

# 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®  
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#### 2019 Board of Directors

President  
Doug Dohse

President Elect  
Susan Clark

Secretary/Treasurer  
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

Chair  
Susan Clark

Vice Chair  
Herb Freeman  
Secretary/Treasurer  
Henry Kammandel  
Directors  
Andy Alloway  
Jennifer Bixby  
Herb Freeman  
Henry Kammandel  
Monica Lang  
Vince Leisey  
Gregg Mitchell

#### Association Staff

Chief Executive Officer  
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Porscha Smith  
MLS Manager  
Denise Mecseji  
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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**



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## Technology Summit

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or 402-619-5556.

# 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.



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



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



2018 President Mark Leaders gives his farewell 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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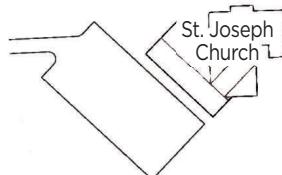
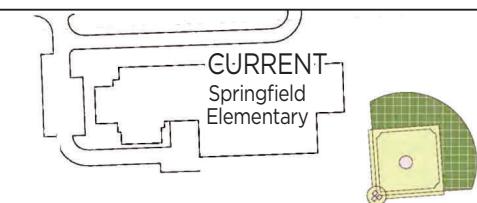
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Andrea Crister	Jamie Afanasiev	Mamie Jackson
Andrew Jackson	Jan Anderson	Mandy Boyle
Angela Vance	Jason Birnsthil	Marie Otis
Angie Thiel	Jason Martinez	Mark Taylor
Anousone Souvannasoth	Jay Brown	Mark Wehner II
Anthony Vo	Jay Haning	Mary Kay Young
April James	Jeanne Patrick	Matt Heller
April Kelly	Jeff Chu	Matt Swanson
Ashley Cherney	Jeff Main	Megan Michael
Ashley Hineline	Jenna Echter	Megan Owens
Becky Meyer	Jennifer Morgan	Michael Austin
Billie Atkinson	Jenny Minino	Michele Johnson
Bob Lewis	Jeremy Murray	Michelle Jenkins
Bob Pew	Jessica Sawyer	Michelle Wieck
Brittany Kohlbeck	Joe Evans	Mickey Sodoro
Brittney Kusmierski	Johanna Rhoads	Mike Lewis
Carol Koufman	Johnathan O'Gorman	Mike Story
Carolyn Kesick	Johnathan Silva	Natasha Tesnar
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Carrie Miller	Judy Thompson	Nicole Deprez
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Christi Hacker	Kathy Welch	Sarah Stumme
CJ Percosky	Kelly Andreasen	Scott Lovercheck
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Deb Gustafson	Kim Hoffart	Stephanie Melsheimer
Debbie Boganowski	Kristen Kirwan	Steve Amos
Diane Hughes	Kirstin Brown	Sue Osterholm
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Didi Pache	Laura Powers	Sylvester Thomas
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Don Clees	Leanne Sotak	Tee Ferris
Doug Alldredge	Lindsey Krenk	Therese Wehner
Evan Krist	Lisa Jansen	Thomas Ward

## 2018 Platinum Club Members

Raj Acharya (5)  
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)



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Alloway, Andy  
Kammadel, Henry  
Leisey, Vince  
Rasmussen, Matt

## CRYSTAL "R"

Housley, Dionne  
Konz Wieczorek, Kellie  
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  
Rothaus, Doug  
Sawyer, Jessica  
Schulze, Kyle  
Smith, Dakota  
Tartaglia, 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+)

Ahlers, 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  
Livedood, Ashley  
Marquiss, Danette  
Monjars, 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  
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Harris, Kathleen  
Hinrichs, Mark  
Huettis, Peter  
Keeton, Donald  
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Kesick, Carolyn  
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Mahoney, Cody  
Maloney, Margaret  
May, Angela  
McNeal, Sarina  
Oberhauser, Erin  
Pohlad, Julie  
Reeker, Katherine  
Vacek, Judy  
Vocelka, Susan  
Wellsandt, Joann  
Westerhaus, Joseph  
Wickert, Kaylane  
Wiebusch, Vaughn

50 CLUB (\$50+)

Aarhus, Lynn  
Acamo, Steven  
Adams, Daniel  
Afanasiev, Jamie  
Ahlstrom, Gertrude  
Ahlers, Raquel  
Allen, Earl

