

JANUARY  
2008

VOLUME 123  
NUMBER 1

REALTOR®

FOCUS

OMAHA AREA  
BOARD OF REALTORS®

(402) 493-2995  
WWW.OABR.COM

11830 NICHOLAS STREET  
OMAHA, NEBRASKA

## INSIDE THIS ISSUE:

Affiliate Advocate:  
7 Ways to Get Noticed  
in a Slow Market  
Page 4

Unscramble Words!!!  
Page 6

KIMweb Class — More  
Than A Lockbox!  
Page 9

Paragon 4.0  
Property History Search  
Page 10-11

Fancier All-In-One PCs  
Made Possible by  
Technological Advances  
Page 12

Canned Food Drive  
Page 13

Sign Up for Dick Betts  
Seminars Now ....  
Page 14

REALTOR® Appreciation  
and Toys for Tots  
Page 15

Picture The Tune!!!  
Winner & Answers  
Page 16

MOBA January  
Calendar  
Page 17

Upcoming Events  
Page 21

New Members,  
Corrections and  
Changes!  
Page 23

**Hot Dog  
Eating Contest  
by Brokers and Managers**



**Prizes will be awarded for  
the best "Secret" Chili!**

Mardi Gras  
Theme

11th  
Annual

Chili  
Cook-Off

Judging (and tasting) will be on:  
Tuesday, February 12, 2008 from 11:00-1:00 pm in the  
Omaha Area Board of REALTORS® Education Center

### CHILI COOKING CONTEST RULES OF COMPETITION

1. Any office (or combination of offices) may enter, including REALTOR®, Affiliates and Institute Affiliates.
2. Chilli must be prepared ahead of time and brought hot to the OABR.
3. A double batch of chili must be prepared to provide samples to everyone attending (over 200 people attend each year)
4. Winners will be based on ballot vote by celebrity judges. There will be prizes to the winning participating chefs.
5. Judging will be at 11:00 am and the decision will be final.
6. The OABR will provide serving cups, spoons and napkins for each person. Pop will also be available.

**If you or someone in your  
office would like to partici-  
pate as a chef in the cookoff,  
please contact: Donna at the  
OABR Office, 493-2995 x 307  
by February 1, 2008.**

**OFFICERS OF THE OABR**

President - Mark Hart  
 President-Elect - Joe Gehrki  
 Secretary/Treasurer - Shawn Maloy  
 Chief Executive Officer - James M. Patton

**DIRECTORS**

2008  
 John Bredemeyer  
 Vince Leisey  
 2009  
 Monica Humpal  
 Sharon Rich  
 Tami Robison  
 2010  
 Valorie Johnson  
 Lisa Ritter

**EX-OFFICIO**

Cathy Blackman  
 Nancy Boe  
 Debbie Kalina  
 Henry Kammandel, Jr.

**STANDING COMMITTEES**

Governmental Affairs - Kathy Miller  
 Safety Committee - Sam Mandolfo

**TASK FORCES**

Bylaws - OABR Staff  
 Equal Opportunity-Cultural Diversity - Tami Robison  
 Forms - Tom Sternberg  
 Nominating - Joe Gehrki  
 Public Relations - OABR Staff  
 RPAC Task Force - Tami Robison  
 IMF Task Force - Joe Gehrki

**QUARTERLY FORUMS**

Education - Sharon Rich  
 Member Services - Tami Robison  
 Economic Development - Cathy Blackman

**AFFILIATE COUNCIL OFFICERS**

President - Debbie Kalina  
 Vice President - Alan Stoltenberg

**MLS OFFICERS**

Chairman - Henry Kammandel, Jr.  
 Vice Chairman - Gary Stoneburg  
 Secretary/Treasurer - Mark Boyer  
 Chief Executive Officer - James M. Patton

**DIRECTORS**

2008  
 Van Deeb, Valorie Keeton, Vince Leisey  
 2009  
 Herb Freeman, Gary Stoneburg  
 2010  
 Mark Boyer, John D. Bredemeyer, Henry Kammandel, Jr.

Ex-Officio  
 Mark Hart

Editor: Jim Patton  
 Managing Editor: Donna Shipley  
 Design and printing by the Omaha Area  
 Board of REALTORS® Print Shop

Permission for reproduction and/or quotation of articles is granted, provided the Omaha Area Board of REALTORS® and its publication the REALTOR® FOCUS is properly credited. By-lined articles require the permission of author(s) prior to reprinting. REALTOR® FOCUS is the official publication of the Omaha Area Board of REALTORS®. The opinions expressed herein are not necessarily those of the Board, nor does the Board assume responsibility for their accuracy.

Omaha Area Board of REALTORS®  
 11830 Nicholas Street  
 Omaha, NE 68154  
 (402) 493-2995 tel  
 (402) 493-7189 fax

Office Hours:  
 Mon., Tues., Thur., Fri. 8am-5pm  
 Wednesday 9am-5pm



# PERSONALS



**CONGRATULATIONS** to Danny Berg of Prudential Ambassador Real Estate who was recently awarded the Graduate REALTOR® Institute of Nebraska (GRI) Designation.

**HAPPY BIRTHDAY WISHES** to OABR Services Coordinator Denise Booth who will celebrate her birthday in January.

**CONDOLENCES** to the family of Beverly Flynn of NP Dodge Company.

## SEND US YOUR NEWS!

Fax (402) 493-7189, Email dshipley@oabr.com,

Phone: (402) 493-2995 x 307

or Snail Mail to 11830 Nicholas St., Omaha, NE 68154.

We want to share in your professional and personal accomplishments, but we don't know if you don't tell us!

The Nebraska Real Estate Commission meeting will be held on January 24-25, 2008 at the Staybridge Rooms at the Staybridge Suites, located in Lincoln, Nebraska.

## Need reliable and economical printing and mailing services?

### Give us a call at 970-5313.

#### Here is the short list of what we do:

- Color Copying
- Letterhead/Envelopes
- 1 Color up to Full Color
- Business Cards
- Post Cards/Flyers
- Mailing
- Brochures/Newsletters
- Notepads
- Booklets
- NCR Forms
- Announcements
- Magnets
- Binding
- And MORE!

If it's time for a new look or you just need to reproduce an existing printed piece, we can help.

We offer competitive prices, quality products, and fast and friendly service.

For Customer Service call

## 970-5313



# NEW MEMBER ORIENTATION (COFFEE BREAK SPONSORS)

Thanks to the December 2007 Sponsors

Cami Saathoff – State Farm Insurance  
Brenda Stuart – ServiceOne Inc  
John Grose – Security National Bank  
Chip Monahan – Asset Strategies  
Dennis Meyer – TierOne Bank

Thanks to the January 2008 Sponsors

Sara Kelley – TierOne Bank  
Ruth Smith – Norm's Door Service  
Jody Smythe – Wells Fargo Home Mortgage  
Nancy Barker Circo – Bank of the West  
Regi Powell – Farmers Insurance  
Dennis Meyer – TierOne Bank

The upcoming New Member  
Orientation is scheduled for  
Tuesday, February 5, 2008 from  
8:30 a.m. to 4:00 p.m., Wednesday,  
February 6, 2008 from 8:30 a.m.  
to 4:00 p.m. and Thursday,  
February 7, 2008 from  
8:30 a.m. to 12:00 p.m.

The OABR Bylaws require that  
every new member attend  
an Orientation Program upon  
application for membership in the  
Omaha Area Board of REALTORS®.

# ORIENTATION

## *Let's Discuss Everyone's Least Favorite Subject: Health Insurance*

Calendar Year Deductibles start over January 1st as well as changes to HSA's take effect.

Chip Monahan is experienced working with Real Estate Professionals,  
by being independent and representing multiple companies, he can meet your insurance needs.



