Don Peterson & Associates – 23rd St Fremont to Keller Williams Greater Omaha – Fremont
Demuth, Deann from Real Estate Associates Inc to Maloy Real Estate
Dragon, JeriBeth from NP Dodge I LLC – Pierce to DEEB Realty – 117th
Heck, Bradley from DEEB Realty – 117th to DEEB Realty - Bellevue
Knepper, Mary from RE/MAX Real Estate – Giles to NP Dodge IV LLC – Papillion
Martin, Summer from NP Dodge II LLC – Co Bluffs to NP Dodge IV LLC – Papillion
Opiyo, Boss from NP Dodge IX LLC – 35Dodge to GTRSALES
Scott, Alexis from NP Dodge IX LLC – 35Dodge to GTRSALES
Wanninger, John from AmeriSpec Home Inspection Serv to Handyman Joes

REACTIVATED MEMBERS

Favara, Ronald – DEEB Realty – 117th
Harrington, Susan – RE/MAX Results
Hinrichsen, David – Real Estate Associates Inc
Nagel, Kristine – NP Dodge IV LLC – Papillion
Rodriguez, Rick – Real Estate Associates Inc
Taylor, Walter – Guardian Real Estate LLC
Whitaker, Jeffrey – Real Estate Associates Inc

RESIGNATIONS

Brown, Julia – Prudential Ambassador Real Estate – California #101
 Cawley, Frank – NRC Service
 Cawley, Joanne – NRC Service
 Current, Chuck – American National Bank
 Edwards, Nadine – NP Dodge V LLC – 129th Dodge
 Erb, Nancy – Prudential Ambassador Real Estate – California #101
 Johnson, Richard – Prudential Ambassador Real Estate – California #101
 Meyer, John – CBSHOME Real Estate – 121st Pacific
 Murphy, Mary – CBSHOME Real Estate – Twin Creek
 Pearson, Andy – Northwest Bank
 Phillips, Donna – CBSHOME Real Estate – Bellevue
 Rozmiarek, Lonnie – Prudential Ambassador Real Estate – California #101
 Sadler, Jeremy – McGregor Interests Inc
 Slattery, Elizabeth – CBSHOME Real Estate – Twin Creek
 Stenger, William – CENTURY 21 Century Real Estate

NEW REALTOR® COMPANY

Travis M Thomas R E Broker – 1708 Eastview Dr, Papillion, NE, 68046
 MLS (Current OABR Mbr) Phone: 402-598-7898
 Designated Realtor: Travis Thomas

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

MEMBERSHIP STATISTICS

OABR

| | May 2012 | May 2011 |
|-------------------------|----------|----------|
| Designated REALTOR® | 221 | 218 |
| Des. REALTOR® Secondary | 1 | 2 |
| REALTOR® | 1942 | 2012 |
| REALTOR®-Secondary | 2 | 2 |
| TOTAL | 2166 | 2234 |

| | | |
|---------------------|------|------|
| Institute Affiliate | 72 | 76 |
| Affiliate | 210 | 202 |
| Other | 6 | 5 |
| TOTAL | 2454 | 2517 |

| | May 2012 | YTD |
|-----------------------------|----------|-----|
| New REALTOR® Members | 25 | 108 |
| Reinstated REALTOR® Members | 7 | 54 |
| Resignations | 15 | 75 |

GPRMLS

| | May 2012 | May 2011 |
|--------------------------|----------|----------|
| Participants (Primary) | 208 | 208 |
| Participants (Secondary) | 56 | 62 |
| Subscribers (Primary) | 1908 | 1976 |
| Subscribers (Secondary) | 178 | 182 |
| Exempt | 33 | 37 |
| TOTAL | 2383 | 2465 |

