

## 131<sup>st</sup> Annual OABR Inaugural



The 131st Annual OABR Inaugural was held on Wednesday, August 24 at the Joslyn Art Museum. Festivities began at 5:30 pm with social hour and hor d'oeuvres.

The ceremony kicked-off the new leadership term for 2017 OABR President, Monica Lang, and 2017 OABR and MLS Officers and Directors. David Earl of KETV presided as Master of Ceremonies and Deda Myhre of Nebraska Realty conducted the invocation and Pledge of Allegiance. Lisa Ritter, 2015 NRA President officiated the installation of Officers and Directors.

Stay tuned to the October FOCUS Newsletter for more photos from the Inaugural and a full list of 2017 Officers and Directors and award winners. We look forward to a successful 2017 with OABR President, Monica Lang!



## UPCOMING EVENTS

### Dues Deadline (with penalty)

Monday, Sept. 15

### Code of Ethics Training Course

Friday, Sept. 16; 8:30 am - 12 pm  
@ OABR Education Center

### REALTOR® Safety Safari

Wednesday, Sept. 28; 9 am - 12 pm  
@ Holiday Inn Hotel & Suites

### Knowledge is Power

**New in Town: Emerald Ash Borer Moves to Omaha**

Thursday, Sept. 29; 10 am - 11am  
@ OABR Education Center

**Pay it forward!**  
**SCAVENGER HUNT**

**Thursday, October 6 @ The Hive**  
1207 Harney St Omaha, NE 68102

**Team Check-in:** 3:00 - 3:30 pm  
**Networking:** 3:30 pm  
**Scavenger Hunt:** 4:00 - 5:00 pm  
**Reception to follow @ The Hive**

**\$15 / Team Member**  
All Proceeds go to RPAC  
6-8 OABR Members / Team  
Only 10 Teams available!  
**See Page 21 for more details.**



**Omaha Area Board of REALTORS®**  
11830 Nicholas Street  
Omaha, NE 68154  
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#### 2017 Board of Directors

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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,*

## Message from the OABR President

### *Cheers to New Beginnings!*

I would first like to thank Andy Alloway for his service as the 2016 OABR President. Andy is an amazing leader and an incredible asset to our industry. I want to personally thank him for his dedication to our organization.

As your new OABR President, allow me to introduce myself.

I have been a Realtor Member since 1995. Back then we used pencils for taking the license exam, not computers. The MLS listings were still published in a book, not online, and cell phones were only used for calls, not emails and text messages. Wow! How things have changed for the better!

I started my career at Brighton Homes (CSI), then spent a year at Benchmark Homes. I started at Celebrity Homes in 1997 and have represented Celebrity Homes ever since. I have had the opportunity to meet and work with many of you over the years. Even after all these years, I still find it incredibly gratifying each and every time I am able to help a customer achieve their dream of homeownership!

I sincerely believe in the following quote:

**“Success is not the key to happiness.  
Happiness is the key to success. If you love  
what you are doing, you will be successful.”**

*– Herman Cain*

As Realtors in the Omaha Metro Area, we are truly blessed to have a great economy with a strong real estate marketplace. We are also very fortunate to have an awesome CEO, Doug Rotthaus, and a hard-working staff at OABR.

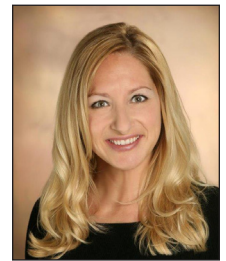
My goal this year is to increase involvement in our organization. The rewards are immense! Please consider joining one of the many committees such as Governmental Affairs, Social Events, Education Committee, Diversity Committee, Young Professionals Network, and others. These committees are a great opportunity to network and become actively involved in our organization.

My wish for the entire membership is to have a successful, fulfilling career in this wonderful industry. So let's get out there & make this month great!

I sincerely look forward to serving as your 2017 President!

Cheers!

Monica



**Monica Lang**  
**2017 President**





# BUBBLE SOCCER BASH

OMAHA  
AREA BOARD OF  
REALTORS®

A fundraiser for the  
Nebraska REALTORS® Association's  
Home Buyer's Assistance Foundation

**Thursday, September 8<sup>th</sup>** (Rain date: Sept. 22)

**4 - 7 PM | Crosskey Villages Park**

Just north of Blondo at Papillion Pkwy (Approx. 115<sup>th</sup> St.)

**\$5 Meal: Hamburger/Hotdog, Chips, Water**

All meal proceeds go to Home Buyer's Assistance Foundation

**Bring your family, friends and lawn chairs!**

**Please bring your own beverages.**

**Raffles & Silent Auction 4 - 6 pm**

**\$200 / Team**

**5 person minimum/10 maximum**

**1 OABR member required /team**

**Must be 18 years or older to play**

**Game Rules**

**5 players play two 5 minutes halves**

**Double elimination tournament**

**Team award for best theme**



Register online at [ims.oabr.com](http://ims.oabr.com). Type in your ID and password, click on "Event by date," then on the specific event.

Team Contact Name \_\_\_\_\_ Company \_\_\_\_\_

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

# of Team Players \_\_\_\_\_ Team Name \_\_\_\_\_

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Card Type (Circle One): Visa    Master Card    Discover    American Express

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

Please register by Monday, August 29, 2016.

Questions? Contact [Donna@OmahaREALTORS.com](mailto:Donna@OmahaREALTORS.com) or 402-619-5551.

**Mailing Address:**

Omaha Area Board of REALTORS®  
11830 Nicholas St.  
Omaha, NE 68154

# Wire Fraud Email Notice Template Available

The following is an example of a notice you may wish to consider adding to your email signature line. This notice should not serve as a substitute for educating your clients and other participants in your real estate transactions about email wire fraud.

## SAMPLE TEMPLATE:

**IMPORTANT NOTICE:** *Never trust wiring instructions sent via email. Cyber criminals are hacking email accounts and sending emails with fake wiring instructions. These emails are convincing and sophisticated. Always independently confirm wiring instructions in person or via a telephone call to a trusted and verified phone number. Never wire money without double-checking that the wiring instructions are correct.*

By 2019, cybercrime will cost businesses an estimated \$2 trillion annually. Don't be a part of that statistic! Implement the following best practices to safeguard you, your clients, and your business from online criminals.

**Best Business Practices:** *Develop and enforce formal policies for ensuring data security.*

- Create, maintain and follow a comprehensive Data Security Program.\*
- Create, maintain and follow a comprehensive Document Retention Policy.\*
- Avoid storing clients' personally identifiable information for longer than absolutely necessary. When you no longer need it, destroy it.

**Best Email Practices:** *Unsecure email accounts are open doors to cyber criminals. Follow these guidelines to help keep that door securely shut and locked tight.*

- Whenever possible, avoid sending sensitive information via email.
- If you must send sensitive information via email, make sure to use encrypted email.
- Never trust contact information in unverified emails.
- If an email looks even slightly suspicious, do not click on any links in it, and do not reply to it.
- Clean out your email account regularly. You can always store important emails on your hard drive.
- Do not use free wifi to transact business.
- Avoid using free email accounts for business.
- Use strong passwords.
- Change your password regularly.