Andreasen, Kelly  
Archer, Crystal  
Barrera, Martha  
Baumert, Gary  
Bierman, Nancy  
Boyles, Jo  
Brant, Angela  
Bunde, Carmen  
Buscher, Kelly  
Coover, David  
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Dole, Lynette  
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Fraser, Bryan  
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Henson, Sue  
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Leach, Annali  
Lee, Sean  
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Leesley, Devon  
Livedood, Ashley  
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Monjars, 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

50 CLUB (\$50+)

Aarhus, Lynn  
Acamo, Steven  
Adams, Daniel  
Afanasiev, Jamie  
Ahlstrom, Gertrude  
Ahlers, Raquel  
Allen, Earl

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Archer, Crystal  
Barrera, Martha  
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Bierman, Nancy  
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Brant, Angela  
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Andrik, Roxanne  
Anson, Kaleen  
Anzalone, Antonio  
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Austin, Michael  
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Barges, Michael  
Barnett, Paul  
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Barsell, Helen  
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Battato, Diane  
Baxter, Melissa  
Beacom, Michael  
Beaton, Christopher  
Beck, Sandra  
Beck, Darcy  
Beckenhauer, Ann  
Beckman, Kenneth  
Beers, Diane  
Beers, John  
Beers, Matthew  
Begley, John  
Bellus, Jessica  
Benson, Brandon  
Benson, Stacey  
Berner, Richard  
Best, Brian  
Bethel, Kathryn  
Beyer, Rebekka  
Bilek, Richard  
Billingsley, Mark  
Birnthal, Jason  
Blackman, Catherine  
Blackwell, Phyllis  
Blankenau, Mark  
Blazina, James  
Blinn, Ellen  
Blocker, Tanya  
Bloom, Sharon  
Bloomquist, Colleen  
Blythe, Brent  
Blythe, Lesa  
Bober, Christopher  
Bober, Jennifer  
Bock, Andrew  
Boe, Nancy  
Leaders, Heidi  
Lewin, Derick  
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Maloney, Margaret  
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Reeker, Katherine  
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Vocelka, Susan  
Wellsandt, Joann  
Westerhaus, Joseph  
Wickert, Kaylane  
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50 CLUB (\$50+)

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Ahlstrom, Gertrude  
Ahlers, Raquel  
Allen, Earl

Allen, Tonya  
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Amos, Steven  
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Amoura, Medhet  
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Andresen, Delten  
Andrews, Lisa  
Andrik, Roxanne  
Anson, Kaleen  
Anzalone, Antonio  
Armstrong, Michelle  
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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  
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Bartling, Shannon  
Battato, Diane  
Baxter, Melissa  
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Beck, Sandra  
Beck, Darcy  
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Beers, Matthew  
Begley, John  
Bellus, Jessica  
Benson, Brandon  
Benson, Stacey  
Berner, Richard  
Best, Brian  
Bethel, Kathryn  
Beyer, Rebekka  
Bilek, Richard  
Billingsley, Mark  
Birnthal, Jason  
Blackman, Catherine  
Blackwell, Phyllis  
Blankenau, Mark  
Blazina, James  
Blinn, Ellen  
Blocker, Tanya  
Bloom, Sharon  
Bloomquist, Colleen  
Blythe, Brent  
Blythe, Lesa  
Bober, Christopher  
Bober, Jennifer  
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Lind, Donald  
Loontjer, Shanon  
Mack-Modlin, Louella  
Mahoney, Cody  
Maloney, Margaret  
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Pohlad, Julie  
Reeker, Katherine  
Vacek, Judy  
Vocelka, Susan  
Wellsandt, Joann  
Westerhaus, Joseph  
Wickert, Kaylane  
Wiebusch, Vaughn

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Aarhus, Lynn  
Acamo, Steven  
Adams, Daniel  
Afanasiev, Jamie  
Ahlstrom, Gertrude  
Ahlers, Raquel  
Allen, Earl