COMPANY ADDRESS AND PHONE UPDATES

(Notify the Board office for all directory changes fax to 402-619-5559)
 Bulldog Home Inspection Serv – 15864 Larimore Plz Apt 105, Omaha, NE, 68116
 Headley Realty PC – 11812 S 25th St, Bellevue, NE, 68123
 Real Estate Associates Inc – 11310 John Galt Blvd, Omaha, NE, 68137
 WHY USA Geschwender Real Estate – Fax: 402-330-5696

CHANGE OF DESIGNATED REALTOR®

Taylor & Martin Real Estate/Ag Sales LLC – BJ Reynolds
 (Formerly Joel Marrell)

JULY ORIENTATION

- Tuesday, July 10, 8:30 a.m. to 4:00 p.m.
- Wednesday, July 11, 8:30 a.m. to 4:00 p.m.
- Thursday, July 12, 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...

JUNE 2012 SPONSORS

Jon Jacobi – Insphere Insurance Solutions
 John Ponec – Security National Bank
 Nancy Spidle – Mold Solutions
 Alan Stoltenberg – SAC Federal Credit Union

JULY 2012 SPONSORS

Regi Powell – Farmers Insurance/Powell Insurance
 Ruth Smith – Norm's Door Service
 Janet Dragon – Heartland Reva Team
 Lori Bonnstetter – AmeriSpec Home Inspection Serv
 PK Kopun – American National Bank

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Working with Focus Printing has been great for our team! They are very pro-active in recognizing and supporting the newest technologies and are always very accommodating to our special requests!

— Jacy Riedmann
 Amoura Productions,
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2012 OABR Affiliates Golf Outing!

The AFFILIATES, a council of the Omaha Area Board of REALTORS®, would like to thank everyone that participated in the 2012 OABR Golf Outing!

Champions Run was once again a great treat, the weather cooperated, and the participation by the Affiliates with the sponsorships for the outing was absolutely amazing. Overall, it was a very successful tournament in regards to the Sponsors involved, the volunteers who helped make everything run smooth and with the number of golfers that participated.

LUNCH SPONSOR

Home Buyers Protection Company – Cherie Casey

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FOCUS Printing
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Midlands Home Inspections Inc.
Mortgage Specialists LLC
Northwest Bank
Nebraska Title
OABR Affiliates/Heartland REVA Team
Omaha Title & Escrow
Restoration Solutions – Mold Solutions
ServiceOne/Radon Protection Technologies
Thrasher Basement Systems
US Bank Home Mortgage



Carol Lehan, Pat Casey, Tish Selk and Gene Selk posing for a quick photo.

PRACTICE GREEN SPONSORS

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Norm's Door Service

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Thank you to Pat & Cherie Casey of Home Buyers Protection Company for sponsoring lunches.

REALTOR® DRAWING DONATIONS

AmeriSpec Home Inspections
DRI Title & Escrow
Farmer's Insurance Group – Regi & Lisa Powell
FOCUS Printing



Sheila Kusmierski, Sherri Burkle, Lori Paul and Denise Poppen enjoy a girl's day out.



*Larry Rosso, Doug Dohse, Steve Winterhoff
and John Kimsey enjoying the warm afternoon.*

Great Western Bank
Mortgage Specialists, LLC
My Insurance
Northwest Bank
Omaha Title & Escrow
Radon Protection Tech, LLC
Restoration Solutions
ServiceOne
Thrasher Basement Systems

GOODIE BAG DONATIONS

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Centris Federal Credit Union
DRI Title & Escrow
FOCUS Printing
Heartland REVA Team
Insphere Insurance
Mortgage Specialists, LLC
My Insurance
Norm's Door Service
Quality Home Inspections
Restoration Solutions
Radon Protection Tec, LLC
Security National Bank
ServiceOne
Thrasher Basement Systems
TNT Insurance, Inc.

Donation: Our mulligan sales are being donated to Mission Omaha (www.missionomaha.com).

We collected \$1,070 for this cause. Thank you for your mulligan donations.



