

February 2, 2010

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

~ The 2010 Housing Summit is Here!: February 3, 4 & 5

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

Get 18 hours of real estate CE credit for \$90! Nine hours of appraisal credit available for \$45.

Many REALTORS® are not prepared for the changes new federal regulations will have on the real estate transaction. The lending industry is no longer "business as usual" and you need to be prepared to explain the changes to your clients!

This is an opportunity to be in a classroom with title agents, lenders and appraisers who can answer questions on the issues affecting contract to closing.



? 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
Instructors: Mortgage Specialists Dan Brady, Shelley Scheuer, David Parris

Feb 3: **Short Sale, Foreclosure and REO Essentials** 1-4 pm
Instructor: Sham Reddy, SFR

Feb 4: **Changes in Mortgage Lending—Essentials You Must Master*** 9-noon
Instructors: Mortgage Specialists Steve Gatermann, Dan Brady and Sandi Petrou

Feb 4: **Overcoming the Appraisal Dilemma of HVCC*** 1-4 pm
Instructors: Appraisers Steve Papin and Larry McMillen

Feb 5: **Impact of Foreclosures & Shorts Sales on Appraisals & CMA's*** 9-noon
Instructors: Appraiser Dirk Schneider, Realtor, John Stadler, SFR

Feb 5: **New Consumer Friendly Title Information; Closing, HUD-1, GFE** 1-4 pm
Instructors: Attorney Terry Monnie and Mortgage Specialist Dan Brady

Each session is only \$15. All have real estate credit— those with an asterisk also have appraisal credit.
Note: \$5 additional fee to receive both real estate and appraisal certificates.

All sessions held at the Cincinnati Area Board of REALTORS, 14 Knollcrest Drive, 45237

For details on each of the sessions and to register: [click here](#), e-mail CABR Director of Education Annette Chmiel at achmiel@cabr.org or call Annette direct at 513-842-3011.

~ Help Your Buyers Understand the Home Buyer Tax Credit with a Handy Information Sheet



There has been some confusion regarding the revised **Home Buyer Tax Credit** and many REALTORS® find themselves at a loss when questioned on the topic.

The Cincinnati Area Board of REALTORS® has compiled a helpful sheet of general information that you can provide to your clients to answer some of their questions. As always, you should encourage your clients to obtain detailed information from a tax or IRS professional, when their questions go beyond the general information provided.

✓ [Click here for the help sheet.](#)

~ Microsoft Word for Real Estate Professionals, Tuesday, Feb. 2, 1 – 4 p.m.

Pre-requisite: A basic level of Microsoft Office or Vista operating system experience. This means that you can use a mouse and are able to save documents.



This course is a quick and easy introductory level Microsoft Word 2007 class.

You will learn:

- ? How to create, format and edit a document
- ? Create real estate letters
- ? How to add graphics to documents
- ? How to create a document ready for mailing

3 hours CE credit—fulfills Ohio elective credit

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

Instructor: Jean Bissell

Questions – contact **Annette Chmiel** at 513-842-3011 or achmiel@cabr.org

✓ [Click here to register.](#)

~ CABR REALTOR®/Lawyer Committee Seeking Short-Sale Specialists



Do you consider yourself to be a qualified short-sale specialist?

If so, the Cincinnati Area Board of REALTORS®/Cincinnati Bar Association REALTOR®/Lawyer Committee would like to speak to you.

The Committee is planning a Brown-Bag Roundtable on Short-Sales, Monday, March 1 from 11:30 a.m. – 1:30 p.m. and is looking for REALTOR® panel members who are experienced in short sales and would like to participate as a panel member for this event.

Here is your opportunity to share your experience and educate members (who may end up on the opposite side of a deal with you) so they will have a better understanding of the process and make the transaction run more smoothly.

If you are interested in sharing your knowledge and experience with other REALTORS® and attorneys, contact Cindy Henninger, CABR, at 513-842-3012 or chenninger@cabr.org for information.

Real Life: No Harm in Answering Friend's Request



You aren't honing in on someone else's client if you aren't the one initiating the dealings.

