

## UPCOMING EVENTS

### New Member Orientation

Tue, Mar 5 from 8:30 a.m. - 4:00 p.m.  
Wed, Mar 6 from 8:30 a.m. - 4:00 p.m.  
Thu, Mar 7 from 8:30 a.m. - 1:00 p.m.

### Affiliate Council

Tue, Mar 5 from 9:00 a.m. - 1:30 p.m.

### WCR - MasterMind

Tue, Mar 5 from 2:00 p.m. - 3:00 p.m.

### MLS Users Group

Wed, Mar 6 at 10:00 a.m.

### Education Forum

Thu, Mar 7 at 10:00 a.m.

### WCR Trivia Night

Thu, Mar 7 at 5:30 p.m. at Fire Fighters Union Hall

### Diversity Committee

Tue, Mar 12 at 11:00 a.m.

### WCR - MasterMind

Tue, Mar 12 from 2:00 p.m. - 3:00 p.m.

### Social Events Forum

Wed, Mar 13 at 10:00 a.m.

### WCR - Business Luncheon Meeting

Thu, Mar 14 from 11:15 a.m. - 1:00 p.m. at Champions Run

### YPN Advisory Board

Thu, Mar 14 at 3:00 p.m.

### WCR - MasterMind

Tue, Mar 19 from 2:00 p.m. - 3:00 p.m.

### Governmental Affairs Committee

Wed, Mar 20 at 11:00 a.m.

### WCR Executive Meeting

Thu, Mar 21 from 8:30 a.m. - 10:00 a.m.

### Nebraska Real Estate Commission Meeting

Thu, Mar 21 at 8:30 a.m. at Staybridge Suites, Lincoln, NE  
Fri, Mar 22 at 8:30 a.m. at Staybridge Suites, Lincoln, NE

### Knowledge Is Power Seminar - State of the Real Estate Market with R. Gregg Mitchell, SRA

Wed, Mar 21 from 10:00 a.m. - 11:00 a.m.

### GPRMLS Executive Committee

Mon, Mar 25 at 4:00 p.m.

### GPRMLS Board of Directors

Tue, Mar 26 at 10:15 a.m.

### WCR - MasterMind

Tue, Mar 26 from 2:00 p.m. - 3:00 p.m.

### OABR Executive Committee

Wed, Mar 27 at 9:30 a.m.

### OABR Board of Directors

Wed, Mar 27 at 10:15 a.m.

### Social Event - Horsemen's Park

Thu, Apr 11 from 4:30 p.m. - 7:30 p.m.

## Roses are Red ... Joe's Hair is Blue ...

Many years ago when I was contemplating jumping into this wonderful business I was given this sage advice... "Kid, you don't want to get into that Real Estate business, it's full of nothin' but blue hairs!"

Well, it may have taken a couple of decades but I finally found an actual 'Blue Hair' in the business; and it's none other than our 2012 State President Joe Gehrki. Color photo at [www.OABRdocs.com/BlueHair.jpg](http://www.OABRdocs.com/BlueHair.jpg).



A little back story here, at a WCR Luncheon last spring, we were challenged that 'if' we hit our 2012 RPAC goal we had to do something a little unconventional. So I agreed to cut off my hair and Joe agreed to die his hair blue... no big deal right? We weren't going to come anywhere near that goal anyway...

Well, with the help of an outstanding RPAC awareness committee, our fellow REALTORS®, and our REALTOR® affiliates, we actually DID hit that goal. As a matter of fact we sailed over it by over \$4,000. All of you, our Omaha real estate community, recognized the enormous importance of what supporting RPAC means to our business and really stepped up to the plate.

So a deal is a deal and it was time to set the date to get it done. We figured Legislative Days in Lincoln was as good

a time as any... My intentions were to actually shave my head entirely but when I got to the salon, I was told she didn't have the necessary tools needed for a complete bald head, that I would have to do that on my own. Well, with only a few hours until the Governor's reception, I didn't want to show up with little pieces of 'shaving cut toilet paper' dotting my noggin so I had her get as close as she could...

All in all, it was a tremendously fun ride as we were getting closer and closer and finally hitting our goal back in July. And this year will be just as fun!

We've talked at length about the seriousness of RPAC but let's talk about some of the fun things we have planned for investors this year. At the state level, we have 'REALTORS® got Travel' in which two 'all expenses paid' trips will be given away to two lucky contributors; one is a trip to Washington DC May 13th-18th for NAR's Mid-Year Meetings and the second is a very cool trip to San Francisco for NAR's Nation Conference November 8th-11th.

*Continued on Page 14*



*The OABR office warmed up this month with the Annual Chili Cook-Off. See the winners and more photos on pages 3 and 4.*



**Omaha Area Board of REALTORS®**  
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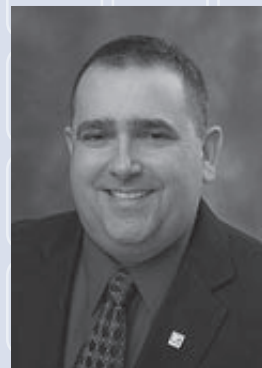
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## Message from the OABR President



**David Matney**  
2013 President

Wow! It is hard to believe it is already March! Hopefully, spring is just around the corner and the spring selling season will be in full force.

February was a fun month, especially with the Chili Cook-Off, it is one of my favorite events. I want to say thank you to Susan Clark and all the members of the Social Events Forum who put in so many hours to make the event a success.

February also gave us an opportunity to hear from Governor Heineman about what is happening at the State Capitol. Since real estate is so directly impacted by the economy, it was nice to hear the Governor give a "big picture" view at the state level. It also was a reminder of the importance of your contribution to RPAC and why it is important for our industry to have a say in policy decisions by electing pro-REALTOR candidates.

Finally, I'm excited that the market is continuing to improve. What "action steps" are you taking to improve your business and your skill sets? Every day is an opportunity to grow and improve. Let's go out and make March a productive, profitable and POWERFUL month!

David Matney

### Have you made your 2013 RPAC Investment?



**Join the RPAC Challenge!**

## Special Events

- **WCR Trivia Night**  
Thursday, March 7, 5:30 p.m.
- **WCR Business Luncheon Meeting**  
Thursday, March 14, 11:15 a.m. - 1:00 p.m. at Champions Run
- **Knowledge is Power: State of the Real Estate Market by R. Gregg Mitchell, SRA**  
Thursday, March 21, 10:00 a.m. - 11:00 a.m.
- **Social Event: Horsemen's Park**  
Thursday, April 11, 4:30 p.m. - 7:30 p.m.

# A Shockingly Spicy Success!

The Social Events Forum held their 16th Annual Chili Cook-Off at the OABR office on February 12, 2013. 200-plus members attended to taste over 25 varieties of chili. Chili, cheese, crackers and other fixings were available, plus local celebrity judges awarded the top three prizes.

## CONGRATULATIONS TO OUR WINNERS....

Our celebrity judges tasted all 26 chili dishes and in the end selected three winners each receiving a gift certificate from Focus Printing and Mailing, the REALTOR®-owned print shop. 1st Place was awarded to Angie Getsfred of AmeriSpec Home Inspections (\$100); 2nd Place went to Kate Otten of Centris Federal Credit Union (\$60); and 3rd Place was awarded to Jon and Steve Vacha of Home Standards Inspection Services (\$40).



*The winners! 1st Place Angie Getsfred (center), 2nd Place Kate Otten (right), and 3rd Place Jon & Steve Vacha (left).*

A special "Thank You" to the following who helped make this event a huge success!

## OABR SOCIAL EVENTS FORUM MEMBERS

Susan Clark, Chair  
 Bill Swanson, Vice-Char  
 Anthony Anzalone  
 Lori Bonnstetter  
 Lisa Marie Bullerman  
 Rob Cerveny  
 Kellie Christensen  
 Terri Dennhardt  
 Doug Dohse  
 Janet Dragon  
 Rich Edwards  
 Christine Gibson  
 Ericka Heidvogel  
 Jennifer Huss  
 Jackie Inman  
 Mamie Jackson  
 Co Quette Jensen  
 Lisa Kenison  
 Lindsey Krenk  
 Monica Lang  
 Mark Leaders  
 Laura Longo  
 Summer Martin



*Rich Edwards the 2010 winner of the Chili Cook-Off and Ashley Sum.*

Deda Myhre  
 Lisa Powell  
 Brenda Stuart  
 Dixie TenEyck  
 Shari Ann Thomas  
 Marlyn Wilke

## JUDGES

Jim Suttle  
 Ann Ashford  
 Jennifer Griswald  
 Tom Becka  
 Jim Esch  
 Malorie Maddox  
 Andy Kendigh



*Dennis Ritter serving Dan Welch as Jay Leisey looks on.*



## SPONSORS

Brook Bower/Joel Kelpo – Advanced Floor Care  
 Jim Holmes – Focus Printing  
 Wendy Walker – Nebraska Title Company  
 Janet Dragon – Heartland REVA Team  
 Mary Sladek – My Insurance LLC  
 Debbie Kalina – Radon Pros  
 Andrea Maleki – Andrea Maleki/State Farm Insurance  
 Cherie Casey – Home Buyers Protection Company

