



SEPTEMBER 2017

REview



COMING UP

132ND ANNUAL INAUGURAL

September 7; 5:00 pm - 8:00 pm
Happy Hollow Club

GLOW GOLF TOURNAMENT

September 8; 9:00 pm - 11:00 pm
Eagle Run Golf Course

NEW MEMBER ORIENTATION

September 12; 8:30 am - 4:00 pm
September 13; 8:30 am - 4:00 pm
MLS Training Online
OABR Education Center

DUES DEADLINE

September 15
(Last day to pay without penalty)

CODE OF ETHICS TRAINING

September 15; 8:00 am - 12:00 pm
OABR Education Center

OABR DIRECTORS MEETING

September 28; 10:00 am - 11:00 am
OABR Boardroom

SAFETY MATTERS CE CLASS

September 28; 9:00 am - 12:00 pm
OABR Education Center

14 Years of Empowering REALTORS® to Stay Safe

Every September for the past 14 years, NAR has highlighted information and tools to help reduce crimes against real estate professionals. During this REALTOR® Safety Month—and throughout the year—take time to consider how safe (or unsafe) you and your colleagues are during a typical business day. Here are four tips worth keeping top-of-mind:

- 1. Have office guests sign in:** At the office, use a visitor log book where potential clients fill out a customer identification form. Remember also to check IDs.
- 2. Don't disclose too much personal information online:** Consider setting up separate personal and business accounts on Facebook, Twitter, and other social media sites. This will help protect your personal photos, posts, and other information from people you don't know.
- 3. Familiarize yourself with the properties you're showing:** If you are showing a vacant house, walk the perimeter of the property before you or your client enter to look for signs that someone has been or is currently inside.
- 4. Set up for safety:** Hang decorative bells on every outside door that you have unlocked. This will alert you whenever someone enters the house. Leave your purse or briefcase in the trunk of your car.

Amid the wide range of personal risks on the job, the key to staying safe remains simple: Keep aware of your surroundings and know how to react appropriately to a dangerous situation. Observe REALTOR® Safety Month by making a year-round commitment to taking precautions and avoiding risky situations on the job.

For more REALTOR® safety tips visit: OmahaREALTORS.com/realtorsafety.



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The Omaha Area Board of REALTORS® is pledged to the achievement of equal housing opportunity throughout the community. The Board encourages and supports a marketplace in which there are no barriers to obtaining housing because of race, color, national origin, religion, sex, handicap, or familial status.

Message from the OABR President

Greetings!

Here is a big 'Thank You' to Monica Lang our 2017 OABR President. She has been a wonderful leader and a true professional. Also to Doug Rothaus and the staff at the OABR Office who make us all look good every day. Please thank them when you see them.

When I go to national meetings and visit with like-size boards, I find we are blessed to not have issues that these other boards are experiencing. We are a very well-run organization. Our OABR and MLS leadership teams are all volunteers and are very deserving of your praise. They work hard on your behalf to bring you tools that help you in your business. Please do not take any of this for granted.

We are always looking for more talent to be involved at OABR. Feel free to contact Donna Shipley (Donna@OmahaREALTORS.com) at the OABR Office or myself to see what committees you might have interest in. This is your organization, be proud of it!

I look forward to serving you for the next year. We have made some great strides in our business recently and we have a lot more work to do. With increasing pressure on our business, we need to work together to help the consumers with their real estate needs.

The REALTORS® Political Action Committee (RPAC) is very important to our future. We can put pressure on our elected officials to consider the needs of homeowners and future homeowners. When a home is sold, many parts of the economy are affected. Home ownership is the backbone of this great country. So, work hard this fall and keep your head up. This is a fantastic business with many rewards!

