

February 2023

OMAHA
AREA BOARD OF
REALTORS®
REALTOR®

REVIEW

Omaha Area Board of REALTORS®



UPCOMING EVENTS

2. 02

8:30AM - 9:30 AM

**RECHARGE
TASK FORCE**

2. 08

9:00AM - 10:00AM

**OABR FOUNDATION
MEETING**

10:00AM - 11:00AM

**SOCIAL EVENTS
COMMITTEE**

2. 09

1:30PM - 3:00PM

**YPN
COMMITTEE**

2. 10

9:00AM - 12:00PM

**FINANCING THE SALE,
SHOW ME THE MONEY!**

2. 14

9:00AM - 10:00AM

**PROFESSIONAL
DEVELOPMENT
COMMITTEE**

10:00AM - 11:00AM

**DIVERSITY
SCHOLARSHIP
COMMITTEE**

2. 15

8:00AM - 6:30PM

**RECHARGE
2023**

2. 16

10:00AM - 11:00AM

**GOVERNMENTAL
AFFAIRS COMMITTEE**

11:00AM - 12:00PM

**RPAC FUNDRAISING
TASK FORCE**

2. 22

10:00AM - 11:00AM

**OABR DIRECTOR'S
MEETING**

OABR DIRECTORY

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COVER PHOTO:
**UPWARD VIEW OF
HENRY DOORLY'S
DESERT DOME**



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A MESSAGE FROM ★ THE PRESIDENT ★

CRYSTAL ARCHER, 2023 PRESIDENT



WINTER BLUES MELTING AWAY

With the hurly-burly of the holidays long since over, the dark and dreary winter days seem to stretch on until eternity. Jack Frost is no longer just nipping at your nose. The subzero temps are a full-on, frigid assault to your face. As we settle into the new year, it's easy to fall prey to the winter blues.

One way I like to combat the monotonous, hibernal humdrum is to think about all the wonderful memories the year will bring and remember what the great late Frank Sinatra once crooned: It's a real good bet; the best is yet to come.

While listening to the wailing saxophone of the song, eyes closed, you may wonder what would the ideal year look like? What memories will be made? What accomplishments will be accomplished? When battling the winter blahs, how do you reignite that fire in your belly? How do you recharge?

Merriam-Webster's dictionary defines recharge: 1. to make a new attack. 2. to regain energy or spirit. 3. to become charged again.

On Wednesday, Feb. 15th, OABR will host 2023 REcharge – the real estate event of the year! It's the perfect opportunity to network and rub shoulders with other real estate professionals. It's a chance to set goals and to learn from the best and the brightest in the business. This year packs a powerful punch!

For starters, NAR Chief Economist Lawrence Yun will showcase his expertise and give his economic forecast for 2023. Nebraska-grown Clayton Anderson will captivate with his story of overcoming adversity to realize his dream of becoming a NASA astronaut. Local leaders will share the future in an extraordinary Developments Across the Region Panel. One of the most uplifting sessions will inspire you: Overcoming Obstacles in Life; Brent Rasmussen recounts a life-changing accident that claimed his left leg. It's a courageous story of resilience and valor that will hearten even the most disheartened. And there's more.

I hope you can experience the 2023 REcharge and leave with a renewed sense of hope as you make a new attack in the new year. As you battle the bleak winter drudgery, here's a bit of wisdom from "Ol' blue eyes" Sinatra, "You think you've seen the sun, but you ain't seen it shine. Wait 'til the warm-up's underway... Wait 'til you see that sunshine day. You ain't seen nothin' yet!"

And remember, spring is right around the corner!

All the best,

Crystal Archer, 2023 OABR President

NEW REQUIRED TRAINING

1

CODE OF ETHICS

All REALTOR® members must complete at least 2.5 hours of ethics training in 3-year cycles. The current cycle will end on December 31, 2024, and future training cycles will be every three years. If you completed the OABR New Member Orientation after January 1, 2022, you have satisfied the 2024 requirement.

2

FAIR HOUSING

All OABR REALTOR® members must complete at least 3 hours of fair housing instruction in 3-year cycles (concurrent with the NAR ethics training cycle). The current cycle will end on December 31, 2024, and future training cycles will be every three years. If you completed the OABR New Member Orientation after January 1, 2022, you have satisfied the 2024 requirement.

3

FINANCE ORIENTATION

The Finance portion of the OABR New Member Orientation is now offered five times per year as a 3-hour CE class (#1365) and is open to all OABR members. The course is held in February, April, June, September, and November – daytime and evening hours, so consult the OABR calendar for start times and registration information.