## Best Transaction

**Practices:** *Real estate transactions require flurries of information between numerous parties. This makes for primetime opportunities for fraudsters. How do you secure your deal?*



- From the very start of any transaction, communicate and educate. Get all parties to the transaction up to speed on fraud "red flags," and make sure everyone implements secure email practices.
- When wiring money, the person doing the wiring should pick up the telephone and call the intended recipient of the wired funds immediately prior to sending the funds in order to verify the wiring instructions.
- Remember to use only independently verified contact information.
- Stay paranoid. A few years back the director of the FBI almost got taken by an email banking scam. If it can happen to him, it can happen to us.

**Best Damage Control Practices:** *It's happened. A breach of data, a successful scam, a hack. What to do?*

- If a money wire has gone out, immediately contact the bank to try and stop the funds.
- Notify all affected or potentially affected parties. Many states have data breach notification laws.
- Change all of your passwords. If possible, change usernames as well.
- Talk to your attorney.
- Contact the police.
- Report the breach to the FBI Internet Crime Complaint Center: <http://www.ic3.gov/default.aspx> (link is external)
- Report to your REALTOR® Associations.



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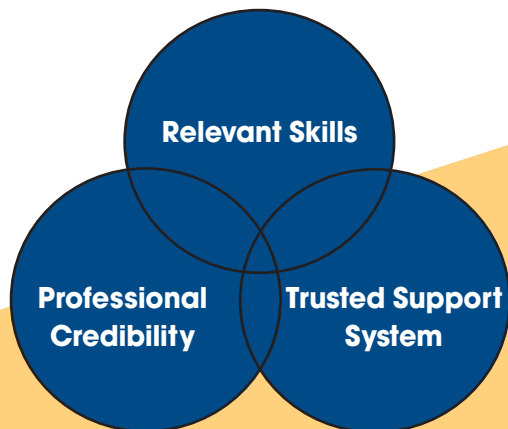
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## Think Affiliates First

Have you ever had a real estate transaction where you were the only person/professional that was involved from start to finish?

With some transactions you may feel that way, when dealing with your buyer or seller; however, there are many people and/or service providers that help you get to the closing table.

You will see numerous professions involved in each of your transactions (ie: home inspectors, insurance agents, mortgage lenders, termite inspectors, radon inspections, title/escrow closers, and many more).

Every single person or company has a vested interest in seeing your transaction completed in a professional and timely manner. To insure your client the smoothest possible closing, you want to work with people that you know and trust. Therefore we ask you to Think Affiliates First!

## Why should you 'Think Affiliates First?'

- Affiliates are members of the Omaha Board of REALTORS®, just like you.
- Affiliates pay dues and invest in RPAC.
- Affiliates sponsor a large majority of the events put on by OABR (ie: OABR Golf Outing, Turkey Bowl, Blue Jean BBQ, Summer Picnic, etc)
- Affiliates have a mutual goal in seeing your transaction through to completion.
- Affiliates donate time on numerous committees (ie: Education, WCR, Golf, RPAC).
- Affiliates are bound to the Code of Ethics, just as Realtors.
- Affiliates are here to help you!



### The Affiliates Council

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

**Find an Affiliate member online!** Visit [www.OABRaffiliates.com](http://www.OABRaffiliates.com)





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## **AFFILIATES**

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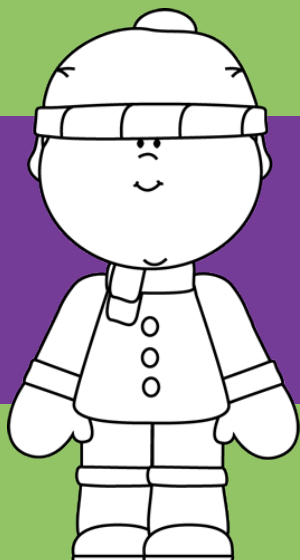
*The role of the Affiliate Council of the Omaha Area Board of REALTORS® is to promote business relationships and services to REALTOR® members, actively solicit Affiliate membership in the OABR and promote ethical business practices of Affiliate Members.*

### **AFFILIATE MEMBERS ATTENDING THE AUGUST 2016 MEETING:**

Brent Rasmussen (President) – Mortgage Specialist LLC  
Erin Trescott (Vice President) - Pulaski Bank Home Lending  
Lisa Powell (Secretary) – Farmers Insurance Powell Ins  
Brenda Stuart (Treasurer) – ServiceOne Inc  
Jerad Berry – Centris Federal Credit Union  
Jessica Blake – Security National Bank  
Lori Bonstetter – 2-10 Home Buyers Warranty  
Lou Bozak – Paul Davis Restoration  
Jessica Bruhn – Gateway Mortgage Group  
Jeff Bybee – CKB Custom Creations  
Kayla Cunningham – JH Willy  
Mindy Currington – Central National Bank  
Theresa Dein – Franklin American Mortgage Co  
Amy Dritley – People Mortgage Company  
June Eads – AmeriSpec Home Inspection Service  
Jan Eggenberg – Surehome Inspection Co  
Summer Franco – First National Bank  
Dick Hovorka – US Bank Home Mortgage  
Debbie Kalina – Radon Pros LLC  
Deb Martin – Great Western Bank  
Lisa Miers – Pulaski Bank Home Lending  
David Morar – DVI Insurance Group LLC  
Sue Owen – TitleCore National  
Kayla Shafer – Home Warranty of America  
Mary Sladek – My Insurance LLC  
Erin Moran – Home Buyers Protection  
Cher Stenger – Home Buyers Protection  
Matt Thiel – DRI Title & Escrow  
Bridget Vacha – Home Standards Inspection Service  
Wendy Walker – Nebraska Title Company

### **UPCOMING MEETINGS:**

Tuesday, September 20 - 9:00 a.m.  
Tuesday, October 18 - 9:00 a.m.  
Tuesday, November 15 – 9:00 a.m.



# "OUTSIDE - IN" CLOTHING DRIVE

**SocialEvents**  
Omaha Area Board of REALTORS®

Warming  
children  
from the  
outside in.

**Kick-Off: Wednesday, Aug 10 - Sept 23**

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- Omaha Schools Foundation
- Project Wee Care
- Heartland Family Services

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## 2017 Dues Deadline

**REMINDER:** Thursday, September 15 is that last day to pay your 2017 dues. Unpaid accounts will result in termination.

Pay online at: <https://ims.oabr.com>, or visit the OABR office Monday through Friday, 8:00 am - 4:45 pm to pay your dues.

Questions? Contact Debbie Peterson at 402-619-5553 or [Debbie@OmahaREALTORS.com](mailto:Debbie@OmahaREALTORS.com)

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# Join the 2016 RPAC Challenge!