Mark



Mark Leaders
President

September





POWER UP Technology summit

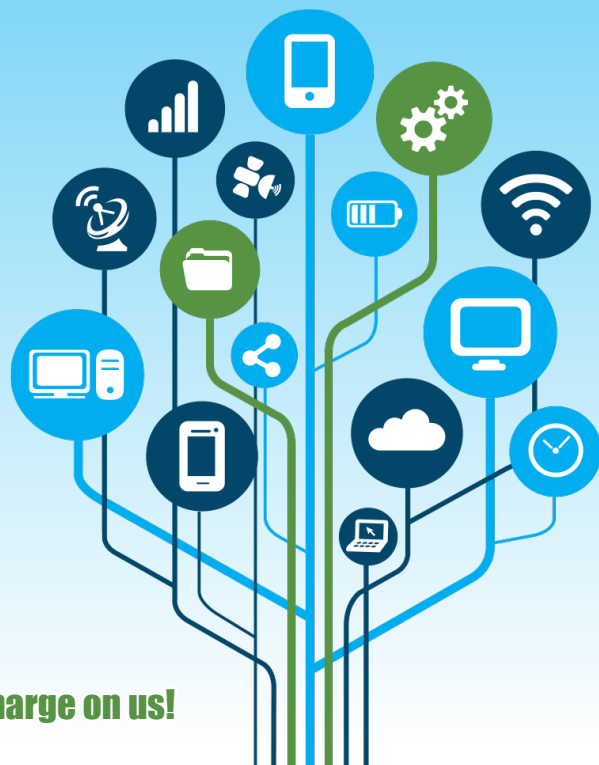
Get ready to POWER UP your brains for fast-paced learning at the POWER UP Technology Summit where you'll learn about the latest and greatest apps and technology resources to help your real estate business succeed!

friday, september 22

10:00 am - 2:00 pm

DC Centre 11830 Stonegate Dr

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Questions? Contact Hanna@OmahaREALTORS.com
or 402-619-5557.

*The Omaha Area Board of REALTORS®
invites you to attend the*

132nd Annual Inaugural



Mark Leaders, 2018 President



Thursday, September 7

Cocktail Hour 5:00 pm

Dinner Served 6:00 pm

Awards & Installation 7:00 pm

Happy Hollow Club

1701 S 105th St | Omaha, NE 68124

Master of Ceremonies

Ralph Marasco, CBSHOME Real Estate

Installation Officiant

Joe Gehrki, 2009 OABR President

Open to all OABR members and guests!

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Dinner includes: Pamesan Crusted Chicken, Asparagus, Potatoes

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Questions? Contact Diane Stevens at 402-619-5558 or

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Omaha, NE 68154

MEMBERSHIP

See the full membership report at:
www.omaharealtors.com/membership-report



| OABR | July 2017 | July 2016 |
|----------------------|-------------|-------------|
| Designated REALTORS® | 199 | 198 |
| REALTOR® | 2467 | 2350 |
| REALTOR® Emeritus | 51 | 50 |
| TOTAL | 2717 | 2598 |
| Institute Affiliate | 64 | 64 |
| Affiliate | 418 | 410 |
| TOTAL | 3199 | 3072 |

| | July 2017 | YTD |
|-----------------------------|-----------|-----|
| New REALTOR® Members | 37 | 270 |
| Reinstated REALTOR® Members | 5 | 58 |
| Resignations | 23 | 139 |

| GPRMLS | July 2017 | July 2016 |
|-------------------------|-------------|-------------|
| Participants (OABR) | 193 | 191 |
| Participants (MLS only) | 67 | 65 |
| Subscribers (OABR) | 2473 | 2363 |
| Subscribers (MLS only) | 224 | 209 |
| TOTAL | 3022 | 3295 |

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Howdy!

Kids are back to school, football season is ramping up and new leaders are stepping into new roles here at the Omaha Area Board of REALTORS®. It must be September in Omaha!

I am fortunate enough to be one of those new leaders. I will serve as the 2017-2018 OABR Affiliates Council President. I have been an active member of OABR for well over 10 years and have had the pleasure of working with and getting to know many of you over that time.

