

December 2022

OMAHA
AREA BOARD OF
REALTORS®
REALTOR®

REVIEW

Omaha Area Board of REALTORS®



UPCOMING EVENTS

12.02
10:00AM - 4:00PM
**REALTOR®
RING DAY**

12.06
8:30AM - 4:30PM
**NEW MEMBER
ORIENTATION**

12.08
10:00AM - 11:00AM
**THINK AFFILIATES
FIRST**

12.07
8:30 - 11:30AM
**NEW MEMBER
ORIENTATION**

12.08
8:30 - 11:30AM
**WOMEN'S COUNCIL
AWARDS &
INSTALLATION**

12.14
11:00AM - 3:00PM
**RPAC
THANK-A-THON**

12.21
9:00AM - 10:00AM
**OABR FOUNDATION
MEETING**

12.25
ALL DAY
**CHRISTMAS
DAY**

12.26
ALL DAY
**OABR OFFICE
CLOSED**

12.31
ALL DAY
**NEW YEAR'S
EVE**

OABR DIRECTORY

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A MESSAGE FROM ★ THE PRESIDENT ★

CRYSTAL ARCHER, 2023 PRESIDENT



WHAT'S IN YOUR WALLET CLOUD?

When teaching the New Agent Orientation course on Professionalism, I would advise the students that real estate differs from any other industry or career. It's not something you learn in three weeks, three months, or even after a year of training. To do it well, you must continue learning throughout your career.

Like cloud-based electronic storage, each real estate encounter adds to the information in your personal cloud. You piece together information relevant to your future business with every transaction, seminar, sales meeting, networking event, and CE class. The more you participate, the more powerful your cloud becomes!

My cloud is feeling pretty full after returning from the NAR NXT conference. After participating in sessions geared toward my business and leadership roles, I gathered a remarkable amount of knowledge and valuable information.

Upon returning, I always feel inspired and often exhausted from the pace. But mainly, I feel proud of the work that the Omaha Area Board of REALTORS® does. After hearing concerns from other leaders, it confirms to me that our association is a top-notch operation:

- Nebraska's Young Professionals Network (YPN) was recognized as the State Network of the Year! The award is a well-deserved, prestigious accomplishment resulting from the hard work of many REALTOR® volunteers.
- The Omaha Chapter of the Women's Council of REALTORS® was distinguished with Certified Network Recognition for 2022 and 2023! Great work to all representing our local and state organizations!

Back home, OABR volunteers are working hard this fall, planning new year gifts for your personal cloud! The schedule is full of education, community engagement, and networking opportunities being developed by OABR's expanded Professional Development Committee, Governmental Affairs Committee, Diversity Scholarship Committee, Social Events Committee, YPN, Affiliates Council, and Women's Council of REALTORS® Omaha Chapter.

REcharge is one of the vast opportunities coming your way. Registration for the Wednesday, February 15 event is open at REchargeNebraska.com. REcharge is an information-packed day that is not only educational but inspiring! Keynote speakers include Astronaut Clayton Anderson, NAR's Chief Economist Dr. Lawrence Yun, an Omaha-Lincoln-Council Bluffs new developments panel, 16 targeted breakout sessions, and the best networking in the area. Admission is only \$89 and includes breakfast, lunch, and a happy hour!

I hope you will take advantage of the opportunities ahead. I wish you good health and all things merry this holiday season. Cheers to 2023!

Crystal Archer, 2023 OABR President

“WOMEN’S COUNCIL GAVE ME EXPERIENCE TO BE A LEADER...”

GETTING INVOLVED HELPS YOUR CAREER

Whether attending a social event or a committee meeting, interacting with people in your industry provides the opportunity to build professional relationships and discuss and brainstorm solutions to problems.

When OABR's immediate Past President, Megan Bengston, was first starting out, she recalls "thinking of OABR as this big, scary organization." Through meeting other agents, she was encouraged to get involved in different committees.

"Women's Council and YPN were the two introductory groups to leadership and getting involved," Bengston said. "Women's Council gave me experience to be a leader. They're very welcoming."

She reflected on the how this helped her personally and professionally grow through the years. "You don't know, what you don't know," the real estate pro said, adding that mingling with more seasoned agents gave her crucial information she didn't realize she needed. Getting involved in different groups exposed her to a whole new world where she could rub shoulders with people who were more experienced.

