



SEPTEMBER 2018

REview



COMING UP

NEW MEMBER ORIENTATION

September 4; 8:30 am - 4:00 pm
September 5; 8:30 am - 4:00 pm
OABR Education Center

YPN ADVISORY BOARD

September 13; 2:00 pm - 3:00 pm
OABR Boardroom

CODE OF ETHICS TRAINING

September 14; 8:30 am - 12:30 pm
OABR Education Center

DIVERSITY COMMITTEE

September 18; 11:00 am - 12:00 pm
OABR Boardroom

GOVERNMENTAL AFFAIRS

September 19; 10:00 am - 11:00 am
OABR Boardroom

YPN TECH SUMMIT

September 19; 10:00 am - 2:00 pm
DC Centre

AFFILIATES COUNCIL

September 25; 9:00 am - 10:00 am
OABR Education Center

Inaugural and Awards

The 133rd Annual Inaugural and awards banquet was held on Wednesday, August 15 at the Funny Bone Comedy Club. This event kicked-off the new leadership term with the installation of Officers, Directors, and 2019 OABR President, Doug Dohse.

The evening all lead up to the anticipated REALTOR® of the Year award, which was presented to Andy Alloway! As a volunteer-driven organization, this award is held as the highest honor presented by OABR. The winner of this award is selected for their participation in OABR, leadership in the industry, and business accomplishments.



As Deda Myhre, award presenter and past recipient, said "Andy is a REALTOR® to the core. He has set an example by serving on a variety of committees and boards including Regional Grievance, Regional Professional Standards, Governmental Affairs, Diversity, Education, Nominating and MLS Executive committees along with the OABR & MLS Board of Directors, the OABR Foundation, the State Board of Directors and more. He is a Past Board Treasurer and OABR President, a Golden R RPAC Investor and RPAC Hall of Fame inductee and an NRA Distinguished Service Award winner and will be the NRA Treasurer in 2019. None of these accomplishments hold a candle to his favorite role in the whole wide world, Dad to Savannah and Jake." Andy is clearly deserving of this award and OABR is proud to call him the REALTOR® of the Year! Congratulations, Andy!

Continued on Pages 4 & 5



Omaha Area Board of
REALTORS®
11830 Nicholas Street
Omaha, NE 68154
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Susan Clark

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Bill Swanson

Directors
Crystal Archer
Megan Bengtson
Nancy Bierman
Herb Freeman
Lindsey Krenk
Annali Leach
Jessica Sawyer

Ex-Officio Directors
Mark Leaders
Laura Longo
Denise Poppen

Great Plains Regional MLS 2019 Board of Directors

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Herb Fremman

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Henry Kammandel

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Henry Kammandel
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Vince Leisey
Gregg Mitchell

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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

Happy "New Year!"

It is a special honor and a privilege to begin my term as president of the Omaha Area Board of REALTORS®. Our outgoing president, Mark Leaders, deserves an enormous Thank You from all of us for guiding the board so ably, by writing engaging and thought-provoking columns. Luckily, for all of us, Mark will continue to serve as an officer of the board for an additional year, in the role of past-president.

In preparation for my presidency, the past year has included my participation in many of our board's committee meetings. This has provided me with a chance to learn first-hand about many of the important activities in which OABR is currently involved. Thanks to the work of all of our committees, under the guidance of our outstanding chairs, co-Chairs and staff liaisons, OABR is in very good shape.

It's time to take the next steps to keep the Omaha Area Board REALTORS® at the forefront of our industry. Here is my plan:

Advocate for homeownership rights. We will continue to educate the members of the value and importance of investing in their business and protecting home ownership in the greater Omaha market.

Focus on the core values of the board; Innovation, Communication, Trust, Integrity, Knowledge, and Honesty. We will educate the members of the importance of adhering to the core values that have been set by previous boards.

Invest in education and technology for the members. We will continue to provide the members with education opportunities and technology upgrades to help not only sustain but increase their business.

Again, I want to express how honored I am to be the President of the Omaha Area Board of REALTORS®. You have a very dedicated Board of Directors, MLS Directors, committee members and staff that are ready to serve you. I look forward to a wonderful year serving for you. Thank You!

Doug



Doug Dohse
President

Core Values

Innovation **Honesty**
Trust **Communication**
Knowledge **Integrity**



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!

Wednesday, September 19

10:00 am - 2:00 pm

DC Centre

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\$10/Person

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Register online at ims.oabr.com. Type in your ID and password, click on "Event By Date," and then on the specific event.

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Questions? Contact Porscha@OmahaREALTORS.com
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133rd Annual Inaugural & Awards Banquet

Continued from Page 1

The 2019 OABR Officers and Directors installed were Susan Clark, President Elect; Bill Swanson, Secretary/Treasurer; Crystal Archer, Megan Bengtson, Nancy Bierman, Herb Freeman, Lindsey Krenk, Annali Leach, and Jessica Swayer, Directors; Mark Leaders, Laura Longo, and Denise Poppen, Ex-Officio Directors.