I have to be honest, I'm a little nervous because I have such big shoes to fill. Erin Trescott with Busey Mortgage has been our fearless leader over the last year and has done an incredible job for our group. I'm thankful to have her as a resource. Thank you, Erin, for all of your hard work and dedication to our group.



Lisa Powell
2017/2018 Affiliates
Council President

The Affiliates have some great things in the works for the upcoming year that we're excited to share with you. One of our initiatives for the year is to encourage members to "THINK AFFILIATES FIRST," and inform them as to why they should use the OABR Affiliates Council as a resource for themselves and their clients.

- Affiliates are members of the Omaha Area Board of REALTORS®, just like you.
- Affiliates are familiar and knowledgeable with real transactions and will do everything they can to help you close on time without any hiccups.
- Affiliates pay annual dues and invest in RPAC.
- Affiliates sponsor a large majority of the events put on by OABR (i.e. Golf Outing Hosted by the Affiliates, Turkey Bowl & Toys for Tots, Blue Jean BBQ, etc.).
- Affiliates have a mutual goal in seeing your transaction through to completion.
- Affiliates volunteer their time on numerous committees (i.e.: Education, WCR, Golf, RPAC, Social Events, etc.).
- Affiliates are bound to a Code of Ethics, just as REALTORS®.
- Affiliates are here to help you!

The Affiliates Council is also excited to launch our new website! Visit OmahaREALTORS.com and check us out under the Affiliates tab at the far right of the menu bar. We are now offering a "Featured Affiliates" page, spotlighting those Affiliates who attend at least six Affiliate meetings throughout the year.

We are looking forward to a fun and productive year ahead. In the meantime, please save the date and mark your calendars for our next Affiliate-hosted event, Turkey Bowl & Toys for Tots on Wednesday, November 1. Registration opened September 1.

Cheers!

Lisa Powell





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AFFILIATES

a council of the
Omaha Area Board of REALTORS®

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

AFFILIATE AUGUST 2017 MEETING ATTENDANCE:

Erin Trescott (President) – Busey Home Mortgage
Lisa Powell (President-Elect) – P & P Insurance Agency
Laura Longo (Secretary) – Centris Federal Credit Union
Brenda Stuart (Treasurer) – ServiceOne Inc
Blake, Jessica – Security National Bank
Bonnstetter, Lori – 2-10 Home Buyers Warranty
Bozak, Lou – Paul Davis Restoration
Brooks, Julie – Charter Title & Escrow
Bybee, Jeff – CKB Custom Creations/Fireplace
Castillo, Tricia – SAC Federal Credit Union
Connor, Tracy – City-Wide Termite & Pest Control
Corsini, Bob – Corspect LLC
Cunningham, Kayla – JH Willy
Curington, Mindy – Peoples Mortgage Company
Davis, Brett – Core Bank Mortgage
Decker, Daryl – PrintOvations
Dein, Theresa – CMG Financial
DeVivo, Luke – DVO Inspection Services Inc
Dobrovolny, Joe – Equitable Bank
Dritley, Amy – Peoples Mortgage Company
Eggenberg, Jan – SureHome Inspection Co
Franco Summer – Benchmark Mortgage
Goodman, Jen – American National Bank
Jameson, Jonathan – Busey Home Mortgage
Kopun, Gabe – Metro Credit Union Mortgage
Kopun, PK – Centris Federal Credit Union
McGee, Mark – American National Bank
Molina, Jen – My Insurance LLC
Paul, Chris – PuroClean Restoration Service
Paulson, Paula – First National Bank
Rasmussen, Brent – Mortgage Specialists LLC
Ridgway, Kerry – All Hands Waterproofing
Saum, John – SAC Federal Credit Union
Schlabs, Ryan – Northwest Bank
Sladek, Mary – My Insurance LLC
Smythe, Jody – Retirement Funding Solutions
Sullivan, Mike – City-Wide Termite & Pest Control
Sutko, Tom – AmeriSpec Home Inspection Serv
Thiel, Matt – DRI Title & Escrow
Walker, Wendy – SAC Federal Credit Union

UPCOMING MEETINGS:

Tuesday, September 19 - 9:00 a.m.
Tuesday, October 17 - 9:00 a.m.
Tuesday, November 21 - 9:00 a.m.

