

January 19, 2010

[Click here for a printer-friendly pdf-version of the Tuesday News](#)

## ~ Make Sure You Understand the Rules When Submitting Listings to MLS



CABR has seen a rise in **commission disputes** regarding the **amount of compensation** offered in MLS, rather than disputes regarding procuring cause. Remember, offers of compensation made in MLS are **unconditional** and based upon a **percentage of the "gross selling price"** or a **definitive dollar amount**. Make certain you understand the proper manner in which to enter your offer of compensation and handle any potential changes. Otherwise, you may end up paying the difference between what was offered in MLS and what was paid at closing as a result of an arbitration hearing. See sections from ARTICLE 21: COOPERATION and COMPENSATION of the MLS Rules and Regulations below:

21.1 In filing a property with MLS, the listing broker is making blanket unilateral offers of cooperation to other cooperating brokers, and shall therefore specify on each listing filed, the compensation being offered to the other cooperating brokers. Specifying the compensation on each listing is necessary because the cooperating broker has the right to know what the compensation shall be prior to the endeavor to sell. Such compensation amount is unconditional and any time the commission amount is subject to conditions, that listing is ineligible for inclusion in the MLS and shall be removed.

21.2 The listing broker shall specify on each property data form submitted to MLS (if listing is entered by MLS) and in the computer system under the feature names, a) "Sub-Coop" the compensation it will pay a subagent, and/or b) "Buy-Coop" the compensation it will pay a buyer agent, as either: 1) a percentage (%) of the gross selling price, or 2) a definitive \$ dollar amount which is applicable to such listing. If the listing broker chooses to cooperate and compensate one but not the other, a number "0%", "\$0" or "0" shall be designated in the "Sub-Coop" or "Buy-Coop" feature of the Agency choice that is not to be compensated. Any entry (including no entry) other than a dollar amount, percentage or "0" is considered inappropriate and will result in an incomplete / inaccurate information fee.

21.3 If the listing broker desires to offer to any cooperating broker compensation other than the compensation indicated on its listings as published by MLS, it shall be accomplished by advance notification by letter to the other cooperating broker.

Additional compensation issues are addressed in the MLS Rules and Regulations. If you are unfamiliar with the complete Rules, you are advised to review them to ensure you understand your obligations. Questions about the MLS Rules and Regulations should be directed to MLS at 513-761-8833.

## ~ REALTOR® Awards Presented at the 2010 Circle of Excellence Luncheon



Congratulations: The 2009 REALTOR®-of-the-Year Management award was presented to **Mark Meinhardt / Star One Real Estate** and the 2009 REALTOR®-of-the-Year Sales award was presented to **George Madden / Huff Realty** at the 2010 COE Luncheon held on January 14. The Residential Top Producer was **Diane Tafuri / Sibcy Cline**.

There were 302 recipients of the 2009 Circle of Excellence Award, with 30 being first-time recipients. This compares to 323 recipients, with 35 first-timers last year.

---

~ Tip From the CABR Business Technology Committee



The Business Technology Committee suggests...**Jott.com**. It provides voice management of all kinds. Do you need to send yourself a quick reminder? Just dial up Jott and start dictating. This inexpensive voice-to-text service lets you capture your thoughts and reminders, send emails and text messages and update web services. The software will create a text email of your message. There are several different types of plans depending on your needs and the financial investment you are willing to make each month.

---

~ **Advanced Microsoft Excel for Real Estate Professionals, Tuesday, Jan. 19, 1 – 4 p.m.**



This course will teach the advanced features and functions of Microsoft Excel 2007, enabling you to take advantage of all the tasks this powerful program can do. Learning these advanced techniques can make provide advanced value to the Microsoft Excel product and help real estate agents work detailed functions such as:

- ? Create advanced charts
- ? Advanced formatting of cells
- ? Use large worksheets
- ? Work with multiple sheets
- ? Manage worksheets

**3 hours CE credit**—fulfills Ohio technology credit

**Fee:** \$30 CABR members/\$40 non-members

**Instructor:** Jean Bissell

Pre-requisite: You have already taken Microsoft Excel for Real Estate Professionals.

Questions – contact **Annette Chmiel** at 513-842-3011 or [achmiel@cabr.org](mailto:achmiel@cabr.org)

✓ [Click here to register.](#)

---

~ **Credit Reporting and Scoring, Wednesday, Jan. 20, 6 - 9 p.m.**



In today's market a credit score is even more important than ever. Jeff Shaffer will take you through the basic history of credit scoring and reporting, the regulations governing the collection of information, credit reporting agencies and the actual report.