"It's all about creating relationships with fellow agents, often that are lifelong." She explained that even though other agents are competitors, you often collaborate with each other and there's mutual respect. "Building relationships is imperative."

REALTOR® Angel Starks, a member of the Board of Directors for both the local and state REALTOR® organizations, said, "it's very refreshing how much honor there is to our profession." She is active with committees and has been to about a half-dozen NAR conventions, but she always comes back with a fresh perspective.



“Being part of NAR is very humbling. It’s an opportunity to learn new perspectives from other states that leads to self-reflection and growth. It’s also a chance to share your successes and experiences.”

Starks began her real estate journey 11 years ago. Real estate wasn’t a profession she had ever considered before. “Nobody who looked like me was a real estate agent,” but she continued cheerily, “if anyone was going to do it, it was me.” **Being active in the real estate community, especially her involvement with committees, such as YPN, keeps her in-the-know with current real estate trends and allows her to network with peers.**

One of the most satisfying experiences for her as an agent is helping first-time buyers understand that they are worthy of homeownership.

It’s not just for a select few. It’s something that she advocates for every day. She describes herself as passionate about education, earning her degree in Nonprofit Administration and Elementary Education. Her love of acquiring knowledge served her in her real estate pursuits. “When I first started, I didn’t know anything.” After more than a decade of growing her career, she continues to learn and is now a source of information for other agents. She relates the warm fuzzy feeling of a new agent asking her for input. She said, “they feel like they can ask me because I know my stuff.” **Getting involved helps you learn and helps others learn from you.**



Affiliates Council



Diversity Scholarship Committee



Governmental Affairs Committee



Professional Development Committee



Recharge Task Force



RPAC Fundraising Task Force



Safety Committee



Social Events Committee



Young Professionals Network



Women's Council

GET INVOLVED WITH A COMMITTEE! VISIT omaharealtors.com for more information!





Pictured Above Left: Retired NYPD Police Sergeant, Dave Legaz



Pictured Above Right: Omaha PD Crime Prevention Specialist, Gabi Brockman

YOUAUTUMNKNOW

A Summary of October Classes

RETIRED POLICE SERGEANT HELPS REALTORS IDENTIFY PREDATORS

Retired NYPD Sergeant and New York State Association of REALTORS® 2021 President Dave Legaz captivated the attendees of the Prospect or Predator safety class held Thursday, October 27, in the Omaha Area Board of REALTORS® Education Center.

The former Police Sergeant discussed different predatory behaviors of criminals and the actions real estate agents can take to prevent being a target. Legaz said, "People never think they could be the victim of a crime. It's something that happens to other people." He explained that anyone could be attacked. Even if you're athletic, have a military background, or are male. Almost one-third of victims are male. The biggest takeaway from his class: trust your gut. If something feels off, listen to your instincts.

Omaha Police Department's Crime Prevention Specialist, Gabi Brockman, discussed common sense actions crucial to keep in mind when showing a home.

These include: bringing someone with you when possible, arriving early to familiarize yourself with the home, carrying pepper spray or other protective devices, being mindful of who comes and leaves during an open house, remaining alert and aware of your surroundings, and not idling in your car. Use your FOREWARN app, and lastly, if you suspect someone is following you, don't drive to your home.

The FOREWARN app is a valuable benefit of your REALTOR® membership. The easy-to-use app provides instant information about potential buyers, including a possible criminal background, and can be essential in vetting prospects and keeping you safe. If you ever see anything suspicious, the Omaha Police have an online reporting system to report non-emergency crimes online at police.cityofomaha.org. By reporting even minor incidents, police can tie them together and create cases against potential offenders.



ROUND TABLE DISCUSSION TOPICS AND LEADERS

Google Drive
Angel Starks

Canva
Floyd Palser

Instagram Reels #1
Cali Rethwisch

Instagram Reels #2
Kristina Boehmer

Meta Business
Mindy Kidney

Zoning, Taxes, Flood, Plot Maps
Matt Circo

Miscellaneous
Libby Long

YPN TECH SUMMIT BOLSTERS REALTORS® TECH SKILLS

Rows of computer screens lined the Omaha Area Board of REALTORS® YPN Tech Summit held at the Tri-Faith Center on October 25. The OABR Young Professionals Network hosted its first Tech Summit since the pandemic began. The vaulted ceilings and natural light of the modern building created the perfect backdrop to a summit committed to giving real estate professionals the opportunity to bolster their tech skills. The menu included breakfast pastries, lunch, and multiple round-table discussions. Summit attendees earned three hours of CAT credit.