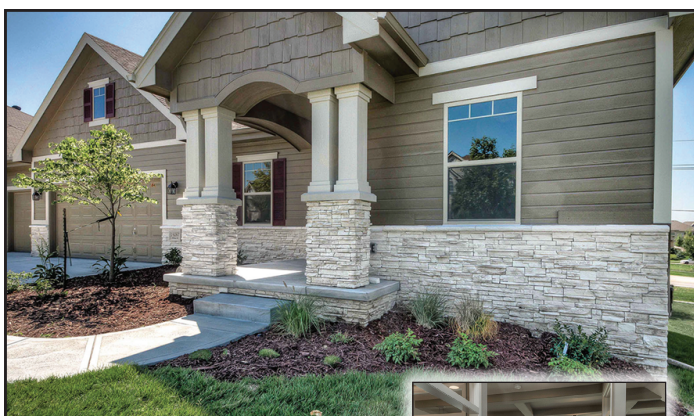
SEPTEMBER ORIENTATION SPONSORS

Amy Dritley - Peoples Mortgage Company
Jen Molina - My Insurance LLC
Brenda Stuart - ServiceOne Inc
Erin Trescott - Busey Home Mortgage



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Frans, Brandon
Gehrki, Joe
Jennings, Karen
Lang, Monica
Leaders, Mark
Leisey, Vincent
Marasco, Ralph
Meyer, Trudy
Myhre, Deda
Neilan, Perre
Owens, Megan
Rauth, Susan
Ritter, Lisa
Ritter, Dennis
Rotthaus, Doug
Tartaglia, Julie
Vogt, Scott
Wehner, Mark

GOVERNOR'S CLUB (\$500+)

Black, Bill
Dodge, Nate
Dohse, Doug
Gibson, Ryan
Konz Wieczorek, Kellie
Lehan, Carol
Lichter, Patrick
Morgan, P J
Swanson, Bill
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Amick, Molly
Bengtson, Megan
Irish, Sheila
Maloney, Margaret
McGuire, Shawn
Sawyer, Jessica
Seybold, Monica

CAPITAL CLUB (\$250+)

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Ahlers, Jerry
Anderson, Jill
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Safarik, Duane

Shipley, Donna
TenEyck, Dixie

SENATOR'S CLUB (\$150+)

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Allen, Gloria
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Archer, Crystal
Baumert, Gary
Boyles, Jo
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Braun, James
Bullington, Serina
Bunde, Carmen
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Burke, Sheryl
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Daniell, Molly
Deprez, Brian
Deprez, Nicole
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Jenkins, Michelle
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Oster, Diane
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Pittenger, Rob
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Riedmann, Coleen
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Robben, Brandon
Rongisch, Anna
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Sledge, Kathy
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Turner, Melissa
Wellsandt, Joann
Wertheim, Robert

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Peterson, Wallace
Rensch, Jeffrey
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Stoneburg, Janell
Strong, Alan
Sullivan, Duane
Sullivan, William
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Vint, Georgie
Westerhaus, Joseph
Wickert, Kaylane
Winters, Evan
Young, Mary