### Chip Monahan LUTCF

- OABR Board of Directors 2003-2004
- Affiliate Council President 2003-2004
- Affiliate of the Year 2002-2003
- OABR Toys for Tots Chair 2002 & 2003
- UNO Grad. Major: Real Estate and Land Use Economics

- Passed Real Estate Licensing Exam
- Real Estate Investor
- Twelve year member, OABR Affiliate Council and National Association of Insurance and Financial Advisors
- Chamber of Commerce Member

# AS

Asset Strategies

Monahan Financial Services

Working with OABR members since 1995

CALL TODAY: (402) 493-3917

EMAIL: [chipmonahan3@cox.net](mailto:chipmonahan3@cox.net)

FAX: (866) 817-3141

STOP IN AT: 1055 N. 115th St., Suite 200



# AFFILIATE ADVOCATE

Submitted By: Bob Correra  
Rels Title

## 7 Ways to Get Noticed in a Slow Market

At the end of each year I try to evaluate all my successes and failures with what I did and what I didn't do in the market place. Sometimes when we do this, we tend to cringe and hopelessly wonder "what could have been." Relax, don't worry, it happens to all of us in some capacity. We are all in an industry that deals with changes in supply/demand, cost, policies, procedures, regulations, and the local economy. With all of these changes that could occur, what are you going to do to remain "ahead of the curve" and more importantly...competitive!

I do believe there are many ways each of us can accomplish "staying ahead of the curve" and/or being competitive. Scary as it might sound, I know you have heard it before...but it is time to "think and step outside the box" of your daily routines. I have had the opportunity to read various "sales" driven books this year, attended multiple seminars, had the opportunity to speak at numerous engagements, and participated more then I ever had in committee groups this year.

With all the books that I have read throughout the year, the one book that stuck with me the most is a book by Mark Sanborn titled, You Don't Need a Title to be a Leader. Although this book has many great

points and areas of focus, there is on point that I think about the most and that is Fear of Failure. Why do you ask that I think about this the most? Because we all think about it! I know that if I want to have success and reach my goals, I will experience a lot of failure along the way. It is true that the most successful leaders/peers in your industry fail more often then others do. Bottom line, don't let the fear of failure handcuff your success in life and business. Before I go into the 7 Ways to Get Noticed in a Slow Market, I challenge all of you and even myself to think and

Continued on Page 5

### *Our Name Says It All...*

## *Affordable*

### PEST & TERMITE CONTROL

- ➔ All Termite Treatments come with a complete 10 Year Warranty.
- ➔ We offer a 24-hour turn-around on all real estate termite inspections.
- ➔ We have the longest inspection warranty available in Omaha and Iowa:  
*14 months for \$70.00*
- ➔ We will under bid any written termite estimate for treatment by 10%-30% and include a ten-year warranty.

### LICENSED AND CERTIFIED IN OMAHA AND IOWA

For more information go to  
[www.affordablepestandtermitecontrol.com](http://www.affordablepestandtermitecontrol.com)

Office: 451-1888

Fax: 457-5072

# WHAT IS... THE AFFILIATE COUNCIL?

The role of the Omaha Area Board of REALTORS® Affiliate Council 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.

President-Elect – Alan Stoltenberg –  
SAC Federal Credit Union

Secretary – Bob Correra – Rels Title

Robert Branson – Thrivent Financial for Lutherans  
Cherie Casey –

The Home Buyers Protection Company  
Patrick Casey –

The Home Buyers Protection Company  
Nancy Circo – Bank of the West

John Eggenberg – SureHome Inspection Co

John Grose – Security National Bank  
Sara Kelley – TierOne Bank

Rod Larsen – First National Bank of Omaha  
Dennis Meyer – TierOne Bank

Bret Petersen – American Dream Home Inspection  
Regi Powell – Farmers Insurance –

Powell Insurance

Cami Saathoff – State Farm Insurance

Ruth Smith – Norm's Door Service

Jody Smythe – Wells Fargo Home Mortgage

Brenda Stuart – ServiceOne Inc

Monthly meeting agendas, minutes, and financials can be found on the Affiliate website. The web address is [www.oabraffiliates.com](http://www.oabraffiliates.com). The council is also requesting email addresses. Please email your address to [ssstewart@moneytreesystems.com](mailto:ssstewart@moneytreesystems.com).

**CELEBRITY HOMES** **CELEBRITY TOWNHOMES**

**ERICKA HEIDVOGEL**

New Home Consultant

Representing All Celebrity Home  
& Townhome Communities

Mobile: (402) 917-4888

Fax: (402) 916-9641

[ehaidvogel@celebrityhomesomaha.com](mailto:ehaidvogel@celebrityhomesomaha.com)



14002 L St., Omaha, NE 68137

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



Continued from Page 4  
step outside the box in 2008. I wish all of you a very Happy Holiday and New Year.

## 7 Ways to Get Noticed in a Slow Market:

1. Writing articles — Put your expertise in writing and share it with publications your target audience reads. Submit your articles to both print publications and websites that serve your niche and watch your visibility grow.

2. Speaking — Appearing as a speaker allows you to broadcast your expertise with three different audiences -- the people who attend your talk, the people who are invited by the sponsoring organization but can't attend, and the people you tell about it before and after.

3. Media interviews — Being interviewed by magazines, newspapers, or on radio and television can spread the word quickly about your capabilities. Landing interviews is not that hard to do if you remember to start small. Begin by approaching easy targets like association newsletters, neighborhood newspapers, and local cable programs or talk radio.

4. Tell stories — One secret to effective articles, talks, and interviews is to tell stories about your clients. When you describe their challenges and accomplishments, you reveal the value of your role in helping them without having to boast about it.

5. Testimonials — When you do a good job for a client, ask them to write you a simple thank you note describing what you did to make them happy. Then make their words available on your website, brochure, or other marketing materials.

6. Build a portfolio — Collect photos and other evidence of your accomplishments and display them on your website, in a marketing kit, or with a PowerPoint presentation. You don't have to sell people on your abilities when they are seeing for themselves what you can do.

7. Create products — Packaging your work into merchandise that prospective clients can take home and sample gives them a compelling way to discover your real value. Products like ebooks, white papers, and audio recordings allow you to showcase your expertise and increase your credibility. They can often be advertised more widely than your services can, giving you another avenue for getting your name known.

# Unscramble Words!!!

## Win A \$50 Gift Certificate

From the following letters, unscramble the word. The OABR Member whose name will be drawn for all correct guesses will win a \$50 Gift Certificate to the OABR Print Shop. Fax your answers to Donna at the OABR, 493-7189 or mail to 11830 Nicholas St, Omaha, NE 68154. All correct guesses must be submitted to the OABR Office no later than January 18, 2008. Winner and answers will be in February 2008 Focus. Good luck!!!!

1. ERANMOC \_\_\_\_\_
2. SUHG \_\_\_\_\_
3. ESSKIS \_\_\_\_\_
4. CALE \_\_\_\_\_
5. CIUPD \_\_\_\_\_
6. HTARSE \_\_\_\_\_
7. AUBHSND \_\_\_\_\_
8. IWEF \_\_\_\_\_
9. AROWR \_\_\_\_\_
10. NADCY \_\_\_\_\_
11. OSRES \_\_\_\_\_
12. TCECLAOHO \_\_\_\_\_
13. FWROELS \_\_\_\_\_
14. CRAD \_\_\_\_\_
15. OHOMCS \_\_\_\_\_
16. OVLE \_\_\_\_\_
17. NOAOBLSL \_\_\_\_\_
18. AWTESERHTE \_\_\_\_\_
19. RNSFDEI \_\_\_\_\_
20. RDE \_\_\_\_\_