100% RPAC Participation: **Celebrity Homes**

## GOLDEN "R"

Kammandel, Henry  
Leisey, Vince

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

Alloway, Andy  
Gehrki, Joe  
Jennings, Karen  
Marasco, Ralph  
Meyer, Trudy  
Pruitt, Terri  
Rasmussen, Matt  
Rauth, Susan  
Riedmann, Mike  
Ritter, Dennis  
Ritter, Lisa  
Rotthaus, Doug  
Vogt, Scott  
Wehner, Mark

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

Adams, Kathryn  
Dodge, Nate  
Gibson, Ryan  
Housley, Dionne  
Jarecke, Melissa  
Matney, David  
May, Angela  
Myhre, Deda  
Neilan, Perre  
Tabatabai, Beverly

## \$1 - A - DAY CLUB (\$365)

Amick, Molly  
Anderson, Jill  
Andrew, Cynthia  
Archer, Crystal  
Craighead, Joni  
Dohse, Doug  
Irish, Sheila  
Leaders, Mark  
Lichter, Pat  
Sawyer, Jessica  
Swanson, Bill

## CAPITAL CLUB (\$250+)

Battiato, Diane  
Bengtson, Megan  
Ciochon-Lichter, Linda  
Evans, Don  
Krenk, Lindsey  
Lang, Monica  
Lepert, Mari  
Maloy, David  
McGuire, Shawn  
Otis, Marie  
Poppen, Denise  
Richardson, Lisa  
Rosso, Larry  
Seybold, Monica  
TenEyck, Dixie

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

Baumert, Gary  
Bengtson, Darla  
Blackmon, Mike  
Brant, Angela  
Bresley, Mark  
Burford, Judith  
Carlson, Debra  
Clark, Susan  
Clemenger, Katie  
Coenen, Denise  
Ernst, Mary  
Haeg, Jennifer  
Hoback, Richard  
Johnson, Diane  
Leesley, Christy  
Miller, Kathleen  
Nicola, Tammy  
Patrick, Jeanne  
Petersen, Leslie  
Rouch, Kathryn  
Shipley, Donna  
Shour, Christine  
Smith, Ashley  
Smith, Charlotte  
Turner, Melissa  
Wertheim, Robert  
Wilhelm, Cheryl

## 99 CLUB (\$99+)

Andersen, Linda  
Bane, Barbara  
Bierman, Nancy  
Black, William  
Bock, Andrew  
Boyles, Jo  
Carlson, Ileana  
Concannon, Charles  
Deprez, Brian  
Deprez, Nicole  
Faubion, Ernest  
Frost, Ginny  
Hall, Gregory  
Hegg, Sherry  
Herfindahl, Cassandra  
Hopkins, Debra  
Horton, Linda  
Houlihan, Anne  
Igo, Donald  
Kasper, Todd  
Kesick, Carolyn  
Lee, Sean  
Lewis, Michael  
Lube, Elizabeth  
Maloney, Margaret  
Manhart, Jennifer  
McGlynn, Michael  
Mingus, Kellie  
Montgomery, Sherri  
Morrison, James  
Murphy, Tammy  
Nicholson, Andrea  
Nicholson, Rosemary  
Oberhauser, Erin  
O'Neal, James  
Pache, Diana  
Pflaum, Kathryn  
Reyneck, Jody  
Rowe, Kay  
Schlickbernd, Jeri  
Sleddens, Lisa  
Smith, Thomas  
Stoneburg, Janell  
Stoneburg, Gary  
Sullivan, William  
Titus, Randy  
Tworek, Laura  
Westerhaus, Joseph  
Winters, Evan

## 50 CLUB (\$50+)

Adams, Tamara  
Agarwal, Yelena  
Agosta, Logan  
Ahlers, Hedy Rae  
Ahlers, Raquel  
Alberts, Maria  
Alexander, Cheryl  
Allen, Earl  
Allen, Tonya  
Alloway-Palermo, Jennifer  
Amos, Steven

Amoura, Jo Anne  
Amoura, Medhet  
Andersen, Matthew  
Anderson, David  
Anderson, Carly  
Anderson, Janet  
Anderson, Kallee  
Andresen, Delten  
Andresen, Teri  
Anson, Kaleen  
Anzalone, Antonio  
Arp, Julie  
Arrasmith, Chris  
Aspen Huber, Elizabeth  
Atkinson, Billie  
Avard, Teri  
Bacon, Angela  
Bader, Brad  
Bak, Rich  
Baker, LeAnne  
Ballue, Lisa  
Baratta, Sandra  
Barnett, Paul  
Barr, Nancy  
Barrera, Oscar  
Barrett, Verla  
Barrett, Gregory  
Barrett, John  
Barrow, Aaron  
Barsell, Helen  
Bartling, Jill Marie  
Bauer, Eric  
Bay, James  
Beacom, Michael  
Beals Gross, Shirley  
Beaton, Christopher  
Beck, Sandra  
Beers, Diane  
Beers, John  
Beers, Matthew  
Begley, John  
Belgarde, Rebecca  
Bell, Mary Lou  
Bell, Patricia  
Bellinger, Britteny  
Benson, Brandon  
Benson, Stacey  
Berner, Richard  
Best, Brian  
Bethel, Kathryn  
Bettin, Barbara  
Bills, Kimberly  
Birstihl, Jason  
Blackman, Catherine  
Blankenau, Mark  
Blinn, Ellen  
Bloom, Sharon  
Bloomquist, Colleen  
Blusys, David  
Bober, Christopher  
Bober, Jennifer  
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Boe, Nancy  
Boothe, Samara  
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Bray, Denise  
Bray, Leria  
Briggs, Diane  
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Broders, Carrie  
Broesch, John  
Brooks, John  
Brotzki, Michelle

Brown, Ethan  
Brown, Julia  
Brown, Justin  
Brown, Mary Kay  
Bruhn, Jennifer  
Brutsche, Timothy  
Bunde, Carmen  
Bundren, Joshua  
Burke, Timothy  
Burkle, Sheryl  
Burney, Charles  
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Cohen, Anne  
Cohen, Arlene  
Cohen, Martin  
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Combs, Sondra  
Connell, Michael  
Cooper, Scott  
Coover, David  
Cornell, Ashley  
Correa-Cerrillo, Jose  
Cox, Kathy  
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Criss, Steven  
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**\$100,000**

**12-31-16**

**\$98,684**

**8-16-16**

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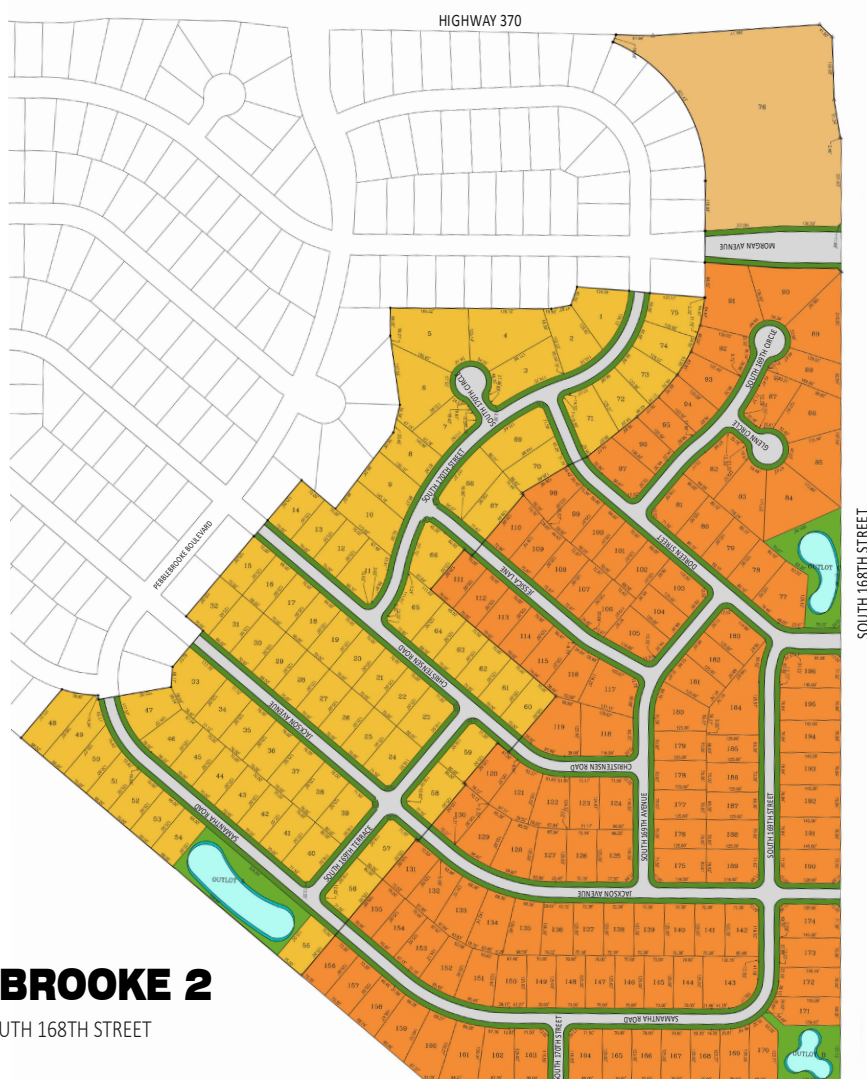
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Nelson, Carole – NP Dodge Real Estate Sales Inc – 148 Dodge  
Perchal, April – BHHS Ambassador Real Estate – Village Pointe  
Platisha, Taylor – Redfin Corporation  
Reinhart, Jalayna – NP Dodge Real Estate Sales Inc – 204 Dodge  
Royuk, Joanne – CBSHOME Real Estate – 159 Dodge #200  
Stokes, Jeffrey – NP Dodge Real Estate Sales Inc – 204 Dodge  
Suedmeier, Victoria – Keller Williams Greater Omaha – 119 #1  
Weaver, Christina – Keller Williams Greater Omaha – 119 #1  
Wise, Alexander – PJ Morgan Real Estate