*Continued on Page 4*

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*Continued from Page 3*

Brent Rasmussen – Mortgage Specialists, LLC  
 Angie Getsfred – AmeriSpec Home Inspections  
 Lori Bonnstetter – 2-10 Home Buyers Warranty  
 Regi Powell – Farmers Insurance/Powell Ins  
 Brenda Stuart – ServiceOne  
 Stacy Thorne – Franklin American Mortgage  
 Chip Monahan – Monahan Financial Inc  
 Sara Kelley – Great Western Bank  
 Steve Vacha – Home Standards Inspection Service  
 Laura Longo – Centris Federal Credit Union  
 Julie Sherman – United Distributors, Inc.  
 Matt Thiel – DRI Title & Escrow  
 Lisa Marie Bullerman – Staging Design by Lisa Marie  
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 N P Dodge Company  
 DEEB Realty  
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*Troy Benes and Larry Rosso.*

#### CHEFS

Megan Jaspers – DEEB Realty  
 Mary Sladek – My Insurance  
 Leslie Applegarth – American Home Real Estate  
 Mari Jo Mentzler – Zoom Realty  
 Steve Vacha – Home Standards Inspection Service  
 Barbara Ecktenkamp – CBHOME Real Estate  
 Matt Hover – DEEB Realty  
 Dennis & Lisa Ritter – RE/MAX Results  
 Stacy Thorne – Franklin American Mortgage



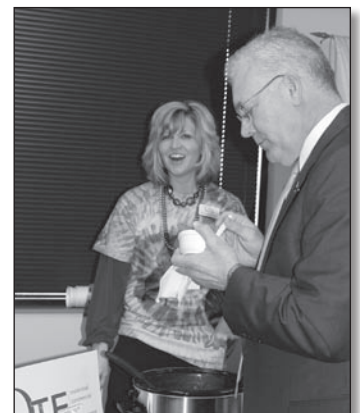
*Jeff Churchill and Doug Dohse.*



*Ruth Smith with Andrea Maleki.*

Dick Hoback – Prudential Ambassador Real Estate  
 Matt Thiel – DRI Title & Escrow  
 Heather Chaney – Omaha Title & Escrow  
 Lori Bonstetter – 2-10 Home Buyers Warranty  
 Ashley Sum – Prudential Ambassador Real Estate  
 Rich Edwards – Prudential Ambassador Real Estate  
 Lisa Marie Bullerman – Staging & Designs by Lisa Marie  
 Angie Getsfred – AmeriSpec Home Inspection  
 Kate Otten – Centris Federal Credit Union  
 Brook Bower – Advanced Floor Care  
 Dawn Zaller – FPF Wholesale  
 Kelly Gitt – Gitt Real Estate  
 Annali Babko – DEEB Realty  
 Kellie Konz – DEEB Realty  
 Tim Maxwell – CBSHOME Real Estate  
 Jody Smythe – Reverse Mortgage  
 Dennis Thomas – CBSHOME Real Estate  
 Jay Applegarth – Applegarth Concrete

*Mike Riedmann  
 tries a little  
 Heather Chaney chili.*



*Brook Bower & Don Clees.*

# A Night of Hockey

A winning night for the UNO Maverick hockey team and over 200 OABR members with family and friends. Everyone enjoyed a smoked brisket sandwich buffet, BBQ beans and chips at the Old Mattress Factory. At the end of the night, the Food Bank for the Heartland and Affiliate members Jeff and Debbie Kalina were the big winners! Jeff and Debbie won the hockey jersey signed by the UNO Mavericks 2013 team and all proceeds were donated to the food bank.

*Congratulations to  
Jeff and Debbie  
Kalina, winners of  
the UNO Mavericks  
hockey jersey!*



*Jake and Andy Alloway enjoying dinner  
before the Maverick's hockey game.*

A color portrait of Michael McGlynn, a man in a suit and tie, smiling. To his left is a blue box containing his contact information and company logo.

*Michael*  
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AFFILIATE  
COUNCIL

Submitted By: Janet Dragon  
Heartland Reva Team



## Do I Need An Assistant?

How many times have you asked yourself this question?

REALTORS® have many tasks in order to list a property or to make a sale. Have you ever considered how many of these tasks could be given to someone else to take care of for you?

In order to increase your business, you should be prospecting, whether that is emailing your sphere, posting your listing updates to Facebook or other social media such as Craigslist; or simply making calls and touching those who are in your database.

You should be spending at least 4-6 hours a day on prospecting in order to grow your business. This does not leave a lot of time for other tasks, such as getting signatures on your contracts, filling out escrow sheets, uploading pictures and seller disclosure documents to the MLS, updating your database and all the other tasks you are doing.

The key to success in your business is organization and attention to your clients.

Many REALTORS® do not have the need for a full time assistant, but sometimes wish they could call someone to help out in a pinch. A part time or even an "on call" assistant could help you with so many things you should be doing in order to organize your business. They could be the one making those mailing labels, sending out mailers, updating your database, or even making sure those docs are signed for you in order to complete a transaction. Think of the things you dread doing on a daily business that is taking up valuable time that you could have someone else do for you.

Working smart instead of hard is the way to make money in any business, especially real estate. Your clients expect you to treat them like they are your "only" client, and that is easier said than done! If you had someone to take care of your paperwork and even some of your footwork, you would be able to give each of them the attention they deserve.

Can't afford to pay an assistant? You CAN'T afford not to! Being able to increase your business by opening up more time for your clients and yourself will certainly pay off in the long run. Start slow with a part time or on call

assistant; use them only when needed. This is starting to be a trend and if you talk with another REALTOR® who is doing this, they will tell you it is exactly what you need to be doing.

Janet Dragon  
402-670-6400  
jdragon@heartlandrevateam.com  
www.heartlandrevateam.com

### Time to get Active? Join the fun!

Contact Donna Shipley at  
DShipley@OABR.com or 402-619-5551.

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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 FEBRUARY 2013 MEETING:

Wendy Walker (President) – Nebraska Title Company  
Mary Sladek (President-Elect) – My Insurance LLC  
Brenda Stuart (Treasurer) – ServiceOne Inc  
Lori Bonnstetter – 2-10 Home Buyers Warranty  
Julia Brown – Insphere Insurance Solutions  
Lisa Marie Bullerman – Staging Design by Lisa Marie  
Cherie Casey – The Home Buyer Protection Co  
Heather Chaney – NP Dodge Title Services  
Angie Getsfred – AmeriSpec Home Inspection Serv  
Jim Holmes – Focus Printing  
Debbie Kalina – Radon Pros LLC  
PK Kopun – Centris Federal Credit Union  
Laura Longo – Centris Federal Credit Union  
Andrea Maleki – Andrea Maleki State Farm Insurance  
Deb Martin – Great Western Bank  
Marty McGuire – Farm Bureau Financial Services  
BevVan Phillips – Home Access Solutions Inc  
Regi Powell – Farmers Insurance/Powell Insurance  
Brent Rasmussen – Mortgage Specialists LLC  
Darrin Richardson – Heavy D's Hauling & Removal  
Jon Vacha – Home Standards Inspection Serv  
Connie Windhost – Two Men And A Truck  
Dawn Zaller – FPF Wholesale

## MEMBERSHIP STATISTICS

### OABR

	Jan 2013	Jan 2012
Designated REALTOR®	210	215
Des. REALTOR® Secondary	0	1
REALTOR®	1886	1882
REALTOR®-Secondary	1	1
<b>TOTAL</b>	<b>2097</b>	<b>2099</b>

Institute Affiliate	72	66
Affiliate	221	193
Other	5	6
<b>TOTAL</b>	<b>2395</b>	<b>2364</b>

	Jan 2013	YTD
New REALTOR® Members	31	31
Reinstated REALTOR® Members	4	4
Resignations	20	20

### GPRMLS

	Jan 2013	Jan 2012
Participants (Primary)	199	206
Participants (Secondary)	55	56
Subscribers (Primary)	1870	1849
Subscribers (Secondary)	168	178
Exempt	32	30
<b>TOTAL</b>	<b>2324</b>	<b>2319</b>

**www.OABRAffiliates.com.**

## UPCOMING MEETINGS:

- Tuesday, March 5, 9:00 a.m.
- Tuesday, April 2, 9:00 a.m.
- Tuesday, May 7, 9:00 a.m.

*All Affiliate members are welcome to attend.*



# Join the 2013 RPAC Challenge!

Ritter, Dennis  
Sullivan, Williams  
Taylor, Mark  
TenEyck, Dixie  
Seigel, W John  
Wichman, Connie

## 50 CLUB (\$50+)

Adcox, Richard  
Ahlfers, Raquel  
Allen, Kathryn  
Bak, Rich  
Barnard, Joanna  
Bettin, Barbara  
Donaldson, Douglas  
Doose, Judith  
Dougherty, Theresa  
Douglas, Jill  
Dreesen, Megan  
Ernst, Mary  
Evans, Dale  
Gage, Gregory  
Gage, Peter  
Gibson, Ryan  
Giles, Marnie  
Gomez, Justin  
Grimes, Kathryn  
Helligso, Thomas  
Housley, Dionne  
Karloff, Jill  
Hays, David  
Hogan, Lenice  
Hollendieck, Russ  
Hoppe, Patricia  
Houck, Scott  
Jump, Richard  
Jungjohann, Craig  
Kesick, Carolyn  
Kiichler, Ryan  
Korb, Lisa  
Kovar, Vicki  
Langford, Rachel  
Leesley, Christy  
Lichter, Patrick  
Lorimer, Justin  
Mack-Modlin, Louella  
Magilton, Jennifer  
Marriott, James  
May, Sandra  
Mudd, Mary  
Neuhaus, Robert  
O'Bryan, Donald  
O'Grady, Donna  
Pawloski, Joseph  
Petersen, Diane  
Polinsky, Maria

