



## UPCOMING EVENTS

### Affiliate Council

Tue, Oct 2 from 9:00 a.m. - 1:30 p.m.

### New Member Orientation

Tue, Oct 2 from 8:30 a.m. - 4:00 p.m.

Wed, Oct 3 from 8:30 a.m. - 4:00 p.m.

Thu, Oct 4 from 8:30 a.m. - 12:00 p.m.

### WCR - 'Moxie' How to Amp-Up Your Moxie in the Workplace

Tue, Oct 2 from 2:00 p.m. - 3:00 p.m.

### MLS Users Group

Wed, Oct 3 at 10:00 a.m.

### Coat & Winter Clothing Drive - Drop Off Reception

Wed, Oct 3 to Thu, Oct 4 from 1:00 p.m. - 5:00 p.m.

### Education Forum

Thu, Oct 4 at 10:00 a.m.

### Advanced Paragon Training

Thu, Oct 4 from 1:00 p.m. - 2:30 p.m.

### Ethics Training

Fri, Oct 5 from 8:30 a.m. - 12:00 p.m.

### WCR - 'Moxie' How to Amp-Up Your Moxie in the Workplace

Tue, Oct 9 from 2:00 p.m. - 3:00 p.m.

### Social Events Forum

Wed, Oct 10 at 10:00 a.m.

### WCR - Business Luncheon Meeting

Thu, Oct 11 from 11:15 a.m. - 1:00 p.m. at Champions Run

### YPN Advisory Board

Thu, Oct 11 at 3:00 p.m.

### YPN - Vala's Pumpkin Patch Campfire

Fri, Oct 12 from 6:00 p.m. - 10:00 p.m. at Vala's Pumpkin Patch

### WCR - 'Moxie' How to Amp-Up Your Moxie in the Workplace

Tue, Oct 16 from 2:00 p.m. - 3:00 p.m.

### Governmental Affairs Committee

Wed, Oct 17 at 11:00 a.m.

### WCR Executive Meeting

Thu, Oct 18, at 9:00 a.m.

### Nebraska Real Estate Commission Meeting

Thu, Oct 18 at 8:30 a.m. at Staybridge Suites, Lincoln, NE

### Knowledge Is Power Seminar - Do You Have a Fixer-Upper Listed?

Wed, Oct 18 from 10:00 a.m. - 11:00 a.m.

### WCR - 'Moxie' How to Amp-Up Your Moxie in the Workplace

Tue, Oct 23 from 2:00 p.m. - 3:00 p.m.

### Listing Strategies for the Residential Specialist - CE Class

Wed, Oct 24 to Thu, Oct 25 from 8:30 a.m. - 5:00 p.m.

## 2013 Inaugural

The Omaha Area Board of REALTORS® kicked off the leadership New Year for 2013 with the installation of directors and officers at the 127th Annual Inaugural on September 5.



2012 NRA President Joe Gehrki presenting David Matney with the symbols of his presidency.



David Matney, 2013 President, presents outgoing 2012 President, Lisa Ritter with a plaque recognizing her service to the organization.



Gary Stoneburg was presented with the 2012 Distinguished Service to NRA award by 2009 recipient Carolyn Kesick.

Sharon Rich was presented the 2012 REALTOR®-of-the-Year award by 2011 winner Shawn Maloy.



Lisa Ritter congratulates Andy Alloway on serving as 2012 Chairman of the Great Plains REALTORS® MLS.

## Aloha Omaha



The 6th Annual Hawaiian Paradise Putt Putt was a sold out event benefiting the Food Bank for the Heartland. More photos on page 4.



**Omaha Area Board of REALTORS®**  
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#### 2013 Board of Directors

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 Deda Myhre  
 Secretary/Treasurer  
 Mark Wehner

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 Bryan Fraser  
 Herb Freeman  
 Megan Jaspers  
 Monica Lang  
 Mark Leaders  
 Eileen Schultz

Ex-Officio Directors  
 Henry Kammandel Jr.  
 Lisa Ritter  
 Wendy Walker

#### Great Plains REALTORS® MLS 2013 Board of Directors

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 Vince Leisey  
 Secretary/Treasurer  
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Directors  
 Andy Alloway  
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 Herb Freeman  
 Valerie Keeton  
 Lisa Ritter  
 David Matney (non-voting)

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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



**David Matney**  
 2013 President

September was a busy month and I would like to thank all who gave their time in helping with the Inaugural. I would like to thank the OABR Staff, Joe Gehrki, Rob Wiebusch and Marnie Giles for all their efforts to make it a great event.

I was also honored to receive the OABR Outstanding Service Award and I would like to congratulate both Sharon Rich and Matt Thiel for receiving the REALTOR® of the Year Award and the Outstanding Affiliate Award. I would also like to give a "shout out" to Bill Swanson and all of you who contributed in order to EXCEED our RPAC fundraising goal for 2012. Let's keep the momentum going for 2013!

The lockbox exchange is behind us and it is always a challenge to swap out lockboxes on a large scale. I would like to thank Lisa Welch, OABR systems administrator for all her work to help make the process easier for everyone involved. In the long run, this upgrade will increase our effectiveness and help us better serve our clients. We always appreciate your feedback!

Finally, election season is upon us and we are all up to our ears in campaign commercials. One of the privileges we have in this great country is the right to vote. Please take the time and exercise your right to next month.

**I am David Matney and I approve this message!**

David Matney  
 2013 President

## Special Events

- **Coat & Winter Clothing Drive - Drop Off Reception**  
 Wed, Oct 3 to Thu, Oct 4 from 1:00 p.m. - 5:00 p.m.
- **WCR - Business Luncheon Meeting**  
 Thu, Oct 11 from 11:15 a.m. - 1:00 p.m. at Champions Run
- **YPN - Vala's Pumpkin Patch Campfire**  
 Fri, Oct 12 from 6:00 p.m. - 10:00 p.m. at Vala's Pumpkin Patch
- **Knowledge is Power - Do You Have a Fixer-Upper Listed?**  
**A FHA renovation loan may be the answer.**  
 Wed, Oct 18 from 10:00 a.m. - 11:00 a.m.
- **Omaha Lancer Hockey Night**  
 Fri, Nov 2 from 4:30 p.m. - 6:30 p.m. Dinner at Grandmothers  
 7:05 p.m. Lancers vs. Blackhawks

# 127th OABR Inaugural

September ushered in the Omaha Area Board of REALTORS® 2013 Leadership term for new OABR President David Matney. The 127th Inaugural was held at the Regency Lodge in Omaha, NE on Wednesday, September 5.