COACH CADILLAC LECTURES ON ETHICS, INFLATION

Renowned real estate coach and professional speaker Josh Cadillac possesses the knowledge of an academic, the comedic stylings of a stand-up comedian, and the oratory vigor of a motivational speaker. He showcased these skills at the Omaha Area Board of REALTORS® Education Center on Monday, October 24, when he presented two CE-credit classes:

The Ethics and Real Estate class delved into how daily decisions and habits shape who you are and have a cumulative effect. The real estate professional expounded on how having and honoring the REALTOR® Code of Ethics helps you protect your customer's best interests. The cornerstone of that is knowing your stuff and using that knowledge to build credibility and trust with the client. The course helped agents better understand the importance professional ethics play in building better businesses and communities.

The second course, Inflation and Real Estate, explored how inflation affects the real estate market, specifically buyers and sellers. Cadillac underscored why it was essential to know the historical context of inflation to help clients better understand the present and potential future value of the real estate being sold to them. Possessing professional expertise and an understanding of inflation instills the client's confidence in your abilities. That competence enforces your professional image. To sum it up in his words, "professionals close deals, and closers are professionals."

Pictured Below: Josh Cadillac standing before two real estate classes.





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Making it a Wonderful Day in the Real Estate Neighborhood

Prior to Covid, the Real Estate market was a relatively safe place for many to do business.

During these several years of Covid many homeowners have hesitated and decided not to sell their house. Very savvy investors recognized this backlog of sellers. Some of these out of state investors heavily marketed a message that real estate agents were not needed, and people could sell for top dollar without a home inspection.

These investors purchased many homes, convincing the sellers they were getting top dollar, then turning around and re-selling the home for large profits. Also, there are always desperate buyers who need a

home quickly. They too purchased in this market.

Many homeowners see a market without inspections as not being a safe place to do business, they have stayed on the sidelines during this time.

To address this situation, agents and the real estate Association have countered this message by stressing Agents advocate for sellers. A few agents have always stressed to their sellers the value of a Pre-sale Inspection. More and more agents now see it is to the seller's advantage to have the inspection on the seller's side. Clean sales result as many buyer's contingency periods are waved since the home has already been inspected. Also, buyers

are now comfortable to offer more on homes marketed with objective information.

Home Standards' Pre-Sale inspections rate has grown by 490%, this year and we are only half way through the year! More and more agents and even whole brokerages now encourage these Pre-Sale inspections.

The Real Estate Neighborhood is a safer place with agents who advocate and when inspections are completed. It is a better place to be an agent, when this information is out front and disclosed, removing the tense renegotiation period of the buyer's contingency. We are getting back to a safer Real Estate Neighborhood.



**We are invested
in this message!**

[ABOVE] Home Standards' president Steve Vacha in front of our newest billboard in Omaha.

Pre-Sale Inspections have transformed the industry as savvy sellers are seeing the small investment in having these pays off at the time of sale.



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OABR FOUNDATION: **THE SPIRIT OF GIVING**

the holidays are upon us. It's a time for sharing homemade meals with family, enjoying festivities with friends, and welcoming the spirit of the season. The Omaha Area Board of REALTORS® Foundation embraces the season year-round by giving to people in need.

Charitable donations to the OABR Foundation help fund critical housing-related needs, educational scholarships, and other general needs of the local community.

Crystal Archer, Omaha Area Board of REALTORS® 2023 President, said, "I love that the foundation includes support for educational institutions that focus on trades. There is such a shortage of available workers in trade industries right now, and it has had a detrimental impact on our industry. I know that the support these programs receive from our foundation will make a positive impact on the future. It's also impressive that our association absorbs the operating costs of the foundation, so 100 percent of donations can be put to work in our community!"

Foundation Board member Bill Swanson explained how supporting the foundation benefits the real estate community in our entire region. "In the grand scheme of things, we're out for the betterment of our local community. That starts and stops with people, and our people need a place to live."