The 2019 MLS Officers and Directors installed were Susan Clark, Chair; Herb Freeman, Vice Chair; Henry Kammandel, Secretary/Treasurer; Andy Alloway, Jennifer Bixby, Herb Freeman, Henry Kammandel, Monica Lang, Vince Leisey, and Gregg Mitchell, Directors.

SPECIAL AWARDS

The 2018 REALTOR®-of-the-Year Award went to Andy Alloway; Brent Rasmussen received the 2018 Outstanding Affiliate Award. Megan Bengtson was the recipient of the 2018 Outstanding OABR Service Award. Lisa Ritter was recognized for her outstanding service to the Nebraska REALTORS® Association.

A special thank you was given to 2018 President Mark Leaders for his hard work and dedication to the Board. It has been a great year!

We look forward to the 2019 elective year with 2019 President of the Omaha Area Board of REALTORS®, Doug Dohse.



Vince Leisey installs 2019 OABR President, Doug Dohse.



Brent Rasmussen receives the 2018 Outstanding Affiliate Award, from 2017 recipient, Lisa Powell.



Andy Alloway receives the REALTOR®- of-the-Year award.



Megan Bengtson receives the 2018 Outstanding OABR Service Award presented by 2017 recipient, Deda Myhre.



2018 Present Mark Leaders gives his farwell remarks and reflects back on the year.



Brenda Stuart of ServiceOne presides as Master of Ceremonies for the evening's festivities.



Past Presidents and numerous Special Guests in attendance were recognized.



Doug Dohse and family.



OABR members Bill Swanson and Andrea Lane perform with their improv comedy group, Big Canvas.



Doug Dohse participates in the comedy.



\$120 Million Proposed Juvenile Justice Center

The Omaha Area Board of REALTORS® hosted a forum in August on the proposed Juvenile Justice Center. Omaha City Council President Ben Gray and Douglas County Commissioner Jim Cavanaugh shared their thoughts on the proposal with the REALTORS®.

“REALTORS® pride themselves on being active in the community and protecting private property rights. This issue impacts both. We wanted to hear directly from the decision makers,” said Joe Gehrki who serves as Chair of the Omaha Area Board of REALTORS® Governmental Affairs Committee.

The event was put on by the Governmental Affairs Committee and had approximately 40 people in attendance.

Thank you Omaha City Councilman Ben Gray and Douglas County Commissioner Jim Cavanaugh for joining us for our Face the REALTORS® event!



Omaha City Councilman Ben Gray and Douglas County Commissioner Jim Cavanaugh



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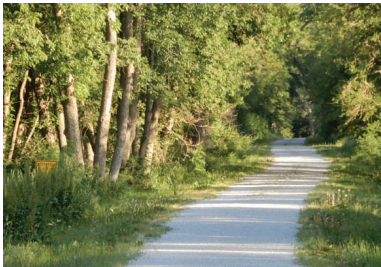
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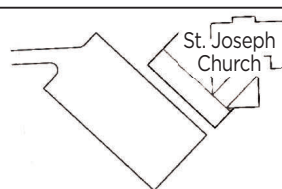
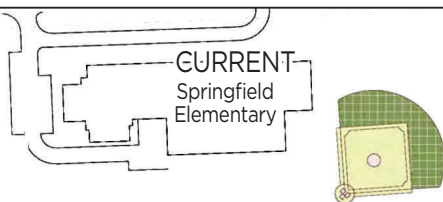
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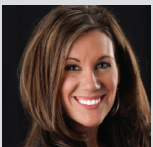
Kaleen Anson



Ileana Carlson



Bill Casey



Ericka Heidvogel



Don Igo



Monica Lang



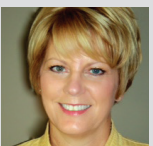
David Lee



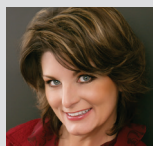
Luke Lofgren



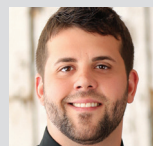
Sherri Daly



Jane Ploughman



Leslie Petersen



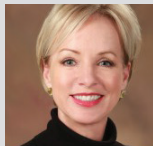
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Lori Paul
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Sarah Guy
Sarah Stumme
Scott Lovercheck
Scott Sliter
Shannon Salem
Shari Morris
Sharon Bain
Sharon Briggs
Stephanie Ludwig
Stephanie Melsheimer
Steve Amos
Sue Osterholm
Summer Martin
Sylvester Armstead
Sylvester Thomas
Tammy Stuart
Tee Ferris
Therese Wehner
Thomas Ward