4

CONTRACTS ORIENTATION

The Contract portion of the OABR New Member Orientation is now offered five times per year as a 3-hour CE class (#1357R) and is open to all OABR members. The course is held in January, March, May, August, and October – daytime and evening hours, so consult the OABR calendar for start times and registration information.



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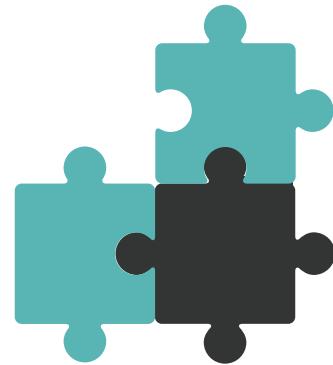
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OVERCOMING IMPLICIT BIAS



Implicit Bias is an unconscious, unintentional assessment of someone that affects your attitude towards them. Left unchecked, it can lead to potentially offensive behavior and even Fair Housing Law violations.

NAR introduced implicit bias training to give real estate professionals the tools to recognize and address this issue, so they can learn how to work with all clients and colleagues respectfully and equally. Natalie Davis has been teaching the Implicit Bias Course for over a year. The Colorado-based REALTOR® said, "The Implicit Bias training causes you to pause and reflect on why you do business the way you do." She explained that the work is internal. "We can't force individuals to do the work but can provide the tools." The goal is to make people pause and be more intentional in how they approach people in their day-to-day business.

"Every time I facilitate a course, I learn something new about myself. That lightbulb moment when you go, oh!" Davis expands on experiencing the lightbulb moment, "You enter that space from a place of respect and curiosity. Respect for other individuals and the curiosity of a five-year-old." She added, "The number one reason I love this course: it takes a look from an outside lens, a deep dive into the science behind it."

The neurological and physiological reaction in our bodies when we encounter bias."

Davis said having systems in place to counter bias is essential. She refers to the acronym BRICK: belonging, respect, individuation, communication, and kindness. If you scan the room and sense anything is off, you can ask if everyone feels like they belong. You approach each individual from a place of kindness and respect, with open communication.

Ron Phipps, a former NAR President and an implicit bias instructor from Rhode Island, said the objective of the course is to increase self-awareness and empower people. "A lot of people bristle at the word privilege," Phipps said, "They feel like, well I earned everything I have." According to the instructor, when people approach bias with that mindset, they're less open to learning how their words and actions impact others. "We want to inspire a metanoia. Metanoia is the Greek word for a change of heart. We want a breakthrough mindset."

He explained that the purpose of the course is to help people see relationships holistically and realistically and gave the example of birth order in a family. The oldest and the youngest child come from the same family yet have very different experiences despite coming from the same background. "Why would considering gender or race be such a steep climb?" he pondered. He sees this course as something that helps you learn to work with a more diverse set of people fairly.

Phipps' final food for thought: "Intent doesn't matter. Just because I'm not aware of my actions being offensive doesn't make them less offensive. But if we are made aware, we are less likely to offend. We all come from different experiences, different faiths, and different backgrounds. Embracing these differences allows everyone to be their authentic self."

REGIONAL MLS

FEE INCREASE EFFECTIVE

APRIL 2023



The Great Plains Regional MLS Board of Directors unanimously approved a \$5.00 monthly MLS fee increase starting April 1, 2023. The goal of this action is to align MLS fees with the expanded services GPRMLS is offering with regards to rule compliance, data integrity, Paragon system training, and organizational growth to address the unification of overlapping markets.

Monthly payments will be automatically adjusted to reflect the new fees starting in April 2023. No action is required.

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BUILDERS OF THE FUTURE:

BUILDING A BETTER FUTURE FOR LOCAL TEENS

The year is 1993. Bill Clinton is President. Nirvana released "In Utero." The same year, an earth-shattering explosion shook the World Trade Center. It was a year of monumental events when Ted Grace started The Playhouse Project with cofounder Steve Skidmore.

They partnered with Metro Omaha Home Builders Association (MOBA) to build playhouses; MOBA provided the building materials. The proceeds from playhouse sales then funded scholarships. Two years later, this evolved into the Builders of the Future organization (BOTF), and it became a 501(c)(3) non-profit by 2001. Today, it focuses on mentoring high school students in the construction trades.

The organization continued to evolve with time. Its mission: To educate and encourage the next generation of construction trade specialists by working with area high schools and organizations. They teach local high schoolers construction skills by having them build projects – everything from installing windows and doors to installing siding to roofing. Many local companies donate resources to keep the program going: Anderson Windows, DuPont Weatherized Systems, ABC Supply Co., James Hardie Siding, Taylor Made Home Solutions, Lyman-Richey Corp., AAA Building Components, Christensen Lumber, Millard Lumber, Mead Lumber, and S.E. Smith & Sons.