By Bruce Aydt

Question: An acquaintance of mine has her home exclusively listed for sale with a competing broker, but she told me in a phone conversation that she might change listing brokers. She asked me to look at her home, present a CMA, and discuss possibly taking on the listing. Would it be in violation of the Code of Ethics for me to follow through with this request without first getting permission from the broker who currently holds the listing? Or would this be OK because my acquaintance approached me about it?

Answer: It is not a violation of the Code for you to go on the listing call in these circumstances. Both Standard of Practice 16-6 and Standard of Practice 16-13 address this question.

Standard of Practice 16-6 states that "When REALTORS® are contacted by the client of another REALTOR® regarding the creation of an exclusive relationship to provide the same type of service, and REALTORS® have not directly or indirectly initiated such discussions, they may discuss the terms upon which they might enter into a future agreement or, alternatively, may enter into an agreement which becomes effective upon expiration of any existing exclusive agreement."

The key elements of this Standard are that the REALTOR® is contacted by the client and has not directly or indirectly initiated the call or the discussions. That is exactly what has happened here. Thus, you may go on the call, present the CMA, and discuss a future listing with your acquaintance.

The primary idea behind Standard of Practice 16-13 is "dealings." A REALTOR® may not conduct dealings with the client of another REALTOR® without the permission of the client's exclusive representative or broker or without direction from the client. Thus, there is no violation of the Code because the dealings were not initiated by you.

~ Increasing Your Closing Ratio through Digital Marketing: Thurs., Feb. 11, 11:30 a.m. – 1:00 p.m.

With 90% of potential homebuyers starting their search online, the importance of digital marketing continues to increase. Join **Chad Schaefer, Local Sales Manager for Enquirer Media**, for a **free Lunch 'n' Learn** as he discusses how you can reach this digital-savvy audience through search engine marketing (SEM) and optimization (SEO). And how to drive qualified traffic to your own Web site!



Date: Thursday, February 11
Time: 11:30 a.m. – 1:00 p.m.
Presenter: Chad Schaefer, Local Sales Manager for Enquirer Media
Location: Cincinnati Area Board of REALTORS®
14 Knollcrest Drive, Cincinnati, OH 45222

Lunch will be provided.

✓ [Click here to register.](#)

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



SAVE 10% on your on-line CE through January 31!

Cincinnati Area Board of REALTORS® Inc.

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

Simply visit our course catalog at:

<http://cabr.theceshop.com>

Enter Promo Code upon checkout: **RES10**

Receive your **10% discount!** **IT'S EASY!**

This promotion expires January 31, 2010!

~ FREE REALTOR® Safety Webinar – How to Lay the Groundwork for Safety: February 18



REALTOR® associations recognize that REALTORS® face more on-the-job risks than many other business professionals and we are pleased to announce that NAR will offer safety Webinars to you for free, thanks to the **Real Tools, Right Now** initiative that has been extended through 2010. It is our hope we can help increase your knowledge, safety awareness and to empower you to make smart

decisions through these Webinars and other safety-related materials that are available online at www.REALTOR.org/Safety.

The first one-hour webinar in this series, "**First Meetings - How to Lay the Groundwork for Safety**," offers several suggestions to help you establish good safety practices when meeting new clients. You learn what you should do, how you can effectively check backgrounds, what danger signs to look for and more.

For questions regarding NAR's REALTOR® Safety initiative and resources, email safety@realtors.org.

✓ [Click here for the REALTOR® safety webinar home page.](#)

~ The Ohio Association of REALTORS® Celebrates 100 Years in 2010



The Ohio Association of REALTORS® was established on January 26, 1910 when a group of real estate brokers got together to create a group committed to practicing real estate in a cooperative and ethical manner. The year-long celebration of this milestone will be evident at this year's OAR Convention, September 12-15, 2010 in Cincinnati.

CABR hopes its members will show a strong presence at the Convention, held in our hometown, to help celebrate. Hold the dates for this year's OAR Convention open and show your support of the Cincinnati Area Board of REALTORS® and Ohio Association of REALTORS®.

Details on the Convention will be provided, as the year progresses.

✓ [Click here to watch the 15-minute OAR 100-Year Anniversary video.](#)

Archived issues of the CABR *Tuesday News* can be accessed by going to 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