2022 SUPPORT

UNO SCHOLARSHIPS

WELCOME HOME COALITION

BUILDER FOUNDATION

KELLY SUPPORTIVE
HOUSING PROJECT

DIVERSITY SCHOLARSHIPS

Swanson expounded by saying, "It's important because we're in the housing business. Sometimes we don't have time to give, so it's important to donate financially. Every bit makes a difference. And it's important because it's our business."

The Omaha Area Board of REALTORS® Foundation is a charitable IRS 501(c)(3) organization that enables you to guide your tax-deductible, year-end contributions to benefit efforts important to our industry and the local community.

For more information:
www.omaharealtors.com/foundation



TURKEY BOWL 2022!

PUMPKIN TO TALK ABOUT!



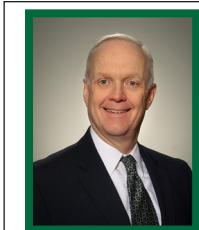
The 2022 Omaha Area Board of REALTORS® Turkey Bowl rolled on at Maplewood Lanes on November 16. There was fun to spare, with thirty-six teams competing in the annual charity event hosted by the OABR Affiliates Council.

The Belle of the Butterball, Tyler Miller, won one-half of the \$6,420 split-the-pot raffle. Overall, the 2022 Turkey Bowl raised more than \$11,000 in cash to benefit the U.S. Marine Corps Toys For Tots program. Helping the less fortunate while enjoying bowl-d, turkey day fun? That's right up our alley!

The Marine Corps also collected approximately \$13,000 worth of unwrapped toys plus 22 bicycles and helmets, worth \$2,750, to distribute to children during the holiday season.

The Marine motto "Semper Fidelis," Latin for "forever faithful" embodies the Corps' value of honor, courage, and commitment. It's a fitting adage to describe their organization's charity, which is celebrating 75 years of honoring its 1947 commitment to helping children in need. Oorah!

A round of applause also to all who came to support the cause! Everyone's generosity bowled us over! Thank you for making this the BASTE Turkey Bowl EVER!



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Looking for You!



LAVINIA HARRIS

REALTOR® REview

We are excited to announce

Lavinia Harris

As Diversity Committee's Scholarship Winner!

Where did you grow up (if not from the Omaha, what were the circumstances that brought you to Omaha and how long have you lived here)?

I grew up in beautiful Romania, in Europe. I left Romania in 2009 for a job offer in Bahrain, in the Middle East, where I met my husband, Andrew. He is a Marine vet. We decided to move back to the US after we got married back in 2012. A few years later he received a job offer in Omaha in 2015. We made Omaha our home.

What Brokerage do you work for and are you a member of any other organizations in your community or networking groups?

I work for Nebraska Realty.

What did you do before you became a REALTOR®?

I graduated in 2001 from the Romanian-American University in Bucharest, Romania, and worked in sales and marketing.

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

I got my real estate license at the end of 2018 and started working in real estate in 2019. The American Dream is to own a home. After we went through our process of buying a home, I decided to make it my mission to help as many people make their American dream of becoming a homeowner come true.

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

The most rewarding part of being a REALTOR® is making the impossible possible for my clients. As we all know, the last couple of years were not easy in the real estate market.

I have clients with complicated situations at times. I am fighting for every single one of them to get into a house. After all my hard work, the biggest satisfaction is when I offer them the key to their house at closing. There is nothing more rewarding in my career than seeing the happiness in my client's eyes at the closing table.

What else would you like us to know about you?

I would like everyone to know that I am proud to be an American. I appreciate all my clients, friends, and family who embraced me for who I am. Also, I would like everyone to know that having an accent or immigrating to the U.S. doesn't make you less professional. After a hard start, I am proof that if you work hard and never give up, the sky is the limit. I am living my American Dream every day in my beautiful, adoptive country!

And last, but not least, I am very grateful for being one of the OABR Ethnic Minority Scholarship Winners! Thank you from the bottom of my heart!!!

Learn more about the Diversity Committee and join a meeting at omaharealtors.com/diversity.



REAL ESTATE EVENT OF THE YEAR:

NAR NXT 2022

The NAR REALTORS® 2022 Conference rumbled in this November in Orlando, Florida, just as Tropical Storm Nicole swept across the area. Like the hurricane, the NAR convention was a force to be reckoned with.