2018 Platinum Club Members

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Eileen Schultz (4)
Michael Bridges (3)
Andrea Cavanaugh (3)
Christine Novotny (3)
Debbie Meyer (3)
Tim McGee (3)
Amy Brodersen (2)
Angela Hunter (2)
April Tucker (2)
Brandon Frans (2)
Carolina Williams (2)
Darcy Beck (2)
Deb Ellis (2)
Devon Lesley (2)
Heidi Leaders (2)
Jackie Taylor (2)
Jeff Pruess (2)
Joel Johnson (2)
Jonathan Nguyen (2)
Josh Briggs (2)
Katie Day (2)
Maria Polinsky (2)
Matt Rasmussen (2)
Michelle Roy (2)
Milt Schneider (2)
Nick Wiens (2)
Ricardo Castro (2)
Scott Monson (2)
Serina Bullington (2)
Shelli Klemke (2)
Tamara Trim (2)
Teri Avard (2)
Todd Bartusek (2)
Van Deeb (2)

Todd Gould
Todd Kaspar
Tom Meyers
Tom Ward
Tony Karimi
Tracy Frans
Tracy Maldonado
Travis Jelken
Vicki Kovar
Warren Peters
Zulma Eraso

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Rasmussen, Matt

CRYSTAL "R"

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Riedmann, Mike

STERLING "R"

(\$1,000+)

Black, Bill
Craighead, Joni
Dodge, Nate
Frans, Brandon
Frans, Tracy
Gehrki, Joe
Graves, Eugene
Haney, Christopher
Harvey, Jack
Jansen-Bartholow, Lisa
Jennings, Karen
Kidney, Mindy
Lang, Monica
Leaders, Mark
Marasco, Ralph
Myhre, Deda
Neilan, Perre
Rauth, Susan
Ritter, Lisa
Ritter, Dennis
Rock, Christopher
Rotthaus, Doug
Sawyer, Jessica
Schulze, Kyle
Smith, Dakotah
Tagaglia, Julie
Vogt, Scott
Wehner, Mark
Wilson, Brian

GOVERNOR'S

CLUB (\$500+)

Adams, Kathryn
Bengtson, Darla
Dohse, Doug
Lichter, Patrick
Lorimer, Justin
Meyer, Trudy
Osborn, Laura
Patrick, Jeanne
Rensch, Jeffrey
Swanson, Bill
TenEyck, Dixie

\$1 - A - DAY

CLUB (\$365)

Anderson, Jill
Bengtson, Megan
Clark, Susan
Conley, Michael

CAPITAL CLUB

(\$250+)

Ahlvers, Jerry
Cherica, John
Green, Lisa
Grimes, Sharon
Hill, Dustin
Hill, Sara
Mecseji, Denise
Miralles, Rebecca
Mulford, Clayton
Poppen, Denise
Richardson, Lisa
Shipley, Donna
Sterns, Regina
Vint, Georgianna
Woosley, Cara

SENATOR'S

CLUB (\$150+)

Alberts, Marla
Andersen, Linda

Andreasen, Kelly
Archer, Crystal
Barrera, Martha
Baumert, Gary
Bierman, Nancy
Boyles, Jo
Brant, Angela
Bunde, Carmen
Buscher, Kelly
Coover, David
den Hoed, Danielle
Dole, Lynette
Ewing, Loura
Fraser, Bryan
Gartner, Monica
Gustafson, Debra
Haflett, Casey
Henson, Sue
Juszyk, Eric
Knudsen, Sandra
Knudsen, J Scott
Leach, Annali
Lee, Sean
Leesley, Christy
Leesley, Devon
Livengood, Ashley
Marquiss, Danette
Monjaras, Jennifer
Moy, Linda
Murray, Jeremy
Otto, Elizabeth
Palermo, Jennifer
Petersen, Cassandra
Robarge, Cindy
Shour, Christine
Smith, Charlotte
Sotak, Leanne
Starks, Angel
Stoneburg, Gary
Stoneburg, Janell
Sullivan, Duane
Taylor, Jacalyn
Weinert, Katie
Wertheim, Robert

99 CLUB (\$99+)

Andrew, Cynthia
Bane, Barbara
Bixby, Jennifer
Blackmon, Michael
Burford, Judith
Burke, Ronald
Burney, Charles
Calderon, Amy
Christian, Carl
Concannon, Charles
Eberhardt, Julie
Harris, Kathleen
Hinrichs, Mark
Huestis, Peter
Keeton, Donald
Kelly, April
Kesick, Carolyn
Leaders, Heidi
Lewin, Derick
Lind, Donald
Loontjier, Sharon
Mack-Modlin, Louella
Mahoney, Cody
Maloney, Margaret
May, Angela
McNeel, Sarina
Oberhauser, Erin
Pohlal, Julie
Reeker, Katherine
Vacek, Judy
Vocelka, Susan
Wellsandt, Joann
Westerhaus, Joseph
Wickert, Kaylane
Wiebusch, Vaughn