Marnie Giles presided as Master of Ceremonies for the afternoon's festivities. 2012 NRA President Joe Gehrki officiated the installation ceremonies. Robert Wiebusch served as the invocator. The installation was preceded by a buffet lunch with dessert.



*Incoming 2013 President David Matney was installed by NRA's President Joe Gehrki.*



*Newly installed 2013 President David Matney posing with his family (L to R) sister Bonnie Novak, wife Angela, sons Sam, Anthony and mother Marlene.*



*Congressman Lee Terry spoke with OABR members prior to the installation.*



*David Matney was awarded 2012 Outstanding Service to OABR award by last year's recipient Bill Swanson.*



*Marnie Giles officiated as the Master of Ceremonies.*



*Susan Clark was awarded for her service on the OABR Board of Directors as President of the WCR.*



*Matt Thiel was honored with the 2012 Outstanding Affiliate award by last year's winner Regi Powell.*



# OABR Hawaiian Paradise Putt-Putt Golf Tournament



**SOCIAL  
EVENTS**  
Oahu Area Board of REALTORS®





# Young Omaha Real Estate Professionals

When was the last time you did a deal with a fellow agent and you actually sat down face to face to discuss details of the contract? With all the technologies available to a REALTOR® these days, it's hard build relationships with your fellow agents. Involvement in the OABR's YPN educational and social events provides opportunities to meet and get to know other professionals involved in our industry. The relationships you build by becoming an active member of YPN can help your transaction go much smoother from start to finish.

In September, the Y.O.R.E. Pro's (Young Omaha Real Estate Professionals) met for our monthly networking social at the Fox and Hound. We want to give a big shout out to Brent Rasmussen with Mortgage Specialists for sponsoring our event. It was great to hear his views about the current mortgage market.

The Y.O.R.E. Pro's have an exciting event planned on Friday, October 12th from 6-10pm. We will be hosting an event open to REALTORS®, Affiliates and their families at Vala's Pumpkin Patch. There will be hayrack rides, haunted houses, pumpkin patches and a corn maze. We will have a campsite area for food, networking and much more. Please mark your calendars to join us at this fun-filled family-friendly event. Join us on Facebook at [facebook.com/OABRYPN](https://www.facebook.com/OABRYPN) to stay up to date on this event and future ones too.

At YPN, our mission is to help strengthen the REALTOR® brand and to nurture the positive relationship between the real estate industry and the public. This is achieved through taking active

roles in policy and advocacy issues, offering education and networking opportunities to all members and staying informed about the latest industry trends and technology.



We are proud to offer you resources to help grow your business and build those relationships that will last you through your career. To become more involved and know where YPN will be next, follow us on Facebook <https://www.facebook.com/OABRYPN> and/or reach out to an active member of the group.

Megan Jaspers, Chair  
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## Help Bring Joy to a Family This Holiday!

Now in its fourth year, our popular Holiday Turkey Program returns! When you book two inspections now through November 20th, Home Standards will donate a turkey to the Omaha Food Bank in your name -- AND we will give you a certificate for ANOTHER turkey -- which you can give away to a family or organization of your choice.



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**Steve Vacha**  
President



AFFILIATE  
COUNCIL

Submitted By: Tom Sutko  
AmeriSpec Home Inspection Services



## Why Do I Need a Home Inspection?

Depending on the type of financing you choose, there should be either 2 or 3 separate inspections on the home you want to purchase. The first should be your own basic inspection, the second should be a professional whole-house inspection by a reputable person. Should you select a government loan (FHA or VA), the third inspection should come at the time of the appraisal, which to some degree amounts to a "mini-inspection." Do not, however, rely on this appraisal as your only inspection of the property!

We cannot emphasize enough the value and necessity of an extensive home inspection. Many home purchasers, either in the desire to save the \$300 to \$500 that a good inspection costs, or due to simple ignorance, have spent enormous sums of money repairing items that any good home inspector would have pointed out. Any offer to purchase you make should be contingent upon (subject to) a whole house inspection with a satisfactory report. Do not let anyone--not the agent, not your family or friends, and especially not the seller--dissuade you from having the property thoroughly inspected! Not only will you sleep much sounder after you have moved into the house, a professional inspection can give you an escape hatch from a contract on a defective house. If the contract is written contingent on an acceptable inspection, any defects in the home are typically negotiated to determine if they need repaired, compensated or will be accepted as is. If you are not satisfied, you have the option to cancel the contract.

Inspections are designed to disclose defects in the property that could materially affect its safety, livability, or resale value. They are not designed to disclose cosmetic deficiencies (for example, an interior wall that needs paint touch up). You will need to determine on your own those type of items that will need attention: don't expect a whole house inspection to reveal them to you. Cosmetic issues are generally handled fairly easily, unlike major deficiencies.

Don't wait until you have placed an offer on a house before you begin the search for a home inspector. There will be a time limit in the contract designating when the inspection must be completed (typically between 7 and 14 days). If you start trying to find an inspector at that point, and cannot find an acceptable one to schedule it in that time frame, you will only have two choices: go with an inspector that is not your first choice, or run the risk of running past the deadline for the inspection (which could void any chance having the seller take care of repairs). Neither is an acceptable alternative!