The theme, “Building Your Legacy: Taking the Next Steps in Your Leadership Journey,” encouraged attendees to consider their potential and how to position themselves in future leadership roles.

Over 10,000 attended the weather-stricken event, which boasted 250 industry-leading exhibits and over 100 speakers. Podcaster and bestselling author of “Think Like a Monk,” Jay Shetty, and seven-time Grand Slam winner, and tennis champion, Venus Williams were two notable speakers featured.

REALTOR® Mindy Kidney said, “Every REALTOR® should get the opportunity to go to a NAR convention. It is an opportunity to network and learn from the best of the best.”

She said that “you’re learning from people who understand the struggle of the work/life balance... or lack of it.” Kidney explained how REALTORS® are constantly bombarded with work and how it’s helpful to get input from other professionals in the trenches “who get it.”

Kidney, is active in the local YPN Advisory Committee. NAR awarded the Nebraska YPN with the state network of the year. It’s something that she believes will put Nebraska on the map on a national level.

She credits YPN's "fearless leader" Kyle Schulze for the honor, and for pushing to make the organization better. The Women's Council of REALTORS® Omaha Chapter was also recognized, winning the Certified Network Recognition award. President Liz Otto and President-Elect Sarina Neel accepted the award on the Omaha Chapter's behalf.



NAR also recognized long-time Omaha REALTOR® Herb Freeman for receiving the prestigious 2022 Nebraska REALTOR®-of-the-Year award. When asked about the award, Freeman said, "It's proof that you can outlive your reputation," he chuckled with a hint of mischief. "I was completely flabbergasted and utterly surprised," he added humbly.

Freeman has been in the real estate business for the last 50 years. He has racked up an impressive list of professional achievements, including being a past President of the Omaha Area Board of Realtors, a member of the Great Plains Regional MLS Board of Directors, and previously a member of the National Association of REALTORS® Board of Directors. Freeman said the best way to really excel at a real estate career is to "get involved in local committees, go to REALTOR® functions, and be active with peers." He summed it up succinctly, "when you're professional and knowledgeable, other agents will want to work with you."

Being involved provides access to educational resources that help you grow your business. It provides a place to learn the industry from the best in the field and interact and network with real estate professionals. **Being involved in committees provides a platform for discussion and a place where your voice can be heard.** Attending the NAR conference is an important step for those seeking a leadership role.



CERTIFICATIONS & DESIGNATIONS

Commitment to Excellence (C2EX)

- Ervin Youmans, Nebraska Realty

Accredited Buyer Representative (ABR®)

- Cara Crawford, Better Homes & Gardens Real Estate
- Amanda Lackas, Nebraska Realty
- Anna Scott, Nebraska Realty

Seniors Real Estate Specialist® (SRES®)

- John Lorkovic Jr, Nebraska Realty

At Home With Diversity® (AHWD)

- Kyle Schulze, BHHS Ambassador Real Estate

Military Relocation Professional (MRP)

- Arianna Jefferson, Dream Realty
- Cortney Samaniego, Keller Williams Greater Omaha
- Anna Scott, Nebraska Realty

Pricing Strategy Advisor (PSA)

- Cara Crawford, Better Homes & Gardens Real Estate

PERSONALS

Congratulations to:

- Todd Taylor, Focus Printing, on celebrating 25 years with the "OABR Print Shop"

Condolences to:

- Mary Sladek, My Insurance, on the recent passing of her father-in-law
- Matthew Circo, BHHS Ambassador Real Estate, on the recent passing of his mother
- Cheryl Chimel, NP Dodge Real Estate, on the recent passing of her mother

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MEMBERSHIP REPORT

October Activity

MO YTD

New REALTOR® Members	26	279
Resignations	8	344

Membership (As of 11.01.22) 2022 2021

Designated REALTORS®	195	207
REALTOR®	2987	2970
REALTOR® Emeritus	65	65
TOTAL REALTORS®	3247	3242
Institute Affiliate	73	71
Affiliate Members	147	158
Key-Only Affiliates	136	146
TOTAL AFFILIATES	367	385

