

## New Law for Real Estate Teams!



Although it is anticipated that the Nebraska Real Estate Commission will develop rules and regulations that will further define real estate teams, the basic provisions of LB678 took full effect as of October 1, 2016.

LB678, the first law specifically recognizing and regulating real estate teams was passed by the Nebraska Legislature near the end of the 2016 regular legislative session.

The significant provisions of the bill are as follows:

**1. Defines Team:** Two or more persons licensed by the commission who (a) work under the supervision of the same broker, (b) work together on real estate transactions to provide real estate brokerage services, (c) represent themselves to the public as being part of a team, and (d) are designated by a team name.

**2. Defines Team Leader:** Team leader means any person licensed by the commission and appointed or recognized by his or her broker as the leader for his or her team.

**3.** Provides a team leader shall be responsible for supervising the real estate activities of his or her team (subject to the overall supervision of their designated broker).

**4.** Provides that the team leader must provide, and the broker must keep, a record of the names of all team leaders and team members.

**5.** Provides that all advertising (team or any other advertising) must "prominently display" the name the designated broker does business under.

**6.** Provides the team may not advertise or use a team name suggesting that the team is an independent brokerage.



## UPCOMING EVENTS

### Turkey Bowl & Toys for Tots

Wednesday, November 9; 12:00 pm  
@ The MARK

### Code of Ethics Training Course

Friday, November 11; 8:30 am - 12:00 pm  
@ OABR Education Center

### REALTOR® Ring Day

Friday, December 2; 10:00 am - 4:00 pm  
Reception to Follow @ TBD

### Code of Ethics Training Course

Friday, December 9; 8:30 am - 12:00 pm  
@ OABR Education Center



**REALTOR®  
RING DAY**



**Friday, December 2 | 10:00 am - 4:00 pm**

**Reception to follow:** Fox and Hound | 4 - 6 pm

**Sign up:** [www.OABRRingday.com](http://www.OABRRingday.com)

#### Traveling trophies awarded for:

Best team costumes - Be creative!

1<sup>st</sup> Place: Most money raised at a single location

2<sup>nd</sup> Place: Most money raised at a single location



See Page 8 for more details.



**Omaha Area Board of  
REALTORS®**  
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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*

## Message from the OABR President

### *A time to be thankful*

The month of November always inspires me to be grateful and reminds me to slow down a little and be thankful for the many blessings in life. The life of a REALTOR® can definitely be a bit hectic and fast paced. Finding a balance between our work and personal lives can be difficult to achieve at times. The next couple of months are a great time to enjoy some quality time with family and friends over the holiday season.

This month I want to take the time to thank some of the awesome REALTORS® making a difference in our industry.

First, I would like to thank Bill Swanson with CBSHOME and Doug Dohse with BHHS Ambassador Real Estate. Bill and Doug are the co-chairs of the RPAC Fundraising Task Force. They have managed to exceed our lofty RPAC goal this year and have actually raised over \$100,000! This is an amazing accomplishment! Thank you for your constant hard work and dedication to this cause. Your efforts are sincerely appreciated.

Thank you to all of the OABR members that have contributed this year. The REALTOR® Political Action Committee gives REALTORS® a powerful voice to help develop, advance, and implement federal legislative objectives that affect the real estate industry.

I also want to thank our committee chairs currently serving the OABR membership:

**Diversity Committee:** Mary Sindelar, NP Dodge

**Education Committee:** Crystal Archer, PJ Morgan Real Estate

**Governmental Affairs Committee:** Joe Gehrki, CBS/HOME

**Issues Mobilization:** Mark Leaders, CBS/HOME

**Social Events Forum:** Bill Swanson, CBS/HOME

**YPN Committee:** Brian Kays, BHHS Ambassador Real Estate

**Affiliates Council:** Erin Trescott, Pulaski Bank

**Great Plains REALTORS® MLS:** Vince Leisey, BHHS Ambassador Real Estate

**Placemaking Task Force:** Doug Dohse, BHHS Ambassador Real Estate

**Past Presidents Advisory Committee:** Andy Alloway, Nebraska Realty

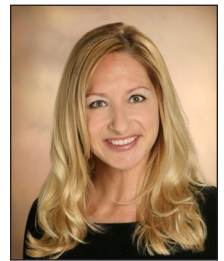
**WCR President:** Crystal Archer, PJ Morgan

These individuals volunteer many, many hours of their time to support and improve our industry.

Thank you to each and every one of you! We appreciate your service, commitment and leadership.

Cheers to a very Happy Thanksgiving!

Monica



**Monica Lang  
2017 President**



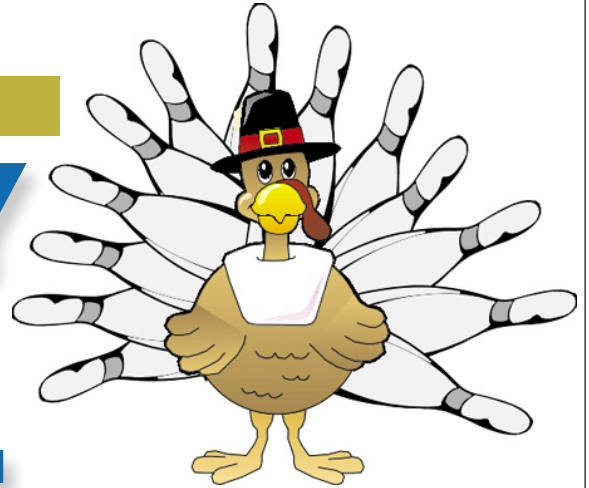




**AFFILIATES**  
a council of the  
Omaha Area Board of REALTORS®

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)

☐ Check payable to: OABR Affiliates, 11830 Nicholas St, Omaha, N3 68154, ATTN: Lisa

☐ Credit Card - VISA, MC, DISC, AmX \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_ Exp. \_\_\_\_\_

Billing Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

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



# Blue Jeans at Bushwackers

The OABR Affiliates Council and YPN hosted Blue Jeans at Bushwackers on Thursday, October 20 at Bushwackers Saloon in Ralston. This event was open to all OABR members and their guests. A \$15 donation was collected at the door, benefiting Project Wee Care and Rebuilding Together Omaha. Attendees enjoyed a BBQ meal, dance lessons, and bull-riding. Thank you to the Blue Jeans at Bushwackers committee for organizing this great event and to all those who attended, helping to raise money for two great causes in the Omaha area.







## Want Your Listing to Stand Out?

### *Consider a Pre-Inspection!*

It's the same complete and thorough home inspection a buyer typically orders **EXCEPT**, it's done by the seller **BEFORE** a buyer even comes through the door. Get **top dollar** for your listing, minimize the haggling, and the headaches by being pro active. Call AmeriSpec today.

### *Pre Inspection Promotion*

\$200.00 = homes under 2500 sq ft.