THEME \_\_\_\_\_

Name: \_\_\_\_\_

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

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

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

**Everyone!!**  
wants to become a  
Regency Homes

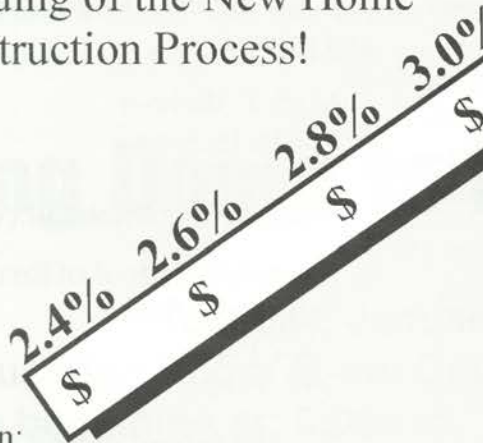


REGENCY  
HOMES

www.RegencyHomesOmaha.com

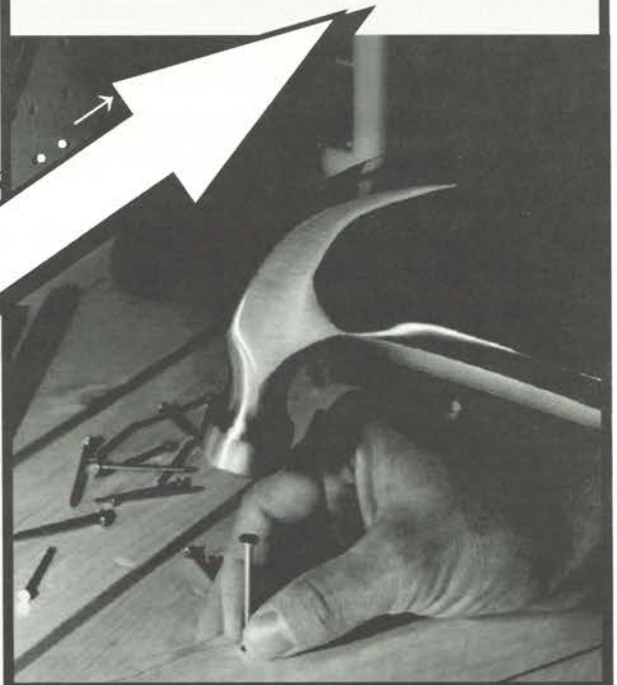
## *“Preferred* REALTOR”

Nail Down Your  
Understanding of the New Home  
Construction Process!



Don't miss out on:

- **Graduated Commission rates**—means more income for you.
- **Phone Call Client Registration**—means commission protection (per the terms of our “Preferred Realtor agent-client registration” form).
- **Our Monthly Newsletter**—to keep you up to date about inventory to sell, new plans, communities, and general new home construction updates (building code changes, etc).
- **Advanced Notice** of special promotions and events.
- **Phone Call Help** for general construction related questions and techniques.
- **Your Personal “New Home Sales Kit”.**



Call any of our “New Home Consultants” listed below “Today” to set up a time for a 1/2 hour “Regency Homes Realtor Orientation”. Tour our model homes, complete our Preferred Realtor agent-client registration form, and you become a “Preferred Realtor”!

Some limits and terms apply

*Models Open Noon—6pm Saturday—Wednesday*

Quail Hollow  
5216 S 165th Street  
165th & Q St.  
896-9200  
Walter Fredrickson  
658-4663

Manchester Park  
2508 N 169th Street  
168th & Blondo  
964-2911  
Mari Jo Mentzer  
630-0933

The Grove  
821 S 190th Street  
192nd & Pacific  
916-9883  
Sally Hoffman  
290-0739

Shadow Lake  
12610 S 81st Avenue  
1 mile S of 84th & Hwy 370  
593-9200  
Debbie Mitchell  
214-8012

# National Association of REALTORS®

## Quadrennial Code of Ethics Training Requirement

Effective January 1, 2005 through December 31, 2008, and for successive four year periods thereafter, REALTORS® are required to complete quadrennial ethics training of not less than two hours and thirty minutes of instructional time. REALTORS® completing such training during any four year cycle shall not be required to complete additional ethics training in respect of this requirement as a requirement of membership in any other board or association.

A REALTOR® completing the New Member Code of Ethics Orientation during any four year cycle shall not be required to complete additional ethics training in respect of this requirement until a new four year cycle commences.

Failure to complete the required periodic ethics training shall be considered a violation of a membership duty for which REALTOR® membership shall be suspended until such time as the required training is completed.

Every board and association is required to provide access to necessary ethics training programs either locally, in conjunction with other boards and associations, or through other methods (including, but not limited to, home study, correspondence courses, or internet-based instruction). Any training offered pursuant to this requirement must meet the learning objectives and minimum criteria established by the NATIONAL ASSOCIATION OF REALTORS® from time to time.

The following schools offer Continuing Education Credit to fulfill your Code of Ethics Requirement: Call the schools to get copies of their schedules and prices!

Mark T. Wehner  
16616 Jackson  
697-5008  
marktwehner@hotmail.com

McMahon School of Real Estate  
Sally McMahon  
7602 Pacific St  
391-5912

Randall School of Real Estate  
Susan Geschwender  
11224 Elm St  
333-3004

Larabee School of Real Estate  
3355 Orwell Street  
Lincoln, NE 68516  
1-800-755-1108

Nebraska REALTORS® Association  
145 S 56th St Suite 100  
Lincoln, NE 68510  
1-800-777-5231

The OABR Office offers a free NAR Code of Ethics Training BUT DOES NOT count as a continuing education requirement. The class is scheduled for each Friday after the New Member Orientation Course from 8:30 am. to 11:45 am. A minimum of 10 must be in attendance to have this training. Call Debbie Peterson at the OABR office for details!!! 493-2995 ext. 303.



### YOUR BUSINESS RESOURCE CENTER



**WHERE IT ALL COMES TOGETHER**

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

GE  
Security



# More than a lockbox!

## For members of Omaha Area Board of REALTORS®

The Supra iBox system is so much more than just lockboxes and keys. Are you and your company taking advantage of all the features included with your key service? We are offering workshops to help you get the most from what you already have at your fingertips.

# Opening Doors to Improved Sales

**Tuesday, January 15, 2008**

**Location: Education Room at the Omaha Area Board of REALTORS®**

**Four Sessions beginning at: 9:00a.m. 10:30a.m. 1:30p.m. 3:00p.m.**

## “Put KIMweb to work for you”

Agent tools designed to speed time to closing, reduce company and agent risk, and build homeowner trust. See the range of easy-to-customize reports that will help you and your company stay on top of activity at your listings, and stay ahead of your competition. Learn tips, tricks and timesavers for key devices and keyboxes, and the automatic email and reporting features on the Supra agent website.

**To reserve your spot, access [www.supraekey.com](http://www.supraekey.com) and click on the link for ‘Meetings and Workshops.’**

**Find your preferred location in the dropdown list, and then click Signup next to the time(s) you prefer. We’ll send you a confirming email, then a reminder.**



imagination at work

**Please share this information with others in your company, bring a fellow agent or assistant along.**



## Property History Search

### Paragon 4.0

**Tips and Tricks**  
**December 2007**

A Property History Search will show you the history of a certain properties when they may have been a listing on the MLS. The lifecycle of the property on the MLS is tracked and a report is created from that information. Therefore, depending on specific settings determined by your MLS, Paragon will pull up all the new/changed listing information on a property that it holds in its database throughout the times it may have been on the market.

To start a Property History Search, go to the main menu and click **Search**, under **Specialty Search** click **Property History**.

Enter the criteria for the specific property. In this example, the address is being used to find all the times the property could have been on the MLS. If a property currently is on the market, you can use that MLS # and it will search for all the time periods that the property was on the MLS.

Once you have the criteria entered, click **Count** to see if Paragon has any information to show. Click **Search** to view the Property History Report.



## Property History Search

### Paragon 4.0

### Tips and Tricks

The top part of the report will show the address/MLS number, a picture of the property, (if the listing has one) and a map of the property location.

**PROPERTY HISTORY DETAIL**

Address  
2 W SCHOOLSIDE DRIVE  
MECHANICSBURG, PA 17055

TAX # 340080090000000  
BSA

MLS # 10086561

MapPoint

2 W SCHOOLSIDE

Mechanicsburg

©2007 Microsoft Corp. ©2005 MapPoint, Inc. and/or its affiliates.