Ted Grace said the mentoring program has been well-received and is really needed. "It's giving students hands-on experience. It introduces them to the trades."

The program expanded beyond just building playhouses; they now build decks, doghouses, sheds, and even complete houses. Seeing the projects built on-site has generated interest in more students. The skills they acquire through this program provide a broader range of employment options with better pay. They can land a higher paying job right out of high school. They can even earn college credit.

With burgeoning interest, Grace is concerned about the program growing too quickly and not being able to keep up with the demand. BOTF had to bring on a second program facilitator and may need to add a third. Program facilitator Mark Bowder said, "As long as the students are motivated, willing to learn, and show up on time, they can learn a trade and make a decent living." With a wide range of trades and an array of different people with different aptitudes and preferences, BOTF can lead students to their specialty, the specific area that's a good fit for them. He added, "Learning a trade... no one can take that away from them."

The growing organization discovered the need is much larger than anticipated. Not only for students, but for training future teachers. Another area of focus of the organization targets training teachers. There's a program called "Train the Trainer" where they teach local high school teachers different skills that they can in turn teach their students.

"We have teachers from all around interested in the program."



"We've had schools calling from 2 states away," the program administrator said. The program could grow to a statewide one. Other states could use it as a model to form their own programs. One of the most rewarding things for Bowder is when something just clicks with a student, where they are excited to learn. "When the kids show up with their own tool belts, looking like a tradesperson, they start acting differently. Like they believe they have the capacity to do it." Instilling confidence in their abilities and helping them master their skillset makes all the hard work that much more rewarding.

To donate to The Builders of the Future Foundation, visit: thebuilderfoundation.org/how-to-support.

To donate to OABR's Foundation, which supports BOTF and other programs, visit: omaharealtors.com/foundation/.

2022 RPAC WRAP UP

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ARCHER, CRYSTAL
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CHADWICK, CHARLES
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DOHSE, DOUG
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GEHRKI, JOE
GRIGGS, SHERRI
GUY, SARAH
HENSON, SUE
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KNAPP, CAMILLA
KRENK, LINDSEY
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MOY, LINDA
SERRANO, FRANCISCO
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VACHA, STEVE

THANK YOU TO EVERYONE WHO HELPED OABR OVER-GOAL. \$174,980 WAS RAISED IN 2022!

CERTIFICATIONS & DESIGNATIONS

Accredited Buyer Representative (ABR®)

- Matt Circo, BHHS Ambassador Real Estate

Graduate, REALTOR® Institute (GRI)

- David Beberwyk, Realty ONE Group Sterling
- Stacey Watson, Nebraska Realty

At Home With Diversity (AHWD)

- Ervin Youmans, Nebraska Realty

Military Relocation Professional (MRP)

- Tammy Nicola, BHHS Ambassador Real Estate
- Nicholas Navarrette, BHHS Ambassador Real Estate
- Stephanie Matson, Coldwell Banker NHS

PERSONALS

Condolences to:

- Amy Dritley, CharterWest Mortgage, on the recent passing of her father.

Congratulations to:

- Rusty Hike, Hike Real Estate, for being recognized as a REALTOR® Emeritus
- Denise Mecseji and Beth Powers with Great Plains Regional MLS for receiving the RED-B Designation from the Real Estate Standards Organization (RESO). RED-B is only for those individuals who have successfully completed the Working with Real Estate Data - Business coursework.

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MEMBERSHIP REPORT

December Activity

MO YTD

New REALTOR® Members	8	305
Resignations	23	376

Membership (As of January 1)

2022 2021

Designated REALTORS®	196	203
REALTOR®	2986	2974
REALTOR® Emeritus	66	60
TOTAL REALTORS®	3248	3237

Institute Affiliate	72	71
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Affiliate Members	157	161
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Key-Only Affiliates	137	149
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See the full membership report at: OmahaREALTORS.com/membership-report