50 CLUB (\$50+)

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Abboud, Nicholas
Abramo Doyle, Cristine
Adams, Daniel
Agarwal, Yelena
Agosta, Logan
Aguilar, Lina
Ahlvers, Raquel
Alai, Nancy
Allen, Tonya
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Amoura, Jo Anne
Amoura, Medhet
Andersen, Beth
Andersen, Linda
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Anderson, Carly
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Andresen, Teri
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Armstrong, Michelle
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Arp, Julie
Arrasmith, Chris
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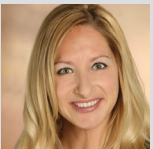
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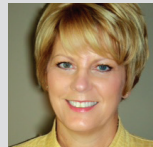
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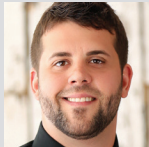
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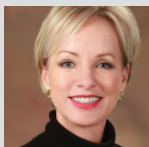
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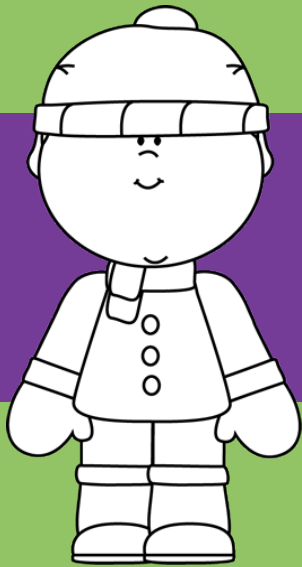
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Why I Love My Job

By Sue Josoff
Inspection Coordinator

I have worked with Home Standards Inspection Services as the inspection coordinator for 6 months now. At first, I didn't know quite what to expect. I came from a large, bustling corporate environment which I thrived in due to my competitive nature and attention to customer service. I liked the idea of working from home, but was worried about how quiet it might be.

Then, as weather started warming up, the phones began to ring, and ring, and ring. The hours started to fly by as the

inspection requests rushed in.

Since starting, I've had the wonderful pleasure of getting to know agents who are friendly and professional. I've listened carefully to the needs of their clients. Talking to excited first-time home buyers who are having the same emotions that my kids had when buying their first home, is fun. I learn something new every day from the clients and agents I talk to. This process is infectious and I love it.

I fully embrace helping clients with their home-buying experience.

On occasion, there is that call from the client who may be having an issue or question with something that was inspected. I listen to their concerns and direct them to their inspector who then works with that client for a happy resolution. Knowing our inspectors go above and beyond to make sure the client is satisfied makes me proud to be a part of this group of individuals who honestly care.



(L-R) Jon, Bridget, Tim, Bob, Paul, Steve, Dave, Forrest, Sue & Jessie

I appreciate that real estate is a small community and we work to support each other. We receive many positive comments about our inspectors and the company from clients and realtors – "that's why we love you guys" is one I hear quite often. I have found my happy place, and look forward to working with everyone for a long time to come.



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Inspection
Coordinator



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Diversity Scholarship Recipient



Cesia Reyes



The OABR Diversity Committee is working hard to heighten awareness and increase diversity in the real estate profession. They have the privilege to offer an Ethnic Minority Outreach Scholarship to qualified candidates and help mentor them during their classes, exams, and into their OABR membership.

The Committee has a vision of REALTORS® being the leaders in a culturally diverse real estate market. REALTORS® who are able to effectively reach out to all diverse groups in their community are not only positioned for success, but can take pride in knowing that they have participated in the expansion of homeownership to all Americans.

The Diversity Committee would like to share with you a past recipient who has made a commitment to be successful, Cesia Reyes.

Where did you grow up?

I was born in Los Angeles, California and graduated high school there as well. My parents decided to move us to Grand Island, Nebraska right after. I relocated to the Omaha area and have lived here for about three years now.

What Brokerage do you work for? Are you a member of any other organizations in your community?

I just joined Nebraska Realty in July and am very excited to be part of their team.

What did you do before you became a REALTOR®?

Before I became a REALTOR®, I worked for ServiceOne in the Home Warranty Department as an Administrator.

When did you get your real estate license and what inspired you to become a REALTOR®?

I passed both exams at the end of June and received my license in July. What inspired me to become a REALTOR® was the communication I had with agents when working for ServiceOne.