## PRESIDENT'S CLUB (\$4,000)

## CRYSTAL "R" CLUB (\$2,500+)

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

Faubion, Ernest  
Matney, David

## GOVERNOR'S CLUB (\$500+)

Riedmann, Michael

## DOLLAR A DAY (\$365)

Leaders, Mark  
Myhre, Deda

## CAPITOL CLUB (\$250+)

## SENATOR'S CLUB (\$150+)

Hayton, Linda  
Jaspers, Megan  
Lang, Monica

## 99 CLUB (\$99+)

Bane, Barbara  
Barrett, John  
Black, William  
Blackmon, Michael  
Bray, Denice  
Briley, Adam  
Burford, Judith  
Burkle, Ronald  
Clark, Susan  
Henson, Sue  
Horton, Linda  
Jones, Suzanne  
Jackson, Joann  
Langendorfer, Dale  
Maloy, David  
Mills, Linda

Rensch, Jeffrey  
Reynolds, Gregory  
Richardson, Mark  
Sawyer, Jessica  
Schuele, Mary  
Soucie, Vicki  
Thoma, Theresa  
Turner, Sandra  
Vint, Georgianna  
Wagner, Margie  
Watson, Roxanna  
Wilhelm, Charles  
Wilson, Brian  
Wirges, Richard  
Zach, Margaret

## SUPPORTERS (\$40+)

Aarhus, Lynn  
Aarhus, Stanley  
Abler, Byron  
Acamo, Steven  
Adle, Ryan  
Ahmann, Carol  
Ahmann, Richard  
Alai, Nancy  
Alberts, Marla  
Alloway, Jennifer  
Alloway, Steven  
Altman, Danielle  
Amos, Steven  
Amoura, Jo Anne  
Amoura, Medhet  
Anderson, David  
Anderson, Janet  
Anderson, Jill  
Anderson, Kalee  
Andresen, Delten  
Andresen, Teri  
Andrew, Cynthia  
Andrews, Jessica  
Andrews, Lisa  
Archer, Crystal  
Armstrong, Denise  
Atkinson, Billie  
Aulner, Aaron  
Babko, Annali  
Baker Fletcher, Barbara  
Barnett, Paul  
Barr, Nancy  
Barrera, Oscar  
Barrett, Verla  
Barsell, Helen  
Baumert, Gary  
Bay, James  
Beaton, Christopher  
Beck-Conley, Darcy  
Bell, John  
Bell, Mary Lou  
Benson, Brandon  
Bereisha, Arthur  
Berg, Rebecca  
Bethel, Kathryn  
Birmstihl, Jason  
Blankenau, Mark  
Blinn, Ellen  
Bloom, Sharon  
Blusys, David  
Bobenhouse Tesar, Jill  
Bock, Andrew  
Boe, Nancy  
Boganowski, Deborah  
Bolden, Linda  
Boot, Sherry

Bosse, Carol  
Bowne, Connie  
Boyd, Clinton  
Boyer, Nicholas  
Boyles, Jo  
Brant, Angela  
Bratetic, Michelle  
Briggs, Diane  
Broesch, John  
Brosnihan, Mark  
Brown, Austin  
Brown, Ethan  
Brutsche, Timothy  
Bullington, Serina  
Burke, Timothy  
Burney, Charles  
Burrows, Robert  
Bybee, Miriam  
Bybee, William  
Cage-Conkling, Deborah  
Campbell, Debra  
Campbell, William  
Caniglia, Michael  
Caputo, James  
Carder, Leslie  
Carlin, Brian  
Carlson, Ilene  
Carpenter, Linda  
Castro, Ricardo  
Cavanaugh, Andrea  
Champion, Jackie  
Chapman, Carol  
Chapman, Mary  
Cherica, John  
Childers, Stacey  
Christensen, Kellie  
Christian, Carl  
Chu, Jeffrey  
Ciochon, Mark  
Ciochon-Lichter, Linda  
Clark, John  
Cleveland, Judith  
Closman, Jeffrey  
Coburn, James  
Cohen, Alan  
Cohen, Anne  
Cohen, Arlene  
Cohen, Martin  
Cohn, Jeffrey  
Combs, Dale  
Connell, Michael  
Conway Day, Marianne  
Cooper, Janet  
Correa-Cerrillo, Jose Domingo  
Cortese, Sam  
Cox, Kathy  
Craig, Russell  
Creger, Kristi  
Cummings, Paul  
Danielson, John  
Davis, Kerri  
Debolt, Geri Ann  
DeBruin, Hanna  
Deeb, Van  
Dennhardt, Teresa  
DeNoyer, Blake  
Detavernier, Brandi  
Detavernier, Mitzi  
DiBiase, Sharon  
Dillenburg, Drew  
Dixon, Sherry  
Dobson, Thomas  
Douglas, William  
Dragon, JeriBeth  
Dunn, Thomas  
Earnest, Emily  
Echtenkamp, Barbara  
Egger, Mary

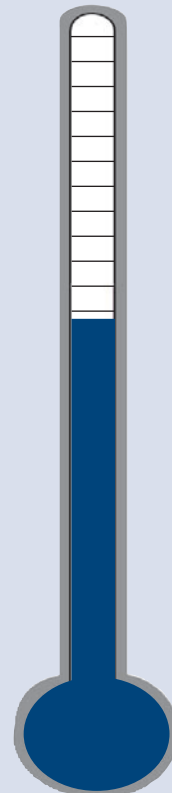
Eggers, Sherri  
Elliott, Jason  
Elliott, Sallie  
Erb, Jeffrey  
Erbert, Jami  
Ervin, Jennifer  
Evans, Dianne  
Evans, Rose  
Falcone, Juanda  
Falcone, Sarah  
Falcone, Shawn  
Faulkner, David  
Faulkner, Derek  
Faulkner, Janice  
Favara, Ronald  
Fickenscher, Ingrid  
Fike, Joann  
Finkel, Joel  
Finkel, Lois  
Flannery, Rachel  
Fleming, David  
Flynn, Kathleen  
Forehead, Cynthia  
Francis, Pamela  
Franks, James  
Fredrickson, Julie  
Freyer, Lloyd  
Friehe, Thomas  
Fries, Karen  
Fryll, Marlene  
Frost, Ginny  
Gammell, Charlotte  
Garrean, Kathleen  
Gatson, Pernel  
Gaudreau, Benjamin  
Gehrman, Kim  
Gernhart, Gary  
Giardino, Beverly  
Gibb, Richard

Gold, Julie  
Graves, Eugene  
Gregor, Patricia  
Griffin, Betty  
Grimes, Charles  
Grimes, Eva  
Grimes, William  
Grimshaw, Dawn  
Grove, Douglas  
Grove, Kyle  
Gunderson, Elizabeth  
Gustafson, Debra  
Gustafson, Ronald  
Haeg, Jennifer  
Hancock, Susan  
Hankins, Scott  
Hanna, Kenneth  
Hart, Mark  
Hatfield, Kelly  
Haynes, Matt  
Head, David  
Heavican, Kristina  
Heenan, Jessica  
Heger, Pamela  
Heidvogel, Ericka  
Hellman, Jennifer  
Hemmer, Carol  
Hendrix Schied, Jennifer  
Henninger-Moss, Tasha  
Herbolsheimer, Chad  
Hill, Janine  
Hinkle, Marcia  
Hoffert, April  
Hollingsworth, Lindsay  
Holst, Dawn  
Hooper, Shasta  
Hopkins, Debra  
Hopkins, Mark  
Horacek, Mickal