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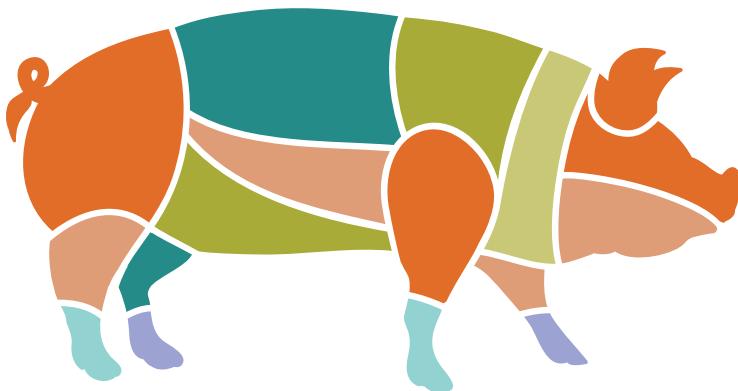




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PIG BUTCHERING: THE NEW CRYPTO SCAM

Pig butchering. It sounds like the unfortunate end of a farm animal before becoming a package of bacon. It's a term to describe a complex investment scam where people are coaxed into investing in cryptocurrency.

According to "Psychology Today" Pig Butchering is a multibillion-dollar scamming industry that uses forced labor. Human trafficking enables this major investment fraud. People are essentially kidnapped and forced to work in a high-pressure call center, generating leads. They spend weeks or months fostering trust between themselves and their targets, reading from a script. Scammers target potential victims on social media apps, dating apps, or even send random texts. They build a rapport with the victim, convince them to invest in crypto, then steal the funds.

Local REALTOR® Bruce Johnson was recently targeted by one of these scammers. She contacted him through realtor.com, claiming she lived in Denver and wanted to invest \$1.5 million in real estate. They spoke daily for about a month before she even mentioned crypto.

"I should have been more diligent," Johnson said, explaining that after weeks of talking, she managed to earn his trust. He said it was like a mind game. Once she convinced him to invest, she urged him to invest more. He wishes he had recognized the red flags sooner. His word of advice? "Don't be afraid to ask questions about their identity. Ask them to send their info. I should have pushed harder. It would have rooted her out."

Successful, fiscally savvy people fall victim to crypto investment fraud. There was \$429 million lost to this scheme in the U.S. last year. According to the U.S. Securities and Exchange Commission website, scammers use different strategies.

Bottom line? Trust your gut. Bruce Johnson summed it up succinctly: **"If something doesn't feel right, it's not right."**

Here's a few tips from the experts to avoid becoming a victim of fraud, taken from the SEC website, investor.gov.

Ask Questions. Do independent research. Scammers are banking on you to blindly invest without first investigating.

Know the salesperson. You can check for any disciplinary history of brokers and advisers for free using the SEC's and FINRA's online databases. Your state securities regulator may have more information.

Be wary of unsolicited offers. Especially if someone recommends foreign or offshore investments.

Protect yourself online. Don't volunteer personal information to people or post it on social media accounts. Never give out financial information.

If it sounds too good to be true, it probably is. There are no "guaranteed returns" in investing. There's always some risk.

Don't be blindsided when the con artist comes across as likeable and trustworthy.

Resist the pressure to invest money RIGHT NOW. It's a tactic scammers use to coerce victims into investing before vetting a prospective investment.

2023 RECHARGE

EMBASSY SUITES LAVISTA CONFERENCE CENTER 02.15.23 8:00 AM - 5:00 PM

YOUR KEYNOTE SPEAKERS

“REAL ESTATE ECONOMIC OUTLOOK”

Dr. Lawrence Yun is the Chief Economist and Senior Vice President of Research at the National Association of REALTORS®. He regularly provides commentary on real estate market trends and is responsible for a wide range of research activity for the association. Dr. Yun creates NAR's forecasts and participates in many forecasting panels, among them the Wall Street Journal and the Joint Center for Housing Studies of Harvard University. He appears regularly on financial news outlets and has testified before Congress. Hear him speak on his analysis of the real estate market in the year ahead in this morning session.



LAWRENCE YUN



VETA JEFFERY



JASON BALL



DREW KAMP

“DEVELOPMENTS ACROSS THE REGION”

Join us as the executive leadership from across the region discusses new developments in a panel “Developments Across the Region.” Veta Jeffery, Omaha Chamber of Commerce; Jason Ball, Lincoln Chamber of Commerce; and Drew Kamp, Council Bluffs Chamber of Commerce, will discuss their proposed improvements for Nebraska and Iowa.

“COMING HOME... AND GIVING BACK!”

Clayton Anderson's return to Nebraska is not simply coming home. Rather, it is him returning with a mission in mind: to give back to the people and the community who made him the man he is today. Don't miss this session with retired NASA Astronaut Clayton "Astro Clay" Anderson who now serves as the President and CEO of the Strategic Air Command & Aerospace Museum in Ashland, Nebraska.