50 CLUB (\$50+)

Aarhus, Lynn
Acamo, Steven
Adams, Daniel
Afanasiyev, Jamie
Ahlstrom, Gertrude
Ahlvers, Raquel
Allen, Earl

Allen, Tonya
Amick, Molly
Amos, Steven
Amoura, Jo Anne
Amoura, Medhet
Anderson, David
Anderson, Janet
Anderson, Jeanne
Andresen, Delten
Andrews, Lisa
Andrik, Roxanne
Anson, Kaleen
Anzalone, Antonio
Armstrong, Michelle
Arnold, Barry
Arp, Julie
Aspen Lowndes, Elizabeth
Atkinson, Billie
Aulner, Aaron
Austin, Michael
Baack, Brittany
Bacon, Angela
Baker, Patricia
Ballue, Lisa
Baratta, Sandra
Barges, Michael
Barnett, Paul
Barr, Nancy
Barrera, Oscar
Barsell, Helen
Bartling, Jill Marie
Bartling, Shannon
Battiatto, Diane
Baxter, Melissa
Beacom, Michael
Beaton, Christopher
Beck, Sandra
Beck, Darcy
Beckenhauer, Ann
Beckman, Kenneth
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Beers, John
Beers, Matthew
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Bellus, Jessica
Benson, Brandon
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Bernier, Richard
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Bethel, Kathryn
Beyer, Rebekka
Bilek, Richard
Billingsley, Mark
Birnsthil, Jason
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Blackwell, Phyllis
Blankenau, Mark
Blazina, James
Blinn, Ellen
Blocker, Tanya
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Bloomquist, Colleen
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Blythe, Lesa
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Botkin, Deniz
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Boyd, Clinton
Boyle, Mandy
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Brassette, Leigh
Bratetic, Michelle
Braun, James
Bresley, Mark
Briggs, Diane
Briggs, Joshua
Briley, Adam
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Brooks, Casanova
Brooks, Lynn
Brown, Austin
Brown, Emily
Brown, Ethan
Brown, Jeffrey
Brown, Justin
Brown, Kirstin
Bruhn, Jennifer

Brutsche, Timothy
Buglewicz, Karri
Bullington, Joseph
Bullington, Serina
Bundren, Joshua
Burke, Timothy
Burke, Sheryl
Burnison, Justin
Butcher, Virgil
Cage-Conkling, Deborah
Cameron, Christine
Caniglia, Cory
Caniglia, John
Caniglia, Kylie
Caniglia, Michael
Carlin, Brian
Carlson, Debra
Carlson, Ileana
Carpenter, Linda
Case, Bambi
Castro, Ricardo
Cavanaugh, Andrea
Cerveny, Ashley
Cerveny, Robert
Champion, Jackie
Chapman, Mary
Chapman, Stephanie
Chapman, Sterling
Cheek, Bobbi
Cheek, Rebecca
Cherek, Angela
Chiles, Jo-el
Christensen, Carrie
Christensen, Jennifer
Christensen, Kellie
Christensen, Michael
Christensen, Vanessa
Christo, Janet
Chu, Jeffrey
Ciochon, Mark
Ciochon-Lichter, Linda
Clark, John
Clark, Amanda
Clark, Justin
Cleveland, Judith
Coash, Patricia
Cobb, James
Coburn, James
Cody, Robert
Cohen, Alan
Cohen, Anne
Cohen, Martin
Cohn, Jeffrey
Compton, Tyson
Connell, Michael
Conway, Marianne
Coolidge, Darci
Cooper, Aaron
Cooper, Tabitha
Correa-Cerrillo, Jose Dominguez
Cosgrove, Carol
Countryman, Elizabeth
Craig, Russell
Creger, Kristi
Criss, Steven
Crompton, Karl
Cronin, Marisa
Cunningham-Frey, Denise
Danielson, John
David, Julie
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Dees, Heather
Detavernier, Mitzi
Dethlefs, Nickolas
DiBiase, Sharon
Dix, Teia
Dobson, Thomas
Dobson, Thomas
Dobson Vanderloo, Diane
Donaldson, Douglas
Dooley, Roxanne
Dougherty, Christine
Dougherty, Theresa
Downing, Sandi
Downing, Deborah
Dubuc Pedersen, Danielle
Dye, Sean
Eakin, Brian
Earnest, Emily
Ebner, Bruce
Edwards, Richard
Egger, Mary
Eggers, Sherri
Ehlers, Lisa
Ehmke, Jacqueline