\$300.00 = homes between 2500 & 4000 sq ft.

\$350.00 = homes over 4000 sq ft.

\*Total **finished** square feet (below and above ground)



If your seller hires us to do a Pre Inspection, we'll do an inspection on the home they purchase using the 'No Brainer' prices above !

Valid 11/1/16—2/1/16. Subject to available times: first come first serve basis.

**MUST MENTION PROMO AT TIME OF SCHEDULING PRE INSPECTION to receive discount.**

Geographical restrictions may apply.



Omaha : 402.393.3696 / Lincoln: 402.483.2010



# THINK **AFFILIATES** FIRST!

**We support your industry!**

*Please consider us first when you are succeeding in your business!*



**Connect with us!** [www.OABRAffiliates.com](http://www.OABRAffiliates.com)

## OABR Communications

It has been brought to our attention that not all members are receiving OABR/MLS emails. If you have not received an email from us in a while, it is possible they are landing in your "junk mail." We recommend you check there first and mark us as "not junk," as our emails contain important information you need to know as a member. If you haven't been receiving our emails and they are not in your junk mail, then you probably opted-out.

Opting back in is simple! Text **OMAHAREALTORS** to 22828 to continue to receive OABR/MLS communications.

### RECEIVE OABR COMMUNICATIONS

It's easy to sign up!

Text  
**OMAHAREALTORS**  
to **22828** to get started.



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## AFFILIATES

a council of the  
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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 OCTOBER 2016 MEETING ATTENDANCE:

Erin Trescott (President) – Pulaski Bank Home Lending  
Lisa Powell (Vice President) - Farmers Ins Powell Ins  
Laura Longo (Secretary) – Centris Federal Credit Union  
Brenda Stuart (Treasurer) – ServiceOne Inc  
Jessica Blake – Security National Bank  
Lou Bozak – Paul Davis Restoration  
Lisa Bullerman – Staging and Design by Lisa Marie  
Sue Conner – First American Title  
Shane Cullin – First American Title  
Kayla Cunningham – JH Willy  
Mindy Curington – Central National Bank  
Theresa Dein – Franklin American Mortgage Co  
Melanie Doeschot – Ambassador Title Services  
Amy Dritley – Peoples Mortgage Company  
June Eads – AmeriSpec Home Inspection Service  
Jan Eggenberg – SureHome Inspection Company  
Summer Franco – First National Bank  
Debbie Kalina – Radon Pros LLC  
PK Kopun – Centris Federal Credit Union  
Jen Molina – My Insurance LLC  
Chris Myers – Lapin Lizard Locksmiths  
Sue Owen – TitleCore National  
Mary Sladek – My Insurance LLC  
Jody Smythe – Retirement Funding Solutions  
Matt Thiel – DRI Title & Escrow  
Christina Udem – Radon Pros LLC  
Bridget Vacha – Home Standards Inspection Service

### UPCOMING MEETINGS:

Tuesday, November 15 – 9:00 a.m.  
Tuesday, December 20 – 9:00 a.m.  
Tuesday, January 17 – 9:00 a.m.

## NOVEMBER ORIENTATION SPONSORS

Summer Franco – First National Bank  
Lisa Marie Bullerman – Staging Design by Lisa Marie  
Mary Sladek – My Insurance LLC  
Monica Gartner – Nebraska Land Title & Abstract  
Erin Moran – Home Buyers Protection

## DECEMBER ORIENTATION SPONSORS

Brent Rasmussen – Mortgage Specialists LLC  
Lori Bonnsetter – 2-10 Home Buyers Warranty  
Lisa Powell - Farmers Insurance Powell Insurance  
Erin Trescott – Pulaski Bank Home Lending  
Debbie Kalina – Radon Pros LLC





# REALTOR® RING DAY



**Friday, December 2 | 10:00 am - 4:00 pm**

**Reception to follow:** Fox and Hound | 506 N 120th St | 4 - 6 pm

**Sign up online:** [www.OABRRingday.com](http://www.OABRRingday.com)

## ***Traveling Trophies!***

Traveling trophies awarded for best team costumes,

1<sup>st</sup> Place: Most money raised at a single location,

2<sup>nd</sup> Place: Most money raised at a single location.



## **Be creative!**

The Salvation Army respectfully requests no Santa suits. (Hats are allowed).



## **Ring Day Postcard Program**

Bell ringers can promote their community involvement by participating in our postcard program, inviting clients, friends, and family to come donate at their location.

Postcards are available in bundles of 50, with a \$5 donation to the Salvation Army per bundle; postage paid if returned to the OABR office by noon on November 23.







**Ericka Heidvogel**  
New Home Consultant  
(402) 917-4888  
Fax: (402) 934-4973  
eheidvogel@celebrityhomesomaha.com

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# Q&A

## ASK THE HOME INSPECTOR!

By Patrick Casey, President  
The Home Buyers Protection Company  
Home & Building Inspections • Radon & Mold Testing



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

**Question:** The home we are considering purchasing is on a lot with many mature trees. We are concerned about tree roots damaging our sewer line. Does your home inspection inspect sewer lines?

**Answer:** You are correct to be concerned about tree roots damaging your sewer line. This is a fairly common occurrence with older homes located on lots with mature trees. A typical home inspection will check the interior plumbing in your home including the drainage of the plumbing system. The inspection does not include an evaluation of the underground sewer line.

Although the plumbing system may be draining properly during the inspection, there still could be problems with the sewer line. We offer, and recommend, a sewer camera inspection especially for homes on treed lots. This inspection includes placing a video camera inside the sewer line and running it through the pipe. This inspection will be able to determine if there is any damage to the pipe including tree root damage. You will receive a copy of the video verifying the condition of the pipe.

Go to our website at [www.hbponline.com](http://www.hbponline.com) to view a sample inspection report, see our specials and order an inspection online.