Brutsche, Timothy  
Buglewicz, Karri  
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Christensen, Kellie  
Christensen, Michael  
Christensen, Vanessa  
Christo, Janet  
Chu, Jeffrey  
Ciochon, Mark  
Ciochon-Lichter, Linda  
Clark, John  
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Cleveland, Judith  
Coash, Patricia  
Cobb, James  
Coburn, James  
Clark, James  
Clark, Justin  
Cohen, Alan  
Cohen, Anne  
Cohen, Martin  
Cohn, Jeffrey  
Compton, Tyson  
Connell, Michael  
Conway, Marianne  
Coolidge, Darci  
Cooper, Aaron  
Cooper, Tabitha  
Correa-Cerrillo, Jose Domingo  
Cosgrove, Carol  
Countryman, Elizabeth  
Craig, Russell  
Creger, Kristi  
Cris, Steven  
Crompton, Karl  
Cronin, Marisa  
Cunningham-Frey, Denise  
Danielson, John  
David, Julie  
Davis, Diane  
DeBruin, Hanna  
Dees, Heather  
Detavernier, Mitzi  
Bowsman, Quint  
Boyce, Dawn  
Boyd, Clinton  
Boyle, Mandy  
Branton, Heather  
Brassette, Leigh  
Bratetic, Michelle  
Vacek, Judy  
Braun, James  
Bresley, Mark  
Briggs, Diane  
Briggs, Joshua  
Briley, Adam  
Broesch, John  
Brooks, Casanova  
Brooks, John  
Brown, Austin  
Brown, Emily  
Brown, Ethan  
Brown, Jeffrey  
Brown, Justin  
Brown, Kirstin  
Bruhn, Jennifer  
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Case, Bambi  
Castro, Ricardo  
Cavanaugh, Andrea  
Cerveny, Ashley  
Cerveny, Robert  
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Chapman, Sterling  
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Cheek, Rebecca  
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Chiles, Jo-el  
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Briggs, Joshua  
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Broesch, John  
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Brooks, John<br

## CONTRIBUTION GOAL

**\$132,000**  
by 11/30/18

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

## 2018 AFFILIATE CONTRIBUTORS

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

Katt, Peter, Charter Title & Escrow  
Rasmussen, Brent, Mortgage Specialists LLC  
Sandiland, Becky, First National Bank  
Stuart, Brenda, ServiceOne Inc

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

Pierce, Rachel, Benchmark Mortgage

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

McCarthy, Christie, Lincoln Federal Savings Bank  
Vacha, Steve, Home Standards Inspection Services  
Worley, Tricia, SAC Federal Credit Union

### 99 CLUB (\$99+)

Graves, Mark, Mark Graves Photography  
Miers, Lisa, MB Financial Bank  
Moeller, Rachel, SAC Federal Credit Union

### 50 CLUB (\$50+)

Ahlers, Chad, Cornerstone Home Inspection  
Andresen, Robert, Metro Pest Ins Inc  
Arrasmith, Lynette, Benchmark Mortgage  
Bang, Scott, Hiller Electric Company  
Bayne, Dave, A-1 Mold Testing & Remediation  
Berlin, Jeff, RE/MAX Central Inc  
Berry, Jerad, Centris Federal Credit Union  
Blake, Jessica, Security National Bank  
Bonnstetter, Lori, 2-10 Home Buyers Warranty  
Braun, Carl, Quality Pest Control  
Burden, Ryan, Farm Bureau Financial Services  
Carlson, Brenda, First Bank  
Churchill, Jeff, ServiceOne Inc  
Churchill, John, ServiceOne Inc  
Clure, Carrie, Ambassador Title Services  
Cooley, Liz, Rearranged for Change  
Cooper, Ray, Roof Tech  
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Kopun, Predrag, Centris Federal Credit Union  
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Lori Paul, Berkshire Hathaway  
HomeServices Ambassador Real Estate

**Additional Agent References:**

Megan Owens - Berkshire Hathaway HomeServices      Matt Beers - CBSHOME Real Estate  
Kathy Shudak - CBSHOME Real Estate

*Ericka Heidvogel*  
New Home Consultant

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American Society of Home Inspectors**

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.



**Current Membership:**

Jon Vacha ACI (President) - Home Standards Inspection Services  
Tim Krof ACI (Vice President) - Home Standards Inspection Services  
Steve Marten ACI (Treasurer) - Homespec Property Inspections  
Mike Frerichs ACI (Secretary) - Home Buyers Protection Co  
Ahlvers, Chad ACI - Cornerstone Property Inspections  
Byrd, Mark ACI - Accurate Building Inspection  
Crnkovich, Rick ACI - Heritage Home Services, Inc  
Duckett, Steve - Midwest Inspection & Testing, LLC  
Eggenburg, John, ACI Surehome Inspection Services  
Fisher, Jessie - Home Standards Inspection Services  
Gaskin, Paul, ACI - Gaskin Property Inspections  
Pachunka, Paul - Home Standards Inspection Services  
Petersen, Bret ACI - Home Buyers Protection Co  
Ruel, Forrest - Home Standards Inspection Services  
Six, Dave ACI - Home Standards Inspection Services  
Simmerman, Brent ACI - Midlands Home Inspections, Inc  
Thiele, Dick ACI - Market Property Inspection, LLC  
Vacha, Steve ACI - Home Standards Inspection Services  
Les Wallace - Advanced Building Inspections  
\*ACI denotes ASHI Certified Inspector

## 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  
343 N 114th Street  
Omaha, NE 68154  
(402)758-6041 FAX (402)758-6075  
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.