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**Brent Rasmussen,  
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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 SEPTEMBER 2012 MEETING:

Wendy Walker (President) – Nebraska Title Company  
Mary Sladek (President-Elect) – My Insurance LLC  
Janet Dragon (Secretary) – Heartland Reva Team  
Brenda Stuart (Treasurer) – ServiceOne Inc  
Lori Bonnstetter – 2-10 Home Buyers Warranty  
Lisa Bullerman – Staging Design by Lisa Marie  
Cherie Casey – The Home Buyer Protection Co  
Lisa Conover – Rearranged for Change  
Liz Cooley – Rearranged for Change  
Jim Holmes – Focus Printing  
Jon Jacobi – Mundy & Associates  
Joel Kelp – Advanced Floor Care  
PK Kopun – American National Bank  
Laura Longo – Centris Federal Credit Union  
Andrea Maleki – Andrea Maleki State Farm Insurance  
John Ponc – Security National Bank  
Regi Powell – Farmers Insurance/Powell Insurance  
Brent Rasmussen – Mortgage Specialists LLC  
Julie Sherman – United Distributors Inc  
Jody Smythe – 1st Reverse Mortgage USA  
Tom Sutko – AmeriSpec Home Inspection Serv  
Matt Thiel – DRI Title & Escrow  
Stacy Thorne – Franklin American Mortgage Co  
Jon Vacha – Home Standards Inspection Serv  
Carlene Zabawa – American National Bank  
Dawn Zaller – FPF Wholesale

**www.OABRAffiliates.com.**

### UPCOMING MEETINGS:

- **Tuesday, October 2, 9:00 a.m.**
- **Tuesday, November 6, 9:00 a.m.**
- **Tuesday, December 4, 9:00 a.m.**

*All Affiliate members are welcome to attend.*

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

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**AFFILIATES**  
a council of the  
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presents  
**Turkey Shoot Bowling  
and  
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Check-in 11:00 a.m. and  
Lunch 11:30 a.m.  
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Name _____	Company _____	Shoe size _____
Name _____	Company _____	Shoe size _____
Name _____	Company _____	Shoe size _____
Name _____	Company _____	Shoe size _____
Name _____	Company _____	Shoe size _____
Name _____	Company _____	Shoe size _____
Name _____	Company _____	Shoe size _____

Team Captain's Email: \_\_\_\_\_ Phone \_\_\_\_\_

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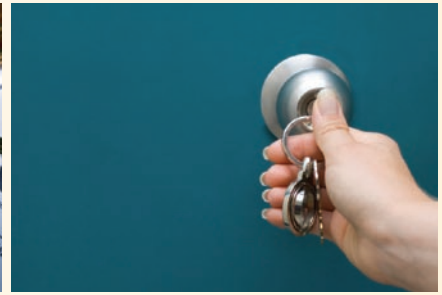
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# Q&A

## ASK THE HOME INSPECTOR!

By Patrick Casey, President  
The Home Buyers Protection Company

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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:** I am a new Realtor® and I want to know if you have any suggestions to prepare my buyers for their home inspection to ensure a smooth transaction.

**Answer:** Congratulations on your new profession! It is very important to prepare the buyer for the home inspection. The following are my recommendations:

- Buyers need to be aware that no home is perfect, especially if it is not a new home. There will very likely be items listed in the inspection report that may require maintenance or repairs.
- Many agents advise buyers to focus on reported defect and safety concerns that will materially affect the property; i.e. defective roof, damaged foundation; furnace safety hazards.

- Buyers should meet the inspector at the home for the review. This interaction is critical for them to better understand the inspector's findings, have all of their questions answered, and learn more about their new home and its systems.
- You should also try to attend the inspection. This shows your client that you represent their best interests, and you can better advise them how to proceed.

Buying a home is a stressful time. By preparing the buyer for the inspection, you will reduce some of this stress and promote satisfaction with their home purchase.

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



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# Continuing Education

## • Appraisal Institute

www.appraisalinstitute.org 402-488-5900

Oct 15 Thinking Outside the Form: Tools, Tools, Techniques, and Opportunities for Residential Appraising

Oct 16-19 Basic Appraisal Principles

Oct 22-25 Basic Appraisal Procedures

Oct 26 Business Practices and Ethics

Oct 29-30 Real Estate Finance Statistics and Valuation Modeling (REVISED)

Nov 8 Analyzing Tenant Credit Risk and Commercial Lease Analysis

## • 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

Oct 24-25 CRS 201: Listing Strategies for the Residential Specialists (Omaha) (6 hrs)

Nov 1-2 GRI 103: Ethics & Legal Issues (12 hrs)

## • Randall School of Real Estate

www.RandallSchool.com 402-333-3004

Oct 10 How to Sell a Small Business (3 hrs) 8:30 a.m. - 11:30 a.m.

Oct 10 Mortgages & the Foreclosure Process (3 hrs) 1:00 p.m. - 4:00 p.m.

Oct 17 Home Inspections (3 hrs) 8:30 a.m. - 11:30 a.m.

Oct 17 Trust Accounts (3 hrs) 1:00 p.m. - 4:00 p.m.

Oct 18 Tools to Help Buyers with Credit Issues (3 hrs) 8:30 a.m. - 11:30 a.m.

Oct 18 Real Estate Auctions (3 hrs) 1:00 p.m. - 4:00 p.m.

Oct 23 Residential Landlord/Tenant Act (3 hrs) 8:30 a.m. - 11:30 a.m.

Oct 23 Ethical Decision Making in Real Estate (3 hrs) 1:00 p.m. - 4:00 p.m.

Oct 24 Qualifying the Buyer (3 hrs) 8:30 a.m. - 11:30 a.m.

Oct 24 Statutory Liens: Causes & Effects (3 hrs) 1:00 p.m. - 4:00 p.m.

Nov 7 Working with Residential Investors (3 hrs) 8:30 a.m. - 11:30 a.m.

Nov 7 Measure That Home (3 hrs) 1:00 p.m. - 4:00 p.m.

Nov 8 Ethical Decision Making in Real Estate (3 hrs) 8:30 a.m. - 11:30 a.m.

Nov 8 Lead, Asbestos, Mold C2640/ 0314R 1:00 p.m. - 4:00 p.m.

## • Real Estate Resource Institute (Paul Vojtechoske)

www.mrrealestatece.com 402-660-0395

## • REEsults Coaching (Mark T. Wehner)

www.REEsultsCoaching.com 402-676-0101

Oct 15 Profiting From The Paperwork: The Listing Agreement & Exclusive Buyer Agency Agreement (3 hrs) 1:00 p.m. - 4:15 p.m.

Oct 15 Avoiding Contractual Risk (3 hrs) 6:30 p.m. - 9:45 p.m.

Oct 16 Ethics Training (3 hrs) 6:30 p.m. - 9:45 p.m.