Ehrenberg, Joshua
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Elftmann, Karen
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Elliott, Sallie
Elliott, Teresa
Ellis, Ryan
Elisberry, Jeffery
Emstick, Shona
Erb, Jeffrey
Erickson, Jane
Erickson, John
Erickson, Julie
Erickson, William
Ernst, Mary
Erwin, Thomas
Evanchik, Amy
Evans, Andrea
Evans, Dianne
Evans, Joseph
Evans, Rose
Evers, Jamie
Fagan, Kyle
Fagin, Abigail
Fairfield, Deanne
Falcone, Brian
Falcone, Shawn
Faubion, Ernest
Faulkner, David
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Feilmann, Andrea
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Fichtl, Maggie
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Ficklin, Jerry
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Flanagan, Mary Beth
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Gage, Gregory
Galas, Neil
Garden, Nicole
Gehrman, Kim
Gell, John
Gell, Lisa
Gerace, Cheryl
Gibb, Richard
Gibson, Ryan
Gilligan, Melissa
Ginter, Jennifer
Gish, Rosalia
Gitt, Kelly
Gloria, Barbara
Gomez, Justin
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\$132,000
by 11/30/18

\$100,201
as of 8/20/18

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The Mission of ASHI is to set and promote standards for property inspections and to provide the educational programs needed to achieve excellence in the profession. The members of GO-ASHI promote this mission through continued education provided at our monthly meetings.



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Affiliate Spotlight

New Year, New President

By Laura Longo, 2019 Affiliate Council President, Centris Federal Credit Union

Greetings OABR family. I would like to take this opportunity to introduce myself as your incoming Affiliate President. I am looking forward to serving our real estate community in this capacity and continuing our mission to bring awareness to our **THINK AFFILIATES FIRST** quest.

A little bit about me professionally; I've been in the mortgage business since 2002 and with Centris Federal Credit Union since 2010. During that time I have been a member of the OABR Affiliate Council for 10+ years. I've made so many amazing business connections, referral partners, and even some great friends along the way!



Laura Longo

Personally, I'm married to my husband Steve, who is a construction loan officer, so you can imagine the riveting dinner conversations we have about loans and interest rates. Together we have two very active boys; Will who is 13 and Zach who is 10. Both play soccer and basketball, as well as other recreational sports, so they keep us busy. I'd love to tell you about my hobbies, but right now it is simply keeping up with the boys' practices and social calendars. We do enjoy planning vacations and taking the kids to experience new destinations as we are able.

This year my goal as your President is to continue the charge to make **THINK AFFILIATES FIRST** a main focus in our real estate community. We've all worked very hard to establish ourselves as professionals in our respective industries. To have a place where it can be recognized and utilized by not only real estate agents, but also within our own Affiliate group is key to everyone's success.

Our purpose and responsibility to ourselves and our industry are:

Respect is Earned.

Honesty is Appreciated.

Trust is Gained.

Cheers to an amazing year ahead!

Laura Longo

NMLS #663510

Lead Mortgage Service Representative

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Omaha, NE 68154

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llongo@centrisfcu.org

**Affiliates Council of the
Omaha Area Board of REALTORS®**

Come join us!

The last Tuesday of every month.

9:00 am | OABR Boardroom

11830 Nicholas St | Omaha, NE



OmahaREALTORS.com/Affiliates

Code of Ethics Training Course [0985R]

The National Association of REALTORS® requires completion of ethics training by all members every two years. The next deadline is December 31, 2018.

\$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.



Upcoming Courses Offered at OABR

Friday, September 14 | 8:30 am - 12:30 pm

Friday, November 9 | 8:30 am - 12:30 pm

Friday, October 5 | 8:30 am - 12:30 pm

Friday, December 7 | 8:30 am - 12:30 pm

Please note: This course is also good for 3 hours of Continuing Education.

Snacks and refreshments will be provided.

Register online at www.ims.oabr.com or send your reservations to one of the following:

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Exploring the Code of Ethics - Preamble Part 1

Becoming and remaining informed.

The amount of information a REALTOR® may have can vary at different states of the REALTOR®'s professional life. The REALTOR® should strive to: (1) become informed as rapidly and thoroughly as feasible about laws, proposed legislation, government regulations, public policies, and current market conditions; and (2) seek reliable information on matters that depend, in whole or in part, upon information or knowledge the REALTOR® may provide to clients and customers.

REALTORS® will find it difficult to advise clients and customers properly if they do not know the requirements and limitations imposed by laws impacting upon a property or its owner. REALTORS® must provide accurate information, but must refrain from the unauthorized practice of law.

REALTORS® should avoid engaging in activities where they lack sufficient knowledge or when the activity is beyond the scope of their licensure.

An important corollary is to admit any lack of pertinent knowledge and recommend that information be sought from others who are adequately informed. Intelligence and integrity are measured in part by the awareness an individual has as to that which the individual does not know.