## CONTRIBUTION GOAL

**\$60,000**  
8-31-13

**\$36,174**  
2-25-13





Horn, Aaron	Lyon, Kristin	Pearce, Nicholas	Tabor, Jerod	Bane, Gregory
Houlihan, Anne	Lyon, Michael	Peekenschneider, Scott	Tabor, Mark	Bauer, Christopher
Hover, Matthew	Macaitis, James	Peffer, Walter	Tadich, Kristeen	Bittner, Patricia
Hughes, David	Mack, Kathryn	Peterson, Wallace	Talmon, William	Brotzki, Michelle
Hulsey, Kelly	Macklin, Anne	Philbin, Kristina	Tartaglia, Julie	Coleman, Sharon
Hult, Alison	Madej, Sandra	Piatt-Wee, Lori	Taylor, Vickie	Correa, Maria
Hybicki, Linda	Maher, Robert	Pierce, Kris	Templeton Coulter, Melinda	Dinges, Mary
Ilg, Shawn	Mahoney, Jean	Pohlada, Julie	Thiele, Julia	Downing, Suzanne
Inman, Jacki	Makinster, Cynthia	Pohlada, Sara	Thomas, Dennis	Dubisar, Karla
Iwansky, Amanda	Mallette Hansen, Lori	Poppen, Denise	Thomas, Shari Ann	Erwin, Sandra
Jackson, James	Maloney, Margaret	Porter, Sarah	Thompson, William	Ewing, Jon
Jackson, Mamie	Maran, Badangli	Prouse, Shawn	Tichauer, Fred	Frans, Tracy
Jackson, Todd	Marasco, Ralph	Pruess, Jeffrey	Tindall, Becky	Fuller, Donald
Jacobs, Megan	Marriott, Marilyn	Quick, Ted	Todd, Douglas	Fuxa, Jacquelyn
Jacobson, James	Masek, Mark	Ragan, Michele	Tomaneck, John	Gohl, Kelly
Jacupke, Jenna	Mason, Kimberly	Rassman, Pamela	Torczon, Joannie	Greguska, John
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James, Kevin	Matney, Kimberly	Reeder Rensch, Mari	Torrence, Michele	Hearty, Timothy
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Jaquier, Pamela	May, Angela	Reynek, Jody	Trimble, Anne	Houfek, Cheryl
Jenkins, Peter	May, Julie	Rheiner, Michael	Tsatsos, Ann-Marie	Isenberg, Rick
Jenson, Constance	McCue, Jeanne	Richard, Paul	Tworek, Laura	Johnson, Bruce
Jobeun, Ria	McEvoy, Marti	Richardson, Lisa	Tyrell, Anthony	Johnson, Harold
Johansen, Betty	McGargill, Anne	Richardson, Marcus	Ugland, Sharon	Kean, Thomas
Johansen, Woodrow	McGill, Craig	Ring, Lyle	Uhing, Pauline	Kircher, Rosemarie
Johnson, Rusty	McGuire, Dennis	Ripa, Debra	Ulven, Jon	Kircher, Thomas
Johnson, Sharon	McGuire, Linda	Robarge, Cindy	Vacanti, Courtney	Kortus, John
Jones, Holly	McGuire, Sally	Rochier, Peggy	Vacanti, Traci	Kosiski, Trisha
Jones, Todd	McGuire, Shawn	Rogers, Dianne	Vacek, Judy	Krause, Korinne
Kahnk, JoAnne	McKay, Deborah	Rogers, Joseph	Van Housen, Jay	Kuhl, Sue
Karimi, Tony	McKinney, Matthew	Rogers, Michael	Van Pelt, Mark	Kusmierski, Sheila
Kasper, Todd	McNally, Loretta	Rogert, Kent	Venteicher, Bradley	Lane, Andrea
Kayser, Alicia	Meisinger, Joni	Rohan, Thomas	Villotta, Jeffrey	Lanphier, Kathy
Keating, JoEllen	Meisinger, Kirk	Rohlf, Ronald	Vint, Amanda	Leffler, Rhonda
Keeton, Donald	Michael, Brian	Rolf, Lona	Vogtman, David	Lipschultz, Debra
Keeton, Valerie	Mickeliunas, Kelli	Rooker, David	Vojchehoske, Paul	Lorraine, Julie
Kehrli, Brian	Mikuls, Richard	Rosen, Toni	Von Gillern, Mary	Marinkovich, Mary
Kehrli, Nancy	Milczski, William	Roth, Paul	Vukov, Joseph	McMahon, Ann
Kelly, Elizabeth	Miller, Shaune	Rowe, Linda	Vukov, Mark	McPadden, Sandra
Kelly, Robert	Miller, Sheryl	Rubin, Ronald	Wadzinski, Paul	Meisinger, Jodi
Kelly, Traci	Momsen, L. Scott	Sadofsky, Paul	Walker, Christine	Morrison, James
Kemling, Jon	Mongar, Brian	Safarik, Duane	Walter, Ricky	Naik, Nilam
Kempf, Terence	Mooss, Cynthia	Salkin, Michael	Watts, Timothy	Neary, Michaela
Kempkes, Allen	Moran, Dennis	Savery, Mindy	Wehner, Therese	Newburn, Debbie
Kielian, Karen	Moray, Brenna	Scarlett, Patricia	Wehner Jacobsen, Kristen	Nichols, Beverly
Kirk, Kelly	Morehead, Eryka	Scharp, Dennis	Weis, Galen	O'Connor, Todd
Kiser, Keven	Morgan, Jennifer	Schenken, Alanna	Wells, Karena	Ollis, Doyle
Klug, Brett	Morris, Jeanne	Schlickbernd, Jeri	Wellsandt, Joann	Paul, Lori
Konz, Kellie	Muckey, Kenneth	Schraeder, Lisa	Wendt, Michelle	Peters, Charles
Kovar, Natalie	Mueller, Eric	Schram, Danielle	Westerlin, Dixie	Petersen, Leslie
Kraemer, John	Mueller, Staci	Schultz, Eileen	Whitmarsh, Sarah	Putnam, Laura
Krambeck, Leon	Murdoch, Jennifer	Schulze, Kyle	Wickstrom, Katherine	Quinlan, Maureen
Krasne, Terri	Murray, George	Sellin-Kurtz, Chapin	Wiebusch, Vaughn	Ramsey, Mark
Kucera, Michael	Myhre, Chris	Shipley, Brenda	Wilder, Daniel	Rasmussen, Matthew
Kueny, Andrew	Myhre, Deda	Sleddens, Jill	Wilder, Joanie	Ray, Nicole
Kullman, Donna	Nelsen, Russ	Sleddens, Lisa	Wilhelm, Cheryl	Reeve, Cassidee
Kurtz, Garadana	Nelson, Janet	Slepicka, Ryan	Wilke, Marilyn	Rivas, Sarah
Labs, Marsha	Nicholson, Andrea	Slobotski, Joan	Willey, Damian	Rongisch, Anna
Laferriere, Kenneth	Nicola, Tammy	Smart, Tamara	Williams, April	Ross Hill, Melinda
LaMantia, Kristin	Nieto, David	Smith, Charlotte	Willis, Roy	Rosso Tredway, Kristi
Lampman, Ben	Nigro, Scott	Smith, Judith	Wimmer, Kim	Ryon, Craig
Lapke, Robert	Novak, Mary	Smith, Susan	Wood, Donald	Sadofsky, Rodney
LaPorte, Barbara	Nowatzke, Betsy	Smith, Thomas	Wood, Sharon	Schaben, Kevin
Lasiter, Janice	Oberhauser, Erin	Sookram, Ellie	Woodworth, Ronald	Schneider, Bryan
Lawrence, Scott	O'Dowd, Karen	Sopinski, Paul	Wordekemper, Norman	Selk, Gene
Leamen, John	Ogle, Gina	Speer, Allison	Wylie, Danise	Smith, Dennis
Leather, Shannon	Ogle, Timothy	St James, Jean	Yost, Anton	Sorenson, Robert
Leathers, Gayla	O'Neal, James	Steffes, Todd	Zach, Bradley	Sotak, Leanne
Leathers, Ted	Orsi, Steven	Stephens, Donna	Zahm, Richard	Steele, Barbara
Lebbert, Riley	Orton, David	Sterba, Fac	Zerse, Geraldine	Stevens, Jordan
LeBlanc, Jenny	Oster, Diane	Stine, Grant	Zimmerman, Roger	Swanson, Kris
Lehan, Carol	Osterholm, Sandra	Stork, Mary	Zimmerman, Shannon	Tanner, Ann
Lemke, Louis	Otis, Marie	Sullivan, Duane	Zoerb, Karen	Thiessen, Dale
Lewis, Mary	Owens, Connie	Sundell, Jody	Zych, Brian	Thomas, Sylvester
Lind, Donald	Owens, Elise	Sutton, Charles	Zych, Tracy	Thompson, Judy
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Long, Boyd	Panas, Theodore	Swanson, Matthew		Vocelka, Susan
Lorenzen, Carl	Pancbianco, Andrew	Swift, Shelly		Volenc, Richard
Lorkovic, Bernard	Patton, John	Swope, Arlene		Watkins, Candice
Lubash, Terry	Pauley-Kelly, Kerri	Tabatabai, Beverly		Watson, Adam
Lube, Elizabeth				Wang, Tracie

## Affiliate Contributors

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

Stuart, Brenda, ServiceOne Inc

### SENATOR'S CLUB (\$150+)

Maleki, Andrea, Andrea Maleki State Farm Insurance

### 50 CLUB (\$50+)

Kopun, Predrag, Centris Federal Credit Union

### SUPPORTERS (\$40+)

Becker, Mike, Bank of The West  
 Beighley, Bryan, U S Bank Home Mortgage  
 Bower, Brook, Advanced Floor Care  
 Braun, Carl, Quality Pest Control  
 Bullerman, Lisa, Staging and Design by Lisa Marie LLC  
 Carter, Bob, Total Home Inspection Co  
 Catton, Todd, Radon Pros LLC  
 Clure, Carrie, Ambassador Title Services  
 Connor, Tracy, City-Wide Termite & Pest Control Inc  
 Dasenbrock, Alan, Alan Dasenbrock Affiliate  
 Dein, Theresa, Gateway Mortgage Group  
 Earl, Bradley, Lien Termite And Pest Control  
 Earl, Gregory, Lien Termite And Pest Control  
 Fahey, Brian, Missouri River Title  
 Forest, Randy, Finance 1 LLC  
 Huss, Jennifer, SAC Federal Credit Union  
 Jacobi, Jon, Insphere Insurance Solutions  
 Jensen, Coquette, Omaha National Title & Escrow Co  
 Kalina, Debbie, Radon Pros LLC  
 Kalina, Jeff, Radon Pros LLC  
 Kanngieser, Alan, A C K & Associates Home Inspections  
 Kelley, Sara, Great Western Bank  
 Kenison, Lisa, SAC Federal Credit Union  
 Ketter, Doug, Wells Fargo Home Mortgage  
 Kollekowski, Gerald, Lien Termite And Pest Control  
 Krof, Tim, Home Standards Inspection Serv  
 Kuiper, Brad, Heartland Pest Control Inc  
 Larsen, Rod, First National Bank of Omaha  
 Legge, Suresha, SAC Federal Credit Union  
 Longo, Laura, Centris Federal Credit Union  
 Meister, Jan, Bank of The West  
 Mick, Josh, Priority Termite & Pest Control Inc  
 Mohr, Sue, SAC Federal Credit Union  
 Nix, Glen, City-Wide Termite & Pest Control Inc  
 Powell, Regi, Farmers Insurance Powell Insurance  
 Rasmussen, Brent, Mortgage Specialists LLC  
 Richards, Van, Lien Termite And Pest Control  
 Ross, Ryan, ABC Termite & Pest Control Inc  
 Ruskamp, Aaron, Thrasher Basement Systems Inc  
 Sandiland, Becky, First National Bank of Omaha  
 Schneidewind, Holly, Eagle Mortgage Inc  
 Sederstrom, Charles, Nebraska Assoc. of Mortgage Brokers  
 Sladek, Mary, My Insurance LLC  
 Smith, Ruth, Norms Door Service  
 Stoltenberg, Alan, SAC Federal Credit Union  
 Swerczek, Danielle, Nebraska Title Company  
 Vacha, Jon, Home Standards Inspection Serv  
 Vacha, Steve, Home Standards Inspection Serv  
 Walker, Wendy, Nebraska Title Company  
 West, Monty, Omaha Pest Control Inc  
 Wingert, Mark, Wells Fargo Home Mortgage  
 Zenor, Brittany, SAC Federal Credit Union