**You will learn:**

- ? How to understand and read a credit report
- ? How to dispute incorrect information
- ? What the actual score means and the impact on a mortgage loan
- ? How to raise a credit score
- ? Insurance scores
- ? CLUE reports

**3 hours CE credit**—fulfills Ohio elective credit

**Fee:** \$30 CABR members/\$40 non-members

**Instructor:** Jeff Shaffer, Unifund

Questions – contact **Annette Chmiel** at 513-842-3011 or [achmiel@cabr.org](mailto:achmiel@cabr.org)

✓ [Click here to register.](#)

---

## ~ Promote the Code of Ethics with a Stylish Poster

### 2010 Code of Ethics Poster



Promote the ethical duties that REALTORS® owe clients and customers, the public, and each other with a stylish Code of Ethics poster. Designed to print in color, on 11 X 17 inch paper, the pdf file is a version of the Code suitable for framing. Depending on the capabilities of your software/printer, it can also be resized and modified for a more custom look.

The Code of Ethics is what sets you apart from other real estate professionals. Proudly display this poster in your office to let others know that you subscribe to the Code of Ethics of the National Association of REALTORS®. [Click here](#) for a link to the printable poster.

---

## ~ Ethics: The Measure of Professionalism, Thursday, Jan. 21, 9a – noon



Go through the ethics hearing process and get a comparison of the **Ohio Canon** and National Association of REALTORS® **Code of Ethics and Standards of Practice**.

### You will:

- Learn to identify common themes and articles of the Code and the Canon of Ethics
- Identify and take steps to eliminate bad business practices in protecting the public
- Gain knowledge of the enforcement process
- Learn possible disciplinary actions
- Analyze in depth case study examples

**3 hours CE credit**—fulfills Ohio Canon of Ethics credit

**Fee:** \$30 CABR members/\$40 non-members

**Instructor:** Brad Knapp

Questions – contact **Annette Chmiel** at 513-842-3011 or [achmiel@cabr.org](mailto:achmiel@cabr.org)

✓ [Click here to register.](#)

---

## ~ Group Medical and Dental Insurance is Now Available to CABR Members



Group Medical Insurance through Anthem Blue Cross Blue Shield (*guaranteed acceptance; maternity, mental health, preventive care, and full pharmacy benefits; HSA options*) and Group Dental Insurance through Dental Care Plus (*no coverage waiting periods, no balance billing, 100% preventive coverage after copay*) are available to qualified members of the Cincinnati Area Board of REALTORS®.

**NOTE:** It is **Open Enrollment** for “The Real Estate Agent **Dental** Plan.” Enroll *now* for a **January 1, 2010** effective date of coverage. Enrollment deadline is January 31, 2010.

For more information including applications and enrollment instructions, go to [www.schellerbradford.com](http://www.schellerbradford.com) and access the “REAL ESTATE AGENTS” portal. Additionally, you may access individual medical insurance coverage through “HealthCare for 1.” You may also e-mail [john.harder@schellerbradford.com](mailto:john.harder@schellerbradford.com) for details and for answers to any questions that you may have.

---

~ 2010 Housing Summit: February 3, 4 & 5



### **How New Consumer Protection & Disclosure Requirements Affect the Real Estate Industry**

Six specially designed continuing education sessions to help you understand how new federal regulations affect every real estate transaction.

The new regulations are designed to ensure uninfluenced appraisals, higher qualifications, transparency in lending, greater disclosures and stronger consumer protection.

These new regulations and guidelines require immediate attention from every aspect of a real estate transaction.

Gain quality information you can communicate to buyers and sellers throughout the transaction.

Learn in an environment where real estate professionals, appraisers, lenders and title officers can interact and discuss how the regulations are affecting each aspect of the industry.

Discover ways to work together to make transactions successful for all parties.