REALTORS® cannot be fully informed on all matters at all times, but must always be honest and forthright and should constantly increase their knowledge and expertise consistent with the reasonable expectations of clients and customers.

Only informed REALTORS® can contribute responsibly to public thinking. With so many issues affecting the practice of real estate and the rights of property owners, it is recommended that REALTORS® be informed and contribute responsibly to debate and decision as best they can.



Requests for opinions and unsolicited criticism.

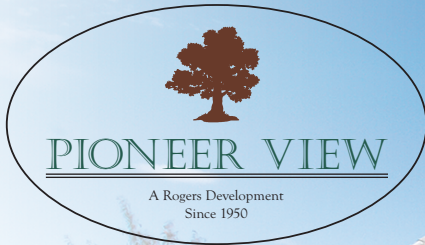
A REALTOR® is not precluded from responding to a request for an opinion as to other real estate professionals' business practices in general, or a real estate transaction in particular. If the REALTOR® deems it appropriate to respond, the REALTOR® should provide the opinion with strict professional integrity and courtesy (i.e., provide objective, reliable information in a professional manner). This requires careful language and a thoughtful and analytical approach based on facts. REALTORS® can always refrain from comment if they choose.

Nothing is gained and much may be lost by "sounding off" in public. Uninvited criticism is counterproductive, impairs cooperative efforts, and diminishes the public's appreciation for the valuable services provided by REALTORS®. Stress the value and merit of your own work rather than criticizing or making derogatory comments about the efforts of other REALTORS®.

Exclusive representation of clients.

REALTORS® should urge the exclusive listing of property unless contrary to the best interest of the owner. This prevents dissension and misunderstanding and assures better service to the owners and lessors.

The exclusive listing includes both exclusive right to sell and exclusive agency agreements which benefit sellers and lessors since they establish a clear line of responsibility on the part of the seller or lessor and the listing broker. Listing brokers know they will not be paid unless they meet the specific terms and conditions of the listing, but are assured of payment if they do perform. Sellers and lessors know they will incur an obligation to pay only one commission. Sellers and lessors are assured that property will be shown only to bona-fide, pre-qualified prospective buyers or tenants. Such certainties, established by the exclusive listing agreement, minimize dissension and misunderstanding and sellers and lessors are assured of the best efforts of listing brokers and cooperating brokers.



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Every September for the past 15 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.

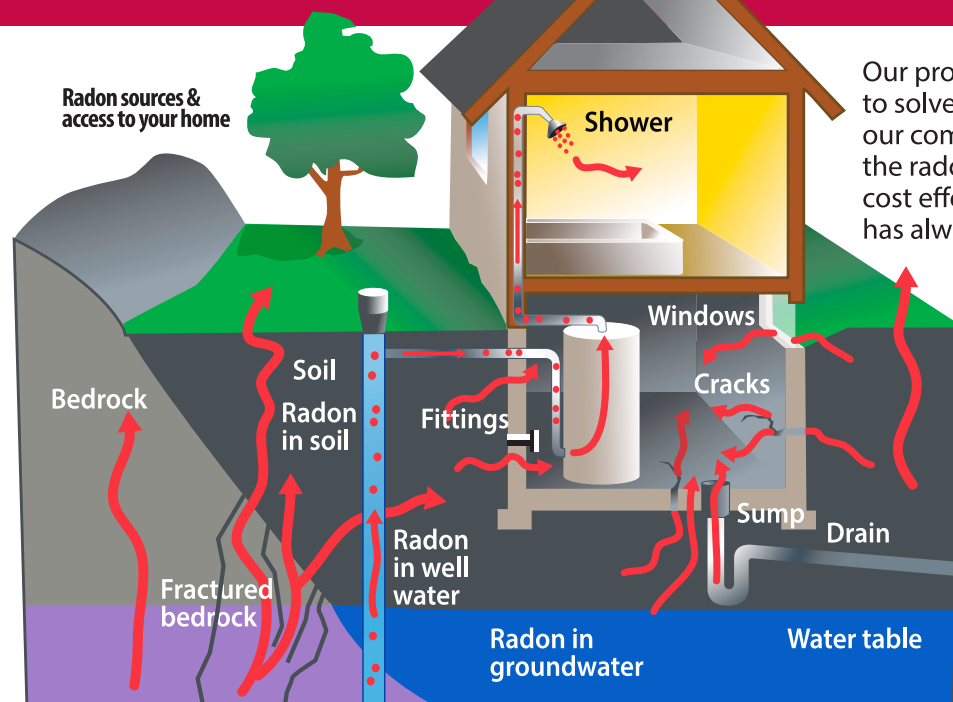


Consider the following four resources from the NATIONAL ASSOCIATION OF REALTORS® as part of your office safety plan:

1. Use NAR's REALTOR® Safety Month presentation for your office-training program.
2. Create a company policy that requires all new and potential clients to show identification before they are shown a property. Download NAR's agent information, agent itinerary, and prospect ID forms and adapt them for use in your offices. Learn more tips on using safety forms.
3. Create a customized Office Safety Action Plan and review it on a regular basis with agents and staff. This includes a checklist of basic safety procedures that agents should follow.
4. Regularly share NAR safety survey data and infographics with agents during sales meeting to create an open dialog about safety. Sharable content includes: The 2015 Member Safety Report, safety flyers, videos, and more.