CLAYTON ANDERSON

YOUR BREAKOUT SPEAKERS



**JANELLE
ROKER**

"USING YOUR
STRENGTHS
TO NAVIGATE
ROADBLOCKS"



**DEB
MANNING**

"GUYS, GALS, AND FOLX:
UNDERSTANDING
THE POWER OF
INCLUSIVE LANGUAGE"



**TERRY
TANNER**

"STAY CONNECTED
WITH PARAGON
ON THE GO"



**BRENT
RASMUSSEN**

"I DIDN'T GET
HERE ALONE"



**GREG
DYCHE**

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THIS MONTH IN HISTORY

FEBRUARY



FEB 21: Malcolm X, born in Omaha in 1925, was assassinated while delivering a speech in a ballroom in New York City.



FEB 17: Guest Speaker, Congressman Hal Daub, spoke at an OABR Membership Meeting about the 1986 Tax Reform. Daub served on the House Ways and Means Committee.



1965

1956

FEB 22: In Montgomery, Alabama, Martin Luther King and Rosa Parks were among 80 arrested after a three-month long bus boycott. Later in 1956, the U.S. Supreme Court mandated desegregation of the buses.



1976

FEB 1: President Gerald Ford officially recognized Black History Month as an opportunity to honor the too-often neglected accomplishments of Black Americans in every area of our history.



1987

2018

FEB 5: The most extensive congressional tax package in 30 years was being implemented. REALTORS® preserved the mortgage interest deduction, the capital gains exclusion on the sale of a residence, and the commercial like-kind exchange rules.

Market Makes Rules



Steve Vacha
President

Home Standards would like to announce that we have a vehicle for sale. It has a few years on it, but has many new parts. Pristine condition. Drive-away condition. Please give us a call to set up a time to come take a look. The engine will not be allowed to be started, and no test driving.

This scenario is obviously fiction, but would you ever consider buying a car without starting it up and taking it for a test drive? **Highly unlikely!** Products for sale with limited information typically do not do well, while those mar-

keted with up-front and transparent information often sell quickly.

In real estate, we are coming out of a time where sellers were able to choose offers without home inspections because buyers felt they had to bypass them to get the house. Sellers reveled in above-asking-price offers with no inspections. Many agents did not like this lack of transparency, but had to respect their clients' choices.

To fill this information vacuum many agents suggested pre-sale inspections be completed on listings. Because of these, sellers have seen higher offers from buyers who were not holding back due to concerns about the property's condition. There have been fewer legal concerns, and less hassle for sellers and agents due to reduced contingency period negotiations.

In our market our pre-sale in-



specations have grown by 10-fold from just one year ago.

As the market cools and returns to normal, we have seen requests for pre-sale inspections stay popular because of the realized benefits of getting the information a home inspection provides out in front of the transaction.

In the new home construction market things have changed as well. 3-5 years ago, there were a limited number of builders in our community. Many of the smaller builders left the market in the late 00's due to the housing bubble that burst.

New construction quality after this period was strong. In a weak market, it is the strong companies that survive. Thankfully we see

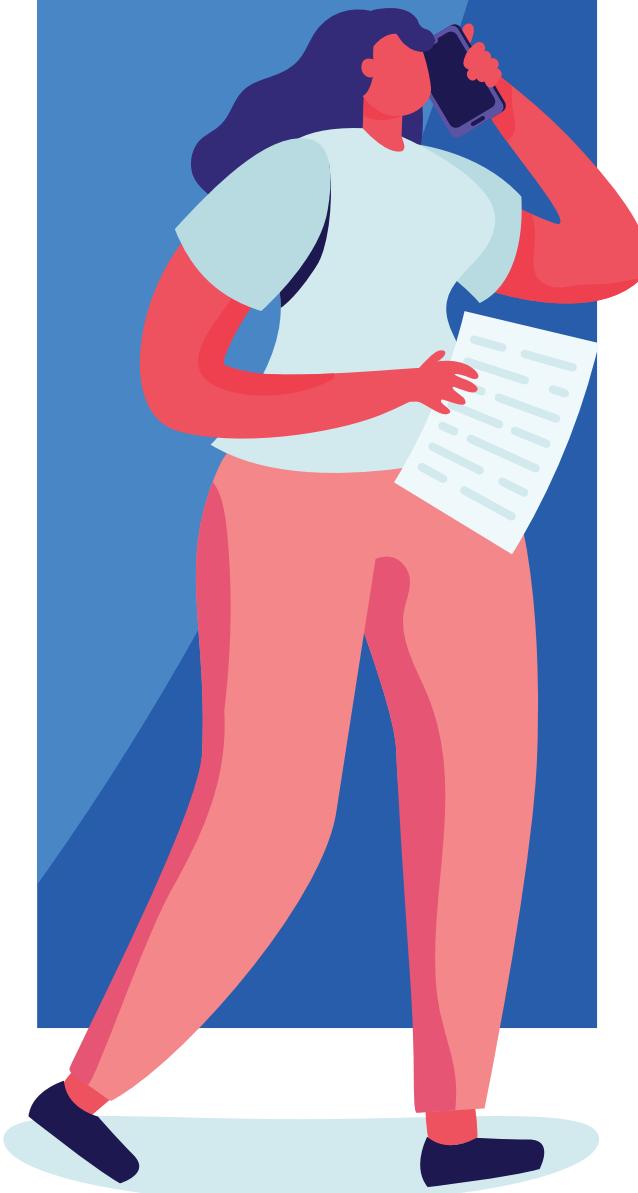
a resurgence of builders entering our market. We need homes built!