**ASHI**  
CERTIFIED INSPECTOR

**HBP**  
Home Buyers  
PROTECTION COMPANY  
(402) 334-7926

# 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  
Lang, Monica  
Marasco, Ralph  
Meyer, Trudy  
Myhre, Deda  
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, Nathan  
Gibson, Ryan  
Housley, Dionne  
Jarecke, Melissa  
Leaders, Mark  
Matney, David  
May, Angela  
Neilan, Perre

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

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

## CAPITAL CLUB (\$250+)

Battiato, Diane  
Bengtson, Megan  
Cherica, John  
Evans, Donald  
Krenk, Lindsey  
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, Michael  
Brant, Angela  
Bresley, Mark  
Burford, Judith  
Carlson, Debra  
Clark, Susan  
Coenen, Denise  
Ernst, Mary  
Haeg, Jennifer  
Hoback, Richard  
Johnson, Diane  
Leesley, Christy  
Liefers, Kathleen  
Maloney, Margaret  
Miller, Kathleen  
Nicola, Tammy  
Patrick, Jeanne  
Petersen, Leslie  
Rouch, Kathryn  
Shipley, Donna  
Shour, Christine  
Slobotski, Walter  
Smith, Ashley  
Smith, Charlotte  
Turner, Melissa  
Wertheim, Robert  
Wilhelm, Cheryl

## 99 CLUB (\$99+)

Allen, Tonya  
Alloway-Palermo, Jennifer  
Andersen, Linda  
Andresen, Delten  
Bane, Barbar  
Bierman, Nancy  
Birnstihl, Jason  
Black, William  
Blackman, Catherine  
Bloom, Sharon  
Bock, Andrew  
Boyles, Jo  
Carlson, Ileane  
Concannon, Charles  
Cox, Kathy  
Deprez, Brian  
Deprez, Nicole  
Ehlers, Lisa  
Faubion, Ernest  
Frost, Ginny  
Hall, Gregory  
Hegg, Sherry  
Herfindahl, Cassandra  
Hopkins, Debra  
Horton, Linda  
Houlihan, Anne  
Igo, Donald  
Kasper, Todd  
Kesick, Carolyn  
Lampman, Ben  
Lee, Sean  
Lewis, Michael  
Lube, Elizabeth  
Maher, Cynthia  
Manhart, Jennifer  
McGlynn, Michael  
Melocco, Jessica  
Mingus, Kellie  
Montgomery, Sherri  
Morrison, James  
Murphy, Tammy  
Nicholson, Andrea  
Oberhauser, Erin  
O'Neal, James  
Pache, Diana  
Person, Graham  
Pflaum, Kathryn  
Reynek, Jody  
Roth, Paul  
Rowe, Kay  
Schlickbernd, Jeri  
Sleddens, Lisa  
Smith, Thomas  
Stoneburg, Janell  
Stoneburg, Gary  
Sullivan, William  
Tartaglia, Julie  
Titus, Randy  
Twork, Laura  
Vogel, Jerry  
Westerhaus, Joe  
Wichman, Connie  
Winters, Evan

## 50 CLUB (\$50+)

Adams, Tamara  
Atanasiev, Jamie  
Agarwal, Yelena  
Agosta, Logan  
Ahlers, Hedy Rae  
Ahlers, Raquel  
Alberts, Marla  
Alexander, Cheryl  
Allen, Kathryn  
Allen, Earl  
Amos, Steven  
Amoura, Jo Anne  
Amoura, Medhet  
Andersen, Matthew  
Anderson, David  
Anderson, Carly  
Anderson, Janet  
Andresen, Teri  
Anson, Kaleen  
Anzalone, Antonio  
Arp, Julie  
Arrasmith, Chris  
Aspen Huber, Elizabeth  
Atkinson, Billie  
Avar, 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  
Blankenau, Mark  
Blinn, Ellen  
Bloomquist, Colleen  
Blusys, David  
Bober, Christopher  
Bober, Jennifer  
Bock, Brady  
Boe, Nancy  
Boothe, Samara  
Boyd, Clinton  
Brantley, Wayne  
Bratetic, Michelle  
Bray, Denise  
Bray, Leria  
Briggs, Diane  
Briley, Adam  
Broders, Carrie  
Broesch, John

Brooks, John  
Brotzki, Michelle  
Brown, Ethan  
Brown, Mary Kay  
Brown, Julia  
Brown, Justin  
Bruhn, Jennifer  
Brutsche, Timothy  
Bunde, Carmen  
Bundren, Joshua  
Burke, Timothy  
Burke, Sheryl  
Burney, Charles  
Caffery, Lori  
Cage-Conkling, Deborah  
Cain, Kathleen  
Carlin, Brian  
Carlson, Connie  
Carnaby, Brian  
Carpenter, Gary  
Carpenter, Linda  
Casey, William  
Castro, Ricardo  
Cavanaugh, Andrea  
Chaffee, Carol  
Champion, Jackie  
Chapman, Mary  
Chinn, Jennifer  
Christensen, Kellie  
Christian, Carl  
Christiansen, Sarah  
Chu, Jeffrey  
Ciochon, Mark  
Clark, John  
Clees, Donald  
Cleveland, Judith  
Coash, Patricia  
Coats, Kenneth  
Cobb, James  
Coburn, James  
Cohen, Alan  
Cohen, Anne  
Cohen, Martin  
Cohen, Arlene  
Colburn, Marjorie  
Combs, Sandra  
Connell, Michael  
Cooper, Scott  
Coover, David  
Cornell, Ashley  
Correa-Cerrillo, Jose  
Creger, Kristi  
Criss, Steven  
Cronin, Marisa  
Cunningham-Frey, Denise  
Currie, Jillian  
Cutor, Beth  
David, Julie  
Davis, Timothy  
Davis, Diane  
Dawson, Linnetta  
Deakins, Thaddeus  
DeBruin, Hanna  
Dellwo, Janelle  
Dellwo, Thomas  
Dennhardt, Teresa  
Detavernier, Mitzi  
Detavernier, Brandi  
Dethlefs, Nickolas  
Dixon, Daniel  
Dixon, Sharon  
Dizona, Nicholas  
Dobson, Thomas  
Dole, Lynette  
Donaldson, Douglas  
Dooley, Roxanne  
Dorn, Laura  
Dougherty, Theresa  
Downing, Sandi  
Earnest, Emily  
Edwards, Richard  
Egan, Michael  
Eggers, Sherri  
Ehrenberg, Meredith  
Eisenbarth, Jerome  
Eisenmenger, Laura Jo  
Elias, Nicole  
Elliott, Teresa  
Elliott, Gina  
Elliott, Sallie  
Ellis, Ryan  
Elsberry, Jeffery  
Emsick, Shona  
English, Tammy