And don't forget to join NAR on September 14 for a free REALTOR® Safety Program Webinar, "Get Smart About Smart Homes and Your Safety." Find out what REALTORS® need to know about smart home devices to incorporate them into their safety protocol. Encourage your agents to register today!

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Personals



Congratulations to **Brad Dombrosky** of First National Bank on the recent birth of his Daughter, Saylor Jane, born on July 22.

Condolences to **Dave Smith** of RE/MAX Real Estate Group Omaha on the recent loss of his mother.

Condolences to **Kathy Shunk** of Better Homes and Gardens Real Estate on the recent loss of her father.

Designations



Congratulations to the following members on earning a certification or designation!

Darla Bengtson, GRI

Michelle Nelson, RENE



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Thank You

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What is Not Seen



By Steve Vacha
President

Most buyers tend to spend a majority of their time looking at the interior of a house during a showing. Interior finishes and floorplans are most important in many peoples' minds. At times, harsh weather such as extreme heat, cold or rain and snow can keep people from spending too much time around the outside the house. We home inspectors get to enjoy the elements, rain or shine!

I find it is the concerns at the exterior of a house that represent some of the largest repair costs a buyer may negotiate with the seller over, or worst case scenario; will be paying for down the road (if not made aware of).

Roof, siding, window, and foundation conditions are all integral to a house's

well-being. Agents and buyers who do not come from a construction background can overlook these consequential concerns or simply not have the opportunity to uncover them during a showing.

When I inspect new construction, it is often the exterior where I find need for fine tuning. Lack of, or improper caulking, improper roof and flashing installation, and poor grading are some of the more common concerns. Just this last month I found two newly constructed homes that needed grade work. In both cases the sod had to be removed, grade improved, and sod re-installed. This sounds like a lot of work, but poor drainage can cause problems down the road that require much more work.

Houses that aren't brand new have often been improperly repaired, patched or "improved" over the years. People



are very creative. Last week upon close inspection of an electrical service attachment, while on the roof, I noticed the seller had attached the main supply line to the house with a rope. Not recommended.

As someone who sees substantial concerns in homes every day, I would strongly suggest recommending a home inspection - even if it is for informational purposes only. Your buyer will appreciate your recommendation!



HomeStandardsInspections.com

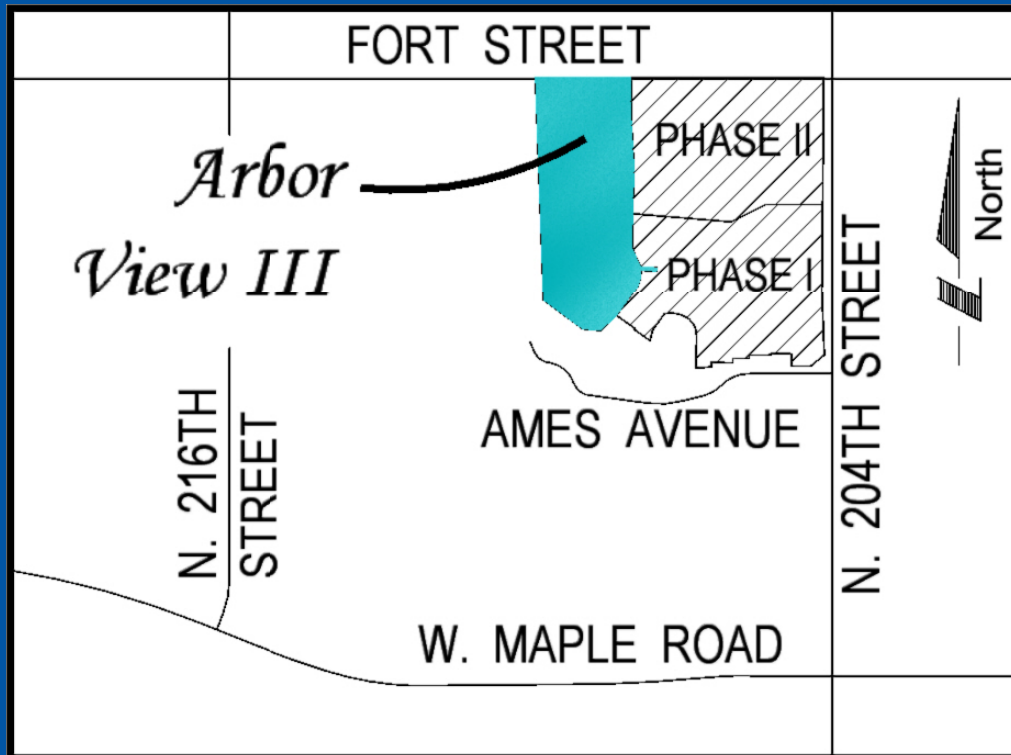
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Membership