Unfortunately, with this fast growth, the quality of some construction has suffered. Agents and savvy buyers are seeing this. The fast growth in this market has created the need for more new construction inspections. I personally have completed hundreds of these through the years and have never felt that a client regretted having a new construction inspection.

The market calls the shots. Along with regular home inspections for buyers, pre-sale inspections and new construction inspections are in high demand.

The market rules we say. Or maybe it's better to say, it balances out.

DIVERSITY IN REAL ESTATE



Embracing diversity goes beyond just inviting everyone to sit at the table. It's making everyone feel like they have a voice and are valued. OABR is committed to promoting diversity. The OABR Diversity Scholarship Committee helps people of all races and ethnicities attain their sales licenses and careers in real estate. It not only gives diverse individuals a voice but also allows them to represent and educate all communities. REALTORS® know about specific programs, loans, and other information which can help everyone achieve the American Dream of homeownership.

Local REALTOR® Angel Starks elucidated the importance of representation. "It's a known fact that people of color have less homeownership. In addition to historical barriers, people replicate what they see. Unless you know how to navigate better." She is passionate about educating others on homeownership. She wants homeowners of color to become the norm, not an exception.

Starks said forging authentic relationships with individuals builds true diversity in a work environment and the community. "I want people to see me as a person of great quality and value, not one that can just fill the diversity box." She explained that sometimes being the only person of color in the room adds pressure. It is as if she is perceived as the lone voice for the entire African-American community, which she is not.

Starks explained that being mindful of what kind of culture we're putting out there is a good start. Becoming knowledgeable about implicit bias helps people understand the importance of diversity better. "The idea (addressing implicit bias) is a personal choice. You have to explore outside of what you think you already know." She expanded on why making people feel like they belong is vital to building a more inclusive and diverse community. "People need to feel like they belong. It's one thing to be invited to the party. It's another to be invited to dance."

Local real estate agent and OABR's Diversity Scholarship Committee Ervin Youmans said, "I believe Diversity and Inclusion are very important in the real estate industry for continued growth and sustainability. With communities being comprised of many different backgrounds, representation matters."

The Omaha Area Board of REALTORS® provides Ethnic Minority Outreach Scholarships. The scholarships cover pre-license classes, State testing fees, and year-one REALTOR® dues. According to Youmans, the cost of getting started adds up quickly, and the scholarship is the only way some people can achieve a real estate career. "The Diversity Scholarship Committee also assigns a mentor to help the candidate throughout the process. It helps keep the individual on track and provides a good resource of information to them."

"People from diverse backgrounds or cultures can provide different but much-needed perspectives, experiences, and skills. By working with agents from diverse backgrounds, it helps all agents work on their cultural competency, which in turn helps the communities they serve," Youmans said.

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Abraham Lincoln was born in a one-room cabin in Kentucky. It wasn't much, but it was home. However, the Lincolns didn't have the right papers and someone else had a better claim to the land. At the age of three, Abe's family packed up and moved. Four years later, Lincoln's father had to go to court to prove ownership rights again. Abe's father won the suit but moved his family to Indiana due to the fear of losing another property due to title issues.