Oct 17 Broker approved Training: Key Strategies of Entrepreneurial Networking (3 hrs) 1:00 p.m. - 4:15 p.m.

Oct 18 Profiting From Pendlings (3 hrs) 8:30 a.m. - 11:45 a.m.

Oct 18 The Licensee's Role for the Seller Property Condition Disclosure Statement (3 hrs) 6:30 p.m. - 9:45 p.m.

Oct 22 Ethics Training (3 hrs) 6:30 p.m. - 9:45 p.m.

Oct 23 Property Evaluation for the Buyer (3 hrs) 6:30 p.m. - 9:45 p.m.

Oct 24 Profiting From The Paperwork: The Purchase Agreement (3 hrs) 8:30 a.m. - 11:45 a.m.

Oct 25 Making Agency Work For You (3 hrs) 8:30 a.m. - 11:45 a.m.

Oct 25 Coaching Strategies for Diligent Representation (3 hrs) 6:30 p.m. - 9:45 p.m.

Oct 29 Keeping Your Advertising Legal (3 hrs) 1:00 p.m. - 4:15 p.m.

Oct 29 Coaching The Real Estate Investor (3 hrs) 6:30 p.m. - 9:45 p.m.

Oct 30 10 Coaching Points for Home Buyers (3 hrs) 6:30 p.m. - 9:45 p.m.

Oct 31 Risky Business Practices (3 hrs) 8:30 a.m. - 11:45 a.m.

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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**

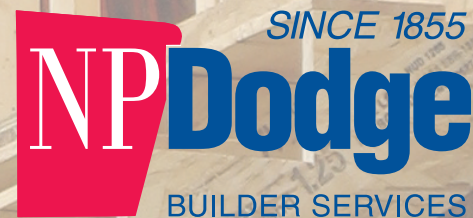
168th & Hwy 370

#### **Settlers Creek**

72nd & Cornhusker

#### **Ashford Hollow**

48th & Hwy 370



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# Membership Report

AUGUST 2012

## NEW REALTORS®

Barnes, Scott – Prudential Ambassador Real Estate – California #101  
Beck, Cindy – Leon F Black Broker  
Bierman, Dawn – Keller Williams Greater Omaha – Giles  
Brantley Jr, Wayne – RE/MAX Real Estate Group – Giles  
Briggs-May, Cynthia – DEEB Realty – 117th  
Christiansen, Mary – RE/MAX Cornerstone Properties  
Coffey, Jill – CBSHOME Real Estate – Lakeside  
Eppenbaugh, Angela – RE/MAX Professionals  
Jansen, Shane – NP Dodge V LLC – 129th Dodge  
Kelley, Teresa – NP Dodge IX LLC – 35Dodge  
Kiley, Ladawn – RE/MAX Professionals  
Kincade, Catherine – CBSHOME Real Estate – Bellevue  
Perdue, Jeffrey – CBSHOME Real Estate – Lakeside  
Pollock, Michael – NP Dodge III LLC – Lakeside  
Ruma, Matthew – DEEB Realty – 117th  
Sabaliauskas, Timothy – Prudential Ambassador Real Estate – California #101  
Thorell, Michael – Prudential Ambassador Real Estate – California #101

## NEW AFFILIATES

Fritts, Maureen – Amoura Productions  
Goeser, Mark – Handyman Joes  
Gruhn, Jason – Total Home Inspection Co  
Rogers, Nathan – Amoura Productions  
Sanmann, Heath – BDB Waterproofing  
Siek, Mark – Omaha Real Estate Photography

## REALTOR® CANDIDATES

Benson, Christopher – Keller Williams Greater Omaha – Giles  
Dollinger, Leslie – Gold Coast Real Estate  
Evans, Michael – Prudential Ambassador Real Estate – California #101  
Goldrick, Janet – Keller Williams Greater Omaha – Giles  
Rheiner, Tammie – CBSHOME Real Estate – W Dodge  
Roth, Bartley – CBSHOME Real Estate – 147th  
Schamp, Brian – Celebrity Homes Inc  
Shunk, Kathleen – NP Dodge I LLC – Pierce  
Starks, Angel – DEEB Realty – 117th  
Swanson, Kelsey – DEEB Realty – 117th  
Tomasek, Bradley – CBSHOME Real Estate – W Dodge  
Walter, Thomas – Prudential Ambassador Real Estate – California #101

## AFFILIATE CANDIDATES

Graves, Mark – Mark Graves Photography  
Nogg, Brian – I-Go Van and Storage Co  
Pelster, Chris – AmeriSpec Home Inspection Serv  
Sherman, Julie – United Distributors Inc  
Taborsky, Frank – Leapin Lizard Locksmiths  
Thorne, Stacy – Franklin American Mortgage Co  
Tweedy, Rich – Pest Solutions 365  
Wiley, Kevin – AmeriSpec Home Inspections Serv

## MEMBER TRANSFERS

Ballan, Scot from Prudential Ambassador Real Estate – California #101 to Prudential Ambassador Real Estate – California #201  
Cummings, Paul from Prudential Ambassador Real Estate – California #101 to DEEB Realty – 117th  
Dillenburg, Drew from Prudential Ambassador Real Estate – California #101 to Real Estate Associates Inc  
Jansen-Barthelow, Lisa from NP Dodge V LLC – 129th Dodge to NP Dodge V LLC – 129th Dodge #A  
Boothe, Samara from Keller Williams Greater Omaha – Village Pointe to Target Realty LLC  
Christensen, Kellie from Prudential Ambassador Real Estate – California #101 to DEEB Realty – 117th  
Filipi, Matthew from NP Dodge V LLC – 129th Dodge to NP Dodge V LLC – 129th Dodge #A  
Frill, Marlene from RE/MAX Real Estate Group to DEEB Realty – 117th  
Gatzemeyer, Jennifer from Prudential Ambassador Real Estate – California #101 to DEEB Realty – 117th  
Harper, Jeremy from CBSHOME Real Estate – Davenport to Prudential Ambassador Real Estate – California #101  
Hughes, David from Keller Williams Greater Omaha – Village Pointe to Prudential Ambassador Real Estate – California #101  
Jacobi, Jon from Insphere to Mundy & Associates  
Lane, Andrea from Prudential Ambassador Real Estate – California #101 to Prudential Ambassador Real Estate – California #201  
Oliver, DeDee from Keller Williams Greater Omaha – Village Pointe to Keller Williams Greater Omaha - Giles