## AFFILIATE CANDIDATES

Duran, James – KreativElement  
Franck, Anthony – Integrity Termite  
May, Sarah – SAC Federal Credit Union  
Norquest, LeAnna – AmeriSpec Home Inspection Serv  
Walker, Levi – Skyline Home Loans

## MEMBER TRANSFERS

Becker, David from NP Dodge Real Estate Sales Inc – 204 Dodge Ste A  
to BHHS Ambassador Real Estate – Village Pointe #201  
Caffery, Lori from RE/MAX Platinum to Nebraska Realty - Burt  
Day, Katie from NP Dodge Real Estate Sales Inc – 148 Dodge  
to BHHS Ambassador Real Estate – Village Pointe  
Dooley, Roxanne from NP Dodge Real Estate Sales Inc – 204 Dodge  
to BHHS Ambassador Real Estate – Village Pointe  
Ellison, Chad from NP Dodge Real Estate Sales Inc – 204 Dodge  
to BHHS Ambassador Real Estate – Village Pointe  
Fosmer, Katrina from Nebraska Realty – Burt  
to Nebraska Realty – Burt #200  
Hosking, John from BHHS Ambassador Real Estate – Village Pointe  
to Keller Williams Greater Omaha – 119 #1  
Jackson, Andrew from Coldwell Banker REA to  
BHHS Ambassador Real Estate – Village Pointe  
Ketcham, Aimee from BHHS Ambassador Real Estate – Village Pointe  
to CBSHOME Real Estate – 159 Dodge #200  
Lee, Richard from Coldwell Banker REA  
to Keller Williams Greater Omaha – 119 #1  
Litz, Cassandra from BHHS Ambassador Real Estate – Village Pointe  
to BHHS Ambassador Real Estate – Village Pointe #201  
Longacre, Sherryl from Don Peterson & Associates RE – 6th  
to BHHS Ambassador Real Estate - Fremont  
Lund, Jamie from BHHS Ambassador Real Estate – Village Pointe  
to CBSHOME Real Estate – 159 Dodge #200  
Miller, Laura from Nebraska Realty – Burt  
to BHHS Ambassador Real Estate – Village Pointe  
Minturn, Kylie from Keller Williams Greater Omaha – 119 #1  
to BHHS Ambassador Real Estate – Village Pointe  
Miralles, Rebecca from NP Dodge Real Estate Sales Inc – 204 Dodge  
to BHHS Ambassador Real Estate – Village Pointe  
Mueller, Staci from BHHS Ambassador Real Estate – Village Pointe  
to BHHS Ambassador Real Estate – Village Pointe #201

Nelson, Zachary from NP Dodge Real Estate Sales Inc – 204 Dodge to BHHS Ambassador Real Estate – Village Pointe  
 Rowe, Kay from NP Dodge Real Estate Sales Inc – 108 Dodge to Keller Williams Greater Omaha – 119 #1  
 Stark, Jodi from NP Dodge Real Estate Sales Inc – 148 Dodge to BHHS Ambassador Real Estate – Village Pointe  
 Stuhr, Courtney from NP Dodge Real Estate Sales Inc – 204 Dodge to BHHS Ambassador Real Estate – Village Pointe  
 Taylor, Amanda from NP Dodge Real Estate Sales Inc – 204 Dodge to BHHS Ambassador Real Estate – Village Pointe  
 Vigneri, Amanda from NP Dodge Real Estate Sales Inc – 204 Dodge to BHHS Ambassador Real Estate – Village Pointe  
 Vocolka, Michael from Hike Real Estate PC – Bellevue to Hike Real Estate PC – Fairbury  
 Westerhouse, Joseph from NP Dodge Real Estate Sales Inc – 204 Dodge to BHHS Ambassador Real Estate – Village Pointe

## REACTIVATED MEMBERS

Fleming, David – Coldwell Banker REA  
 Murphy, James – Better Homes and Gardens RE

## RESIGNATIONS

Benak, Gracie – Coldwell Banker REA  
 Benker, Danelle – Keller Williams Greater Omaha – 119 #2  
 Brown, Catherine – NP Dodge Real Estate Sales Inc – Sarpy  
 Brown, Jennifer – DVG Realty LLC  
 Bubak, Darcy – Nebraska Realty – Burt  
 Bull, Kelli – Nebraska Realty – Burt  
 Butterfield, Brandon – TNT Termite Services  
 Carrell, Lori – Nebraska Land Title & Abstract  
 Carson, Jennifer – Nebraska Title Company  
 Carter, Bob – Total Home Inspections Co  
 Combs, Sondra – Nebraska Realty – Burt  
 Cullin, Shane – Nebraska Land Title & Abstract  
 Dubisr, Karla – CBSHOME Real Estate – 159 Dodge #200  
 Elias, Nicole – Keller Williams Greater Omaha – 119 #1  
 Frohm, Scott – NP Dodge Real Estate Sales Inc – 148 Dodge  
 Groeneweg, Craig – CBSHOME Real Estate – 159 Dodge #200  
 Haake, Phil – AmeriSpec Home Inspection Serv  
 Hall, Cyndi – Pratt Pest Control Inc  
 Hartfield, Matthew – Integrity Termite  
 Hough, Morgan – NP Dodge Real Estate Sales Inc – 148 Dodge  
 Melsheimer, Stephanie – NP Dodge Real Estate Sales Inc – 148 Dodge  
 Milczski, William – NP Dodge Real Estate Sales Inc – Sarpy  
 Minge, Sherry – CBSHOME Real Estate – 159 Dodge #200  
 Muths, Melissa – Nebraska Realty – Burt  
 O'Brien, Ashley – Nebraska Land Title & Abstract  
 Quinn, Susan – BHHS Ambassador Real Estate – Village Pointe  
 Reestman, Jamie – NP Dodge Real Estate Sales Inc – 148 Dodge  
 Stoltenberg, Alan – SAC Federal Credit Union  
 Yi, Min – Omaha Metro RE Photography