The next part of the report will have the latest or current activity the property has on the Market. It will show columns of the date changes, what changed, status, etc. This report is customizable.

| MLS # 10039353 |                      | Class Residential-Farm | List Date 3/1/1999 | Days On Market 5          |                              |
|----------------|----------------------|------------------------|--------------------|---------------------------|------------------------------|
| Chg Date       | Chg Type             | Status                 | Price              | LA - Act Name             | LO - Ofc Name                |
|                | Address              | SLD                    | \$119,900          | RICHARD, MGR<br>MUSSELMAN | JACK<br>GAUGHEN<br>ERA-GAUG1 |
| 5/3/1999       | Status               | SLD                    | \$119,900          | RICHARD, MGR<br>MUSSELMAN | JACK<br>GAUGHEN<br>ERA-GAUG1 |
| 3/10/1999      | Status               | PND                    | \$119,900          | RICHARD, MGR<br>MUSSELMAN | JACK<br>GAUGHEN<br>ERA-GAUG1 |
| 3/2/1999       | First Recorded Entry | ACT                    | \$119,900          | RICHARD, MGR<br>MUSSELMAN | JACK<br>GAUGHEN<br>ERA-GAUG1 |

The previous listed MLS numbers will follow with the activity during that time of being on the market.

| MLS # 10032308 |                      | Class Residential-Farm | List Date 7/15/1998 | Days On Market 253        |                              |
|----------------|----------------------|------------------------|---------------------|---------------------------|------------------------------|
| Chg Date       | Chg Type             | Status                 | Price               | LA - Act Name             | LO - Ofc Name                |
|                | Address              | WDN                    | \$119,900           | RICHARD, MGR<br>MUSSELMAN | JACK<br>GAUGHEN<br>ERA-GAUG1 |
| 3/25/1999      | Status               | WDN                    | \$119,900           | RICHARD, MGR<br>MUSSELMAN | JACK<br>GAUGHEN<br>ERA-GAUG1 |
| 3/9/1999       | Status               | ACT                    | \$119,900           | RICHARD, MGR<br>MUSSELMAN | JACK<br>GAUGHEN<br>ERA-GAUG1 |
| 3/9/1999       | Status               | BOM                    | \$119,900           | RICHARD, MGR<br>MUSSELMAN | JACK<br>GAUGHEN<br>ERA-GAUG1 |
| 1/18/1999      | Status               | PND                    | \$119,900           | RICHARD, MGR<br>MUSSELMAN | JACK<br>GAUGHEN<br>ERA-GAUG1 |
| 1/10/1999      | Status               | BOM                    | \$119,900           | RICHARD, MGR<br>MUSSELMAN | JACK<br>GAUGHEN<br>ERA-GAUG1 |
| 1/17/1999      | Status               | EXP                    | \$119,900           | RICHARD, MGR<br>MUSSELMAN | JACK<br>GAUGHEN<br>ERA-GAUG1 |
| 10/5/1998      | List Price           | ACT                    | \$119,900           | RICHARD, MGR<br>MUSSELMAN | JACK<br>GAUGHEN<br>ERA-GAUG1 |
| 8/21/1998      | List Price           | ACT                    | \$124,900           | RICHARD, MGR<br>MUSSELMAN | JACK<br>GAUGHEN<br>ERA-GAUG1 |
| 7/21/1998      | First Recorded Entry | ACT                    | \$127,500           | RICHARD, MGR<br>MUSSELMAN | JACK<br>GAUGHEN<br>ERA-GAUG1 |

#### Fidelity MLS Systems Division

If you have a suggestion for Tips & Tricks, please email [mlsinfo@fnis.com](mailto:mlsinfo@fnis.com) or call 877-657-4357.

© 2007 Fidelity MLS Systems and Solutions. All trademarks are the property of their respective companies.

MLS is a registered trademark in Canada of Canadian Real Estate Association.



# Fancier All-In-One PCs Made Possible by Technological Advances

Apple pioneered the all-in-one, single box computer but today PCs have begun making more of the one piece wonders.

Apple's first computer that combined a monitor and processing unit came out in 1984. Apple then moved the product up a notch with the popular and colorful iMac in 1998. Today, Apple has one computer which fits into a 7.4-inch aluminum flat-panel monitor case.

PCs evolved along the monitor-and-tower configuration. Their parts generated a lot of heat and required big cases and fans. With new, cooler parts, PCs can now be made in the all-in-one design.

The Gateway One has all of its parts put into its 3.6-inch-thick flat-panel monitor case. It comes with a wireless mouse, keyboard, and remote for \$1,300 to \$1,800. (Business Week's Stephen Wildstrom, says he likes the iMac much better.)

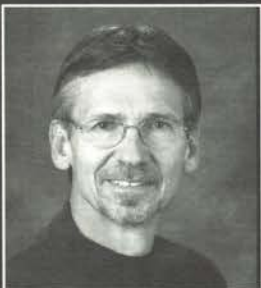
Sony has launched its Vaio LT PC/TV, which has its parts tucked into a flat-panel monitor that can be hung on the wall.

Hewlett-Packard is updating its TouchSmart PC which has touch-activated screen.

Quoted in USA Today, tech analyst Roger Kay at Endpoint Technologies Associates says all-in-ones make up only about 2 percent of the worldwide PC market. Wireless technologies make them look nice in a room since they need no cords on the keyboard, mouse, or printer.

Because there's little difference between a flat-panel computer monitor and a flat-panel TV, an all-in-one could serve both purposes in a kitchen or living room.

## HOME Standards INSPECTION SERVICES



**Steve Vacha**  
President



Office (402) 392-2020

Fax (402) 453-0680

Cell (402) 660-9988

steve@hsinspections.com

www.HSinspections.com

## Inspecting to Ensure a Home is Safe and Sound

*Our findings reported with perspective.*

Your clients will gain a good overall knowledge of the condition of the home.

- Home Inspections
- New Construction Inspections
- Radon Testing
- Mold Testing
- Over 2,500 inspections completed
- 20+ years of home construction, as contractor & builder
- ASHI certified
- Fully Insured

### Computerized Reports Include:

- Easy-to-follow summary pages
- Photos of items of concern

### Relocation agents & agents with out-of-town buyers:

Using Blackberry® technology, the report (with photos) can be emailed to your client upon completion. While at the home, we can then go over the report on the spot with the client in the comfort of their home or office.

### SPECIALS IN 2008

**\$50<sup>00</sup> OFF**  
**HOME INSPECTION**  
For First-Time Home Buyers

**\$45<sup>00</sup> OFF**  
**MOLD TESTS**  
With a Home Inspection



# Canned Food Drive

**Food Collected Will be  
Donated to the Omaha Food Bank**

**Date: February 12, 2008**

**Time: 11 am to 1 pm**

**OABR Office  
11830 Nicholas St. • Omaha, NE**

Real Estate Offices that want to participate need to contact Debbie Kalina at 639-1100 to arrange for a barrel to be delivered to their office (by the Omaha Food Bank) for the collection. The barrels will be dropped off at offices ahead of time (2 weeks or so) for the collection of canned goods. The food bank will then pick up the barrels and weigh them. People can also bring food to the Chili Cook-Off to donate, if they so choose.

## Prizes

Real Estate Offices will be competing for prizes for the most food donated by office (by weight) per capita.

Sponsored by:



**The OABR Affiliate Council in  
conjunction with  
the OABR Membership Services  
Annual Chili Cook-Off**

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

**If offices want a barrel for food collection,  
they should email Debbie Kalina at  
[Debbie@OmahaRadon.com](mailto:Debbie@OmahaRadon.com) or call her at 639-1100.**

# Sign up for Dick Betts Seminars now.....

## PDA and Treo Smartphone Workshops

Training to be held at.....

**Westside Community Conference Center**

3534 South 108<sup>th</sup> St. Omaha

### Wednesday February 27, 2008

#### **Newest, Latest, Greatest Technology Out There**

9:00 a.m. to 12:00 p.m.

- Create a Technology Plan, Website and Presence, Domain Marketing System, Email Hosting and Branding, Third Level Domain, Blogging
- Text Messaging; let me explain this one. The Millennium Generation which is 1986 and younger are becoming the first time "Home Buyers" and "Real Estate Investors". Their number one way of communication is text. If you don't text they are not going to work with you; and more.....

#### **Real Estate Fundamentals for PDA's and Treo Smartphones**

1:00 p.m. to 4:00 p.m.

*\*You need not own a PDA or Smartphone to attend!*

- Discover "Tricks and Tips" to get the most out of your device
- Learn the 6 different ways to input data on your device
- Manage your contacts with simple steps of entry, putting contacts in categories, and more.....

### Thursday February 28, 2008

#### **Advanced eKEY for the Real Estate Professional**

9:00 a.m. to 12:00 p.m.