*Thank you to Regi & Lisa Powell of Farmers Insurance/
Powell Insurance for sponsoring the beer keg.*

Golf Committee:

Matt Thiel (Chair) — DRI Title & Escrow
Brent Rasmussen — Mortgage Specialists, LLC
Lori Bonnstetter — AmeriSpec Home Inspections
John Ponec — Security National Bank
Dawn Zaller — FPF Wholesale
Deb Martin — Great Western Bank



*Andy Alloway, Jen Alloway, Kathy Burney
and Chuck Burney smile after a good round of golf.*



AFFILIATES
a council of the
Omaha Area Board of REALTORS®

Continued from Page 6

MYTH #4 – I CAN'T AFFORD THE PREMIUM

Reality: The longer you wait the more expensive it will be — not just because you are older but also because you will need a larger benefit due to inflation and so many health issues can make you uninsurable later on.

Many people believe that Medicare or health insurance will take care of them if the need should ever arise. Not so, Medicare does not pay for any long term care or home health care nor do your standard health insurance policies. Medicare and health insurance only pay for short-term recovery care usually 3 months or less.

Others believe Medicaid will take care of them. This is true to a point. You will have to “get in line” for an open bed to come a available to you and that is not necessarily going to be in your hometown. So you could be shipped to a facility across state or even to another state away from your loved ones. And as you can imagine the quality of care in this situation will not be as good as you might receive in a facility of your choice. Medicaid pays after you've spent down most of your assets. Leaving nothing for your family as a legacy to them.

Another sad statistic is that family caregivers experiencing extreme stress have been shown to age prematurely. This level of stress can take up to 10 years off a family caregiver's life.

There are five decisions that determine your premium:

1. How long do you have to wait before your benefits begin?
2. How much do you want the insurance company to pay per day?
3. How long or how much do you want the insurance company to pay in your lifetime?
4. How will your benefits keep up with inflation?
5. How important is home care? Assisted living facility?

For more information about long term care contact your local long term care specialist. There are many hardworking agents in our area. If you are not currently working with a long term care specialist, allow me to help further educate you on this growing health care crisis in America. Call my office at 402-885-8797, cell 402-630-3183 or I can also be reached by email at cyndi@pc-ins.com.



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Personals



CONGRATULATIONS to Pam Kane, of Focus Printing for 10 years of service!

CONDOLENCES to Dianne Rogers of RE/MAX Real Estate Group on the recent loss of her husband.

CONDOLENCES to the family of Nadine Edwards of N P Dodge Company who recently passed away.

CONDOLENCES to Gary and JaNell Stoneburg of RE/MAX The Producers who the recent loss of his father/her father-in-law.

CONDOLENCES to Larry Rosso of Prudential Ambassador on the loss of his mother.


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402-488-5900
- **Larabee School of Real Estate**
www.LarabeeSchool.com
800-755-1108
- **Moore Appraisal Ed., LLC**
www.mooreeducation.com
402-770-8605
- **Nebraska REALTORS® Association**
www.NebraskaREALTORS.com
402-323-6500
Aug 21-22 GRI 104: Finance – Omaha
0543 (12 hrs)
- **Randall School of Real Estate**
www.RandallSchool.com
402-333-3004
Aug 14 Ethical Decision Making In Real Estate
0530R (3 hrs) 8:30 a.m. - 11:30 a.m.
Aug 14 Writing The Purchase Agreement
0019R (3 hrs) 1:00 p.m. - 4:00 p.m.
Aug 15 Statutory Liens: Causes & Effects
0383 (3 hrs) 8:30 a.m. - 11:30 a.m.
Aug 15 Tools to Help Buyers With Credit Issues
0704 (3 hrs) 1:00 p.m. - 4:00 p.m.
Aug 16 Real Estate Auctions
0186 (3 hrs) 8:30 a.m. - 11:30 a.m.
Aug 16 Manage Your Risk – Protecting Your License
0417R (3 hrs) 1:00 p.m. - 4:00 p.m.
- **Real Estate Resource Institute (Paul Vojchehoske)**
www.mrrealestatece.com
402-660-0395
- **REResults Coaching (Mark T. Wehner)**
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Know the Code