## NEW REALTOR® COMPANY

GreenSlate Management LLC – 144 S 39th St, Omaha, NE, 68131  
 OABR/MLS Phone: 402-995-9924  
 Designated Realtor: Spencer Lombardo  
 Jensen Appraisal Services – 2755 W Hwy 91, Blair, NE, 68008  
 OABR/MLS Phone 402-990-7571  
 Designated Realtor: Stephen Jensen Jr

## MEMBERSHIP STATISTICS

### OABR

	July 2016	July 2015
Designated REALTOR®	198	198
Des. REALTOR® - Secondary REALTOR®	2	1
REALTOR® - Secondary	2350	2207
Emeritus	10	6
Emeritus	50	41
<b>TOTAL</b>	<b>2610</b>	<b>2453</b>

Institute Affiliate	64	59
Affiliate	410	350
Public Service	7	5
<b>TOTAL</b>	<b>3365</b>	<b>2453</b>

	July 2016	YTD
New REALTOR® Members	40	260
Reinstated REALTOR® Members	2	36
Resignations	29	138

### GPRMLS

	July 2016	July 2015
Participants (OABR)	191	190
Participants (MLS only)	65	65
Subscribers (OABR)	2363	2203
Subscribers (MLS only)	209	189
Exempt	28	32
<b>TOTAL</b>	<b>2856</b>	<b>2679</b>

## NEW REALTOR® BRANCH OFFICE

Hike Real Estate PC – 213 W Eldora Ave, Weeping Water, NE, 68463  
 Phone: 402-291-2500  
 Hike Real Estate PC – 421 D St, Fairbury, NE, 68352  
 Phone: 402-291-2500

## COMPANY ADDRESS/PHONE UPDATES

Battiato Real Estate – Phone: 402-690-4769  
 CBSHOME Real Estate – Fremont – 445 E 1st St, Fremont, NE, 68025  
 Alison Frazier Appraiser – 3961 S 194th St, Omaha, NE, 68130

## COMPANY NAME CHANGE

Deer Creek Realty & Management LLC – (formerly Daniel Schmit Broker)  
 RE/MAX Platinum – (formerly RE/MAX Platinum Realty)

## SEPTEMBER COFFEE SPONSORS

Mary Sladek - My Insurance LLC  
 Monica Gartner - Nebraska Land Title & Abstract  
 Erin Moran - Home Buyers Protection  
 Brent Rasmussen - Mortgage Specialists LLC  
 Lori Bonnstetter - 2-10 Home Buyers Warranty

## OCTOBER COFFEE SPONSORS

Lisa Powell - Powell Insurance Farmers Insurance  
 Erin Trescott - Pulaski Bank Home Lending  
 Debbie Kalina - Radon Pros LLC  
 Brenda Stuart - ServiceOne  
 Jody Smythe - Retirement Funding Solutions



# Placemaking Project Improves Annual Picnic

As part of Placemaking, a new initiative by the National Association of REALTORS®, OABR has adopted Crosskey Villages Park with the goal of attracting people to a little-used park to gather and play. The park now features a new gazebo-shelter. In addition, a saucer swingset and new Realtor branded benches are being installed.

The 17th Annual OABR Summer Picnic drew in nearly 170 members on Wednesday, August 10. This year's picnic was held at Crosskey Villages Park, located just north of the OABR offices at 115th & Blondo. Those who attended the picnic had the opportunity to network with over 30 different Affiliate companies who sponsored tables under the big-top tents. We couldn't have asked for better weather to accompany our picnic in the park. Members enjoyed a delicious grilled lunch in the park provided by Hy-Vee.

Thank you to the Affiliates who sponsored this event! See the list of sponsors and prize winners.





## Thanks to the Participating Affiliate Members!

2-10 Home Buyers Warranty ..... Lori Bonnstetter  
 ACCESS Bank ..... Nick Hartnett  
 Affiliates ..... Ruth Smith/Deb Martin  
 AmerisSpec/TNT Services ..... June Eads  
 Beardmore Insurance Services ..... Mike Bruening  
 Central National Bank ..... Mindy Curington  
 Centris FCU ..... PK Kopun  
 CKB Custom Creations ..... Jeff Bybee  
 DVI Insurance ..... David Morar  
 Farmers Insurance ..... Lisa Powell  
 First National Bank ..... Summer Franco  
 Focus Printing ..... Jim Holmes  
 Franklin American Mortgage ..... Theresa Dien  
 Home Buyers Protection ..... Erin Moran  
 Home Standards ..... Bridget Vacha  
 Home Warranty of America ..... Kayla Shafer  
 JH Willy ..... Kayla Cunningham  
 Midlands Home Inspection ..... Brent Simmerman  
 MOPOA ..... John Seigel  
 My Insurance ..... Mary Sladek  
 Paul Davis Restoration ..... Lou Bozak  
 Pulaski Bank ..... Lisa Miers  
 Radon Pros ..... Debbie Kalina  
 RPAC ..... Bill Swanson  
 Service One ..... Brenda Stuart  
 Social Events/Coat Drive ..... Deda Myhre  
 Staging Design by Lisa Marie ..... Lisa Marie Bullerman  
 Sure Home Inspection ..... Jan Eggenberg  
 US Bank Home Mortgage ..... Dick Hovorka  
 YPN ..... Justin Lorimer

## Lucky Winners of \$50 Hy-Vee Gift Cards & Dues

Dave Becker ..... BHHS Ambassador Real Estate  
 Jill Bobenhouse Tesar ..... Nebraska Realty  
 Heather Bullard-Hanika ..... NP Dodge Real Estate  
 Don Clees ..... BHHS Ambassador Real Estate  
 Lisa Czerwinski ..... NP Dodge Real Estate  
 Rich Edwards ..... BHHS Ambassador Real Estate  
 Tammy English ..... BHHS Ambassador Real Estate  
 Karen Gehrki ..... CBSHOME Real Estate  
 Todd Gould ..... CBSHOME Real Estate  
 Jeff Grover ..... Nebraska Realty  
 Brenda Hamre ..... CBSHOME Real Estate  
 Aubrey Hess ..... CBSHOME Real Estate  
 Kerri Kelly ..... BHHS Ambassador Real Estate  
 Brittney Kusmierski ..... BHHS Ambassador Real Estate  
 Sharron Noll ..... BHHS Ambassador Real Estate  
 Connie Owens ..... NP Dodge Real Estate  
 Ed Post ..... CBSHOME Real Estate  
 Susan Rauth ..... CBSHOME Real Estate  
 Ron Rubin ..... CBSHOME Real Estate  
 Nanci Salistean ..... NP Dodge Real Estate  
 Mark Samuelson ..... Nebraska Realty  
 Jessica Sawyer ..... Nebraska Realty  
 Marlise Schon-Dishaw ..... Multi-Vest Realty  
 Kyle Schulze ..... BHHS Ambassador Real Estate  
 Char Smith ..... CBSHOME Real Estate  
 JaNell Stoneburg ..... GBS Homes  
 Lyn Struass ..... NP Dodge Real Estate  
 Bill Swanson ..... CBSHOME Real Estate  
 Joann Wellsandt ..... CBSHOME Real Estate  
 Kaylane Wickert ..... BHHS Ambassador Real Estate