## REACTIVATED MEMBERS

Hoffman, Erik – DEEB Realty – 117th  
McCune, Stacey – NP Dodge III LLC, - Lakeside  
Rogge, Benjamin – Prudential Ambassador Real Estate – California #101  
Taylor, Scott – NP Dodge V LLC – 129th Dodge  
Thiel, Angela – DVG Realty LLC

## RESIGNATIONS

Angus, John – Basics & Beyond Computer Spec  
Armstrong, Denise – CBSHOME Real Estate – W Dodge  
Babcock, Scott – CBSHOME Real Estate – Lakeside  
Baumhofer, Ilona – Alliance Real Estate LLC  
Beberwyk, Cheri – CBSHOME Real Estate - Bellevue  
Beberwyk, David – CBSHOME Real Estate – Bellevue  
Black, Leon – ValueSolutions Appraisal  
Chaney, Jennifer – CBSHOME Real Estate – 121st Pacific  
Coffey, Jill – CBSHOME Real Estate – Lakeside

Collins, Frederick – GTRSALES  
 Curtis, Brett – CBSHOME Real Estate – 121st Pacific  
 Davis, Diane – Heavenly Home Sales  
 Digilio, John – NP Dodge I LLC – Pierce  
 Dooley, Lonnie – Keller Williams Greater Omaha – Fremont  
 Dring, Priscilla – Real Estate Associates Inc  
 Elizondo, Jim – DEEB Realty – 117th  
 Farnsworth, Adrienne – Property Land Management LLC  
 Farrell, Joshua – Prudential Ambassador Real Estate –  
 California #101  
 Fink-Arney, Joan – Prudential Ambassador Real Estate –  
 California #101  
 Flanagan, Jamie – Keller Williams Greater Omaha – Giles  
 Fosmer, Katrina – DEEB Realty – 117th  
 French, Frank – Property Land Management LLC  
 Goodwin, Rockland – Rockland Real Estate  
 Gowens, Ellen – CBSHOME Real Estate – Twin Creek  
 Greig, Gary – Radon-B-Gon  
 Grennan, Amy – CBSHOME Real Estate – 121st Pacific  
 Holly, Matthew – CBSHOME Real Estate - Davenport  
 Hosking, Todd – Prudential Ambassador Real Estate –  
 California #101  
 Johnson, Cyndi – P&C Insurance Specialists LLC  
 Knicely, Susan – Prudential Ambassador Real Estate –  
 California #101  
 Lane, Douglas – DEEB Realty – 117th  
 LeMaster, Karla – Prudential Ambassador Real Estate –  
 California #101  
 Lemcke, Kory – DEEB Realty – 117th  
 Ley, Robert – NP Dodge V LLC – 129th Dodge  
 Linderkamp, Kevin – DEEB Realty – 117th  
 McGinn, Mark – AmeriSpec Home Inspection Serv  
 Martin, Jacob – CBSHOME Real Estate – 121st Pacific  
 Meinders, Joanna – DEEB Realty – 117th  
 Nelson, Kevin – Maloy Real Estate  
 Neussendorfer, Robert – CBSHOME Real Estate – 147th  
 Nichols, Mark – CBSHOME Real Estate – W Dodge  
 Olazabel, Fernando – DEEB Realty – 117th  
 Olivieri Schulte, Gina – DEEB Realty – 117th  
 Opiyo, Boss – GTRSALES  
 Pachman, Howard – Real Estate Associates Inc  
 Pedersen, Rose – Nebraska Title Company  
 Perry, Ione – CBSHOME Real Estate – 147th  
 Petersen, Chelsea – DEEB Realty – 117th  
 Peterson, Troy – DEEB Realty – 117th  
 Richards, Aimee – Omaha Buyers Broker LLC  
 Peterson, Tyler – CBSHOME Real Estate – W Dodge  
 Ringsdorf, Michele – American National Bank  
 Root, Kevin – AmeriSpec Home Inspection Serv  
 Rosales, Eugene – Dundee Mortgage  
 Sadofsky, Linda – NP Dodge V LLC – 129th Dodge  
 Santi, Sharron – DEEB Realty – 117th  
 Schaffer, Lisa – Wintrust Mortgage  
 Scott, Alexis – GTRSALES  
 Sophir, James – PJ Morgan Real Estate  
 Sramek, Joyce – CBSHOME Real Estate – California  
 Stephens, Mckynzie – Weichert Realtors River Cities  
 Stevens, Lewis – CBSHOME Real Estate – Bellevue  
 Sutton, John – Prudential Ambassador Real Estate – Wahoo  
 Vaccaro, Jodi – CBSHOME Real Estate – 121st Pacific  
 Walter, Kyle – Thrasher Basement Systems Inc  
 Wedemeyer, David – Robert Thompson Real Estate

Wilcox, Gregory – Real Estate Associates Inc  
 Williams, Audrey – Nebraska Realty Inc  
 Zuger, Alicia – DEEB Realty – 117th

## NEW REALTOR® COMPANIES

Big Omaha Realty – 12761 IZard St, Omaha, NE, 68154  
 OABR & MLS Phone: 402-680-8448  
 Designated Realtor: Van Deeb  
 Performance Real Estate PC – 3301 Gregory St, Lincoln,  
 NE, 68521  
 MLS Secondary Only Phone: 402-261-5828  
 Fax: 402-261-3722  
 Designated Realtor: Jack Gregg

## COMPANY ADDRESS AND PHONE UPDATES

(Notify the Board office for all directory changes fax to  
 402-619-5559)  
 Kellie L Boston Appraiser – 2216 N 127th Cir, Omaha, NE,  
 68164  
 Pratt Pest Control Inc – 13416 C St, Omaha, NE, 68144  
 Rolling Hills Real Estate – 9123 Sahler, St, Omaha, NE,  
 68134  
 Scott Real Estate – 18065 Honeysuckle Dr, Elkhorn, NE,  
 68022 Phone: 402-996-0001  
 ValueSolutions Appraisal – 1013 Mary Beth Cir, Blair, NE,  
 68008 Phone: 402-889-9062

## COMPANY NAME CHANGES

Timber Creek Property Brothers/Scribner Real Estate –  
 (Formerly Scribner Real Estate)  
 TitleCore – (Formerly First Nebraska Title)  
 ValueSolutions Appraisal – (Formerly Leon F Black Broker)

## CHANGE OF DESIGNATED REALTOR®

ValueSolutions Appraisal – Cindy Beck (Formerly Leon  
 Black)

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*— Heidi Stodola, Marketing Manager,  
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## Personals

**CONGRATULATIONS** to Lynnette Flott-Puls and Sue Kuhl of NP Dodge Company, and Carol Schrader of DEEB Realty who earned the Graduate REALTORS® Institute (GRI) Designation.