See the full membership report at: OmahaREALTORS.com/membership-report



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GET THE LEAD OUT

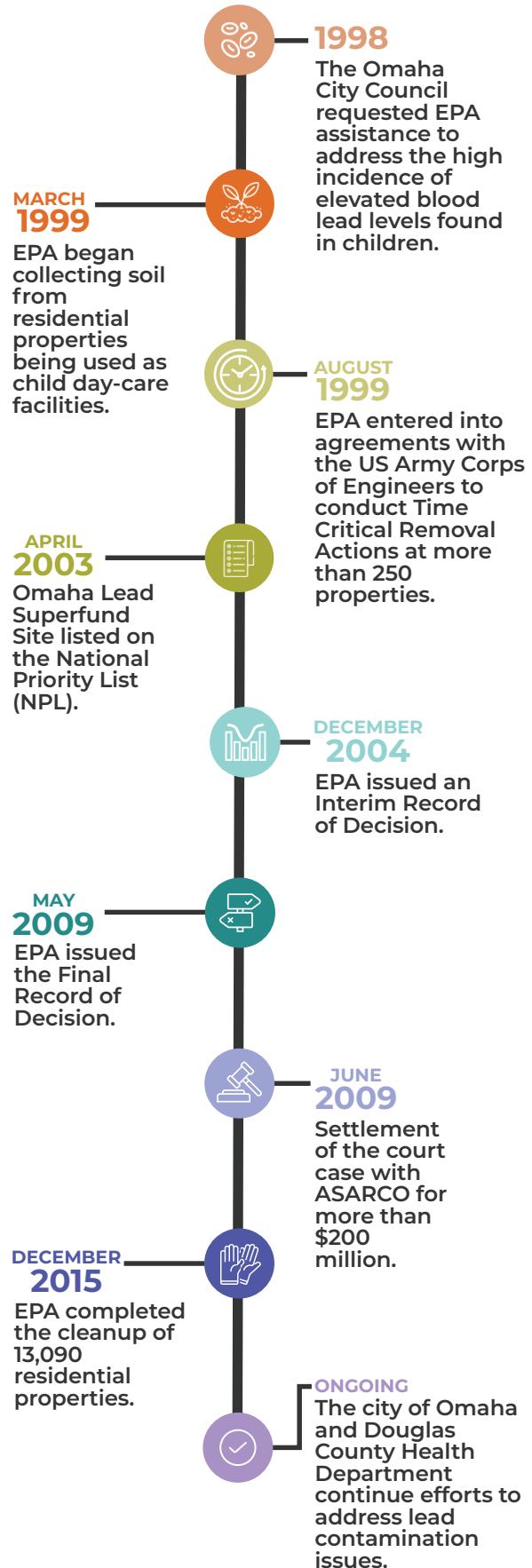


maha became nationally known in 1998 for something other than the College World Series and steaks. The largest city in the Cornhusker state made an alarming discovery. Over one-fifth of children had dangerously high levels of lead in their blood. The health epidemic was the aftereffect of 125 years of a lead smelting plant that ran along the Missouri River, which contaminated the air and soil in homes east of 42nd Street. Experts warn that children ages seven and under are particularly vulnerable to lead poisoning. High-level lead exposure can cause a number of serious medical issues, including kidney and brain damage. Very high exposure can lead to death.

The Douglas County Health Department and the Federal Environmental Protection Agency have undergone a massive lead remediation project in Omaha since 1998. The EPA described the local effort as one of the nation's most significant lead poison cleanup projects. The project resulted in nearly 14,000 Omaha properties receiving lead removal.

Dan May, City of Omaha Air Quality Control Technician, wants to get critical information about lead abatement out to the public, especially to real estate agents and home buyers. This year, a one-hour lead training course was created and received approval from the Nebraska Real Estate Commission to educate real estate professionals on lead requirements. Any prospective buyer can request a lead inspection before buying a home. May said, "The website, omahalead.org, is a great tool for researching properties. You can search to see if the soil has been tested and if the soil has been replaced." He emphasized the importance of investigating any potential lead contamination in homes built before 1978 when lead paint was banned, or in homes in east Omaha, most especially for families with children aged seven or younger.

The awareness of lead poisoning risks is critical for all consumers. The Omaha Area Board of REALTORS® provides REALTOR® access to several lead-related resources on its website at omaharealtors.com/forms. Agents should consult their broker for questions regarding proper disclosure.