*\*You need not own a PDA or Smartphone to attend!*

- Pinpoint the properties your clients want, anytime, anywhere
- Learn how to download maps and use them in both your professional and personal life
- Make your iBoxes go to work for you (Bring one with you to customize in class), and more.....

#### **Taking Prospecting a Step Further**

1:00 pm to 4:00 pm

- Learn 22 ways to prospect, many you might not think of as prospecting
- We help you sort thru all the options and pick what will help grow your business
- Learn progressive ways to follow up with new prospects
- We cover drip systems and other ways to keep your name in front of the right people, and more.....



Dick is a technology consultant and instructor specializing in the personal digital assistant (PDA), Smartphones and management programs. The real estate industry is particularly attracted to Dick's down-to-earth style of teaching. Dick is the exclusive trainer for GE Security – Supra electronic LockBox system. Dick is also a certified instructor with Palm, Inc.

### **Registration Required**

Name: \_\_\_\_\_ Phone # \_\_\_\_\_

Company: \_\_\_\_\_ E-mail \_\_\_\_\_

#### **Fees: \$25 per day or \$15 per session**

\_\_\_\_ Newest, Latest, Greatest Technology Out There      \_\_\_\_ Advanced eKEY for the Real Estate Professional  
 \_\_\_\_ Real Estate Fundamentals for PDA's and Treo Smartphones      \_\_\_\_ Taking Prospecting a Step Further

\$ \_\_\_\_\_ Total Enclosed;    \_\_\_\_ Check or Visa/MC    Exp \_\_\_\_\_

Send to OABR; Attn Lisa..... [lwelch@oabr.com](mailto:lwelch@oabr.com) or Fax (402) 493-2995 Phone (402) 493-2995 x 302

# REALTOR® Appreciation and Toys for Tots

Submitted by Brenda Stuart, ServiceOne  
REALTOR® Appreciation and Toys for Tots Event Co-Chair

On December 6, 2007, the OABR Affiliates hosted this event at the Regency Lake and Tennis Club. Due to a snowstorm that day, the attendance was smaller than usual. But, those that ventured out, appreciated the free valet parking and enjoyed the evening of food, beverages and festivities. Thanks for coming and enjoying the evening!!

The program during the evening recognized active military family members. Music was provided by Jermar Entertainment and Diane Battiato who sang patriotic and holiday songs. What a beautiful voice! We also had a moment of silence for the victims and their families of the Westroads tragedy that occurred the day before.

Congratulations go out to everyone who contributed toys and/or cash for the Marines to distribute for their Toys for Tots campaign. Thanks to the OABR REALTORS® and Affiliates for your generosity as the Marines were overwhelmed with all the toys and cash for their mission. Special thanks to Bret and Shari Petersen for delivering a truckload of toys to the Marines. And to all the Affiliates who helped in any way, thanks!

The OABR Affiliates really appreciate the support of the REALTORS® and look forward to an awesome 2008. We ask that you continue to support the OABR Affiliates. Happy Holidays and see you next year at this event!!



# Picture The Tune!!!

## Jerry Reinke, A&M Appraisals

### Won A \$500 Gift Certificate

From the puzzle clues to a Holiday Tune, many REALTORS® deciphered the song titles. Here are the answers!!!

- 01 JINGLE BELLS
- 02 WALKING IN A WINTER WONDERLAND
- 03 SANTA CLAUS IS COMING TO TOWN
- 04 FIRST NOEL
- 05 RUDOLPH THE RED NOSED REINDEER
- 06 LITTLE DRUMMER BOY
- 07 WHITE CHRISTMAS
- 08 I SAW THREE SHIPS
- 09 WHAT CHILD IS THIS?
- 10 WE THREE KINGS OF ORIENT ARE
- 11 DECK THE HALLS
- 12 HOLY NIGHT
- 13 FELIZ NAVIDAD
- 14 BLUE CHRISTMAS
- 15 SILVER BELLS

- 16 SANTA LOOKED A LOT LIKE DADDY
- 17 AWAY IN THE MANGER
- 18 TWELVE DAYS OF CHRISTMAS
- 19 ROCKING ROUND THE XMAS TREE
- 20 FROSTY THE SNOWMAN
- 21 LET IT SNOW
- 22 GO TELL IT ON THE MOUNTAIN
- 23 CHESTNUTS ROASTING ON AN OPEN FIRE
- 24 IT CAME UPON A MIDNIGHT CLEAR
- 25 I SAW MAMA KISSING SANTA
- 26 O, COME ALL YE FAITHFUL
- 27 SILENT NIGHT
- 28 LITTLE TOWN OF BETHLEHEM
- 29 MEET ME UNDER THE MISTLETOE
- 30 HARK THE HERALD ANGELS SING



Call or email Susan Laughlin  
to schedule a showing!

(402) 932-6555  
(402) 505-9999

susan@bluestonedev.com



theTOWNS

— seventh & little italy —

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

THE ROWS AT

**SoMa**

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

THE LOFTS AT

**SoMa**

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

**BLUESTONE**

DEVELOPMENT

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

| <div>  <h1>January 2008</h1> <div>  <p>Keep Members of the Military and Their Families in Your Thoughts and Prayers.</p> </div> </div> |                                         |                                                                                          |                                                      |                                                                                                                                          |                                                                                                         |          |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------|------------------------------------------------------------------------------------------|------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------|----------|
| Sunday                                                                                                                                                                                                                                                                                                    | Monday                                  | Tuesday                                                                                  | Wednesday                                            | Thursday                                                                                                                                 | Friday                                                                                                  | Saturday |
|                                                                                                                                                                                                                                                                                                           |                                         | 1<br>MOBA Office Closed<br>New Year's Day                                                | 2<br>12:00 Womens Council Board at MOBA              | 3                                                                                                                                        | 4                                                                                                       | 5        |
| 6                                                                                                                                                                                                                                                                                                         | 7<br>12:00 Membership Committee at MOBA | 8 <b>NO Formal Exec or BOD Meeting</b><br>5:30 pm Board of Directors Dinner - RSVP Candy | 9                                                    | 10 11:00 Govt Affairs Comm at MOBA<br>11:30 MOBA PAC at MOBA<br>6/7 pm Awards Night/Membership Dinner Mtg at Champions Run<br>RSVP Candy | 11                                                                                                      | 12       |
| 13                                                                                                                                                                                                                                                                                                        | 14                                      | 15 11:00 Sales and Marketing Co. at MOBA<br>12:00 Associates Council at MOBA             | 16 Womens Council General Mtg: Time and Location TBA | 17 11:30 am Remodelers Meeting/Lunch at the MOBA Office<br>RSVP Candy                                                                    | 18 Remodel Omaha Tour Entry Deadline                                                                    | 19       |
| 20                                                                                                                                                                                                                                                                                                        | 21                                      | 22                                                                                       | 23                                                   | 24                                                                                                                                       | 25                                                                                                      | 26       |
| 27                                                                                                                                                                                                                                                                                                        | 28                                      | 29                                                                                       | 30                                                   | 31<br>Remodel Omaha Tour Photo Deadline                                                                                                  | Omaha Home and Builders Show<br>March 27th-30th<br>Contact<br>Cox Johnson Corporation<br>(402) 393-3339 |          |

JOIN THE RECOGNIZED  
AUTHORITIES WHO RECOMMEND  
TESTING HOMES FOR RADON.

U.S. Surgeon General  
American Medical Association  
World Health Organization  
American Lung Association  
National Safety Council  
National Academy of Sciences

**RPT** Radon Protection  
Technologies, LLC

Radon Professionals Saving Lives

LICENSED RADON MITIGATION & TESTING SPECIALISTS



Debbie  
Kalina

- ♦ Fast, Reliable Service
- ♦ Competitive Prices
- ♦ Commercial & Residential
- ♦ Experience You Can Trust

**(402) 639-1100**  
www.OmahaRadon.com



## OMAHA PEST CONTROL, INC.

Call West for the best Inspection



Monty E. West  
Manager

Phone: 402-250-0425

Fax: 402-572-4028

Email: omahapestcontrol@cox.net

*Monica*  
**Lang**  
REALTOR® Since 1995

402.689.3315

Representing ALL Celebrity Locations  
mlang@celebrityhomesomaha.com  
www.monicalang.com



CELEBRITY  
HOMES

## Constructive Forgetting Can Help You Remember Important Matters

Scientists have discovered that when you want to remember a fact, the prefrontal cortex of the brain becomes very busy. It has to sort through a lot of irrelevant information.