### SUPPORTERS (\$40-)

Knust, Mike, Northwest Bank  
 Martin, Deb, Great Western Bank

# YPN: Community Efforts

Spring time is just around the corner and with that it adds a lot of excitement for sunshine, warmth, growth, showers, flowers and the exciting spring market. Your OABR YPN has been busy working hard to reach out to our community and positively impact those that we meet. We are working hard at being innovators with the technology use for our industry and creating lifelong and meaningful relationships amongst the professionals in our industry.


On February 28th we hosted our first annual Bingo night at Gator O'Malley's. I want to say THANK YOU to our sponsors, Cherie & Pat Casey with Home Buyer's Protection Services and Brenda Stuart with Service One. From the money we raised at this event and our future events, we will be donating it to Project Wee Care. Throughout the year our hope is to raise enough money to sponsor

multiple families that are in need in our community during the holiday season.

Please continue to watch for updates for our upcoming events. We are looking at hosting a Lucky Bucket Tour this spring, a scavenger hunt sometime this summer and another fun and interactive lunch and learn. To keep up to date on all these events and photos from our past events, please follow us on Facebook at facebook.com/OABRYPN and watch for emails from YPN@OABR.com to find out how to sign up for all these fantastic events.

*Megan Jaspers, Chair*

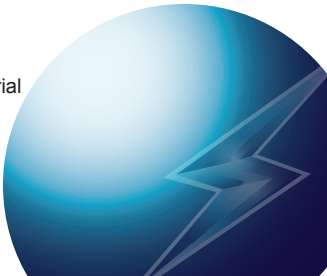
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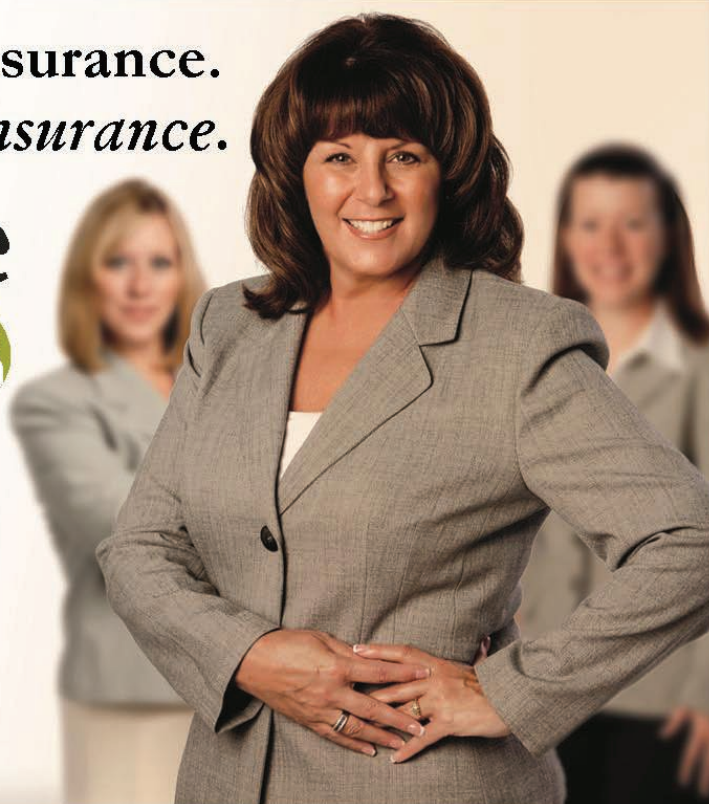
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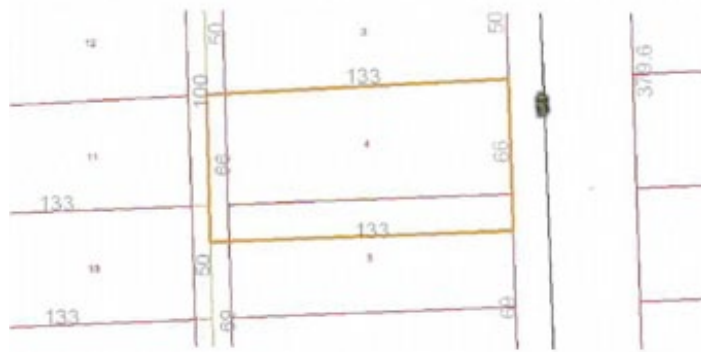
Mary.Sladek@myinsuranceomaha.com Danielle@myinsuranceomaha.com Jessica@myinsuranceomaha.com



# The Importance of Accurate Data

If you are like me, the tedious task of filling out the LIP sheet is the last thing on your list of fun things to do. But, accurate data is very important to the process of marketing your listing and providing information for other agents and appraisers who are using your listing as one of their comps.

The top half of the first page of the LIP sheet is pretty cut and dried but the directions are a little subjective and very important. Also, the Legal Description can be tricky in some cases. For instance, CARTHAGE ADD LOT 5 BLOCK 4 1/2 VAC ALLEY & LOT 4 & N 16 FT, copied from the Douglas Co Assessor's web site is more accurately written, "Lot 4 & N 16 ft Lot 5, Block 4 Carthage Add and 1/2 vacated alley."



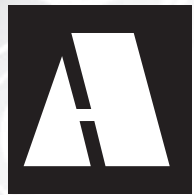
Lot Dimensions are generally pretty simple except when the lot is not a rectangle or close to it. When a lot has more than four measurement it is helpful to use a + sign to indicate those dimensions that make up what could be considered a side. Sometimes that can be a curve in the street. Plus, adding the square footage or acreage after the dimensions, even with a small lot (.22 ac.), is helpful.

Basement percentage, particularly in a split entry or raised ranch, seems to be entered any number of ways. However, if one were to follow the Douglas Co Assessor methods, most split entry and raised ranch style homes have 95-100% basements (main floor sq ft minus cantilevers) with the garage built into the basement rather than a 50-60% basement.

Style can also be a source of concern, particularly the difference between a tri-level and a multi-level. For definitions log on to Paragon, click on the MLS Documents tab at the upper right of the screen and then click on Square Footage Guidelines and the SqFtGuidelines.pdf to see pictures and descriptions.

Hopefully this will help you market your listings to other agents and make them as user friendly as possible.

*Mark Bresley*  
*MLS User Group Member*



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(more information to follow)



# Membership Report

JANUARY 2013

## NEW REALTORS®

Gorsuch, Brian – Weichert Realtors River Cities  
O'Connor, Joseph – Prudential Ambassador Real Estate – California #101

## NEW AFFILIATES

Dejong, Jeff – Amoura Productions  
Jeffrey, Kristi – First National Bank of Omaha  
McGuire, Marty – Farm Bureau Financial Services

## REALTOR® CANDIDATES

Bartak, Elizabeth – NP Dodge Real Estate Sales Inc - Lakeside  
Bartlett, Brenda – Prudential Ambassador Real Estate – California #101  
Bates, Anthony – NP Dodge Real Estate Sales Inc – 129th Dodge  
Boyle, Mandy – DEEB Realty – 117th  
Claiborne, Kimberly – NP Dodge Real Estate Sales Inc - Pierce  
Cobb, Phillip – DEEB Realty – 117th  
Coyne, Jill – Prudential Ambassador Real Estate – California #101  
Dosseh, Enam – CBSHOME Real Estate - Lakeside  
Feilmann, Adrea – Prudential Ambassador Real Estate – California #101  
Golda, Tracy – Prudential Ambassador Real Estate – California #101  
Hanson, Laura – DEEB Realty – 117th  
Hoback, Richard – Prudential Ambassador Real Estate – California #101  
Kosch, Kristen – Prudential Ambassador Real Estate – California #101  
Kozycz, Paulina – DVG Realty LLC  
Kramer, Judith – Prudential Ambassador Real Estate – California #101  
Lambert, Allison – DEEB Realty – 117th  
Meyer, Deborah – CENTURY 21 Century Real Estate  
Miralles, Rebecca – NP Dodge Real Estate Sales Inc – Pierce  
Mooberry, Janette – DEEB Realty – 117th  
Nelsen, Krystal – CBSHOME Real Estate - Bellevue  
Schwarz, Laura – CBSHOME Real Estate – Davenport  
Shunk, Darcie – NP Dodge Real Estate Sales Inc – 129th Dodge  
Steigleder, Thomas – Prudential Ambassador Real Estate – California #101  
Vokal Sr, Jim – NP Dodge Real Estate Sales Inc - Pierce  
Westerhaus, Joseph – NP Dodge Real Estate Sales Inc – Pierce  
Wetzel, Sheri – CBSHOME Real Estate - Davenport