#### **February 3, 4 & 5, 2010**

**Feb 3: Redefining the Loan Application, Qualifying and Pre-Approval 9—noon**

**Feb 3: Short Sale, Foreclosure and REO Essentials 1-4 pm**

**Feb 4: Changes in Mortgage Lending—Essentials You Must Master\* 9-noon**

**Feb 4: Overcoming the Appraisal Dilemma of HVCC\* 1-4 pm**

**Feb 5: Impact of Foreclosures & Shorts Sales on Appraisals & CMA's\* 9-noon**

**Feb 5: New Consumer Friendly Title Information; closing, HUD-1, GFE 1-4 pm**

**Each session is only \$15. All have real estate credit — those with an asterisk also have appraisal credit \*\***

**All sessions held at the Cincinnati Area Board of REALTORS**

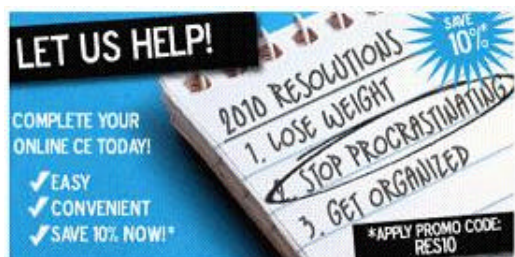
**14 Knollcrest Drive, Cincinnati, OH 45237**

\*\* \$5 additional fee to receive both real estate and appraisal certificates.

To register: [Click here](#), e-mail CABR Director of Education **Annette Chmiel** at [achmiel@cabr.org](mailto:achmiel@cabr.org) or call Annette direct at 513-842-3011.

---

~ The Road to Success is Paved with Education – Get Yours Online at the CE Shop!



#### **Top 3 New Year's Resolutions:**

- 1) Lose weight
- 2) Stop procrastinating
- 3) Get organized

**Cincinnati Area Board of REALTORS® Inc.**

**Need CE? Don't Procrastinate! Enroll in online CE today!**

Simply visit our course catalog at:

<http://cabr.theshop.com>

**Enter Promo Code upon checkout: RES10**

**Receive your 10% discount!**

**IT'S EASY!**

**This promotion expires January 31, 2010!**

---

## ~ REALTORS Must Comply with Do-Not-Call, Do-Not-Fax and Do-Not-Email Regulations

**Do-Not-Call:** As of January 1, 2005, telemarketers and sellers (including REALTORS®) are required to search the registry at least once every 31 days and drop from their call lists the phone numbers of consumers who have registered on the Do-Not-Call Registry. Every company that engages in telemarketing should have a written policy showing what it does to comply with the laws covering this activity. The company also needs to be able to demonstrate that it has implemented its procedures, and that it has a process for monitoring compliance. That is, the policy manual cannot simply be a document that sits on a shelf gathering dust.

**Sign up to access the Federal Trade Commission's Do Not Call Registry and stay in compliance with the law.**

[Click here](#) to sign up to access the Registry.

[Click here](#) for more information on the Do-Not-Call Regulations.

**Do-Not-Fax:** The Telephone Consumer Protection Act (TCPA) and Federal Communications Commission (FCC) rules generally prohibit most **unsolicited** facsimile (fax) advertisements. To understand the revised rules, you must first understand the meaning of the terminology.

[Click here](#) for information on the Do-Not-Fax regulations.

**Do-Not-Email:** Unwanted, unsolicited e-mail is a frustrating problem for almost everyone who uses the Internet. Spam e-mail clutters inboxes, slows down Web servers, and costs time and money to manage. Spam can't be prevented entirely, but REALTORS® can reduce the amount of unwanted e-mail that comes into their inboxes. And on the flip side of the coin, REALTORS® who use e-mail to find and work with clients can take steps to ensure that their own electronic communications aren't seen as spam. Find out more about what spam is, how to reduce the amount of spam you receive and how to keep from sending it yourself with the articles, websites, and other resources at [realtor.org](http://realtor.org).

[Click here](#) for information on reducing spam e-mail.

---

Archived issues of the CABR *Tuesday News* can be accessed by going to [www.cabr.org](http://www.cabr.org). Click on the [News](#) drop-down menu and then on the [Tuesday News](#) link.

Sincerely,

Cincinnati Area Board of REALTORS®

email: [cabr@cabr.org](mailto:cabr@cabr.org)

phone: 513-761-8800

web: <http://www.cabr.org>

Staff Directory: <http://www.cabr.org/phoneguide.htm>

CABR Member Savings Programs: <http://www.cabr.org/savings2.htm>

OAR Tech Hotline: **866-478-8324**

OAR Legal Hotline (Brokers only): **614-228-6675** (to obtain access code)