• Duties to the Public

Article 10

REALTORS® shall not deny equal professional services to any person for reasons of race, color, religion, sex, handicap, familial status, national origin, or sexual orientation. REALTORS® shall not be parties to any plan or agreement to discriminate against a person or persons on the basis of race, color, religion, sex, handicap, familial status, national origin or sexual orientation. (Amended 1/11)

REALTORS®, in their real estate employment practices, shall not discriminate against any person or persons on the basis of race, color, religion, sex, handicap, familial status, national origin, or sexual orientation. (Amended 1/11)

• Standard of Practice 10-1

When involved in the sale or lease of a residence, REALTORS® shall not volunteer information regarding the racial, religious or ethnic composition of any neighborhood nor shall they engage in any activity which may result in panic selling, however, REALTORS® may provide other demographic information. (Adopted 1/94, Amended 1/06)

• Standard of Practice 10-2

When not involved in the sale or lease of a residence, REALTORS® may provide demographic information related to

a property, transaction or professional assignment to a party if such demographic information is (a) deemed by the REALTOR® to be needed to assist with or complete, in a manner consistent with Article 10, a real estate transaction or professional assignment and (b) is obtained or derived from a recognized, reliable, independent, and impartial source. The source of such information and any additions, deletions, modifications, interpretations, or other changes shall be disclosed in reasonable detail. (Adopted 1/05, Renumbered 1/06)



• Standard of Practice 10-3

REALTORS® shall not print, display or circulate any statement or advertisement with respect to selling or renting of a property that indicates any preference, limitations or discrimination based on race, color, religion, sex, handicap, familial status, national origin, or sexual orientation. (Adopted 1/94, Renumbered 1/05 and 1/06, Amended 1/11)

• Standard of Practice 10-4

As used in Article 10 “real estate employment practices” relates to employees and independent contractors providing real estate-related services and the administrative and clerical staff directly supporting those individuals. (Adopted 1/00, Renumbered 1/05)

To download the Code of Ethics and Standards of Practice, go to: www.OABRdocs.com/code2012.pdf

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National Association of REALTORS®

Quadrennial Code of Ethics Training Requirement

From January 1, 2009 through December 31, 2012, and for each four year period 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.

The Omaha Area Board of REALTORS® 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:

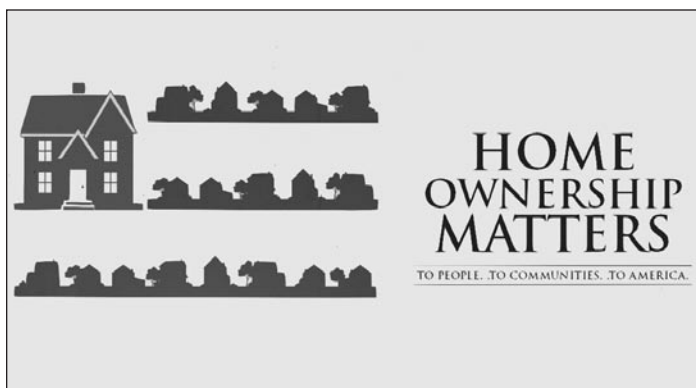
REEsults Coaching — Mark T. Wehner
16616 Jackson, 402-676-0101
marktwehner@reesultscoaching.com
www.REEsultsCoaching.com/cc

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 NREC license renewal 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. Online courses are accessible from a link on www.OmahaREALTORS.com. Contact Debbie Peterson for details: 402-619-5553 or DPeterson@OABR.com.