Eppebaugh, Angela  
Epstein, Jeffrey  
Erb, Jeffrey  
Erickson, John  
Erickson, Julie  
Erickson, William  
Eriksen, Josh  
Erwin, Sandra  
Erwin, Thomas  
Estey, Kathleen  
Evans, Andrea  
Evans, Dianne  
Evans, Rose  
Evers, Jamie  
Evert, Gregory  
Fagin, Abigail  
Fairfield, Deanne  
Falcone, Juanda  
Falcone, Shawn  
Faulkner, David  
Faulkner, Janice  
Favara, Ronald  
Fehring, Sarah  
Ferrante, Shelly  
Finkel, Joel  
Fischer, Gerald  
Fisher, Michaela  
Flannery, Rachel  
Fletcher Baker, Barbara  
Folda, Trish  
Fonda, Adrienne  
Forehead, Cynthia  
Fosmer, Katrina  
Franks, James  
Fredrickson, Julie  
Fredrickson, Walter  
Freeman, Aimee  
Fricke, Bradley  
Fries, Karen  
Frill, Marlene  
Frohm, Scott  
Frost-Briley, Stacey  
Fujan, Randy  
Fuller, Cory  
Fuller, Patrick  
Gach, Shannon  
Gage, Gregory  
Gage, Peter  
Galer, Ryan  
Gamerl, David  
Gehrman, Kim  
Gell, John  
Gerace, Cheryl  
Gernhart, Gary  
Gibb, Richard  
Gilreath, Rita  
Gitt, Kelly  
Gold, Julie  
Golda, Tracy  
Gomez, Frank  
Gomez, Justin  
Goodsell, Darwin  
Gould, Todd  
Grabow, Casey  
Gramlich, Marian  
Green, Lisa  
Gregor, Thomas  
Gregor, Patricia  
Griffey-Cobb, Lorrie  
Griffin, Betty  
Griffin, Mitchell  
Grimes, William  
Grimes, Kathryn  
Grimes, Eva  
Grimes, Charles  
Grimes, Sharon  
Grimshaw, Dawn  
Groeneweg, Craig  
Grove, Kyle  
Grover, Jeffrey  
Gustafson, Debra  
Haffner, Lisa  
Haflett, Casey  
Hale, Roger  
Halvorson, Andrew  
Hamlin, Jennifer  
Hamre, Brenda  
Hancock, Susan  
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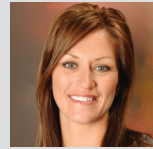
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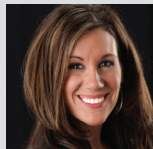
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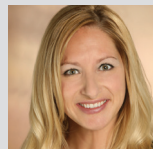
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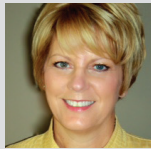
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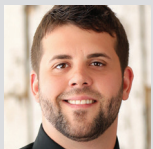
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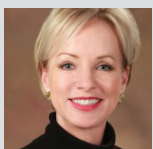
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Teri Dennhardt  
Terri Krasne  
Terri Petersen  
Therese Wehner  
Tiffany Stanton  
Tim McGee  
Tom Helligso

## 2016 Platinum Club Members

Tony Karimi (5)  
Andrea Cavanaugh (3)  
Deb Ellis (3)  
Del Andresen (3)  
Ian Ziegler (3)  
Jennifer Chinn (3)  
Kimberly Kuklin (3)  
Marla Alberts (3)  
Shari Thomas (3)  
Tammy Nicola (3)  
Travis Thomas (3)  
Angela Vance (2)  
Anne Putnam (2)  
Carri Owens (2)  
Carrie Johnson (2)  
Casey Haflett (2)  
Chris Bauer (2)  
Chuck Burney (2)  
Craig Johnson (2)  
Debbie Boganowski (2)  
Deborah Nelson (2)  
Devon Stevens (2)  
Gerry Frans (2)  
Jan Lasiter (2)  
Jasmin Jonsson (2)  
Jennifer Morgan (2)  
Jennifer Waxberg (2)  
Karen Jennings (2)  
Kathy Sledge (2)  
Kim Stephens (2)  
Kristen Jacobsen (2)  
Lindsey Krenk (2)  
Lyn Strauss (2)  
Mary Rensch (2)  
Mary Rosenthal (2)  
Matt Beers (2)  
Meredith Klein (2)  
Rosalia Gish (2)  
Ryan Schwarz (2)  
Sarah Guy (2)  
Shelli Klemke (2)  
Susan Clark (2)  
Tamara Adams (2)  
Tiffany Andersen (2)  
Tim Ogle (2)  
Tracey Faust (2)  
Valerie Bokowski (2)

Tommy Boatright  
Toni Rosen  
Tracy Frans  
Troy Benes  
Troy Trumm  
Valerie Bokowski  
Vickie Taylor  
Will Hagel  
Yamy Salgado/Will Hagel  
Yamy Salgado



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# Membership Report: September 2016

## NEW REALTORS®

Amanda Aufenkamp – Nebraska Realty – Burt  
Beatus, Brian – Rainbow Realty  
Case, Bambi – Nebraska Realty – Burt  
Cheek, Bobbi – Better Homes and Gardens RE – Underwood  
Eadie, Chadwick – CBSHOME Real Estate – 159 Dodge #200  
Elftmann, Karen – Nebraska Realty – Burt  
Ellis, Scott – NP Dodge Real Estate Sales Inc – 148 Dodge  
English, Shawn – NP Dodge Real Estate Sales Inc – 204 Dodge  
Gell, Lisa – CBSHOME Real Estate – 159 Dodge #200  
Haase, Wanda – Hike Real Estate PC - Fairbury  
Healy, Patti – NP Dodge Real Estate Sales Inc – 148 Dodge  
Heavrin, Mary Beth – CBSHOME Real Estate – 159 Dodge #200  
Hellerich, Kim – Nebraska Realty – Burt  
Hendry, Carol – CBSHOME Real Estate – 159 Dodge #200  
Holcomb, David – NP Dodge Real Estate Sales Inc – 204 Dodge  
Hurley III, Joseph – NP Dodge Real Estate Sales Inc – 148 Dodge  
Kohl, Sara – BHHS Ambassador Real Estate – Village Pointe  
Kozycz, Andrew – Better Homes and Gardens RE – Underwood  
Labeledz, Rachel – Nebraska Realty – Burt  
Lowens, Katherine – Realcorp  
Petersen, Jeffrey – NP Dodge Real Estate Sales Inc – 148 Dodge  
Roberts, Dylan – Nebraska Realty – Burt  
Roy, Michelle – BHHS Ambassador Real Estate – Village Pointe  
Schroder, Debbie – RE/MAX Professionals  
Simmonds, Amanda – BHHS Ambassador Real Estate – Village Pointe  
Thiessen, Adam – Keller Williams Greater Omaha – 119 #1  
Vaughn, Barry – Nebraska Realty – Burt  
Walker, Chad – GreenSlate Management LLC  
Waller, Sarah – Nebraska Realty – Burt  
Walsh, Patrick – CBSHOME Real Estate – 159 Dodge #200

## NEW AFFILIATES

Cullin, Shane – First American Title  
Herold, Andy – Mutual of Omaha Mortgage  
Himberger, Jason – Smart Tour Media  
Johann, Fry – Advantage Pest Solutions  
Jones, Patrick – Hand Electric LLC  
Koel, James – Signature Property Inspections LLC  
Luhr, Kathy – First American Title  
Rosenbohm, Jeff – Pratt Pest Control Inc  
Schmitt, Nick – Midwest Title