## 2017 Annual Dues Winners

### REALTOR DUES (\$550)

John Peterson, CBSHOME Real Estate

### AFFILIATE DUES (\$100)

Joel Webber, Professional House Doctors



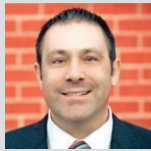


# CELEBRITY HOMES

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Kaleen Anson



Justin Burnison



Ileana Carlson



Bill Casey



Katie Clemenger



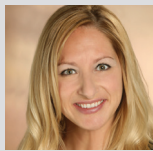
Mike Connell



Ericka Heidvogel



Don Igo



Monica Lang



David Lee



Luke Lofgren



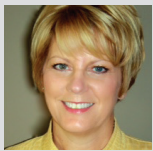
Mike McGlynn



Sherri Montgomery



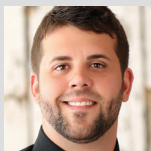
Jim Murphy



Jane Ploughman



Leslie Petersen



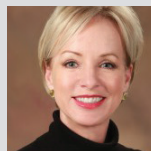
Kurt Pfeffer



Gary Price



Scott Rosenthal



Tammy Smart



Shawn McGuire  
Sales Manager



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Annali Leach  
April Tucker  
Arlene Cohen  
Aubrey Hess  
Beth Lube  
Beth Olson  
Betsy Rogers  
Bill Bybee  
Bill Sullivan  
Billie Atkinson  
Brad Bebermeyer  
Brian Schamp  
Brittney Kusmierski  
Bruce Wilkie  
Carri Owens  
Cassandra Herfindahl  
Cheri Anderson  
Chris Bauer  
Chris Payne  
Chris Robertson  
Chrissy Sakkas  
Cindy Robarge  
Cindy Hartzell  
Connie Betz  
Courtney Stuhr  
Crystal Santamaria  
Dan Herman  
Dan Spence  
Danielle Altman  
Darcy Beck  
Darryl Wikoff  
Dave Kenney  
David Hays  
Deda Myhre  
Derek Faulkner  
Derick Lewin  
Dianne Briggs  
Don Buehler  
Don Obryan  
Douglas Stevens  
Dustin Hill  
Emily Earnest  
Emily Wilson  
Eric Renner  
Ernest (Rod) Faubion  
Frank Gomez

Fred Tichauer  
Gail Randone  
Gary McFarland  
Gladys Danker  
Jacqueline Wurstner  
Jasmin Jonsson  
Jason Birstihl  
Jason Quick  
Jay Brown  
Jen Bober  
Jenn Bennett  
Jenna Jacupke  
Jeremy Murray  
Jessica Anton  
Jessica Sawyer  
Jill Lerdahl  
Jim Acuff  
Jim Macaitis  
Jim O'Neal  
Jody Briley  
Joe Evans  
Joe Keenan  
Joe Temme  
John Beers  
John Hardy  
John Kraemer  
John Lorkovic  
John Miles  
John Powley  
Johnathan Silva  
Julie Fredrickson  
Julie Tartaglia  
Justin Lorimer  
Kamie Mielke  
Kathy Lamphier  
Kathy Shunk  
Kelly Gitt  
Ken Landolt  
Kim Gehrman  
Kimberly Kuklin  
Kirk Meisinger  
Kyle Dworak  
Kyle Fagan  
Lance Molina  
Laura Dorn  
Laura Hervet  
Les Blythe  
Linda Ciochon Lichter  
Linda Mills  
Lindsay Hollingsworth  
Lisa Haffner  
Lori Martens  
Lori Pete  
Lyn Strauss  
Lyndel Spurgeon

Lynn Daugherty  
Makinzie Fox  
Mark Gorup  
Marla Alberts  
Mary Robson Rensch  
Mary Rosenthal  
Mary Thommi  
Mary Wells  
Marissa Rowe  
Matt Rasmussen  
Megan Owens  
Melinda Jensen  
Melvin Melendez  
Michelle Leo  
Mike Briley  
Mitzi Detavernier  
Mykal Stadom  
Natalia Tesnar  
Neil Galas  
Nick Nun  
Nicki McGowen  
Nicky Boyer  
Nicole Deprez  
Norm Wordekemper  
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Paul Barnett  
Paul Roth  
Philip Kommer  
Rachel Langford  
Rachel Tiller  
Rich Edwards  
Rich Grover  
Rick Bilek  
Rita Kleeman  
Roxanne Hathaway  
Ryan Guy  
Sarah Doty  
Sarah Maier  
Scott Daugherty  
Scott Gavin  
Scott Sliter  
Sean Rosseter  
Sharon Bain  
Sharon Dibiaso  
Sheila Irish  
Shelby Rosso  
Shelli Klemke  
Shelly Hourigan  
Shona Emsick  
Susan Clark  
Tamara Adams  
Tammy Murphy  
Ted DiGiacomo  
Teri Dennhardt  
Terri Krasne

## 2016 Platinum Club Members

Tony Karimi (5)  
Andrea Cavanaugh (3)  
Deb Ellis (3)  
Ian Ziegler (3)  
Jennifer Chinn (3)  
Shari Thomas (3)  
Angela Vance (2)  
Anne Putnam (2)  
Carrie Johnson (2)  
Casey Haflett (2)  
Chuck Burney (2)  
Craig Johnson (2)  
Debbie Boganowski (2)  
Deborah Nelson (2)  
Del Andresen (2)  
Devon Stevens (2)  
Gerry Frans (2)  
Jan Lasiter (2)  
Jennifer Morgan (2)  
Jennifer Waxberg (2)  
Kathy Sledge (2)  
Kim Stephens (2)  
Kristen Jacobsen (2)  
Lindsey Krenk (2)  
Matt Beers (2)  
Meredith Klein (2)  
Rosalia Gish (2)  
Ryan Schwarz (2)  
Sarah Guy (2)  
Tammy Nicola (2)  
Tiffany Andersen (2)  
Tracey Faust (2)  
Valerie Bokowski (2)

Therese Wehner  
Tiffany Stanton  
Tim McGee  
Tim Ogle  
Tom Helligso  
Tommy Boatright  
Toni Rosen  
Tracy Frans  
Troy Benes  
Troy Trumm  
Valerie Bokowski  
Will Hagel



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## Is a Geothermal Heating/ Cooling System Right For You?

**By Robert Grohowski**  
*Home Standards Inspection Services*

A geothermal heat pump is a central heating/cooling system similar to a furnace and air conditioner found in homes today. The difference between the two systems is the source from which the heating and cooling is derived. In a geothermal heat pump, the earth acts as the heat source in the winter and as the heat sink in the summer.

*What are the benefits of a geothermal system?*

### 1. Longer Product Life Cycle

The average geothermal system lasts 20-24 years as compared to 15-18 years for conventional systems. This is due to fewer moving parts and less corrosion caused during the fossil fuel burning process.

### 2. Highly Efficient

The most efficient gas furnace currently has an efficiency rating 98%. Geothermal systems have efficiency ratings of 400-500%.

### 3. Lower Operating Costs

The higher efficiency ratings of geothermal systems enable the average homeowner to save

up to 70% on energy costs than with traditional systems. Geothermal systems use no natural gas.

### 4. Hot Water Benefit

Part of the by-product of running a geothermal system in heat and cool mode is the capability to heat domestic water. This application can reduce the water heating cost of a four-person household by 50-60%.