CELEBRITY HOMES

Homes • Villas



Sherri Daly



Ericka Heidvogel



Shelley Hourigan



Brooke Johnson



Monica Lang



David Lee



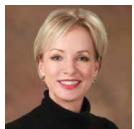
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Kurt Pfeffer



Gary Price



Tammy Smart



Karen Stansberry



Tiffany Stanton



Carol Teggart



Julie Woodward



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HAPPY HOLIDAYS

Do's and Don'ts to Nurture Your Business During the Holidays

Dit is possible to enjoy the most wonderful time of the year and continue nurturing your real estate business. To help you juggle work and festivities, here are some DOs and DON'Ts for working during the holiday season:

DO be available to your clients. Nothing strengthens an agent-client relationship like helping them close on a home on Christmas Eve. This will earn you some serious brownie points (which can be cashed in for repeat business and referrals).

DON'T assume your clients know which days you'll be spending with family. Communicate your availability and time off clearly to any clients you're working closely with. Being upfront and honest about your time off builds trust, and your clients will usually understand.

DO use slow days to play catch up. If the holidays are a slow season for you (maybe most of your clients are busy celebrating rather than buying/selling homes), use the extra time to your advantage. Catch up on emails, tackle the projects that have been lingering on your to do list, and brainstorm new ideas.

DON'T miss out on the most important moments. After all, one of the reasons you chose a career in real estate was so you would have the flexibility to spend quality time with family and participate in your community. Don't miss those big moments: putting your kids to bed on Christmas Eve, serving Thanksgiving dinner at the soup kitchen, or whatever moments are most meaningful to you.

DO schedule time to enjoy the holidays. Penciling in can't-miss events like Hanukkah dinner at your in-laws' or your friend's New Year's Eve party will help you avoid accidentally scheduling showings or meetings during those times.

DO schedule time to enjoy the holidays. Penciling in can't-miss events like Hanukkah dinner at your in-laws' or your friend's New Year's Eve party will help you avoid accidentally scheduling showings or meetings during those times.

DON'T get distracted by the holidays while you're working. During the hours that you are working, stay focused. Avoid shopping for gifts on Amazon and save your Spotify Christmas playlist for the drive home.

Be productive while you're on the clock, so the hours you have to spend away from holiday festivities won't all be for nothing.

DO wish your clients happy holidays with a card or a pop-by. It's the perfect excuse to reach out and show a little love.

The reality is, the work never stops. Your real estate business is a huge part of your life. When the holidays roll around, you probably aren't taking two-week vacations. But it is possible to enjoy the holidays without abandoning your clients and sabotaging the business you work so hard on all year long.

Happy holidays, friends!

Erin Trescott
First National Bank of Omaha
Mortgage Loan Officer





NEW LOCAL SHERIFF ADDRESSES REALTOR® SAFETY

There's a new sheriff in town, and he has a mission. Aaron Hanson, the newly elected Douglas County Sheriff and veteran law enforcement officer, wants to use his 26 years of experience with the Omaha Police Department to make selling real estate safer.

REALTORS® potentially put themselves in harm's way every time they show a house. One way the new sheriff wants to mitigate risk is to have a dedicated sheriff's deputy serve as a liaison between real estate professionals and the sheriff's department.

"Your office is a strange home," Hanson said. "It's a potentially very dangerous situation showing homes. Realty is a unique industry with unique challenges." He believes education is the key to empowering REALTORS® to protect their safety.

As things evolve, technology evolves.

REALTOR® tools like the FOREWARN app can be used to vet a prospective client. Don't be so eager to show a house to get the sale that you don't vet a prospect." Knowledge is power. The sheriff said that good informants are worth their weight in gold. The information a REALTOR® provides when something just doesn't feel right can be part of a bigger puzzle for law enforcement. They can give police important information on potential criminal activity, such as drug and sex trafficking. Hanson said a portal could also help with quick background checks. Another area he wants to bolster is scenario-based, hands-on training, which would show agents how to handle potential threats. "The goal is to make our community safer and make your industry safer."

Hanson was supported in his race for sheriff by RPAC funding as approved by the OABR Board of Directors.