## REALTOR® CANDIDATES

Arnold, Renee – NP Dodge Real Estate Sales Inc – Sarpy  
Beck, Michelle – Hike Real Estate PC – Papillion  
Bethea, Nathaniel – Nebraska Realty – Burt  
Dawson, Felicia – PJ Morgan Real Estate  
Dees, Heather – Nebraska Realty – Burt  
Ehrenberg, Joshua – BHHS Ambassador Real Estate – Village Pointe  
Frans, Brandon – Nebraska Realty – Burt  
Harrison, Laura – Coldwell Banker REA  
Hathaway, Richard – BHHS Ambassador Real Estate – Village Pointe  
Kendall, Ronald – Nebraska Realty – Burt  
Kaefer, Anna – BHHS Ambassador Real Estate – Village Pointe  
Leaders, Heidi – CBSHOME Real Estate – 159 Dodge #200  
Moy, Linda – Nebraska Realty – Burt  
Nun, Tamara – BHHS Ambassador Real Estate – Village Pointe  
Pinales, Felipe – BHHS Ambassador Real Estate – Village Pointe  
Richards, Chelsea – Keller Williams Greater Omaha – 119 #1  
Salem, Shannon – CBSHOME Real Estate – 159 Dodge #200  
Self, Barbara – NP Dodge Real Estate Sales Inc – Sarpy  
Wempen, Marcy – RE/MAX Results

## AFFILIATE CANDIDATES

Anderson, Kirk – National Property Inspections  
Anderson, Scott – Advanced Radon LLC  
Baker, Matt – Hunter Home Inspection Services LLC  
Begin, Lindsey – Cut & Grind Tree Care  
Braun, Kayla – Mark Graves Photography  
Egermier, Maureen – RME Properties Inc  
Ferguson, Jeff – Total Home Inspection Co  
Goodman, Jen – American National Bank  
Hasse, Lisa – American National Bank  
Suelter, Curtis – Pro-Tec Home Inspections  
Udem, Christina – Radon Pros LLC

## MEMBER TRANSFERS

Chaney, Heather from NP Dodge Real Estate Sales Inc – 108 Dodge to NP Dodge Real Estate Sales Inc – Sarpy  
denHoed, Danielle from Nebraska Realty – Burt to CBSHOME Real Estate – Papillion  
Frost, Victor from BHHS Ambassador Real Estate – Village Pointe to Keller Williams Greater Omaha – 119 #1  
Gustafson, Michelle from BHHS Ambassador Real Estate – Village Pointe to BHHS Ambassador Real Estate – Village Pointe #201  
Hays Jensen, Debbie from NP Dodge Real Estate Sales Inc – 204 Dodge to NP Dodge Real Estate Sales Inc – 148 Dodge  
Hurley, Joseph from NP Dodge Real Estate Sales Inc – 148 Dodge to BHHS Ambassador Real Estate – Village Pointe  
Jenkins, Michael from NP Dodge Real Estate Sales Inc – 204 Dodge to NP Dodge Real Estate Sales Inc – 108 Dodge  
Jensen, Robert from NP Dodge Real Estate Sales Inc – 204 Dodge to NP Dodge Real Estate Sales Inc – 148 Dodge  
Kosmicki, Antoinette from GTR Sales to Keller Williams Greater Omaha – 119 #1  
Lentz, Lisa from BHHS Ambassador Real Estate – Village Pointe to NP Dodge Real Estate Sales Inc – 204 Dodge  
Littler, Brian from Boulevard Real Estate LLC to Better Homes and Gardens RE - Underwood  
Nelson, Deborah from BHHS Ambassador Real Estate – Village Pointe to CBSHOME Real Estate – Sarpy  
O'Toole, Terry from NP Dodge Real Estate Sales Inc – 108 Dodge to NP Dodge Real Estate Sales Inc – Council Bluffs  
Perez, Ashley from NP Dodge Real Estate Sales Inc – 35 Dodge to NP Dodge Real Estate Sales Inc – 148 Dodge  
Rasmussen, Kelly from RE/MAX Platinum to Nebraska Realty – Burt  
Reid, Stacey from BHHS Ambassador Real Estate – Village Pointe to Better Homes and Gardens RE - Underwood  
Schlegelmilch, Douglas from NP Dodge Real Estate Sales Inc – 35 Dodge to NP Dodge Real Estate Sales Inc – 148 Dodge  
Stiver, Jo from NP Dodge Real Estate Sales Inc – Fremont to NP Dodge Real Estate Sales Inc – 108 Dodge Ste A  
Vocelka, Susan from Heyen Real Estate to Hike Real Estate PC – Papillion  
Wehner, Mark from NP Dodge Real Estate Sales Inc – 148 Dodge to BHHS Ambassador Real Estate – Village Pointe  
Zabawa, Carlene from HomeServices Lending LLC to First Mortgage Company

## REACTIVATED MEMBERS

McGuire, Dennis – CBSHOME Real Estate – 159 Dodge #200  
Schamp, Brian – Nebraska Realty - Burt