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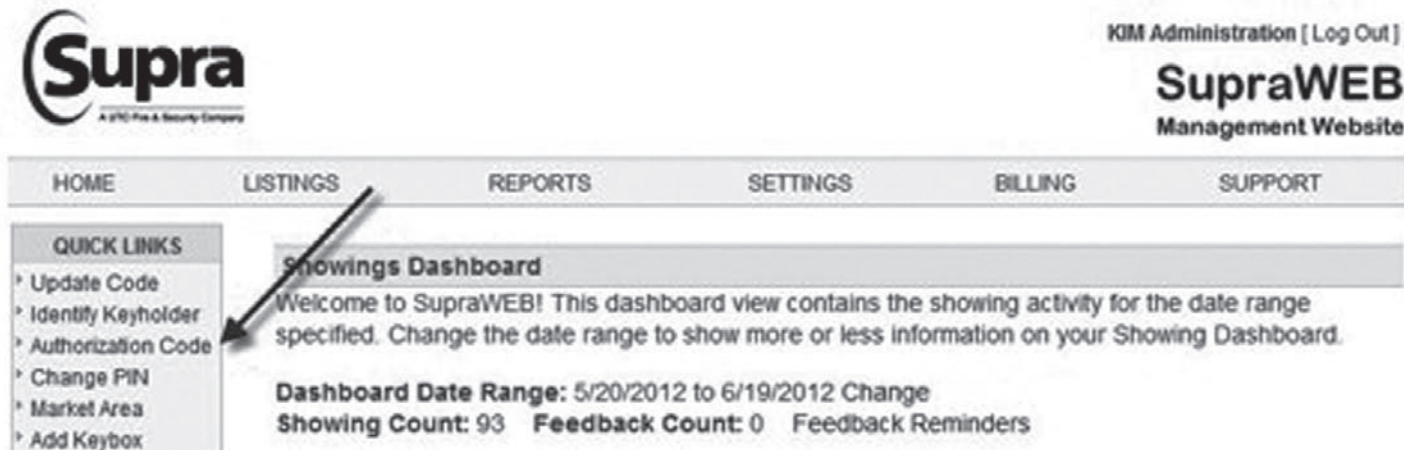
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1. Go to: www.Supra.OmahaREALTORS.com
2. Enter your User ID and Password and click Login

3. If you do not already have an account set up with SupraWEB you can click on Register under New User Registration.
4. If you already have an account with SupraWEB and do not remember your USER ID, you will need to call Technical Support 402-619-5566 (Hours: 7am-9pm seven days a week) to obtain your User ID and you will then be able to reset your password.
5. Generate an Authorization Code
6. On the left side of the screen under Quick Links click on Authorization Code



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.

MOBA Summer Parade of Homes

The Metro Omaha Builders Association is excited to announce that we will be partnering with the Omaha World-Herald to produce a brand new 2012 Summer Parade of Homes. We have timed the event to fill a lull in builder events during the summer and to drive traffic before the start of the new school year. The Omaha World-Herald will be coordinating all entries and selling all advertising into the official 2012 Summer Parade of Homes Publication and will be distributed in the Omaha World-Herald to 150,000 people in our 8 county metro area. Summer Parade of Homes Dates will be:

Saturday, July 14 and Sunday, July 15 Open Noon-6pm

Friday, July 20 Open 5pm-8pm

Saturday, July 21 and Sunday, July 22 Open Noon-6pm.

Launched in June, the new **www.MOBA.com** will be more user friendly to help not only homebuyers find a builder, but also be able to see model homes for sale, new communities to live in and even find upcoming home related events. MOBA members will have access to meeting and educational calendars as well as industry news and so much more. This website will become a valuable tool and extension of MOBA's hard work helping our home building community stay in the know.