Regardless of a thorough search, potential flaws in title still exist today; thus, the importance of protecting your buyer's property rights. When your buyers purchase an owner's title insurance policy, they acquire peace of mind. The owner's policy typically covers you from a host of prior to concurrent hidden defects, including*

- Deeds executed under false or expired powers of attorney
- Mistaken interpretation of wills and trusts
- Incorrect representation of marital status
- Undisclosed heirs
- Mistakes in recording legal documents
- Incorrect legal descriptions
- Forged deeds, releases, etc.
- Federal, state inheritance and gift tax liens

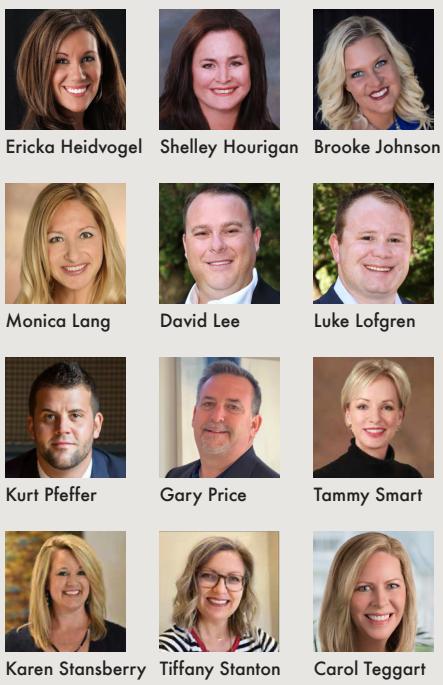
- Errors in tax records
- Federal condemnation without notice filing
- Capacity of foreign fiduciaries
- Duress in execution of documents
- Want of jurisdiction over persons in judicial proceedings
- Deeds from minors or non-existent entities
- Discovery of later will after probate of first will
- Easements by prescription not discovered by a survey
- Deeds delivered after death of grantor or grantee, or without consent of grantor
- Deeds from incompetent persons

*The coverage will be governed by the terms of the policy, the claim or defect asserted and the factual situation. So, Follow These Simple Steps to Avoid Hiccups at the Closing Table

1. Educate your buyers on the importance of protecting their property rights and the options available to them with expanded or basic coverage.
2. Read the title commitment and address any red flags.
3. Send signed addendums to both the lender and the title company.

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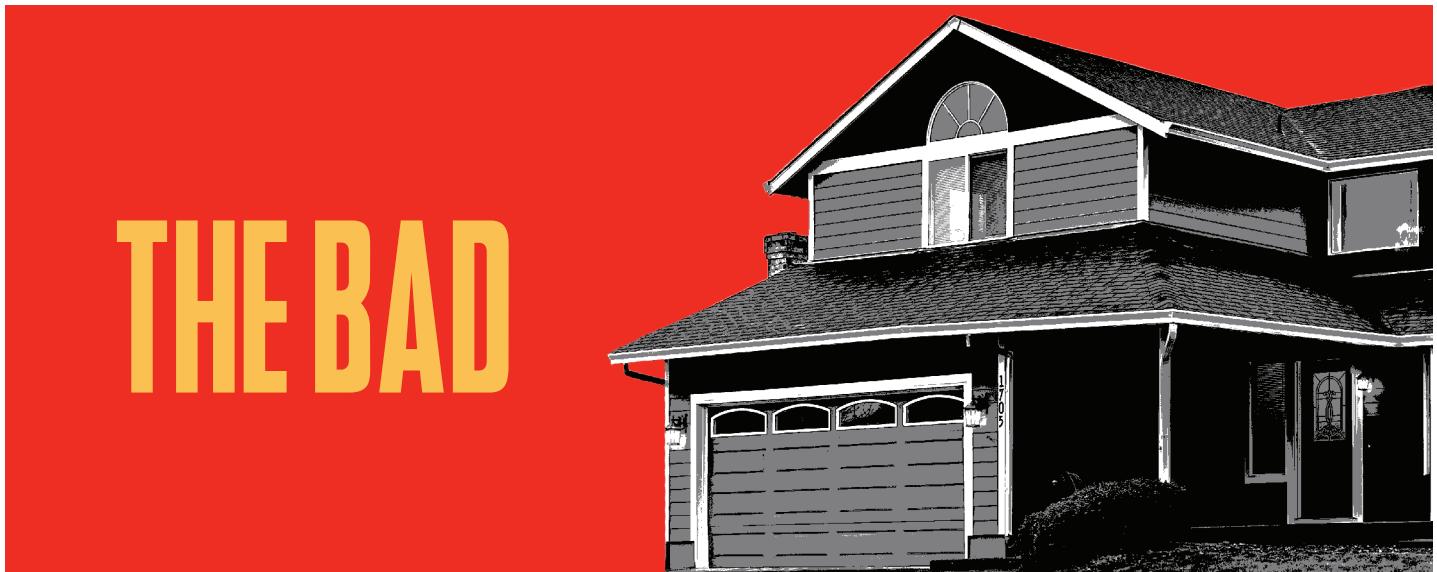
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THE GOOD



THE BAD



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Full House
at the January
Board Meeting

#LeadersMadeHere

January started off with a BANG for the
2023 WCR Board and Project Teams!