## RESIGNATIONS

Abbott, Valerie – BHHS Ambassador Real Estate – Village Pointe  
 Abdalla, Franchell – Regents RE & Property Dev  
 Alexander, Cheryl – Keller Williams Greater Omaha – 119 #1  
 Allely, Wendy – First American Title  
 Allgire, Lori – Nebraska Realty – Burt  
 Alm, Monica – American National Bank  
 Alt, Jeffrey – BHHS Ambassador Real Estate – Village Pointe  
 Andrews, Bret – TPI Omaha  
 Anson, Donald – Gage Electrical Contracting  
 Arroyo, Melina – US Bank Home Mortgage  
 Austin, Kimberly – Stevens Real Estate  
 Bahler, Alyssa – Charter Title & Escrow  
 Barratt, Dennis – Digital Perfection  
 Beckius, Cory – First National Bank  
 Black, Dawn – ExecuStay  
 Black, Jordan – Red One Insurance  
 Blount, Flory – Peoples Mortgage Company  
 Bolton, Cathy – Cherry Creek Direct  
 Bonow, Scott – Pulaski Bank Home Lending  
 Bremer, Debbie – PIP Marketing Signs & Print  
 Brown, Blaine – BB Roofing  
 Bruening, Mike – Beardmore Insurance Services  
 Burford, Laura – American National Bank  
 Calabro, Janette – Prime Lending  
 Camenzind, Paul – Wells Fargo Private Mortgage  
 Cohn-Giorgis, Jennifer – BHHS Ambassador Real Estate – Village Pointe  
 Conrad, Teresa – Nebraska Realty – Burt  
 Cottrell, Lisa – The Morgan Company Real Estate  
 Craig, Joe – Premier Electric Inc  
 Derby, Amanda – Greater Omaha Remodelers Assoc  
 Distefano, Richard – DVI Insurance Group LLC  
 Eigsti, Rochelle – Cornerstone Home Lending Inc  
 Ekdahl, Lisa – BHHS Ambassador Real Estate – Village Pointe  
 England Trevor – Eite Heating  
 Feist, Bonnie – NP Dodge Real Estate Sales Inc – 148 Dodge  
 Flannery, Rachel – Nebraska Realty – Burt  
 Foster, Steven – NP Dodge Real Estate Sales Inc – 148 Dodge  
 Freeburg, Kevin – HMSNational.com  
 Gale, Erick – NP Dodge Real Estate Sales Inc – 35 Dodge  
 Geelan, Matt – American National Bank  
 Goodrich, Aaron – Real Estate Book of Omaha  
 Grennan, JoAnn – CBSHOME Real Estate – 159 Dodge #200  
 Gruhn, Jason – Total Home Inspection Co  
 Guinn, John – BHHS Ambassador Real Estate – Village Pointe  
 Haddix, Kristin – Nebraska Realty – Burt  
 Hanke, Matthew – Northwest Bank  
 Hartnett, Nick – Access Bank  
 Hazuka, Kristin – NP Dodge Real Estate Sales Inc - Sarpy  
 Hitchcock, John – Wright Home Inspection Inc  
 Hochstein, Aaron – Highrock Design Build Remodel  
 Holmstrom, Kerry – Charter Title & Escrow  
 Holsapple, Chuck – Core Bank title & Escrow  
 Holt, Christopher – BHHS Ambassador Real Estate – Village Pointe  
 Huff, Heidi – Coldwell Banker REA  
 Hume, Rich – A & A Roofing  
 Irish, Kelly – Keller Williams Greater Omaha – 119 #1  
 Jaffe, Tony – T1 Technologies Inc  
 Johansen, Jamie – Charter Title & Escrow  
 Jorgensen, Mike – Charter West National Bank  
 Kangas, Scott – Nebraska Realty – Burt  
 Kantor, Dimitry – Keller Williams Greater Omaha – 119 #1  
 Kehr, Lois – NP Dodge Real Estate Sales Inc – Sarpy  
 Kelly, Michael – Gretna Insurance Agency  
 Kenkel, Donna – NP Dodge Real Estate Sales Inc – 204 Dodge  
 Koenig, Kellin – BHHS Ambassador Real Estate – Village Pointe  
 LaFollette, Alan – Pulaski Bank Home Lending  
 LaMontagne, Chad – Synergy Real Estate & Dev Corp  
 Latner, Laurie – Nebraska Realty – Burt

Lawton, Chad – NP Dodge Real Estate Sales Inc – 148 Dodge  
 Lewis, Kelly – BHHS Ambassador Real Estate – Village Pointe  
 Liston, Nick – Cornerstone Home Lending Inc  
 Marshbanks, Aaron – DuctMedic  
 Masek, Mark – Platinum Real Estate Group LLC  
 McClatchey, Anne – Charter West National Bank  
 McKittrick, Rebecca – First American Title  
 Misawa, Keri – Axess Metro Realty  
 Miskell Honke, Mary – CBSHOME Real Estate – 159 Dodge #200  
 Morris, Kimberly – Scott Real Estate  
 Murphy, Dennis – Nebraska Realty – Burt  
 Murray, Eric – CBSHOME Real Estate – 159 Dodge #200  
 Nelson, Arthur – BHHS Ambassador Real Estate – Village Pointe  
 Nguyen, Jennie – Berkshire Real Estate Company  
 Nieman, Josh – Illuminate Financial Group  
 O'Connor, Jennifer – BHHS Ambassador Real Estate – Village Pointe  
 Percival, Dale – Financial Visions LL  
 Phillips, Philip – Stevens Real Estate  
 Pichardo, Sujey – Nebraska Realty – Burt  
 Pogge, Joseph – NP Dodge Real Estate Sales Inc – 204 Dodge  
 Polito, Lisa – Nebraska Realty – Burt  
 Pourchez, Dallas – Keller Williams Greater Omaha – 119 #1  
 Putnam, Julie – Access Bank  
 Rasmussen, Stephanie – Pulaski Bank Home Lending  
 Reed, Willie – BHHS Ambassador Real Estate – Village Pointe  
 Reider, Jennifer – First National Bank  
 Reikofski, Vicki – Arbor Bank  
 Richardson, Darrin – Fremont Roofing Company  
 Robinette, Whitney – BHHS Ambassador Real Estate – Village Pointe  
 Rohr, JR – BNC National Bank  
 Ruse, Lee – CBSHOME Real Estate - Papillion  
 Salerno, Pat – Dundee Mortgage Services  
 Sandiland, Becky – First National Bank  
 Schiltz, Danny – Allstate  
 Schram, William – NP Dodge Real Estate Sales Inc – Sarpy  
 Selk, Gene – CBSHOME Real Estate – 159 Dodge #200  
 Serrano, Cisco – Charter West National Bank  
 Shaw, Tony – Arbor Bank  
 Shunk, Darcie – BHHS Ambassador Real Estate – Village Pointe  
 Stagemeyer, Michele – First National Bank  
 Stang, LuAnne – First National Bank  
 Swearingen, David – Access Bank  
 Switzer, Timothy – BHHS Ambassador Real Estate – Village Pointe  
 Taylor, Lisa – PJ Morgan Real Estate  
 Thomas, Dennis – CBSHOME Real Estate – 159 Dodge #200  
 Timmerman, Betsy – Guild Mortgage Company  
 Topp, Brian – DVG Realty LLC  
 Torczon, Mark – CBSHOME Real Estate – 159 Dodge #200  
 Torrarro, Dalila – Nebraska Realty – Burt  
 Torres, Estela – NP Dodge Real Estate Sales Inc – 35 Dodge  
 Vampola, Ronald – Premier Home Inspections of NE  
 Vest, Sarah – NP Dodge Real Estate Sales Inc – 148 Dodge  
 Walbrecht, Frank – American National Bank  
 Walsh, Tom – Omaha Title & Escrow Inc  
 Watts, Kevin – First National Bank  
 Wayne, Elizabeth – Wayne Real Estate LLC  
 Wayne, Jeremy – Wayne Real Estate LLC  
 Weatherford, Deanna – The Private Mortgage Group  
 Wemhoff, Trel – BHHS Ambassador Real Estate – Village Pointe  
 Westphalen, Darlene – NP Dodge Real Estate Sales Inc – Fremont  
 Wheeler, Rodney – Coldwell Banker REA  
 Whitehead, Grant – Charter West National Bank  
 Williams, Russ – Arbor Bank  
 Williamson, Scott – Nebraska Title Company  
 Wilhelm, John – Coldwell Banker REA  
 Wingert, Mark – Wells Fargo Home Mortgage  
 Woelfel, Megan – First Mortgage Co  
 Woolley, Alton – A-1 Property Management  
 Woolley, Nancy – CBSHOME Real Estate - Papillion  
 Wray, Katie – MovingOn  
 Zaller, Dawn – Charter West National Bank