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



JULY ACTIVITY	MO.	YTD
New REALTOR® Members	31	304
Reinstated REALTOR® Members	1	24
Resignations	43	153

OABR - July 1	2018	2017
Designated REALTORS®	203	199
REALTOR®	2591	2467
REALTOR® Emeritus	57	51
TOTAL REALTORS®	2851	2717
Institute Affiliate	65	64
Affiliate	450	414

GPRMLS - July 1	2018	2017
Participants (OABR)	197	193
Participants (MLS only)	75	67
Subscribers (OABR)	2605	2473
Subscribers (MLS only)	253	224
TOTAL	3130	2957

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Center for REALTOR® Financial Wellness



By Bob Goldberg, CEO, National Association of REALTORS®

It gives me great pleasure to introduce the Center for REALTOR® Financial Wellness, a new online resource designed to meet the specific financial planning needs of REALTORS®.

This new program began as a need identified by 2017 NAR President Bill Brown and was later validated through extensive member research. Also in 2017, a Presidential Advisory Group was formed to help shape the program, identify the financial resources members need most, and determine how to best deliver them.

Members will get started by taking an online assessment, which will generate a set of personalized financial planning goals based on where they are today.

Members can take advantage of budgeting tools, retirement planning resources, and investing options to secure a financial future at the Center for REALTOR® Financial Wellness.



NATIONAL ASSOCIATION of REALTORS®

Visit **financialwellness.realtor** to get started.



Education Forum

Education Forum provides education and professional development programs to serve member needs, oversees the OABR New Member Orientation program, provides the Knowledge is Power (KIP) programs on timely topics of interest to real estate professionals.

Recent Education courses include Code of Ethics, Tactical Training and Personal Security, Wind and Hail Damage Claims, and many more!

If you want to be involved with a group that plugs in to all different facets of the REALTOR® market, look no further! It is literally this team's job to know a little bit of everything to provide you with relevant courses and materials. This group is hungry to find answers!

Each meeting they discuss significant hot topics facing the national, state, and local market. They evaluate these topics and the classes provided through other sources to give OABR members information they will not find anywhere else!

In the words of 2018 Education Forum Chair, Annali Leach, "Who knew Education could be so much fun?! Our crew has a great time planning in-depth highly educational events for our members. We are a diverse, inclusive, collaborative group that laughs a lot and accomplishes a lot too."

Members of this forum have a direct say on topics and speakers for all different types of courses. You could be part of this group and help grow the knowledge and professionalism of all OABR members. Annali says, "We would love to see a new face and get new ideas from our members! It is time to 'Get SMART!' Reach out today for more info!"

The Education Forum meets the third Wednesday of every month at 8:30 am.
Find more information at omaharealtors.com/committees



Annali Leach

Omaha Area Board of REALTORS® Education Forum

Come join us!

The third Wednesday of every month.

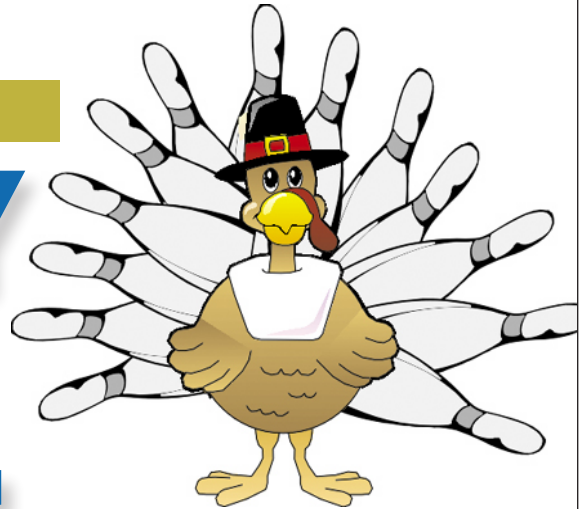
8:30 am | OABR Boardroom
11830 Nicholas St | Omaha, NE

Learn more:
omaharealtors.com/committees



Attention REALTORS® & Affiliates ONLY

2018 TURKEY BOWL & TOYS FOR TOTS



- Wednesday, Nov. 14
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- Bowling: 12:00 pm
- The MARK
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