## AFFILIATE CANDIDATES

Brown, Julia – Insphere Insurance Solutions

Chaney, Heather – NP Dodge Title Services  
Jeffrey, Terry – Jeffrey Electrical  
Powell, Lisa – Farmers Insurance Powell Insurance

## MEMBER TRANSFERS

Anderson, Cortney from Prudential Ambassador Real Estate – California #101 to NP Dodge Real Estate Sales Inc – Pierce  
Bauer, Christopher from Prudential Ambassador Real Estate – California #101 to Prudential Ambassador Real Estate – California #201  
Beebe, Susan from CBSHOME Real Estate – Twin Creek to Real Estate Associates Inc  
Bird, Travis from CBSHOME Real Estate – W Dodge to NP Dodge Real Estate Sales Inc – 129th Dodge  
Blinn, Ellen from CBSHOME Real Estate – Twin Creek to CBSHOME Real Estate – Bellevue  
Bogle-Herting, Constance from CBSHOME Real Estate – Twin Creek to CENTURY 21 Century Real Estate  
Ciaccio, Peter from CBSHOME Real Estate – Twin Creek to CBSHOME Real Estate – Bellevue  
Christensen, Kellie from Big Omaha Realty to DEEB Realty – 117th  
Christiansen, Mary from RE/Max Cornerstone Properties to Real Estate Associates Inc  
Claiborne, Kimberly from NP Dodge Real Estate Sales Inc – Fremont to NP Dodge Real Estate Sales Inc – Pierce  
Falcone, Juanda from Prudential Ambassador Real Estate – California #101 to CBSHOME Real Estate – 121st Pacific  
Falcone, Sarah from Prudential Ambassador Real Estate – California #101 to CBSHOME Real Estate – 121st Pacific  
Flynn, Mary from CBSHOME Real Estate – Twin Creek to CBSHOME Real Estate – Davenport  
Gomez, Justin from CBSHOME Real Estate – Twin Creek to CBSHOME Real Estate – Bellevue  
Grover, Richard from Prudential Ambassador Real Estate – California #101 to Prudential Ambassador Real Estate – California #201  
Gruhn, Clayton from 100921/CBSHOME Real Estate – Twin Creek to CENTURY 21 Century Real Estate  
Head, David from Prudential Ambassador Real Estate – California #101 to Real Estate Associates Inc  
Horacek, Mickal from NP Dodge Real Estate Sales Inc – 129th Dodge to NP Dodge Real Estate Sales Inc – Lakeside  
Hourigan, Shelley from NP Dodge Real Estate Sales – Lakeside to Prudential Ambassador Real Estate – California #101  
Housley, Dionne from Alliance Real Estate LLC to CBSHOME Real Estate – 147th  
Huddleston, Vicki from CBSHOME Real Estate – Twin Creek to CBSHOME Real Estate – Bellevue  
Jacobi, Jon from Mundy & Associates to Insphere Insurance Solutions  
Julson, Michaela from CBSHOME Real Estate – Twin Creek to Hike Real Estate PC  
Kenzy, Hayli from Keller Williams Greater Omaha – LaVista to Real Estate Associates Inc  
Kosch, Kristen from Prudential Ambassador Real Estate – California #101 to NP Dodge Real Estate Sales Inc  
Kosiski, Trisha from CBSHOME Real Estate – Twin Creek to CBSHOME Real Estate – Davenport  
Lapke, Robert from Access Realty to Keller Williams Greater Omaha – LaVista  
Lewis, Robert from CBSHOME Real Estate – Twin Creek to CBSHOME Real Estate – Bellevue  
Lusch, Andrea from CBSHOME Real Estate – Twin Creek to CBSHOME Real Estate – Bellevue  
McKinney, Matthew from CBSHOME Real Estate – Twin Creek to CBSHOME Real Estate – Bellevue  
Martin, Summer from NP Dodge Real Estate Sales Inc - Papillion to Keller Williams Greater Omaha – LaVista

Mentzer, Marilyn from BancWise Realty to Zoom Realty  
 Mikulecky, Jerry from CBSHOME Real Estate – Twin Creek to CBSHOME Real Estate – Bellevue  
 Mingus, Kellie from DEEB Realty – 117th to RE/MAX Results  
 Perry, Conway from NP Dodge Real Estate Sales Inc – Lakeside to DEEB Realty – 117th  
 Petersen, Diane from RE/MAX Results to DEEB Realty – 117th  
 Rasmussen, Kelly from Keller Williams Greater Omaha – LaVista to Real Estate Associates Inc  
 Reynolds, Gregory from Real Estate Associates Inc to CBSHOME Real Estate – 147th  
 Schaben, Kevin from DEEB Realty – 117th to Prudential Ambassador Real Estate – California #101  
 Stahl, Denise from CBSHOME Real Estate – Davenport to CBSHOME Real Estate – Bellevue  
 Todero, Gina from CBSHOME Real Estate – Twin Creek to CBSHOME Real Estate – Bellevue  
 Tworek, Laura from NP Dodge Real Estate Sales Inc – Lakeside to Prudential Ambassador Real Estate – California #101  
 Vampola, Joseph from NP Dodge Real Estate Sales Inc – Lakeside to DEEB Realty – 117th  
 Walkenhorst, Dawn from CBSHOME Real Estate – Davenport to DVG Realty LLC  
 Watts, Connie from Keller Williams Greater Omaha – California to Prudential Ambassador Real Estate  
 Weaver, Tracie from Prudential Ambassador Real Estate to DEEB Realty – 117th  
 White-Hamilton, Alexander from CBSHOME Real Estate – Twin Creek to CBSHOME Real Estate – Bellevue

## REACTIVATED MEMBERS

Knutson, Steven – Hike Real Estate  
 McDonald, Janice – DEEB Realty – 117th  
 Marco, Jimmie – Real Estate Associates Inc  
 Miller, Vicky – RE/MAX Results

## RESIGNATIONS

Anderson, Steven – Five Star Real Estate  
 Ballue, Lisa – Alliance Real Estate LLC  
 Brown, Mark – DEEB Realty – 117th  
 Cornell, Douglas – DEEB Realty – 117th  
 Florez, Amy – NP Dodge Real Estate Sales Inc – Papillion  
 Kavan, Kevin – RE/MAX Real Estate Group – Omaha  
 Klinkacek, Thomas – HomeFinders R E Serv LLC  
 Kotera, Neil – Prudential Ambassador Real Estate – California #101  
 Maiwald, Susan – United Country Loess Hills Realty  
 Powell, Debra – NP Dodge Real Estate Sales Inc – Co Bluffs  
 Protzman, Dorothy – NP Dodge Real Estate Sales Inc – Pierce  
 Rodriguez, Rick – Real Estate Associates Inc  
 Thiessen, Dale – Real Estate Associates Inc

## NEW REALTOR® COMPANY

Hike Real Estate PC – 114 E Mission Ave, Bellevue, NE, 68005  
 OABR/MLS Phone: 402-291-2500  
 Designated Realtor: Leo “Rusty” Hike  
 United Country Menke Auction & Realty – 124 E Main PO Box 249, Treynor, IA, 51575  
 BSG/MLS Secondary Only Phone: 712-487-3542  
 Designated Realtor: Byron Menke

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

## COMPANY ADDRESS AND PHONE UPDATES

(Notify the Board office for all directory changes fax to 619-5559)  
 First American HomeBuyers Protection – 1200 Pelican Bay Pl, Lincoln, NE, 68528  
 Insphere Insurance Solutions – 11915 P St Ste 102, Omaha, NE, 68137  
 TM Appraisal Services Inc – Phone: 402-957-1078  
 Fax: 877-254-3061  
 Solution Realty Inc – 971 S 95th St, Omaha, NE, 68114

## COMPANY NAME CHANGE

NP Dodge Real Estate Sales Inc – All Offices

## MARCH ORIENTATION

- **Tuesday, April 2, 8:30 a.m. to 4:00 p.m.**
- **Wednesday, April 3, 8:30 a.m. to 4:00 p.m.**
- **Thursday, April 4, 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...

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 Laura Longo – Centris Federal Credit Union  
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# Governor Dave Heineman

Governor Dave Heineman spoke to a large group of REALTORS® at the Omaha Area Board of REALTORS® on Monday, February 11.

Governor Heineman talked about his income tax reform initiative and why it is important to Nebraska and the State's growth. He also discussed the Keystone Pipeline and shared the development and implementation of this project would help tremendously in making the U.S. less dependent on foreign oil and will increase

the number of jobs available in Nebraska. After speaking, the Governor extended his visit and answered a variety of questions from those in attendance.

David Matney, President of OABR, stated that "This was a very beneficial and informative



time with Governor Heineman, and we are honored that he took time from his busy schedule to meet with us."

*Continued from Page 1*

Locally, we are in process of finalizing some very nice drawing items for our agents and affiliates, including several new iPad mini's and a few other fun surprises as well.

Keep an eye on your email for several chances to meet and greet our elected officials and add in a few 'don't want to miss' social events too! We have set the date of July 18th for our 2nd annual "Rockin' on the River" summertime bash at Bryson's Airboat Tour grounds so put that in your calendars for sure!

Thanks again to all who invested last year and in advance to all who are investing in 2013. It's going to be a great year to be a REALTOR® at OABR!

*Bill Swanson*

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## Concrete: The Magical Mud

**By Steve Vacha**  
*Home Standards Inspection Services*

Concrete is an integral part of home construction. Throughout the centuries and in many places still today, people live in mud or earth homes. As society has progressed, our building materials have improved. The ingredients of concrete and correct construction practices ensure that today's magical mud provides all the durability and strength we need.