**CONGRATULATIONS** to OABR Governmental Affairs Director Joni Craighead-Hoback on her recent marriage.

**CONDOLENCES** to the family of Don Hinkle, CBSHOME Real Estate who recently passed away.

**CONDOLENCES** to the family of Dick Jensen of CBSHOME Real Estate who recently passed away.

**CONDOLENCES** to PK Kopun of American National Bank who recently lost his mother.

**CONDOLENCES** to the family of Joan Nigro, formerly of CBSHOME Real Estate who recently passed away.

### SEND US YOUR NEWS!

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## MOBAupdate

### MOBA's Fall Calendar Gets a Little Busy

The Metro Omaha Builders Association would like to invite you to check out the homes in the **2012 Fall Parade of Homes on Saturday Oct 6th and Sunday Oct 7th and Friday Oct 12th through Sunday Oct 14th.**

The Omaha World-Herald will distribute the Fall Parade home guides to 150,000 people in 8 counties prior to the event starting. This media blitz has a history of attracting qualified home buyers.

This is just the start of the Fall season for MOBA and the building community. Don't miss the next MOBA Dinner Meeting! MOBA's first dinner meeting discussed upcoming code changes and showed members how to post their open houses online using the new [www.MOBA.com](http://www.MOBA.com).

The calendar is full of conferences all to help builders understand the upcoming changes to the new home building environment we'll all have to adapt to. Starting with the Great Plains Energy Codes Conference presented by the Nebraska Energy Office, this is going to be one of the can't miss events of the season. Also, be on the lookout for the OPPD Builder Seminar October 23rd.

**The calendar at [www.MOBA.com](http://www.MOBA.com) is constantly being updated, so check [www.MOBA.com](http://www.MOBA.com) for the latest information.** This site is well on its way in becoming 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.



### MOBAcalendar

#### October

**6-7 & 12-14 MOBA Fall Parade of Homes...**

**09** MOBA Board of Directors Meeting 11:00am  
MOBA Conference Room

**11** MOBA Dinner Meeting Social Hour 6:00pm  
Dinner at 7:00pm \$10 per person

**16-18 Great Plains Energy Codes Conference**

**23 OPPD Builder Seminars** 7:00am - 5:00pm  
Embassy Suites LaVista

visit the calendar on the NEW  
[www.MOBA.com](http://www.MOBA.com)  
 for more and current info.

# Supra Testing the iPhone 5

Apple has released its next generation, the iPhone5. The iPhone 5 has an updated operating system called "iOS 6" and a different connector called "Lightning." The Lightning connector is much smaller than Apple's previous 30-pin connector. As a result, the current eKEY iPhone Adapter will not plug directly into the new iPhone 5. Apple also announced it will release a 30 pin to Lightning adapter.

Supra is in the process of testing its software with the new iPhone 5 "iOS 6" software and working on a resolution for the iPhone adapter for eKEY. *Please be advised, until Supra has tested the application and eKEY adapter with Apple's products, they cannot confirm that they will operate correctly.* Supra customers who wish to run the eKEY application on an iPhone 5 may want

to consider delaying their purchase of the iPhone 5 until Supra's testing is complete.

Supra plans to support the iPhone 5 and will confirm its compatibility as soon as they obtain technical information from Apple and will make engineering changes to their products if required. Supra is also exploring a fob/adapter design that may not require Apple's Lightning adapter, and will provide more information on that as it becomes available.

Go to [www.SupraeKEY.com](http://www.SupraeKEY.com) and click on 'Products' and 'eKey' and 'Click here for a list of compatible devices'. Supra will update this list as soon as the iPhone 5 is compatible with the Supra eKEY software and iPhone adapter.



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## Seller's Block

By Steve Vacha

### Home Standards Inspection Services

Many of us grow to be very emotionally connected to our homes. They are where we find comfort and rest. Even the inadequacies or deferred repairs often become normal to us, (especially to some of us males). When it comes time to sell however, prospective buyers often do not see the home through those same rose-colored glasses.

In addition to the obvious deferred repairs, there are the many hidden concerns such as maintenance and safety concerns that owners are not even aware of. The discerning buyer will then find out about these items when they have their home inspection completed.

Buyers often remember the deferred repairs and discrepancies of a property, and not the positive aspects of the property. The saying "can't see the forest for the trees" fits this situation. The goal of the seller should be to remove these often minor problems of their home so potential buyers can see the positive aspects of a clean home.

Many sellers are finding a pre-listing inspection to be helpful in preparing their home for the market. By being proactive and completing a pre-listing inspection a seller can;

- Identify and prioritize the list of concerns buyers would see or be told about in their home inspection.
- Have time to repair and address these concerns.
- If repairs are not made they can get estimates for the work needed, so buyers can see a realistic cost of repair.
- Make the pre-inspection report available to prospective buyers on a walk through.

Prelisting inspections help prevent;

- Buyers focusing on the negative aspects of the home.
- Last minute surprises that a buyer's home inspection could reveal, sometimes jeopardizing the sale.
- Having to pay top dollar for repairs requested by the buyer in a short time frame, or having to use "licensed contractors" for most repairs.



Time is of the essence when selling a home. Often, if supplied with a pre-listing inspection the prospective buyer will choose not to pay for a home inspection themselves. This can save many days of anxious waiting time for the home inspection to be completed and then repairs to be requested and made.

The cost of a pre-listing inspection is miniscule compared to the money involved in the sale of a home, and the information gained can often be instrumental in the selling process of a home.