### 5. Safer

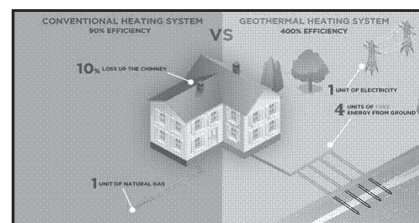
Geothermal units use no natural gas or propane for heating thus, no gas lines run to the unit. This eliminates the chance of explosion, hazardous fumes or risk of carbon monoxide poisoning.

### 6. Quieter

Conventional air conditioners require noisy outdoor equipment. Geothermal systems require no such equipment and tend to be much quieter. Typically the only sound that is heard when the unit is in operation is of the condenser and blower.

*What does a Geothermal system typically cost?*

This question is difficult to answer because



every house has different heating/cooling requirements and a different topographical area. One small cabin might be situated by a nearby lake which may be used as the heat/cool source in the system. In this situation, a geothermal system will be relatively inexpensive to install. On the other hand, a 6,000 sq ft home located 1 mile away may be required to drill 6-200' wells to maintain the same heating/cooling effect. Although not precise by any means, estimates range between \$5,000-\$9,000 per ton to install a geothermal system. On the flip side, payback period on geothermal systems range from 5-15 years. With many tax incentives from local utility companies, state and federal governments, geothermal systems are proving to be a more competitive option and nationwide are installed in over 1 million homes and businesses.



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## *Code of Ethics: Article 16 (1-10)*

### **ARTICLE 16**

REALTORS® shall not engage in any practice or take any action inconsistent with exclusive representation or exclusive brokerage relationship agreements that other REALTORS® have with clients. (Amended 1/04) [listen]

#### • **Standard of Practice 16-1**

Article 16 is not intended to prohibit aggressive or innovative business practices which are otherwise ethical and does not prohibit disagreements with other REALTORS® involving commission, fees, compensation or other forms of payment or expenses. (Adopted 1/93, Amended 1/95)

#### • **Standard of Practice 16-2**

Article 16 does not preclude REALTORS® from making general announcements to prospects describing their services and the terms of their availability even though some recipients may have entered into agency agreements or other exclusive relationships with another REALTOR®. A general telephone canvass, general mailing or distribution addressed to all prospects in a given geographical area or in a given profession, business, club, or organization, or other classification or group is deemed "general" for purposes of this standard. (Amended 1/04)

First, telephone or personal solicitations of property owners who have been identified by a real estate sign, multiple listing compilation, or other information service as having exclusively listed their property with another REALTOR®, and second, mail or other forms of written solicitations of prospects whose properties are exclusively listed with another REALTOR® when such solicitations are not part of a general mailing but are directed specifically to property owners identified through compilations of current listings, "for sale" or "for rent" signs, or other sources of information required by Article 3 and Multiple Listing Service rules to be made available to other REALTORS® under offers of subagency or cooperation. (Amended 1/04)

#### • **Standard of Practice 16-3**

Article 16 does not preclude REALTORS® from contacting the client of another broker for the purpose of offering to provide, or entering into a contract to provide, a different type of real estate service unrelated to the type of service currently being provided (e.g., property management as opposed to brokerage) or from offering the same type of service for property not subject to other brokers' exclusive agreements. However, information received through a Multiple Listing Service or any other offer of cooperation may not be used to target clients of other REALTORS® to whom such offers to provide services may be made.

#### • **Standard of Practice 16-5**

REALTORS® shall not solicit buyer/tenant agreements from buyers/tenants who are subject to exclusive buyer/tenant agreements. However, if asked by a REALTOR®, the broker refuses to disclose the expiration date of the exclusive buyer/tenant agreement, the REALTOR® may contact the buyer/tenant to secure such information and may discuss the terms upon which the REALTOR® might enter into a future buyer/tenant agreement or, alternatively, may enter into a buyer/tenant agreement to become effective upon the expiration of any existing exclusive buyer/tenant agreement. (Adopted 1/94, Amended 1/98)

#### • **Standard of Practice 16-6**

When REALTORS® are contacted by the client of another REALTOR® regarding the creation of an exclusive relationship to provide the same type of service, and REALTORS® have not directly or indirectly initiated such discussions, they may discuss the terms upon which they might enter into a future agreement or, alternatively, may enter into an agreement which becomes effective upon expiration of any existing exclusive agreement. (Amended 1/98)

#### • **Standard of Practice 16-7**

The fact that a prospect has retained a REALTOR® as an exclusive representative or exclusive broker in one or more past transactions does not preclude other REALTORS® from seeking such prospect's future business. (Amended 1/04)

#### • **Standard of Practice 16-8**

The fact that an exclusive agreement has been entered into with a REALTOR® shall not preclude or inhibit any other REALTOR® from entering into a similar agreement after the expiration of the prior agreement. (Amended 1/98)

#### • **Standard of Practice 16-9**

REALTORS®, prior to entering into a representation agreement, have an affirmative obligation to make reasonable efforts to determine whether the prospect is subject to a current, valid exclusive agreement to provide the same type of real estate service. (Amended 1/04)

#### • **Standard of Practice 16-10**

REALTORS®, acting as buyer or tenant representatives or brokers, shall disclose that relationship to the seller/landlord's representative or broker at first contact and shall provide written confirmation of that disclosure to the seller/landlord's representative or broker not later than execution of a purchase agreement or lease. (Amended 1/04)

Pay it forward!

# SCAVENGER HUNT



**Thursday, October 6 @ The Hive**  
1207 Harney St Omaha, NE 68102

**\$15 / Team Member**

All Proceeds go to RPAC  
6-8 OABR Members / Team  
Only 10 Teams available!

**Team Check-in: 3:00 - 3:30 pm**

**Networking: 3:30 pm**

**Scavenger Hunt: 4:00 - 5:00 pm**

**Reception to follow @ The Hive**



Investments are not deductible for federal income tax purposes. Investments to RPAC are voluntary and are used for political purposes. The amounts indicated are merely guidelines and you may invest more or less than the suggested amounts. The National Association of REALTORS® and its state and local associations will not favor or disadvantage any member because of the amount invested or decision not to invest. You may refuse to invest without reprisal. 85% of each investment is used by your state RPAC to support state and local political candidates; 15% is sent to National RPAC to support federal candidates and is charged against your limits under 52 U.S.C. 30116.

Register online at [ims.oabr.com](http://ims.oabr.com). Type in your ID and password, click on "Event by date," then on the specific event.

Team Captain \_\_\_\_\_ Company \_\_\_\_\_

Street Address \_\_\_\_\_ City \_\_\_\_\_ Zip \_\_\_\_\_

# of Team Members \_\_\_\_\_ x \$15.00 each = \_\_\_\_\_

CC # \_\_\_\_\_ Expiration Date \_\_\_\_\_

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to [Hanna@OmahaREALTORS.com](mailto:Hanna@OmahaREALTORS.com)

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Omaha Area Board of REALTORS®  
11830 Nicholas St.  
Omaha, NE 68154

Team Members (6-8 per team)





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**TNT**  
TERMITE  
SERVICES

## **Congratulations to our 2016 / 2017 Future Leaders Scholarship Winners**



**Jackson Coffin**

Son of Gayle Coffin  
Woods Bros. Realty



**Baily Payne**

Daughter of Tammy Payne  
CBS Home Real Estate



**Megan Grove**

Daughter of Colleen Grove  
BHHS Real Estate

AmeriSpec Inspection Services and TNT Termite Services are pleased to announce the winners of our \$1,500 Future Leaders Scholarship Program for the 2016/2017 school year. Our program in its seventh year has contributed \$32,000 in financial support for family members of the real estate communities we serve. As one of your true "Partners of the Community," we believe education is the key to a successful future. Our commitment toward education is another way that we will continue to differentiate ourselves from other inspection companies.