## MEMBERSHIP STATISTICS

Continued from Page 15

### OABR

|                           | Sept 2016   | Sept 2015   |
|---------------------------|-------------|-------------|
| Designated REALTOR®       | 199         | 196         |
| Des. REALTOR® - Secondary | 2           | 1           |
| REALTOR®                  | 2288        | 2202        |
| REALTOR® - Secondary      | 9           | 8           |
| Emeritus                  | 49          | 41          |
| <b>TOTAL</b>              | <b>2547</b> | <b>2448</b> |

|                     |             |             |
|---------------------|-------------|-------------|
| Institute Affiliate | 64          | 59          |
| Affiliate           | 348         | 344         |
| Public Service      | 7           | 5           |
| <b>TOTAL</b>        | <b>3241</b> | <b>3115</b> |

|                             | Sept 2016 | YTD |
|-----------------------------|-----------|-----|
| New REALTOR® Members        | 32        | 331 |
| Reinstated REALTOR® Members | 3         | 43  |
| Resignations                | 140       | 347 |

### GPRMLS

|                         | Sept 2016   | Sept 2015   |
|-------------------------|-------------|-------------|
| Participants (OABR)     | 193         | 189         |
| Participants (MLS only) | 63          | 66          |
| Subscribers (OABR)      | 2302        | 2204        |
| Subscribers (MLS only)  | 212         | 197         |
| Exempt                  | 26          | 27          |
| <b>TOTAL</b>            | <b>2834</b> | <b>2683</b> |

## COMPANY UPDATES

(Please notify the Board Office for all directory changes).

A Plus Home Inspections LLC – 14909 K St, Omaha, NE, 68137  
 ABC Termite & Pest Control Inc – 11075 S 204th St,  
 Gretna, NE, 68028  
 Heyen Real Estate – 4827 S 165th St, Omaha, NE, 68135  
 Stonebridge Solutions RE LLC – 11415 N 108th St,  
 Omaha, NE, 68142

## NEW REALTOR® COMPANY

Cambridge Realty LLC – 18926 Chicago St, Elkhorn, NE, 68022  
 OABR/MLS Phone: 402-990-7719  
 Designated Realtor: Shawn Henry  
 Nebraska Home Sales Omaha – 21375 Harney St,  
 Elkhorn, NE, 68022 OABR/MLS Phone: 913-927-6757  
 Designated Realtor: Brent Robinson  
 Prairie Land Realty – 982 N 10 Rd, Palmyra, NE, 68418  
 MLS Only Phone: 402-580-6224  
 Designated Realtor: Joyce Shear  
 United Country-Wings Group Realty & Auction – 1143 H Hwy 30,  
 Blair, NE, 68008 OABR/MLS Phone: 402-426-9233  
 Designated Realtor: Carl Lorenzen  
 Edward R Wetherbee, Broker – 345 S Wacker #3205,  
 Chicago, IL, 60601 OABR/MLS Phone: 617-510-2130  
 Designated Realtor: Edward Wetherbee

# Dirt, Grade, Water, and Your Foundation

By David Six  
 Home Standards Inspection Services

One commonly mentioned item noted in many inspections is the effect of moisture on your foundation. In most cases, it will be the presence of efflorescence. Efflorescence is calcium and mineral deposits left by excess moisture outside the foundation. Humidity from the exterior soil migrates through the porous cement block and evaporates in the interior, leaving areas of mineral build up. This will visually manifest as a white chalky deposit on your block walls. While these areas are harmless, they are a sign that some grade work and/or down spout

extensions on the exterior of the house are necessary.

In some cases, if the grade work is not improved, horizontal cracking may occur in block and brick foundations. These cracks appear along the mortar joints providing visual evidence of hydraulic pressure. Left unchecked, these cracks will widen and bulging and bowing will become more obvious. If caught in the early stages, improving grade and drainage can slow or stop this movement.

However, if these conditions continue, some form of repair or stabilization may be required. Under most circumstances, the addition of wall anchor plates and



grade work will reduce the effects of hydraulic pressure on your walls.

So remember, the first line of defense is “dirt cheap” – maintaining the grade and drainage for your house. Home Standards recommends 1” of fall (slope) per foot for 4-5 feet from your foundation.



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/HomeStandards

Dave Six  
 Inspector







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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 \$200,000, 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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## Here's what some homeowners are saying:

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**Chris and Karen**

"I want to let you know what GREAT service we received last weekend. Our sump pump failed during the rain (just a bad pump) The contractor came out to replace it the next day. Just AWESOME service – we are so happy we built with Charleston!"

**Mike and Kirsten**

"We have been very impressed with your warranty process as well. We have had to report 3 items so far and they were all taken care of very efficiently. One I reported just this morning and had a call within a half hour with someone coming next week to look at the problem."

**Ted and Colleen**

"Thank you and your entire team for the beautiful home you built for me and my family."

**Asen**

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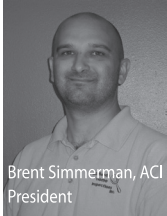
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President

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## Continuing Education

- **Appraisal Institute**  
www.ainebraska.org  
402-488-5900
- **Larabee School of Real Estate and Insurance**  
www.larabeeschool.com  
402-436-3308
- **Moore Appraisal Ed., LLC**  
www.mooreeducation.com  
402-770-8605
- **Nebraska REALTORS® Association**  
www.nebraskarealtors.com  
402-323-6500
- **Randall School of Real Estate**  
www.randallschool.com  
402-333-3004
- **Real Estate Resource Institute** (Paul Vojchehoske)  
www.mrrealestatece.com  
402-660-0395
- **REResults Coaching** (Mark Wehner)  
www.reresultscoaching.com  
402-676-0101
- **R. F. Morrissey & Associates** (Roger Morrissey)  
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# Know the Code



## Code of Ethics: Preamble

*Where the word REALTORS® is used in this Code and Preamble, it shall be deemed to include REALTOR-ASSOCIATE®s. While the Code of Ethics establishes obligations that may be higher than those mandated by law, in any instance where the Code of Ethics and the law conflict, the obligations of the law must take precedence.*

Under all is the land. Upon its wise utilization and widely allocated ownership depend the survival and growth of free institutions and of our civilization. REALTORS® should recognize that the interests of the nation and its citizens require the highest and best use of the land and the widest distribution of land ownership. They require the creation of adequate housing, the building of functioning cities, the development of productive industries and farms, and the preservation of a healthful environment.

Such interests impose obligations beyond those of ordinary commerce. They impose grave social responsibility and a patriotic duty to which REALTORS® should dedicate themselves, and for which they should be diligent in preparing themselves. REALTORS®, therefore, are zealous to maintain and improve the standards of their calling and share with their fellow REALTORS® a common responsibility for its integrity and honor.