What is the most rewarding part of your job as a REALTOR®?

I have not sold my first home yet, but have potential future clients that would like me to be their agent. I'm excited to help them get into their future home. I think that will be the most rewarding part of the job.

What else would you like us to know about you?

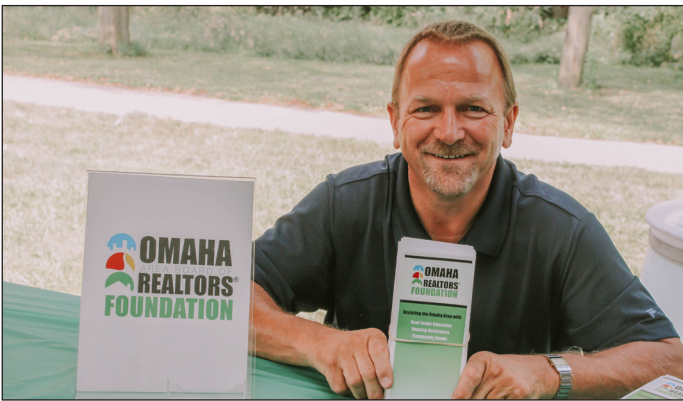
I am married and have three beautiful children.

Questions or Comments? Contact:

Donna Shipley, Programs Director
Equal Opportunity Cultural Diversity Task Force
402-619-5551 or Donna@OmahaREALTORS.com



OABR Annual Picnic



As part of Placemaking, a new initiative by the National Association of REALTORS®, OABR adopted Crosskey Villages Park in 2015 with the goal of attracting people to a little used park to gather and play. The park now features a new gazebo-shelter and a saucer swing. OABR received a hand-written thank you from a passerby in the park at the 19th Annual OABR Summer Picnic on Wednesday, August 8 regarding the newest additions to the park. It read, *"Thank you for the swing which is enjoyed by many of all ages on a regular basis. People love it - it's a HIT! The shelter is appreciated as well. As soon as the tables were added, people began using the shelter. It is a great addition to the park. As a regular trail user, I see first-hand that your contributions are gratefully received."*

Those members who attended the picnic had the opportunity to network with 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.

Thanks to the Participating Affiliate Members!

| | |
|------------------------------|--------------------------------|
| Kate Reeker | Social Events/Coat Drive |
| Bill Swanson | RPAC |
| Brian Kays | YPN |
| Melanie Doeschot/Jody Smythe | Affiliates |
| Brenda Stuart | Service One |
| Erin Trescott | Busey Home Mortgage |
| Mary Sladek | My Insurance |
| Laura Longo/Jerad Berry | Centris FCU |
| Kayla Shafer | Home Warranty of America |
| Lou Bozak | Paul Davis Restoration |
| Lori Bonnstetter | 2-10 Home Buyers Warranty |
| Kayla Cunningham | JH Willy |
| Jim Holmes | Focus Printing |
| Jan Eggenberg | Sure Home Inspection |
| Lisa Powell | Farmers Insurance |
| John Seigel/John Chatelain | MOPOA |
| Darla Bengtson | WCR |
| Rachel Moeller | SAC Federal Credit Union |
| Coquette Jensen | Omaha National Title |
| Amy Dritley | Peoples Mortgage |
| Kerry Lambert | Dino's Storage |
| Ray Cooper | Roof Tech |
| Summer Franco | Benchmark Mortgage |
| Sandi Adamy | Central National Bank |
| | Foundation/ABIDE |
| Bob Corsini | Corspect LLC |
| Monica Lang | Celebrity Homes |
| Daryl Decker | PrintOvations |
| Jeff Bybee | CKB Custom Creations/Fireplace |
| Allen Schreck | It's Your Home Inspection |

REALTOR® Review



Saucer Swing
Completed
January 2017



Picnic Shelter
Completed
August 2016

2018 Annual Dues Winner

Christine Shour, BHHS Ambassador Real Estate
REALTOR® DUES (\$550)