**AmeriSpecNE.com**

# Word Search: Win a \$50 Gift Certificate

OABR members locating all the words will be entered in a drawing to win a \$50 gift certificate to Focus Printing. Submit answers by September 20, to Donna Shipley at Donna@OmahaREALTORS.com, 402-619-5559 (fax), or mail to 11830 Nicholas St, Omaha, NE 68154. The winner will be published in the October FOCUS.

AMERICAN  
BARBEQUE  
BREAK  
CAMPING  
COOKOUT  
COUNTRY  
HOLIDAY  
LABOR  
MONDAY  
NATIONAL  
PARADE  
PICNIC  
RELAX  
SEPTEMBER  
SUMMER  
TRAVEL  
TRIP  
VACATION  
WEEKEND  
WORK

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

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

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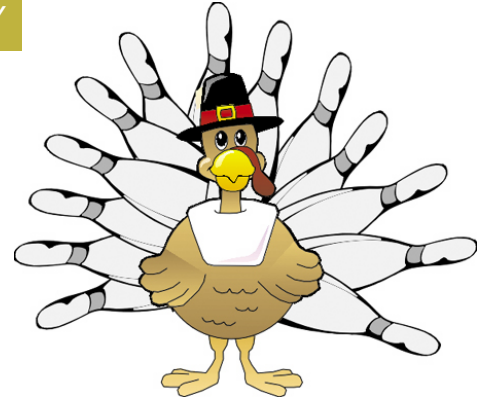
Phone: \_\_\_\_\_

**Makinzie Fox**

with Nebraska Realty - Winner of the August Word Search

ATTENTION REALTORS® & AFFILIATES ONLY

# 2016 TURKEY BOWL & TOYS FOR TOTS



- **Wednesday, Nov. 9**
- **Check-in: 11:00 am**
- **Bowling: 12:00 pm**
- **The MARK**
- **20902 Cumberland Dr.**
- **Elkhorn, NE 68022**
- **\$25/Person**  
(Includes lunch buffet and 2 games with shoes)
- **\$20 Spectator and/or lunch only**

Bring *new, unwrapped toys* or *cash donations* for **Toys for Tots**

**Bowl 3 strikes in a row**, you'll be entered to win a *free turkey!*

*Join us after bowling for* **Awards & Networking!**

**Register early** before lanes fill up! *40 lanes available.*  
(Each bowler's name will be pre-entered based on registration.)

This event is for **REALTOR® & Affiliate members only!**

**Team of 8: Bowling at The MARK Bowling & Entertainment**

Name _____	Company _____
Name _____	Company _____
Name _____	Company _____
Name _____	Company _____
Name _____	Company _____
Name _____	Company _____
Name _____	Company _____
Name _____	Company _____
Name _____	Company _____
Team Captain's Email _____	Phone _____

☐ Spectator and/or Lunch Only (\$20.00)

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Signature \_\_\_\_\_ Date \_\_\_\_\_



## Personals

**CONDONLENCES** to **Terry Forman** of NP Dodge Real Estate on the recent loss of his father.

**CONDONLENCES** to **Gene Riehart** of NP Dodge Real Estate on the recent loss of his father.

## Send us your news!

### Donna Shipley

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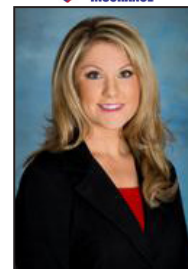
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These builders include Charleston Homes, Home Enterprises, Legacy Homes, Rogers Homes and Star Homes. **You can choose any builder you wish**, build whatever style home meets your wishes and start enjoying the inviting Somerset neighborhood.

Somerset has a beautiful neighborhood park. It is situated in northwest Omaha close to Lake Cunningham, 90<sup>th</sup> & Blair High Road shopping and Interstate 680.

**Lots are non-builder attached and are priced at just \$34,000!** Home prices average around \$150,000, making this one of Omaha's more affordable neighborhoods. Take a drive through the neighborhood and see for yourself. From Sorenson Parkway go north approximately 14 blocks on 78<sup>th</sup> Street to Sheffield Street.



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# REALTOR® SAFETY

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## SAFETY AT THE OFFICE

- Ensure all doors other than the main entrance are secured.
- Make sure there is a clear exit route from the service desk to the door.
- Never allow visitors to wander freely about the office.
- Install alarm buttons in strategic spots throughout the office.
- Never leave wallets, purses, or valuables behind counters or on desks.
- Lock up audio/visual equipment when not in use.
- Secure spare and master keys in locked cabinets.
- Restrict office keys to those who need them. Maintain a record of keys.
- Limit the amount of personal info you share on your business cards/signage.
- Consider using only your first initial and last name on "For Sale" signs to conceal gender and prevent anyone other than current clients asking for you by name.

## SAFETY WITH CLIENTS

- Always let someone know where you are going and when you will be back.
- Never list a property as "Vacant." This is an open invitation to criminals.
- Show properties before dark. If you have to, be sure to turn on all the lights.
- Use the LockBox key procedure, established to improve REALTOR® safety.
- Ask new clients to complete a Prospect Identification Form.
- Establish a distress code that can be used when you feel you are in danger.
- When showing commercial property, be sure your cell phone has service.
- Get to know prospective clients before showing a commercial property.
- Use your intuition. If you feel uneasy, ask someone to join you or don't show it.
- If someone tries to rob you, give up the property; don't give up your life.
- Take a self-defense course to prepare you for the worst. Always be prepared.

## BROKERS: PROTECT YOUR OFFICE & YOUR AGENTS

- **Create an office safety plan.** Appoint one individual as a safety coordinator to oversee, maintain, and enforce the plan. Require everyone in your firm to know and understand the safety policy and procedures.
- **Assign an office safety contact and several alternates.** If your office has a full-time receptionist, this person is an ideal choice. Encourage agents to call 9-1-1 in an emergency or if they perceive that they are in danger.
- **Require agents to report their whereabouts** to your safety contact, and establish safety call-in procedures. Mandate the use of the buddy system. Create a distress code, making sure all employees and agents know what they are and what to do when they hear them.
- **Use a registration book** for all clients and other visitors, and check their information against a photo ID.
- **Establish a secure location** to which employees can go in a dangerous situation. Make sure private areas of the office aren't accessible to strangers.
- **Ensure that someone is responsible** for being aware of your agent's whereabouts whenever they work offsite. Consider personally visiting or calling the open houses where your agents are working.

## 10 STEPS TO A SAFE OPEN HOUSE

1. **Park where you cannot get blocked in.** Make sure you have a clear line of sight to your vehicle, free from hiding places.
2. **Meet the neighbors.** There's safety in numbers. Introduce yourself.
3. **Advise clients about valuables.** Point out the items they should secure.
4. **Be aware and work in teams.** Invite an affiliate such as a home inspector, to sit in on the open house with you.
5. **Establish your escape routes.** Know how to get in and out of all rooms.
6. **Set up for safety.** Hang bells on the door to alert you when someone enters.
7. **Look over guests as they arrive.** Is this someone you feel comfortable with?
8. **Never turn your back on a prospect.** Always let them walk in front of you.
9. **Never go into rooms without an escape route.** Let clients go in without you.
10. **Close up in teams.** If another agent is doing an open house nearby, offer to walk to theirs and close up with them, then both of you can go to your house to do the same.



# FOCUS

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