Once it has edited out all the clutter, the prefrontal part of the brain is free to do more important things, such as make decisions.

Thomas Cook, CEO of Cognitive Research Corp., says one of his favorite prescriptions for better memory is "knowing what and when to forget." Quoted in *Prevention*, he says our daily overload of information is just filled with too much stuff. He recommends:

For appointments, meeting dates, birthdays, and events, list them on your calendar so you won't have to keep them in mind.

Keep telephone numbers, even for family members, stored in your cellphone, computer, or on an easily accessible paper list.

When reading the newspaper, decide to remember only what is important to you.

At a meeting or party, learn only the names of people you want to see again.

Block unpleasant memories. Lingering memories of childhood trauma, emotional rejection, or workplace slight can interfere with mental sharpness.

When such a memory rises, replace it immediately with a happy one. Remember a joyful time in detail and try to relive it. Without reinforcement, the unpleasant memory will fade into a distant corner of your mind.

These steps could lead you toward brain fitness and a greater ability to remember what you need to know.

• • •

Anyone who stops learning is old, whether at 20 or 80. Anyone who keeps learning stays young.

— Henry Ford

### Regi and Lisa Powell

*Your Home Insurance Closing Experts*

- Quick Binders
- Relocation Specialists
- Free Flood Determinations/Quotes
- Prompt Professional Service

AUTO • HOME • CONDO • FLOOD •  
LIFE • HEALTH • BUSINESS

614-4633

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



**FARMERS**

...Ask about our FREE Hobbs/Herder follow-up program!

**Powell**  
**INSURANCE**



Omaha Poster

T-Shirt, LLC  
alpha**Signs4U**

(402) 894-2652

FAX: (402) 894-2654

E-MAIL: Signs4Uomaha@aol.com

David D. Kraft  
Production Manager

Digital Printing   Riders  
Textile Printing   Door Lettering  
Screen Printing   Custom Logos  
Vehicle Lettering   Decals  
Yard Signs   Magnetics  
Real Estate Signs   Political Signs  
Directionals   Commercial Signs  
Banners   3 D Lettering  
Free Delivery in Metro Area

## Chinese Proverb

If you want happiness for an hour, take a nap.  
If you want happiness for a day, go fishing. If you want happiness for a month, get married. If you want happiness for a year, inherit a fortune.

If you want happiness for a lifetime, help others.

**SureHome**  
Home Inspection Company

**John Eggenberg**  
402-616-9250

**High Standards**  
**Great Service**  
**Great Price**


MEMBER



- Over 3,000 Inspections Performed
- Available 7 Days a Week
- On-Site Computerized Reports
- Fully Insured/ASHI Certified

Spring your home  
"For Sale" to SOLD  
with Home Staging  
by Ross Designs!

**Ross Designs**  
L.L.C.


"Since staging my listings with Tori, my average time on the market for the same number of homes listed and the same average listing price, was reduced by 42%!"



Home staging is essential for marketing residential real estate.

Home staging is recommended for:

- **Occupied homes** - professional arranging and organizing of existing furnishings and belongings
- **Vacant homes** - furniture and accessory rental for key areas

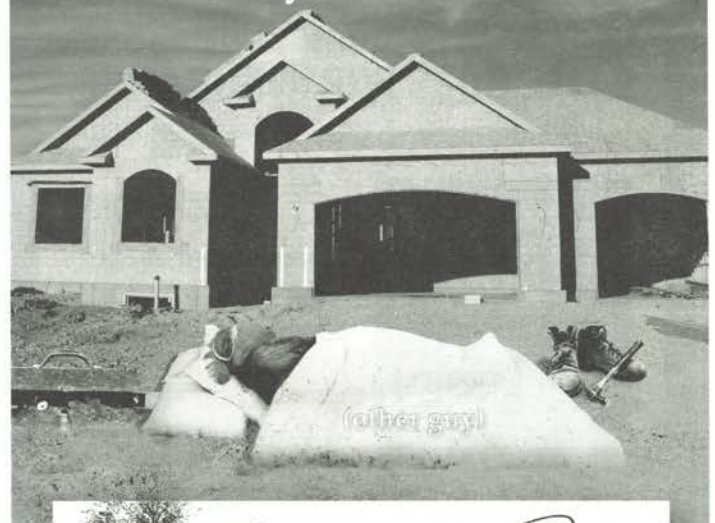
Call today to learn how Ross Designs, LLC can reduce your time on the market and increase the odds of receiving full asking price!

Tori Lynn Ross  
402.490.3244  
ToriLynnRoss@Ross-Designs.com

Joette Faubion, ASP  
402.616.3796  
Joette@ross-designs.com

www.ross-designs.com  
MOBA, OABR & WCR Council Member

Is your builder as reliable  
as you think?


**INFINITY**  
HOME BUILDERS

Bill Torczon  
The builder who cares.  
InfinityHomesOmaha.com

991-9368

MODELS: West Bay Woods, 3703 S. 181 St. • Creekside, 918 Gayle St.

# CONTINUING EDUCATION

| Date | Title | Course# | Credit Hours | Time |
|------|-------|---------|--------------|------|
|------|-------|---------|--------------|------|

McMahon School of Real Estate (402) 391-1494

Randall School of Real Estate: Call (402) 333-3004

Great Plains School of Real Estate: Call 938-5100

Professional School of Real Estate: Call 434-3725

R. F. Morrissey & Associates: Call 933-9033.

Call for school catalog. All classes subject to a minimum of eight and maximum of 25 students.

Metropolitan Community College: Call 457-5231

Mark Wehner: Call 676-0101

[www.resultscoaching.com/ce](http://www.resultscoaching.com/ce)

Classroom Schedules

Online Courses Available

University of Nebraska at Omaha: Call 554-2800 for next semester's schedules.

Academy of Commercial Real Estate: Call Steve Cary 548-1874

Larabee School of Real Estate: Call 402-436-3308 or 800-755-1108

Evening Classes Available At Larabee Call School For More Details

## Not just any home will do... SAME GOES FOR INSURANCE.



**Cami Saathoff, Agent**

- Prompt "Good Neighbor" Service
- Relocation Specialist
- Providing Insurance and Financial Services

8012 W Dodge Road  
Omaha, NE 68114-3414  
Office: 402-496-7565  
[www.camisaathoff.com](http://www.camisaathoff.com)

LIKE A GOOD NEIGHBOR



STATE FARM IS THERE.®

*Providing Insurance and Financial Services*

statefarm.com® • State Farm Fire and Casualty Company, State Farm General Insurance Company — Bloomington, IL.  
State Farm Florida Insurance Company — Winter Haven, FL. • State Farm Lloyds — Dallas, TX.