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

| | |
|-----------------|-------------------------------|
| Ryan Basye | Nebraska Realty |
| Dave Becker | BHHS Ambassador Real Estate |
| Mark Bresley | CBSHOME Real Estate |
| Ron Burkle | BHHS Ambassador Real Estate |
| Carol Cosgrove | BHHS Ambassador Real Estate |
| Bev Crowell | Dundee Realty |
| Tammy English | BHHS Ambassador Real Estate |
| Todd Gould | CBSHOME Real Estate |
| Jill Currie | BHHS Ambassador Real Estate |
| Pat Jansen | NP Dodge 148 |
| Melissa Jarecke | NP Dodge Sarpy |
| Diane Johnson | NP Dodge 148 |
| Andrea Lane | BHHS Ambassador Real Estate |
| Peg Maloney | RE/MAX Real Estate Giles |
| Anne McGargill | CBSHOME Real Estate |
| Sandie McPadden | NP Dodge 204 |
| Trudy Meyer | CBSHOME Real Estate |
| Glenn Miller | Multi-vest realty |
| Roger Morrissey | RealCorp |
| Charlie Peters | Omaha Home Sales |
| Denise Poppen | BHHS Ambassador Real Estate |
| Ed Post | CBSHOME Real Estate |
| Jessica Sawyer | Nebraska Realty |
| Mary Schon | Multi-vest realty |
| Christine Shour | BHHS Ambassador Real Estate |
| Gary Stoneburg | GBSHOMES |
| Lynn Strauss | NP Dodge 148 |
| Susan Vaccaro | CBSHOME Real Estate |
| Jim Vokal | Keller Williams Greater Omaha |

REALTOR® Safety

Touch Base!

Always let someone know where you are going and when you will be back. Be sure to leave the name and phone number of the client you are meeting and schedule a time for your office to call to check in with you.



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Real Estate Safety Matters (#0899)

Thursday, September 28

9:00 am - 12:00 pm

OABR Education Center

11830 Nicholas St | Omaha, NE

\$40/Person

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Course Instructor

Mark Wehner, REEsults Coaching



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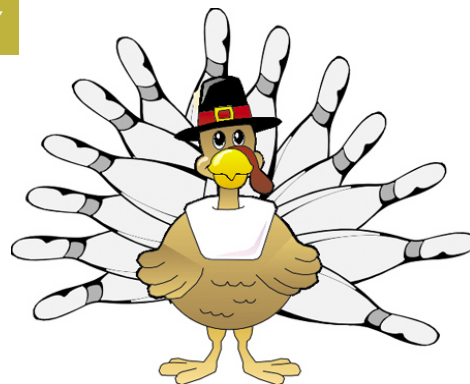




SAVE THE DATE!
Registration Begins September 1

ATTENTION REALTORS® & AFFILIATES ONLY

2017 TURKEY BOWL & TOYS FOR TOTS



- **Wednesday, Nov. 1**
- **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

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Team Captain's Email _____ Phone _____

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Personals

CONGRATULATIONS to **Thomas Meyers** of Nebraska Realty on receiving the MRP designation.



CONDOLENCES to **Dionne Housley** of CBSHOME Real Estate on the recent loss of her husband.

CONDOLENCES to **Terry Stork** of CBSHOME on the recent loss of her mother.

CONDOLENCES to **Paul and Susan Vaccaro** of CBSHOME on the recent loss of his mother/her mother-in-law.

CONDOLENCES to **Bev Nichols** of CBSHOME on the recent loss of her mother.

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OTHER UPCOMING EVENTS

- July 11, 2017 MOBA BOD Meeting
- July 13, 2017 MOBA's Annual Family & Friends Night Out at Werner Park
- July 15-16 & 20-23, 2017 **MOBA Summer Parade of Homes**

Details on these events and more....

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