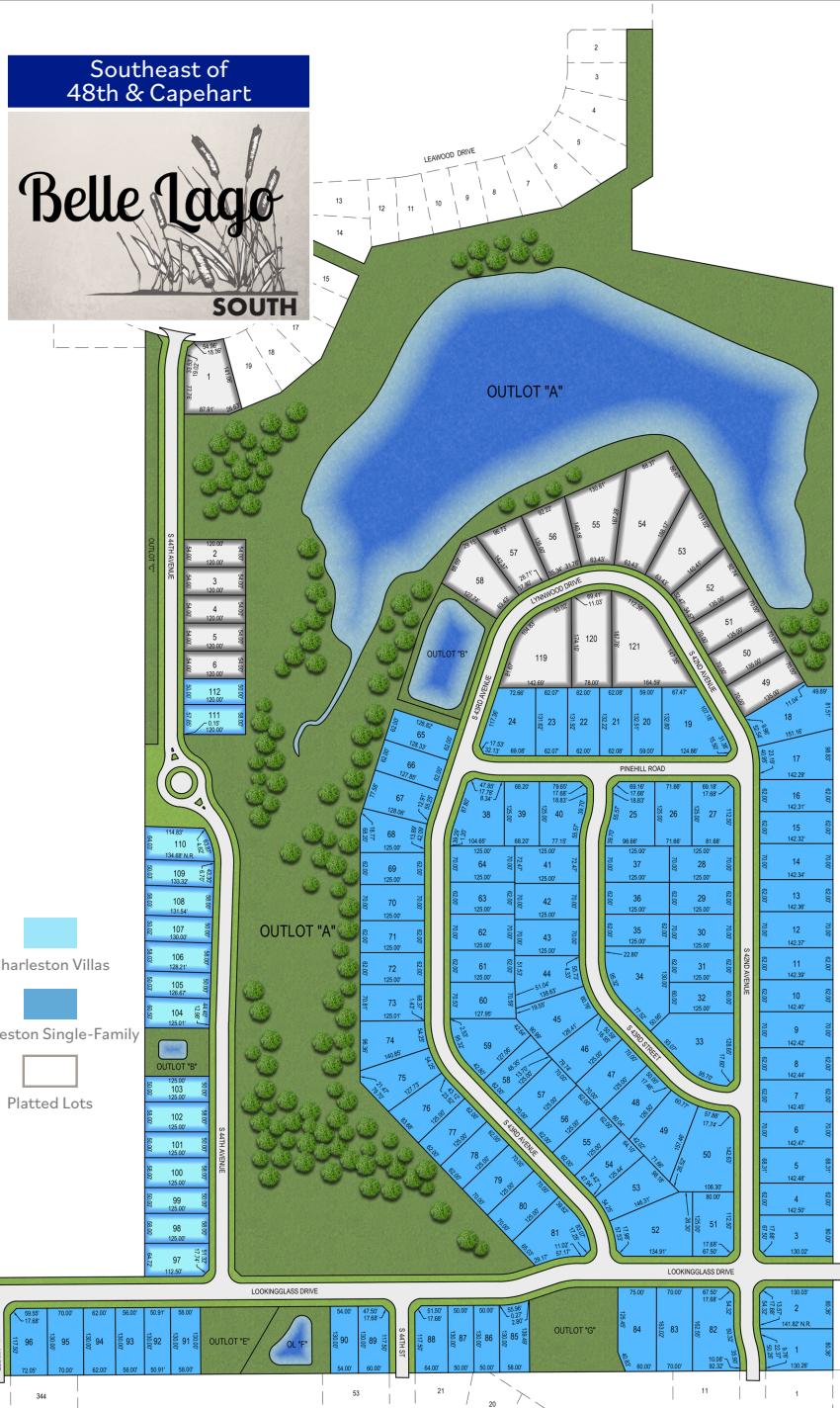
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JANUARY
Home Maintenance TIPS

- ❑ Inspect roof for damage
- ❑ Refresh your interior paint
- ❑ Take down the holiday decorations
- ❑ Organize closets and drawers
- ❑ Gather little-used toys, clothing and housewares to donate to charity
- ❑ Stock up on new linens during January's "White Sales."
- ❑ Clean out the drains in your sinks, tubs and showers

FEBRUARY

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- ❑ heater
- ❑ ment
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- ❑ pads
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- ❑ up
- ❑ it for
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