Receive a **FREE 90-day ServiceOne®**  
**home warranty with every home**  
**inspection!**



**Patrick Casey**  
President

- Home Inspections
- Radon Testing
- Mold Testing
- EIFS Stucco Testing
- On-site Reports
- Fully Insured
- ASHI Certified



**Home Buyers** **HBP**  
PROTECTION COMPANY  
**334-7926**

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

**"Setting the Standards in Home Inspections  
for Over 25 Years"**



## Upcoming Events

### January 2008

- 1 Holiday – OABR Office Closed
- 8, 9, 10 OABR Orientation 8:30am-4:00pm
- 11 OABR Code of Ethics Training 8:30am-11:30am
- 15 Supra Key KIMweb Training 9:00am or 10:30am or 1:30pm
- 21 Holiday – OABR Office Closed
- 29-30 NRA Legislative Days in Lincoln NE

### February 2008

- 5, 6, 7 OABR Orientation 8:30am-11:30am
- 8 OABR Code of Ethics Training 8:30am-11:15am
- 12 OABR Member Services Chili Cook-Off 11:00am-1:00pm
- 18 Holiday – OABR Office Closed
- 27-28 Dick Betts on Smartphone Training

### Would You Trust Your Paycheck to A Novice?

Dennis Ritter is a mortgage professional with experience. His experience allows him to offer the following value added services to REALTORS® and home buyers/sellers in the Omaha metro:

- **Programs Designed to Help Sellers Sell Their Homes, Faster**
- **Guaranteed Closing Costs**
- **Credit Rehabilitation Programs for Buyers**
- **Lead Generation Programs for REALTOR® Partners**

The Private Mortgage Group offers a wide spectrum of product offerings including:

- **Stated Income, No Ratio, No Asset Mortgages**
- **100% Financing to \$1MM**
- **Interest Only & Deferred Interest Mortgages**

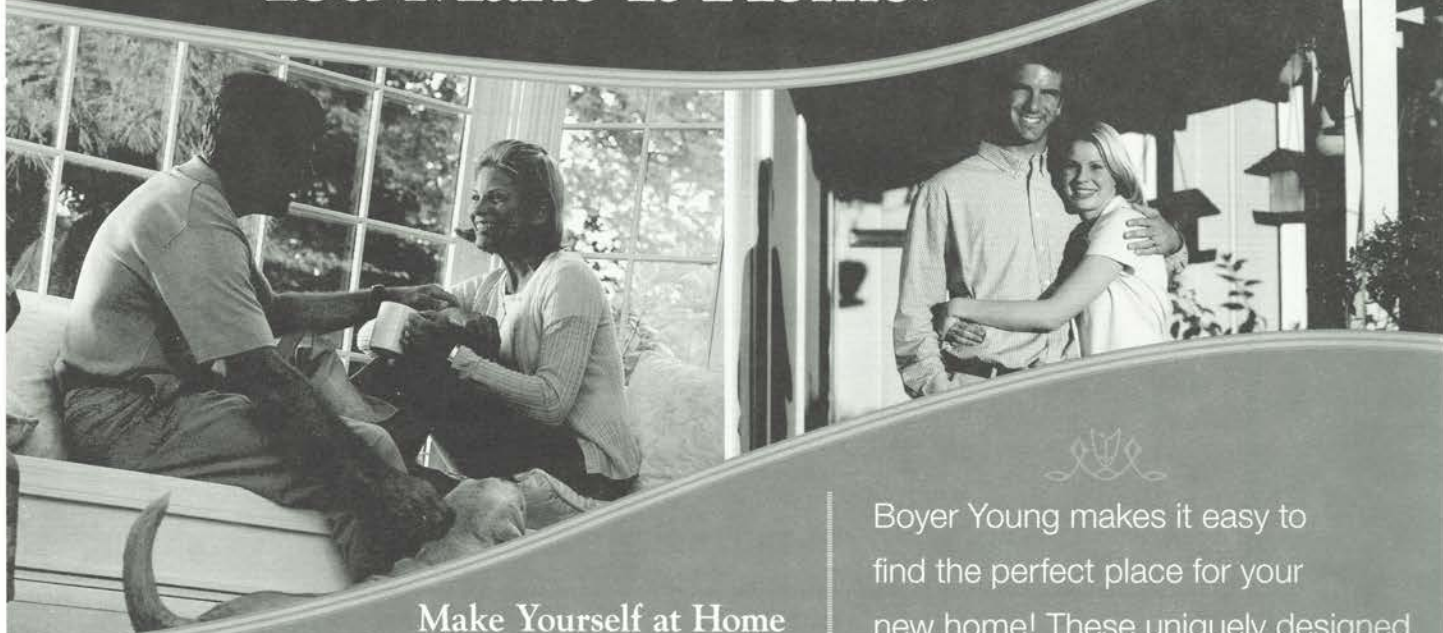


**Dennis Ritter**  
**680-3458**

[Dennis@The-PMG.com](mailto:Dennis@The-PMG.com)  
[www.dennisritter.com](http://www.dennisritter.com)



# We Make It Easy... You Make It Home.



## Make Yourself at Home with Amazing Amenities:

- Generous lot sizes
- Convenient access to schools and shopping
- Beautiful landscaping
- Charming water features
- Spectacular views of nature areas
- Neighborhood green spaces

Boyer Young makes it easy to find the perfect place for your new home! These uniquely designed neighborhoods have many features you just won't find in other areas. And each one was carefully planned with your needs in mind.

## Boyer Young is Proud to Offer Premier Neighborhoods All Over Town:



**Clear Water Falls** – Family friendly features.  
36th & Birchwood - Bellevue  
Homes from \$150,000 and up



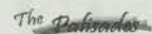
**Manchester Park** – A smart move.  
168th & Blondo - Elkhorn  
Homes from \$250,000 and up



**Iron Horse** – Affordable resort living.  
Highway 6 - Ashland  
Homes from \$275,000 and up



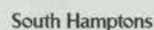
**West Bay Springs** – Abundant amenities.  
187th & F - Millard  
Homes from \$225,000 and up



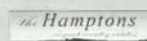
**The Palisades** – Priced just right.  
168th & Cornhusker - Gretna  
Homes from \$150,000 and up



**Savanna Shores** – A relaxing retreat.  
96th and Schram Rd. - Papillion  
Homes from \$250,000 and up



**South Hamptons** – Private treed lots.  
238th & Q Street  
Homes from \$350,000 and up



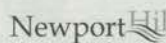
**The Hamptons** – Acreage estates.  
234th & Q Street  
Street of Dreams 2006!



**Portal Ridge** – Convenient and comfortable.  
101st & Giles  
Homes from \$250,000 and up



**The Heritage** – A classic lifestyle.  
156th & State St. - Bennington  
Attractive range of lot sizes and pricing



**Newport Hill** – Acreage estates with scenic lake views.  
180th & Highway 36 - Bennington  
Homes from \$350,000 and up



# Boyer Young

We make it easy. You make it home.

[www.boveryoung.com](http://www.boveryoung.com) • 402-334-3690



# NEW MEMBERS, CORRECTIONS & CHANGES!

## NEW MEMBERS

Bockelman, Laura – 7900/DEEB Realty  
 D'Elia, Carla – 7900/DEEB Realty  
 Eich, Christopher – 7900/DEEB Realty  
 Focht, Matthew – 5500/Valuation Services  
 Hornberger, Justin – 800/NP Dodge VII, LLC  
 Inman, Jacki – 5000/Celebrity Homes Inc  
 Karr, Scott – 5110/Real Estate Associates Inc  
 Kellar Jr, Rickie – 7900/DEEB Realty  
 Leonard, Michael – 7900/DEEB Realty  
 Miller, Sheryl – 100721/Fricke & Associates Inc  
 Morris, Gary – 7900/DEEB Realty  
 Nyffeler, Jill – 7900/DEEB Realty  
 Owens, Connie – 770/NP Dodge V, LLC  
 Pete, Lawrence – 803/NP Dodge VI, LLC  
 Pete, Lori – 803/NP Dodge VI, LLC  
 Quinn, Darlene – 711/CBSHOME Real Estate  
 Santo, Terry – 100106/Boyer Young Real Estate Co  
 Souza, Carole – 714/CBSHOME Real Estate  
 Starr, Lucas – 7900/DEEB Realty  
 Sturek, Jonie – 714/CBSHOME Real Estate  
 Wiles, Jacquelyn – 100374/CBSHOME Real Estate  
 Willey, Steven – 8440/Home Town Real Estate  
 Woodke, Drew – 4300/Prudential Ambassador Real Estate  
 Wray, Robert – 100186/Mach 1 Real Estate Inc  
 Zabawa, Randi – 7900/DEEB Realty

## NEW AFFILIATE MEMBERS

Byrd, Tony – 100722/Allstate Insurance Company  
 Drew, Curt – 100723/National Radon Defense  
 Moore, Scott – 100074/Guardian Title