The capabilities of concrete were mastered long ago by the Romans. The famous Coliseum at the center of Rome was built largely with concrete. After the empire passed and the knowledge of the technology faded, concrete was used very little until it was "re-discovered" in the mid-18th century. Portland cement was patented in 1824. It is a mixture of oxides of calcium, silicon and aluminum.

Portland cement is mixed with aggregate (sand, gravel) and water to create concrete.

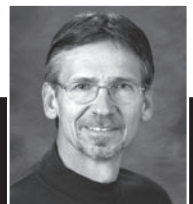
The concrete we use today allows our homes to last generations. Without the barriers that concrete provides, most building materials would deteriorate when in contact with the earth. Our homes rest on a footing of concrete. Our foundation walls are concrete block or poured concrete. We park our cars on concrete driveways and walk on concrete sidewalks and steps.

To ensure concrete stands the test of time, the correct preparation and pouring practices are essential. If footings are poured on backfilled earth, they will sink and take the house above it with them. That is why every new home must have a footing inspection prior to the footings being poured. If a builder pours the footings without this inspection the footings have to be pulled out and re-poured. Similarly, the soil must be



properly prepped under any concrete poured on grade, such as basement floors, driveways, and patios to ensure the concrete will not settle in the future.

We all know the complications that can arise if concrete settles. Some can be very expensive, such as having to repair a foundation wall to save the house. Some repairs are more common and less expensive, such as needing to mud jack a concrete sidewalk or driveway to address trip concerns. If proper construction practices are followed and the right mud is used, concrete can last a magically long time. Just ask the Romans.



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# What's Your Governmental Affairs Effort?

## Reasons to Get Involved

Each year, thousands of decisions are made at the local, state and national level – government decisions that impact your life on a daily basis. Decisions often impact the rights of real property ownership and the real estate industry as a whole.

Governmental affairs and public policy discussions are important for all REALTORS® and our efforts with RPAC help open doors to give REALTORS® a seat at the table. This year, make it a point to increase your level of participation in government:

### GOOD

1. **A GOOD START...** are you registered to vote at your current address? If so, great! If not, you can register online through the Election Commission.
2. **DO YOUR PART...** contribute your "fair share" or more to RPAC. Your fair share is \$40/year...that is only 11 cents per day. Remember your contribution is greatly appreciated.
3. **PARTICIPATE IN CALLS FOR ACTION (CFA)...** this is so important in today's political environment, and easy to do. CFA's will be sent via email...a click is all it takes to respond.

### BETTER

4. **BRING YOUR VOICE TO THE TABLE...** join the Governmental Affairs Committee at OABR. We meet the third Wednesday of each month at 11 a.m. at OABR. You'll have the opportunity to meet elected officials, learn about issues of importance, and interact with fellow REALTORS®. Contact Joni at [JoniC@OABR.com](mailto:JoniC@OABR.com) or 402-619-5556 with questions or for more information.
5. **GO ABOVE THE REST...** become an RPAC fundraising volunteer. It's fun and you will multiply your contribution by helping others.
6. **ATTEND STATE LEGISLATIVE DAY...** every January REALTORS® gather in Lincoln to review proposed legislation impacting your business...and your life.

7. **A LITTLE HIGHER...** add your voice to the State process. Become a member of the Nebraska Governmental Affairs Committee. Help form positions on legislation and license law.
8. **BECOME A REALTOR® STATE CHAMPION...** serve as a liaison for the REALTOR® organization with your State Senator.

### BEST

9. **INVEST IN YOUR INDUSTRY...** become a major contributor to RPAC. Advocate for REALTORS®, private property rights, economic development and jobs.
10. **MIDYEAR...** Every May REALTORS® gather in Washington, D.C. to meet with elected officials and review issues of importance to the real estate industry. Join us!
11. **FOR POLITICAL JUNKIES...** serve as a National Association of REALTORS® Committee Member, Nebraska RPAC Trustee, or a Federal Political Coordinator.

Good... better... best... it's easy to get involved! Contact Joni at OABR at [JoniC@OABR.com](mailto:JoniC@OABR.com) or 402-619-5556.



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## MLS Photo Policy

Photo Copyright: An agent cannot use the photos (the Work) a prior agent took to promote the property.

Copyright protection on photos flows to the individual who created the Work. That agent has the right to control the reproduction and use of the photograph(s), including the right to deny others the right to reproduce or use the Work. Other real estate companies or agents who desire to utilize such photographs will need to obtain the permission of the author of that Work.



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## Personals



**CONGRATULATIONS** to Mike McGlynn of Celebrity Homes who earned the Graduate REALTORS® Institute (GRI) Designation.

**CONGRATULATIONS** to Susan Clark of DEEB Realty who earned the Certified Residential Specialist (CRS) Designation.

**CONGRATULATIONS** to Lisa Kension of Centris Federal Credit Union on the birth of Carter James on Sunday, January 20th.

**CONGRATULATIONS** to Jamie Foote of DEEB Realty and Trevor Foote of NuVision Audio & Video on the birth of Ethan Lee on Monday, February 11th.

**CONDOLENCES** to Kimberly and Gary Kuklin of NP Dodge Real Estate Sales Inc. on the loss of their father/father-in-law.

**CONDOLENCES** to Chapin Sellin-Kurtz of CBSHOME Real Estate on the loss of her stepson.

### SEND US YOUR NEWS!

Fax: 402-619-5559

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Phone: 402-619-5551

Mail: 11830 Nicholas St., Omaha, NE 68154.



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## MOBAupdate

## Metro Omaha Builders Association

### Home Event Season is Almost Upon Us - Home Show and Remodelers Tour

There is still time to take advantage of MOBA's consumer events. Look for the upcoming Omaha Home Show ([www.OmahaHomeShow.com](http://www.OmahaHomeShow.com)) and Remodel Omaha Tour at the end of March. Hundreds of booths to see and be sure check out all the remodeling projects. Call MOBA at 402-333-2000 or [teresa@moba.com](mailto:teresa@moba.com) for more information. Also, in early May MOBA will be hosting a Spring Parade of Home events. The Parade of Homes has consistently brought quality homebuyers and builders together. Don't miss this great advertising opportunity. Look for more information in the near future.

**MOBA.com is constantly being updated, so check www.MOBA.com for the latest information.** Look for MOBA's monthly lucheons, event information and so much more. If you haven't seen the numbers for [www.MOBA.com](http://www.MOBA.com), the website is a valuable resource for new homebuyers. Whether it's to find a builder, remodeler or home service, people are also searching the list of open houses to find the home of their dreams. Is your home listed? You might want to check it out for yourself and be where buyers are looking...

## MOBAcalendar

### March

- 12** MOBA Board of Directors Meeting Noon MOBA Conference Room
- 19** MOBA Monthly Luncheon at Anthony's 11:30am to 1:00pm RSVP to [teresa@moba.com](mailto:teresa@moba.com)
- 21-24** **Omaha Home Show...** Sign up for your booth space NOW! [OmahaHomeShow.com](http://OmahaHomeShow.com)
- 23-24** **Remodel Omaha Tour...** Quality remodeling projects.

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- **Larabee School of Real Estate**  
[www.LarabeeSchool.com](http://www.LarabeeSchool.com)  
402-436-3308
- **Moore Appraisal Ed., LLC**  
[www.mooreeducation.com](http://www.mooreeducation.com)  
402-770-8605
- **Nebraska REALTORS® Association**  
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# Know the Code

## • Article 17

In the event of contractual disputes or specific non-contractual disputes as defined in Standard of Practice 17-4 between REALTORS® (principals) associated with different firms, arising out of their relationship as REALTORS®, the REALTORS® shall mediate the dispute if the Board requires its members to mediate. If the dispute is not resolved through mediation, or if mediation is not required, REALTORS® shall submit the dispute to arbitration in accordance with the policies of their Board rather than litigate the matter.

In the event clients of REALTORS® wish to mediate or arbitrate contractual disputes arising out of real estate transactions, REALTORS® shall mediate or arbitrate those disputes in accordance with the policies of the Board, provided the clients agree to be bound by any resulting agreement or award.

The obligation to participate in mediation or arbitration contemplated by this Article includes the obligation of REALTORS® (principals) to cause their firms to mediate or arbitrate and be bound by any resulting agreement or award. (Amended 1/12)

## • Standard of Practice 17-1

The filing of litigation and refusal to withdraw from it by REALTORS® in an arbitrable matter constitutes a refusal to arbitrate. (Adopted 2/86)

## • Standard of Practice 17-2

Article 17 does not require REALTORS® to mediate in those circumstances when all parties to the dispute advise the Board in writing that they choose not to mediate through the Board's facilities. The fact that all parties decline to participate in mediation does not relieve REALTORS® of the duty to arbitrate.