January 12th was our first Board Meeting of the year. **All I can say is WOW!!**

We had a packed board room with some fantastic energy and so many new faces. Our governing board members and most of our project team chairs spent an hour working on business and planning for a spectacular year of value driven meetings and engaging networking opportunities for **YOU**—
because that is what we are all about!

We invite you to reach out to any of us and jump on a committee for a minimal time commitment and great opportunity to help us provide the experience you want as a WCR member.

We are excited to announce that we have chosen **Project Intentional, Inc.** as our **2023 Charity Partner**. Founded by Sasha Berscheid in 2019, this amazing organization is focused on supporting women in need through various resources. We cannot wait to help support their mission!

January was host to our **"Get in the Game" Membership Mixer**! The event was held at Omaha Sports and Games and was a fun, casual, opportunity to connect and share what Women's Council is all about!! We invited many new members to join.

Our goal for new memberships for the year.... 23 in '23

February's **RPAC Breakfast** will be hosted at Champion's Run on **Tuesday, February 28th, 9-11am**. Join us for a fun game of Jeopardy and learn how RPAC Dollars protect you and your clients!

2022 Investments \$29,500

2023 Investment Goal \$35,000

IMPORTANT NOTE: Due to date conflicts—this event is **TUESDAY** rather than **THURSDAY** this year!

March will come in like a lion with our **Spring Music Bingo Event** happening at was a HUGE hit—
Happening again **Thursday, March 23rd, 4-8pm** at the Mainelli Center in St Robert's Church. We had an amazing turnout last year! We made some improvements and we are going to rock this event even bigger and better!!

- Liz Otto, President

2023 Spring Event—Music Bingo Project Team
The team that laughs together, succeeds together!



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2023 Board of Directors

PAST PRESIDENT'S CORNER

MARK WEHNER, 2015 PRESIDENT

What was the housing market like the year you were the OABR President?

In 2015, the mortgage interest rates were running around 3.85%, with about 5,000 homes in inventory. It was a buyer's market. The average Days-On-Market (DOM) were running 70-90+ days in some price ranges. Pricing and positioning the listing in the marketplace became an essential activity to sell any property within the average DOM!

What is one of your most rewarding experiences while being President?

Learning and watching the impact REALTORS® have in the political arena, not so much any one issue, but the overall efforts of REALTORS® to protect homeownership on so many levels.

How has being involved with OABR helped you grow professionally?

Education, teaching the need to create and deliver a viable value proposition in all my school's (REEsults Coaching School of Real Estate) curriculum to real estate agents for both pre-license and continuing education! Contributing to the long-term success of REALTORS®, I found myself growing exponentially in the real estate industry!

Tell us about you. What are some of your hobbies/interests?

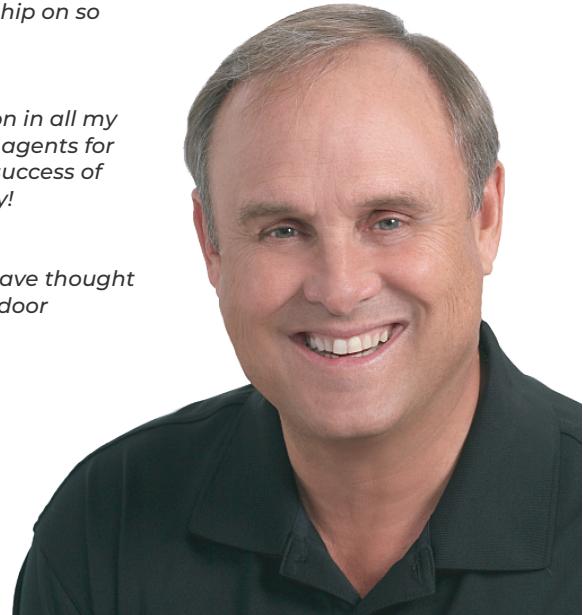
Married 49 years in 2023. Omaha native. REALTOR® Emeritus. Who would have thought that when I got my real estate license in 1976? Enjoy my grandchildren, outdoor activities, Doobie Brothers, chili dogs, and travel when I find the time.

What attracted you to a career in real estate?

The ability to control your own destiny! Also, to be able to use your talents to help foster and make the American Dream, of both homeownership and career opportunities, a reality for all.

Any words of wisdom for new agents?

NEVER listen to or take advice from anyone in the industry that is not making the amount of income you want to earn!





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