## NEW MEMBER CANDIDATES

Beck-Conley, Darcy – 7900/DEEB Realty  
 Brennan, Anne – 5000/Celebrity Homes Inc  
 Coash, Patricia – 7900/DEEB Realty  
 De La Vega, Jose – 100639/Certified Property Mgmt Inc  
 Dreier, Mark – 5110/Real Estate Associates Inc  
 Grush, Candy – 803/NP Dodge VI, LLC  
 Gustafson, Michelle – 4300/Prudential Ambassador Real Estate  
 Heim, Shane – 4300/Prudential Ambassador Real Estate  
 Houser, Stephanie – 100595/Mike Egan Real Estate  
 Mayo, Shannon – 7900/DEEB Realty  
 Rieckman, Rita – 100609/NP Dodge IX, LLC  
 Watson, Carlos – 100609/NP Dodge IX, LLC  
 Wiegert, Margaret – 714/CBSHOME Real Estate  
 Wight, Timothy – 6180/Lan-Ken Realty Group Inc

## NEW AFFILIATE CANDIDATES

Phalen, Sheila – 100728/ADT Security Services Inc  
 Schrader, Steve – 100678/Schrader Inspections  
 Schult, Michael – 100545/Schult Pest Control

## MEMBER TRANSFERS

Anding, Judi From 100318/Select Realty Inc To 4300/Prudential Ambassador Real Estate  
 Brink, Edward From 100374/CBSHOME Real Estate To 100243/Edward E Brink Broker  
 Combs, Dale From 7900/DEEB Realty To 770/NP Dodge V, LLC  
 Dunn, Russell From 24/CBSHOME Real Estate To 771/NP Dodge III, LLC  
 Duran, Richard From 777/NP Dodge I, LLC To 100595/Mike Egan Real Estate  
 Fredericksen, Ronald From 6870/Berkshire Real Estate Co To 100106/Boyer Young Real Estate Co  
 Gillogly, Cheryl From 24/CBSHOME Real Estate To 771/NP Dodge III, LLC  
 Gilreath, Rita From 770/NP Dodge V, LLC To 100658/RE/MAX Professionals  
 Hawkins, Courtney From 5000/Celebrity Homes Inc To 4300/Prudential Ambassador Real Estate  
 Holtz, Kathleen From 6250/WHY USA Independent Brokers Realty To 3670/Re/MAX The Producers  
 Johnson, Marilyn From 714/CBSHOME Real Estate To 21/CBSHOME Real Estate  
 Justus, Leslie From 100374/CBSHOME Real Estate To 7900/DEEB Realty  
 Lepert, Mari From 100578/Homes by Design One LLC To 770/NP Dodge V, LLC  
 Lewis, Aubrey From 800/NP Dodge VII, LLC To 5110/Real Estate Associates Inc  
 Luefschuetz, Frieda From 712/CBSHOME Real Estate To 23/CBSHOME Real Estate  
 Miller, Joyce From 712/CBSHOME Real Estate To 21/CBSHOME Real Estate  
 Osburn, Dodi From 7900/DEEB Realty To 7902/DEEB Realty  
 Pfeiffer, Shelley From 100696/Ashland Realty To 7900/DEEB Realty  
 Randazzo, Paul From 7902/DEEB Realty To 7900/DEEB Realty  
 Robar, Dawn From 777/NP Dodge I, LLC To 3670/Re/MAX The Producers  
 Sandnes, Jodi From 24/CBSHOME Real Estate To 23/CBSHOME Real Estate  
 Schott, Jody From 24/CBSHOME Real Estate To 771/NP Dodge III, LLC  
 Strong, Alan From 100628/Premier One Real Estate LLC To 100729/Premier One Real Estate LLC  
 Westphalen, Darlene From 770/NP Dodge V, LLC To 773/NP Dodge VIII, LLC

## MEMBER REINSTATES

Craven, Naomi – 4300/Prudential Ambassador Real Estate  
 Heavican, Kristina – 21/CBSHOME Real Estate  
 Horobik, Craig – 803/NP Dodge VI, LLC  
 McWilliams, Shawn – 7900/DEEB Realty  
 Walkenhorst, Dawn – 100639/Certified Property Management Inc

## NEW COMPANY

#100730/David G Green Broker – 12112 E 61st Terr, Kansas City, MO, 64133  
 BSG/MLS Secondary Phone: 816-694-8295 Fax: 816-353-7271  
 Designated Realtor: David Green

## COMPANY REINSTATES

#100243/Edward E Brink Broker – 2397 W Shore Dr, Union, NE, 68455  
 OABR/MLS Phone: 598-1528  
 Fax: 263-5063  
 Designated Realtor: Edward Brink  
 #100497/S & Appraisals Inc – 3335 N 109th Plz Ste A, Omaha, NE, 68164  
 OABR/MLS Phone: 614-2877  
 Fax: 934-8125  
 Designated Realtor: James Shively

## COMPANY ADDRESS AND PHONE NUMBER UPDATES

(If your firm address and/or telephone number changes, fax the information to 493-7189 to ensure our records are accurate)  
 #100481/Century 21 Legacy Real Estate – 7200 S 84th St #B, Omaha, NE, 68128 Fax: 614-2133  
 #100086/Independent Building Inspection – 43 Willow Point Dr, Ashland, NE, 68003  
 Phone: 960-7058  
 #7541/Metro Property Inspections Inc – 18302 Honeysuckle Dr, Elkhorn, NE, 68022  
 #100539/OKOmaha Real Estate Company – 3715 S 16th St, Omaha, NE, 68107  
 #100050/Rels Valuations – Fax: 952-367-8624  
 #100640/Scott Real Estate – 13209 Marinda Cir, Omaha, NE, 68144  
 #6250/WHY USA Independent Brokers Realty – 1240 S 109th St, Omaha, NE, 68144

## COMPANY NAME CHANGE

#100305/Meredith Services LLC (Formerly Richard Meredith Appraiser)  
 #100539/OKOmaha Real Estate Company (Formerly South Omaha R E Co Inc)

## CHANGE OF DESIGNATED REALTOR

#100481/Century 21 Legacy Real Estate – Michelle Crowell



PRSRT STD  
U.S. POSTAGE  
**PAID**  
OMAHA, NE.  
PERMIT # 1313

Omaha Area Board of REALTORS®  
11830 Nicholas Street  
Omaha, Nebraska 68154

## CALENDAR OF EVENTS FOR JANUARY 2008

| SUNDAY | MONDAY                                               | TUESDAY                                                                                                                   | WEDNESDAY                                                                                     | THURSDAY                                                                                 | FRIDAY                                                                                 | SATURDAY |
|--------|------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------|----------|
|        |                                                      | 1<br>NEW YEARS DAY<br>Office Closed                                                                                       | 2                                                                                             | 3<br>WCR Executive Comm.<br>8:30 am at OABR                                              | 4<br>Toastmasters<br>7:15-8:30 am at OABR                                              | 5        |
| 6      | 7                                                    | 8<br>Affiliates<br>9:00 am at OABR<br>New Member Orientation<br>8:30 am-4:00 pm at OABR                                   | 9<br>Member Services<br>10:00 am at OABR<br>New Member Orientation<br>8:30 am-4:00 pm at OABR | 10<br>Ed Comm.<br>10:00 am at OABR<br>New Member Orientation<br>8:30 am-12:00 pm at OABR | 11<br>Ethics Class<br>8:00 am-12:00 pm at OABR<br>Toastmasters<br>7:15-8:30 am at OABR | 12       |
| 13     | 14                                                   | 15<br>Supra<br>8:00 am-5:00 pm at OABR                                                                                    | 16                                                                                            | 17<br>Kip Seminar<br>8:00 am-12:00 pm at OABR                                            | 18<br>Toastmasters<br>7:15-8:30 am at OABR                                             | 19       |
| 20     | 21<br>MARTIN LUTHER KING<br>HOLIDAY<br>Office Closed | 22<br>OABR Executive Comm.<br>9:00 am at OABR<br>MLS Executive Comm.<br>10:15 am at OABR<br>IREM<br>8:30-10:00 am at OABR | 23                                                                                            | 24                                                                                       | 25<br>Toastmasters<br>7:15-8:30 am at OABR                                             | 26       |
| 27     | 28                                                   | 29<br>MLS Directors<br>10:15 am at OABR<br>Legislative Days<br>Cornhusker/Lincoln                                         | 30<br>OABR Directors<br>9:00 am at OABR<br>Legislative Days<br>Cornhusker/Lincoln             |                                                                                          |                                                                                        |          |