Article 17 does not require REALTORS® to arbitrate in those circumstances when all parties to the dispute advise the Board in writing that they choose not to arbitrate before the Board. (Amended 1/12)

## • Standard of Practice 17-3

REALTORS®, when acting solely as principals in a real estate transaction, are not obligated to arbitrate disputes with other REALTORS® absent a specific written agreement to the contrary. (Adopted 1/96)

## • Standard of Practice 17-4

Specific non-contractual disputes that are subject to arbitration pursuant to Article 17 are:

1. Where a listing broker has compensated a cooperating broker and another cooperating broker subsequently claims to be the procuring cause of the sale or lease. In such cases the complainant may name the first cooperating broker as respondent and arbitration may proceed without the listing broker being named as a respondent. When arbitration occurs between two (or more) cooperating brokers and where the listing broker is not a party, the amount in dispute and the amount of any potential REALTOR® FOCUS

resulting award is limited to the amount paid to the respondent by the listing broker and any amount credited or paid to a party to the transaction at the direction of the respondent. Alternatively, if the complaint is brought against the listing broker, the listing broker may name the first cooperating broker as a third-party respondent. In either instance the decision of the hearing panel as to procuring cause shall be conclusive with respect to all current or subsequent claims of the parties for compensation arising out of the underlying cooperative transaction. (Adopted 1/97, Amended 1/07)

2. Where a buyer or tenant representative is compensated by the seller or landlord, and not by the listing broker, and the listing broker, as a result, reduces the commission owed by the seller or landlord and, subsequent to such actions, another cooperating broker claims to be the procuring cause of sale or lease. In such cases the complainant may name the first cooperating broker as respondent and arbitration may proceed without the listing broker being named as a respondent. When arbitration occurs between two (or more) cooperating brokers and where the listing broker is not a party, the amount in dispute and the amount of any potential resulting award is limited to the amount paid to the respondent by the seller or landlord and any amount credited or paid to a party to the transaction at the direction of the respondent. Alternatively, if the complaint is brought against the listing broker, the listing broker may name the first cooperating broker as a third-party respondent. In either instance the decision of the hearing panel as to procuring cause shall be conclusive with respect to all current or subsequent claims of the parties for compensation arising out of the underlying cooperative transaction. (Adopted 1/97, Amended 1/07)

3. Where a buyer or tenant representative is compensated by the buyer or tenant and, as a result, the listing broker reduces the commission owed by the seller or landlord and, subsequent to such actions, another cooperating broker claims to be the procuring cause of sale or lease. In such cases the complainant may name the first cooperating broker as respondent and arbitration may proceed without the listing broker being named as a respondent. Alternatively, if the complaint is brought against the listing broker, the listing broker may name the first cooperating broker as a third-party respondent. In either instance the decision of the hearing panel as to procuring cause shall be conclusive with respect to all current or subsequent claims of the parties for compensation arising out of the underlying cooperative transaction. (Adopted 1/97)

4. Where two or more listing brokers claim entitlement to compensation pursuant to open listings with a seller or landlord who agrees to participate in arbitration (or who requests arbitration) and who agrees to be bound by the decision. In cases



*Continued on Page 20*

Continued from Page 19

where one of the listing brokers has been compensated by the seller or landlord, the other listing broker, as complainant, may name the first listing broker as respondent and arbitration may proceed between the brokers. (Adopted 1/97)

5. Where a buyer or tenant representative is compensated by the seller or landlord, and not by the listing broker, and the listing broker, as a result, reduces the commission owed by the seller or landlord and, subsequent to such actions, claims to be the procuring cause of sale or lease. In such cases arbitration shall be between the listing broker and the buyer or tenant representative and the amount in dispute is limited to the amount of the reduction of commission to which the listing broker agreed. (Adopted 1/05)

• **Standard of Practice 17-5**

The obligation to arbitrate established in Article 17 includes disputes between REALTORS® (principals) in different states in instances where, absent an established inter-association arbitration agreement, the REALTOR® (principal) requesting arbitration agrees to submit to the jurisdiction of, travel to, participate in, and be bound by any resulting award rendered in arbitration conducted by the respondent(s) REALTOR®'s association, in instances where the respondent(s) REALTOR®'s association determines that an arbitrable issue exists. (Adopted 1/07)

To download the Code of Ethics and Standards of Practice, go to: [www.OABRdocs.com/code2013.pdf](http://www.OABRdocs.com/code2013.pdf)



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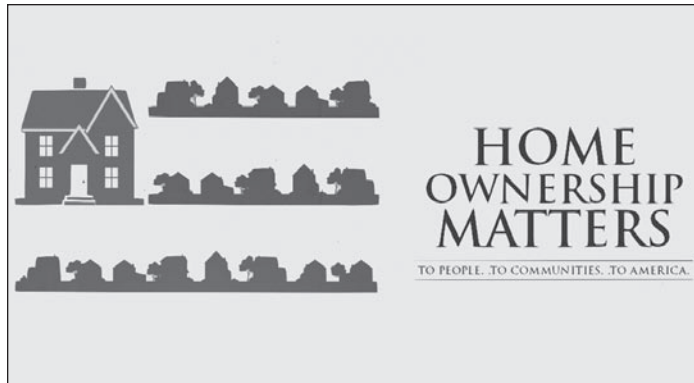





# Supra Key Agent Assistance

Supra has made numerous changes to their call center improving hold times and customer service. If you need an 'Authorization Code' to activate your eKEY or assistance in general give them a call at 402-619-5566. The voice response system will ask you for your key serial #. If you do not have your key serial number simply press 0#. Then you will be given a choice of 4 options; emergency update code, billing, pin/shackle codes and technical support. Simply press the prompt for the reason you are calling. If you do not need an emergency update code, billing or pin/shackle codes you will always press the prompt for technical support and this will get you to a live agent who will assist you.

Here is how you can find your key serial #. The key serial # for ActiveKEY's (White/Blue) is on the back of the key under the bar

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If you simply need an emergency update code for the day you call 402-619-5567; 24 hours, 7 days a week. You can get three emergency update codes before the system will require that they key sync by itself.




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

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**Bill Black**  
of CBSHOME Real Estate  
winner of the February Word Search.



Ileane Carlson



Mike Connell



Brett Curtis



Gerry Frans



Rosalia Gish



Ericka Heidvogel



Don Igo



Marsha Labs



Monica Lang



Mike McGlynn



Debbie Mitchell



Gary Patricelli



Leslie Petersen



Gary Price



Tammy Smart



Laura Thibault



Susie Vocolka



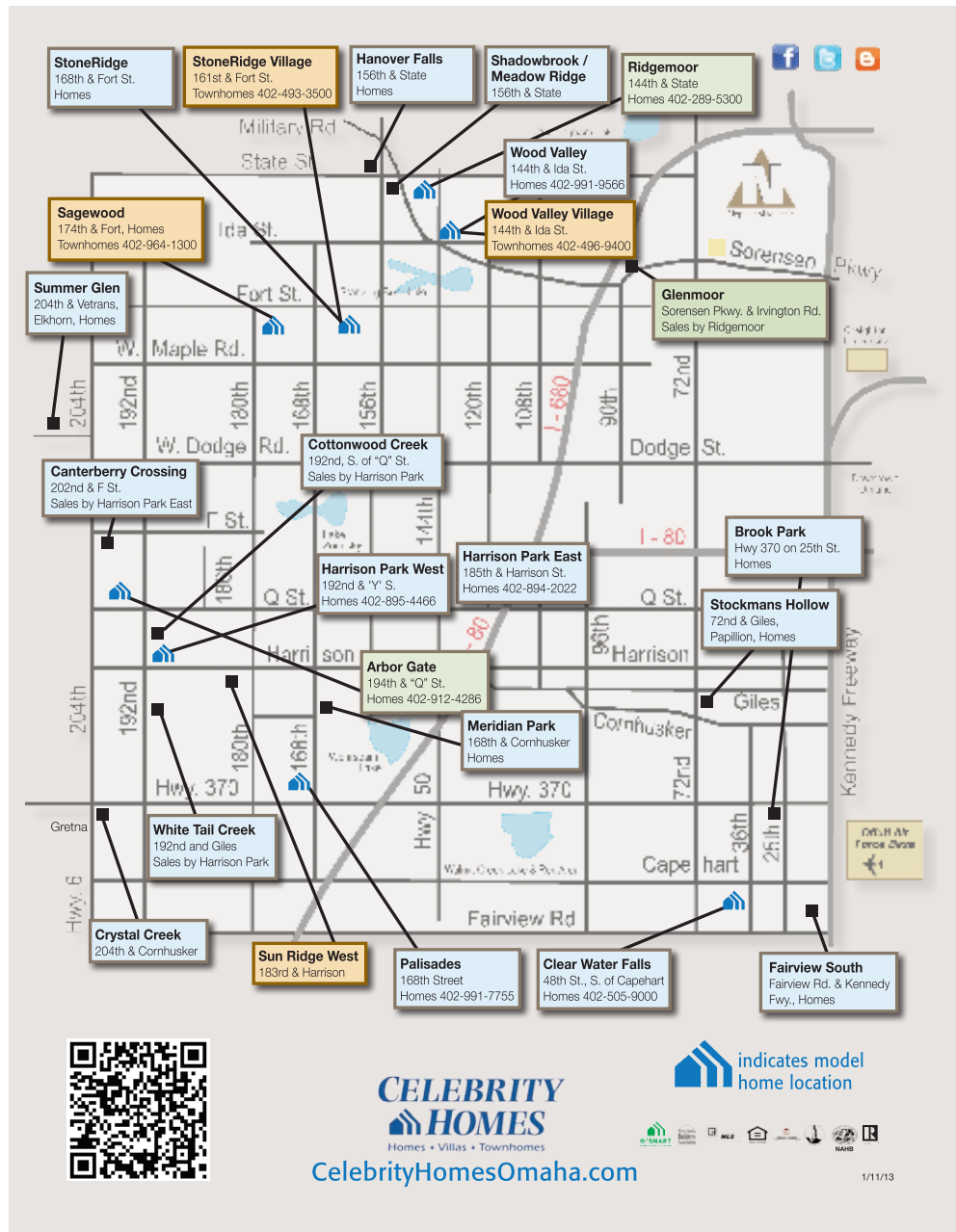
Shawn McGuire  
Sales Manager



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