## REALTOR®



NATIONAL  
ASSOCIATION *of*  
REALTORS®

### Upcoming Courses Offered at OABR

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

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

Friday, November 9 | 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](http://www.ims.oabr.com) or send your reservations to one of the following:

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

**Email:** Debbie@OmahaREALTORS.com

Name \_\_\_\_\_ License # \_\_\_\_\_

Company \_\_\_\_\_ License Type \_\_\_\_\_

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Omaha Area Board of REALTORS®  
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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.**

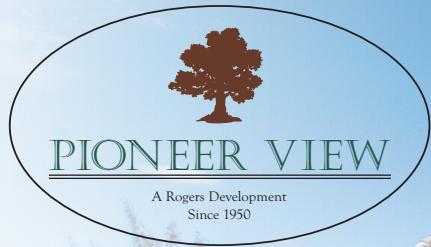
A REALTOR® is not precluded from responding to a request for an opinion as to other real estate professionals' business practices in general, or a real estate transaction in particular. If the REALTOR® deems it appropriate to respond, the REALTOR® should provide the opinion with strict professional integrity 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.



## **66th & Cornhusker** (8 blocks North)

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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.

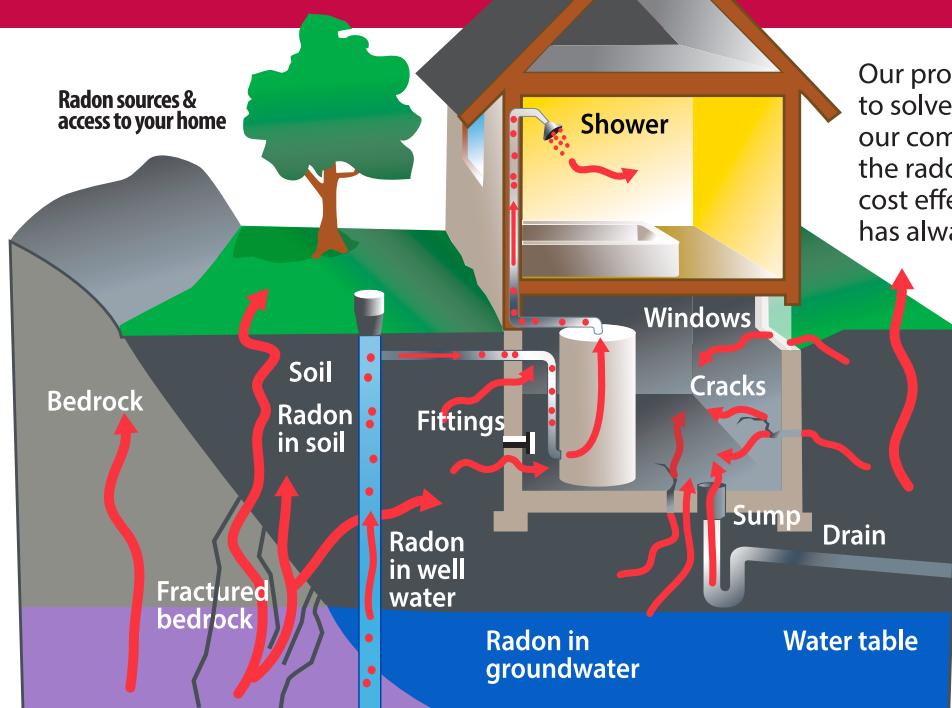
**Consider the following four resources from the NATIONAL ASSOCIATION OF REALTORS® as part of your office safety plan:**

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.