In recognition and appreciation of their obligations to clients, customers, the public, and each other, REALTORS® continuously strive to become and remain informed on issues affecting real estate and, as knowledgeable professionals, they willingly share the fruit of their experience and study with others. They identify and take steps, through enforcement of this Code of Ethics and by assisting appropriate regulatory bodies, to eliminate practices which may damage the public or which might discredit or bring dishonor to the real estate profession. REALTORS® having direct personal knowledge of conduct that may violate the Code of Ethics involving misappropriation of client or customer funds or property, willful discrimination, or fraud resulting in substantial economic harm, bring such matters to the attention of the appropriate Board or Association of REALTORS®. (Amended 1/00)

Realizing that cooperation with other real estate professionals promotes the best interests of those who utilize their services, REALTORS® urge exclusive representation of clients; do not attempt to gain any unfair advantage over their competitors; and they refrain from making unsolicited comments about other practitioners. In instances where their opinion is sought, or where

REALTORS® believe that comment is necessary, their opinion is offered in an objective, professional manner, uninfluenced by any personal motivation or potential advantage or gain.

The term REALTOR® has come to connote competency, fairness, and high integrity resulting from adherence to a lofty ideal of moral conduct in business relations. No inducement of profit and no instruction from clients ever can justify departure from this ideal.

In the interpretation of this obligation, REALTORS® can take no safer guide than that which has been handed down through the centuries, embodied in the Golden Rule, "Whatsoever ye would that others should do to you, do ye even so to them."

Accepting this standard as their own, REALTORS® pledge to observe its spirit in all of their activities whether conducted personally, through associates or others, or via technological means, and to conduct their business in accordance with the tenets set forth below. (Amended 1/07)

## CODE OF ETHICS TRAINING REQUIREMENT



REALTORS® are required to complete ethics training of no less than 2 hours, 30 minutes of instructional time within four-year cycles. The training must meet specific learning objectives and criteria established by the National Association of REALTORS®.

**The current four-year cycle will end  
December 31, 2016.**

Training may be completed through the Omaha Area Board of REALTORS® or through another method, such as home study, correspondence, classroom courses, or online courses.



# Code of Ethics Training Course [9999T]

The National Association of REALTORS® requires completion of quadrennial ethics training by all members. The next deadline is December 31, 2016.

## \$25 - All Proceeds Support RPAC

Non-members will be charged \$50



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.



**Friday, December 9, 2016**

8:30 am - 12:00 pm

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Omaha, NE 68154

**Please note: This course is also good for 3 hours of Broker Approved Training CE.**

Snacks and refreshments will be provided.

Register online at [www.ims.oabr.com](http://www.ims.oabr.com) or send your reservations to one of the following:

**OABR**  
11830 Nicholas St.  
Omaha, NE 68154

**Email:** [Debbie@OmahaREALTORS.com](mailto:Debbie@OmahaREALTORS.com)

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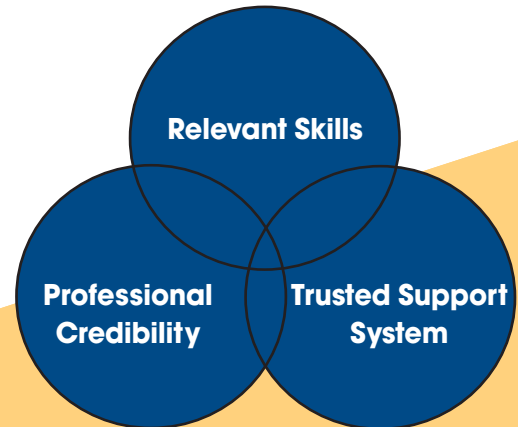
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# Word Search: Win a \$50 Gift Certificate

OABR members locating all the words will be entered in a drawing to win a \$50 gift certificate to Focus Printing. Submit answers by November 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 December FOCUS.

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

**CONGRATULATIONS** to **Dionne Housley** of CBSHOME Real Estate on receiving the ABR designation.

**CONGRATULATIONS** to **Sean Lee** of Nebraska Realty on receiving the GRI designation.

**CONGRATULATIONS** to **Nicki McGowan** of Nebraska Realty on receiving the GRI designation.

**CONGRATULATIONS** to **Sara Storovich** of NP Dodge Real Estate and her husband on the recent birth of their daughter, Joslyn, born on September 9. Joslyn is the granddaughter of **Teri Dennhardt** of NP Dodge Real Estate.

**CONGRATULATIONS** to **Francisco Serrano** of Charter West on the recent birth of his daughter, Ryan, born October 3.

**CONGRATULATIONS** to **Annali Leach** of Better Homes & Gardens Real Estate and her husband on the recent birth of their son, Carnegie, born on October 11.

**CONGRATULATIONS** to **Lisa and Regi Powell** of Farmers Insurance Powell Insurance on the recent birth of their daughter, Nevelyn, born October 20.

**CONDOLENCES** to **Mark Anding** of 1st Realty on the recent passing of his mother, **Judi Anding** of Randall School of Real Estate.

**CONDOLENCES** to **Kristi Jerkovich**, Executive Officer at the Southwest Iowa Association of REALTORS® on the recent passing of her husband.

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## Don't Miss the Next Upcoming Event...

With the year coming to a close, MOBA still has a lot going on. **Elections for the 2017 Board of Directors** will happen at the November 22nd Membership Luncheon. Don't forget that the **MOBA Holiday Celebration / Cadillac Stag** will happen December 1st at Tiburon Golf Course. You can make your reservation online at [www.MOBA.com](http://www.MOBA.com). You can also become a sponsor!

It takes a number of companies to build a residential or commercial structure. Developers prepare the land; architects design the building; builders and subcontractors complete the structure; suppliers provide the materials; realtors make the sales; and banks provide the funds. Within each of these segments, there are a variety of smaller companies that also contribute to every new home and commercial building.

The Metro Omaha Builders Association provides a place for companies to work together to provide quality homes and commercial buildings for the Omaha area. Quality construction in attractive and affordable communities is important to us because we are your neighbors. We work, play and serve in your communities. The Metro Omaha Builders Association members are dedicated to preserving integrity and lifestyle through high professional standards and sound business practices.

# MOBAcalendar

## Metro Omaha Builders Association

### OTHER UPCOMING EVENTS

Nov 08, 2016 MOBA Board of Directors Meeting at MOBA office Noon  
Nov 22, 2016 MOBA Membership Luncheon / Board of Directors Election at Anthony's 72nd & F 11:30am  
Nov 23-25 MOBA Office CLOSED  
Nov 24 Happy Thanksgiving

Details on these events and more....

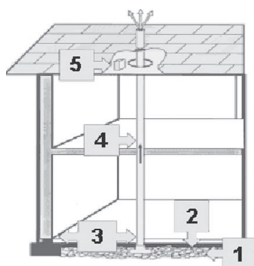
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