**Steve Vacha**  
President



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

# 30 Under 30 FAQ and Contest Rules

Each June, REALTOR® Magazine features 30 rising young stars in the real estate industry, and every year hundreds of real estate practitioners apply to be one of the 30 honorees. Here are answers to common questions about the “30 Under 30” program.

## How can I submit an application?

You can access the online form here, or by visiting our main “30 Under 30” page. The application period for 2013 opens Sept. 30, 2012.

## Who's eligible to enter?

For the 2013 feature, any REALTOR® member of the NATIONAL ASSOCIATION OF REALTORS® who is 29 years old or younger on May 31, 2013, and who has not been profiled in a previous “30 Under 30.”

## What's the deadline?

Applications are due by Jan. 15, 2013.

## What are the judges looking for?

Several factors are considered — business success is just one. Community and professional leadership also are important factors. We strive for balance: We want to ensure we have a diverse group of finalists in terms of business niches, gender, ethnic background, and geographic location. Finally, we look for compelling stories that bring to life innovative business strategies that have worked for you or obstacles you've overcome.

## What is the selection process?

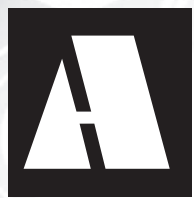
Initially, all applications are screened by REALTOR® Magazine editors to ensure all necessary information has been provided. In the initial screening, we also winnow the group down to 75-100 semifinalists. A panel of judges then reviews this group, weighing the factors mentioned above, until a consensus is reached on 50 finalists. Of those, we tentatively choose 30 honorees and five alternates. The 30 are vetted with their local and state associations and with the state regulatory boards for ethical violations or disciplinary actions. If a finalist is disqualified for any reason, a replacement is chosen from the list of alternates.

## Can I make changes to my application?

Yes. During the application period, you can retrieve your saved application using the e-mail address and password you created



*Michael*  
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November 7, 2012 — Sempeck's Bowling

(more information on page 8)



when you started the application. The application period for the 2013 "30 Under 30" feature is from Sept. 30, 2012 to Jan. 15, 2013. After Jan. 15, the system will no longer be available and your application will be considered final.

**Can my broker or colleague provide supporting letters?**

Recommendation letters in support of your application can be submitted, but are not required. They must be submitted online via a link on the application form. No e-mail, faxes, or snail mail will be accepted. A maximum of three letters can be submitted.

**Can I submit other supporting documentation (awards, certificates, etc.)?**

Due to the high volume of applications we receive (more than 500) we can't accept other supporting documents. Awards, designations, and other honors should be mentioned in the application. The editors will contact you if clarification or additional information is needed.

**What if I don't yet know my closed sales volume or transaction sides for 2011?**

You should indicate on the application that 2012 figures are estimates. If you obtain actual sales volume and transaction side data for 2012 before the Jan. 15 deadline, you can go back into the application and update that information, using your e-mail address and the password you selected.

**Why do you ask about ethics violations and state regulatory actions? Will either eliminate me from consideration?**

Our 30 Under 30 finalists represent the next generation of industry leaders and as such they should set an example of professional and

ethical behavior. An ethical violation or disciplinary action does not result in automatic disqualification. The editors will consider the circumstances and weigh the incident against other factors in your application.

**Will my sales numbers be independently verified?**

Yes. If you are selected as a finalist, we will seek verification from either your broker or MLS.

**Why are you asking me to report my transaction sides? Why can't I just tell you how many deals I have done this year?**

Each real estate deal contains two sides: a purchase and a sale. By asking applicants for how many sides they accomplished in a given year, we can get a more accurate look at the work they have done.

**Do I have to be a member of NAR?**

Yes. Only REALTOR® members of the NATIONAL ASSOCIATION OF REALTORS® are eligible. If you're not already a member, you can join before the deadline and still submit an application.

**I don't know my NRDS number. Where can I find it?**

Your NRDS number is your NAR membership identification number. You must enter your NRDS number to initiate the "30 Under 30" application process. If you don't know your number, you can find it here.

**How will I know if my application was received?**

An e-mail will be sent to the address listed in the application to confirm receipt of the submitted form. If it's determined that the

*Continued on Page 20*

## PURCHASE CLOSINGS IN 30 DAYS OR LESS



Mike Dein  
NMLS# 543333  
Cell: 402-210-9575



Theresa Dein  
NMLS# 874822  
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Continued from Page 19

application is incomplete or missing some information, a second e-mail will be sent.

**How and when will I be notified of the judges' decision?**

All applicants will be notified of their status via e-mail in May 2013.

**Why is May 31 the birthday cutoff?**

The feature appears in the June issue of REALTOR® Magazine and profiles practitioners under the age of 30.

**Whom can I contact if I have more questions?**

Erica Christoffer at [echristoffer@realtors.org](mailto:echristoffer@realtors.org) or 312/329-8567  
Rob Reuter at [rreuter@realtors.org](mailto:rreuter@realtors.org) or 312/329-8433

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Debbie Kalina  
Owner



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Email: [Debbie@OmahaRadon.com](mailto:Debbie@OmahaRadon.com)  
[www.OmahaRadon.com](http://www.OmahaRadon.com)



The local chapter of the American Society of Home Inspectors (**GO-ASHI**) conducted their annual Peer Review Inspection on Saturday, September 15, 2012. This annual whole house inspection gives chapter members an opportunity to hone their inspection skills and provide continuing education (CE) credits required to maintain membership in **ASHI**. This inspection is provided free of charge to REALTORS®.

**GO-ASHI** members pictured above are from left to right: Dick Thiel, Carl Nitsch, Chad Ahlvers, Rick Crnkovich, Bret Petersen, Steve Marten and John Vacha.

# Know the Code

## • Standard of Practice 12-6

REALTORS®, when advertising unlisted real property for sale/lease in which they have an ownership interest, shall disclose their status as both owners/landlords and as REALTORS® or real estate licensees. (Amended 1/93)

## • Standard of Practice 12-7

Only REALTORS® who participated in the transaction as the listing broker or cooperating broker (selling broker) may claim to have “sold” the property. Prior to closing, a cooperating broker may post a “sold” sign only with the consent of the listing broker. (Amended 1/96)

## • Standard of Practice 12-8

The obligation to present a true picture in representations to the public includes information presented, provided, or displayed on REALTORS® websites. REALTORS® shall use reasonable efforts to ensure that information on their websites is current. When it becomes apparent that information on a REALTOR®’s website is no longer current or accurate, REALTORS® shall promptly take corrective action. (Adopted 1/07)

## • Standard of Practice 12-9

REALTOR® firm websites shall disclose the firm’s name and state(s) of licensure in a reasonable and readily apparent manner.