## Designations



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

Darla Bengtson, GRI

Michelle Nelson, RENE

**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.



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Chris Myers, Leapin Lizard Locksmiths

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## • Randall School of Real Estate

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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](http://HomeStandardsInspections.com)

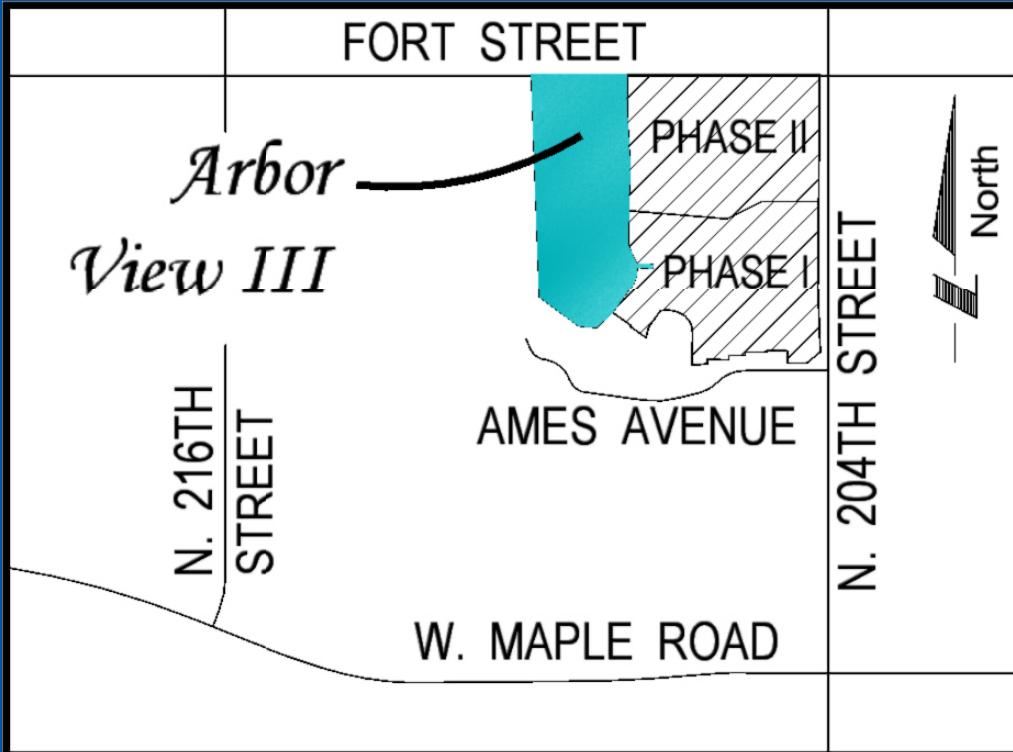
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## Membership

See the full membership report at:  
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JULY ACTIVITY	MO.	YTD
New REALTOR® Members	31	304
Reinstated REALTOR® Members	1	24
Resignations	43	153
<b>OABR - July 1</b>	<b>2018</b>	<b>2017</b>
Designated REALTORS®	203	199
REALTOR®	2591	2467
REALTOR® Emeritus	57	51
<b>TOTAL REALTORS®</b>	<b>2851</b>	<b>2717</b>
Institute Affiliate	65	64
Affiliate	450	414
<b>GPRMLS - July 1</b>	<b>2018</b>	<b>2017</b>
Participants (OABR)	197	193
Participants (MLS only)	75	67
Subscribers (OABR)	2605	2473
Subscribers (MLS only)	253	224
<b>TOTAL</b>	<b>3130</b>	<b>2957</b>

## 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.

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## CENTER for REALTOR® FINANCIAL WELLNESS



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Visit [financialwellness.realtor](http://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 teams' 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](http://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](http://omaharealtors.com/committees)



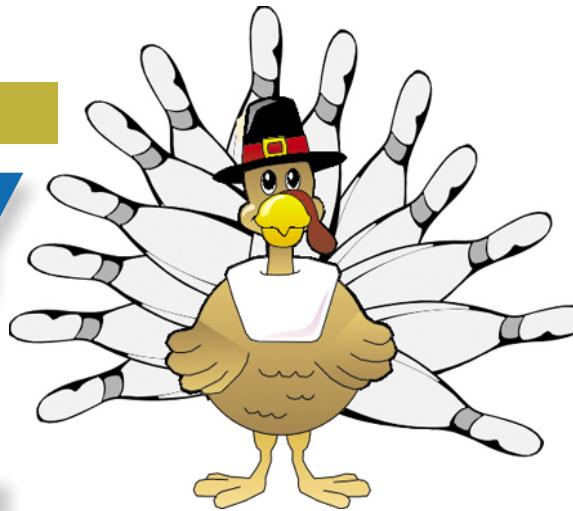


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Omaha Area Board of REALTORS®

Attention REALTORS® & Affiliates ONLY

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- **Wednesday, Nov. 14**
- **Check-in: 11:00 am**
- **Bowling: 12:00 pm**

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