MOBAcalendar

July

04 Independence Day MOBA CLOSED

10 MOBA Board of Directors Meeting 11:00am
MOBA Conference Room

14-15 & 20-22 MOBA Summer Parade of Homes...

visit the NEW **www.MOBA.com** for more info

Contractor License Test Review available upon request. Usually 3:00pm at the MOBA office Lower Level Conference Room Cost: \$65 or \$55 for MOBA Members. If you are interested check out www.FrameworksMagazine.com or contact info@FrameworksMagazine.com

Improvements to RPR

On June 26, 2012 RPR released version 1.14 which focused on improvements to popular Reports. Here's what was created:

1. A brand-new Neighborhood Report: This report summarizes the neighborhood data that you find on the Neighborhood Details page.
2. A custom area Market Activity Report: No longer are you restricted to existing geographies when you need to generate a Market Activity Report. Now you can create a report for any of your custom areas that you draw and save.
3. Refine Value detailed in Property Report: A new breakout section details the changes an agent made on the Property Details page to arrive at a Refined Value for a property.
4. Your license number displayed on report covers: Enter your state license number in your Profile page, and when you

generate a report for a street address or geography in that state, your license number will appear along with the rest of your contact information.

5. Editable seller proceeds: The last page in the Seller's Report can be edited in Adobe Reader to display your estimation of the seller's proceeds.

School district boundaries are back for searching after needing to be reworked. Plat maps, linked from the Property Details page, are clearer and better looking.

If you have not registered for RPR please sign up at www.narrpr.com or click on RPR under Resources in Paragon. RPR is available for use to all REALTOR® members of the Omaha Area Board of REALTORS®.



A/C Maintenance & Care an Investment in Your Home

By Steve Vacha

Home Standards Inspection Services

Central air conditioners have two separate components - the condenser and the A coil (evaporator.) The condenser unit is usually located outside the house on a platform and the evaporator coil is mounted above the furnace.

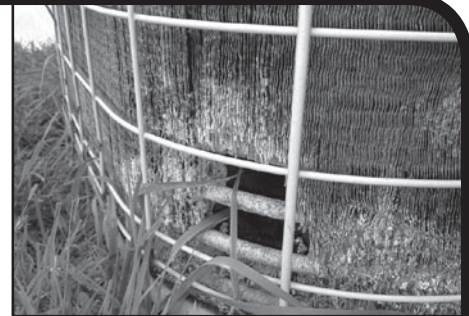
The air conditioning system is one of the most complicated and expensive pieces of equipment in our homes. It is very important to do periodic maintenance and servicing of this equipment to keep it running at its maximum efficiency.

Servicing the AC on a yearly basis is recommended. Service consists of:

- Checking to make sure there is proper refrigerant in the system and there are no leaks.

- Cleaning the fins at the exterior compressor unit. If the fins become blocked with grass, dust and debris it reduces the ability for the refrigerant to be cooled down by the fan at the condenser.

- Cleaning the A coil (evaporator) above the furnace. When the process of evaporation occurs, the warm air from the house passes over the A coil, condensation occurs, due to the cooling of the air. This condensation then drips to the condensate pan that is above the furnace. The water in the pan then drains out condensate drain line to the floor drain. If this condensate pan becomes blocked due to lack of service, water will drip into the furnace below and can damage the furnace. A surprising amount of water drains from this condensate pan, and if not properly directed to

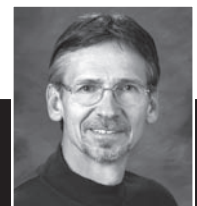


a drain, this will create a moisture problem in the area.

Finally, be sure to keep Fido away from the exterior condenser unit. If he gets in the habit of making pit stops at the unit, it can destroy the copper tubing in the condenser.

Good servicing of your units will keep you cool and keep your equipment running efficiently.

For more tips and information, check out our Facebook page, facebook.com/HomeStandards



Steve Vacha
President



Phone (402) 392-2020
www.HomeInspectorOmaha.com

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 July 15, to Donna Shipley at DShipley@OABR.com, 402-619-5559 (fax), or mail to 11830 Nicholas St., Omaha, NE 68154. The winner will be published in the August FOCUS.

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