Websites of REALTORS® and non-member licensees affiliated with a REALTOR® firm shall disclose the firm’s name and that REALTOR®’s or non-member licensee’s state(s) of licensure in a reasonable and readily apparent manner. (Adopted 1/07)

## • Standard of Practice 12-10

REALTORS®’ obligation to present a true picture in their advertising and representations to the public includes the URLs and domain names they use, and prohibits REALTORS® from:



1. engaging in deceptive or unauthorized framing of real estate brokerage websites;
2. manipulating (e.g., presenting content developed by others) listing content in any way that produces a deceptive or misleading result; or
3. deceptively using metatags, keywords or other devices/methods to direct, drive, or divert Internet traffic, or to otherwise mislead consumers. (Adopted 1/07)

To download the *Code of Ethics and Standards of Practice*, go to: [www.OABRdocs.com/code2012.pdf](http://www.OABRdocs.com/code2012.pdf)

## OCTOBER ORIENTATION

- Tuesday, November 6, 8:30 a.m. to 4:00 p.m.
- Wednesday, November 7, 8:30 a.m. to 4:00 p.m.
- Thursday, November 8, 9:00 a.m. to 12:00 p.m.

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

## MEMBERSHIP STATISTICS

### OABR

	Aug 2012	Aug 2011
Designated REALTOR®	218	215
Des. REALTOR® Secondary	1	2
REALTOR®	1903	1949
REALTOR®-Secondary	2	2
TOTAL	2124	2168
Institute Affiliate	74	57
Affiliate	211	200
Other	5	6
TOTAL	2414	2431

	Aug 2012	YTD
New REALTOR® Members	20	173
Reinstated REALTOR® Members	5	70
Resignations	69	187

### GPRMLS

	Aug 2012	Aug 2011
Participants (Primary)	206	205
Participants (Secondary)	59	61
Subscribers (Primary)	1885	1915
Subscribers (Secondary)	175	182
Exempt	32	33
TOTAL	2357	2398



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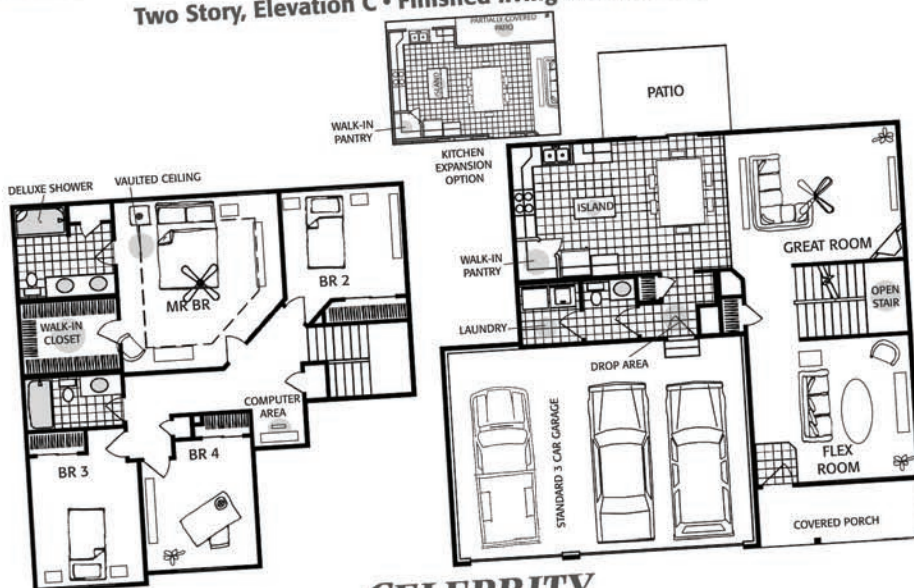


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# 2012 REALTOR® RING DAY



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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](http://www.OmahaREALTORS.com). Contact Debbie Peterson for details: 402-619-5553 or [DPeterson@OABR.com](mailto:DPeterson@OABR.com).



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### Using Today's Technology Effectively to Increase Sales

Speaker: Robert Wiebusch  
Director of Digital Innovation  
at NP Dodge Company

**October 11, 2012**  
**11:45 a.m.**  
**(Doors open at 11:15 a.m. for networking)**  
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**13800 Eagle Run Drive**  
**Lunch - \$15.00**  
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**Only a few tickets available, get yours now!**



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

## **Omaha Lancers Hockey Night**

**Friday, November 2, 2012**

Omaha Lancers vs. Waterloo Black Hawks

7:05 pm Game - Ralston Arena

4:30-6:30 pm Dinner - Grandmother's



**\$15.00** per person

(includes reserved game ticket and dinner)

Enjoy dinner in the party room at Grandmother's, 4712 S. 82nd Street, with a chicken fried chicken meal, served with mashed potatoes and gravy, corn & bread.



### **Don't forget your Omaha Food Bank raffle tickets!**

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



### **Limited Number Tickets Available**

**Payment must be received with order**

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

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

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

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

Quantity of Tickets Ordered: \_\_\_\_\_ x \$15.00 each = \_\_\_\_\_ Total \_\_\_\_\_

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Discover / American Express

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

Ticket orders by Friday, October 26, 2012, please.

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

#### **Mailing Address:**

Omaha Area Board of REALTORS®  
11380 Nicholas St.  
Omaha, NE 68154

# 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 October 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 November FOCUS.

CANDY  
CARVING  
COSTUME  
DRACULA  
FRANKENSTEIN  
FRIGHT  
GRAVEYARD  
HAUNT  
HORROR  
MONSTER  
MUMMY  
PUMPKIN  
SCREAM  
SKELETON  
SPIDER  
TOMBSTONE  
VAMPIRE  
WEREWOLF  
WITCH  
ZOMBIE

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

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