

May 11, 2010

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~ New Lead-Based Paint Rule in Effect



REALTORS® who manage residential property need to be aware of new federal [lead-based paint regulations](#) that went into effect on April 22, 2010. These regulations involve renovations to pre-1978 properties that disturb paint and require not only disclosure, but now also the certification of persons doing renovations.

✓ [Click here to read the complete article by OAR Vice President Legal Services, Lorie Garland.](#)

For additional information on the federal lead-based paint requirements, including the **Renovate Right** pamphlet, the **EPA Small Entity Compliance Guide to Renovate Right**, the application for firm certification, and a list of accredited training providers in Ohio, go to the EPA website at www.epa.gov/lead.

To help you understand the new regulations, the National Association of REALTORS® has developed guidance videos for agents, brokers and property managers, which can be viewed at www.realtor.org.

~ There is a Magic Pill: Wednesday & Thursday, May 26 & 27, 9:30 a.m. – 3:30 p.m. each day

Learn How You Can Build a Solid Foundation in Real Estate...Regardless of Market Conditions



Don't let the media's depiction of the economy affect your business! There is only ONE thing that separates you from having success in our current market. There really is only one solution: a "**Magic Pill.**"

Tim Burgess, an award-winning top producer, earning six-figures annually, will share his secrets to success in this dynamic 2-day seminar.

"There IS a Magic Pill" is a very different educational experience. Whether you are a brand new agent or an experienced agent, Tim's presentation is a very simple, yet powerful approach to accomplish the results you have been looking for, with amazing ease! Whatever we do in life, there is a hard way and there is an easy way. Tim will help you find the easiest way to produce the results you want, while delivering superior service. Tim's program promises to be enlightening for the new agent and refreshing for the experienced agent. From the very start, you will realize that this is a DIFFERENT approach to getting the results you want, while maintaining balance in your life. Learn proven techniques addressing:

- Active listening
- Working with buyers
- Listing presentations
- Lead follow-up
- FSBOs and expireds

10 hours CE credit—Ohio elective credit

Fee: \$99

Instructor: Tim Burgess, TCB Success Training

Where: CABR Office/14 Knollcrest Drive/Cinti/OH 45237

✓ [Click here to register.](#)

~ **Microsoft Publisher for Real Estate Professionals: Tuesday, May 18, 1-4 p.m.**



Prerequisite: 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 is an introductory level course that will help you understand what capabilities Microsoft Publisher 2007 has to offer.

You will learn:

- How to create personalized marketing material
- How to enter information
- How to create a blank publication
- How to create a publication using a template
- How to add WordArt
- How to work with frames and photos
- How to create an open house flyer

3 hours CE credit—Ohio elective credit

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

Instructor: Jean Bissell

Where: CABR Office/14 Knollcrest Drive/Cinti/OH 45237

[✓ Click here to register.](#)

~ **OAR Industry Update Comes to Cincinnati, Tuesday, June 15, 9:00 a.m. – 12:15 p.m.**



One of the most widely attended, highly popular programs offered by the Ohio Association of REALTORS® is once again ready to hit the road next month...with new **Chief Executive Officer Bob Fletcher** taking the reins of the session.

"This marks the most significant change for our Industry Update Seminars in nearly two decades and will give attendees a fresh perspective on the important issues confronting the industry," said Tim Lockwood, OAR's vice president of professional development. "The program will provide members across Ohio the opportunity to interact with the organization's new CEO and gain a better understanding of where things are headed."

Among the topics that will be covered during the session:

- Appraisal Management Companies and pending regulations;
- The statutory prohibition of private transfer fee covenants;
- Mortgage foreclosure legislation;
- State budget implications;
- Taxation issues, such as leasehold improvements, mortgage interest deduction and the capital gains exclusion on the sale of a principle residence.
- The various Federal Housing Authority programs and reforms;
- An update on the REALTORS Property Resource;
- RESPA;
- Short sales and REO issues;
- Foreclosure and tenant rights; and
- Legal case updates.

Fletcher will be joined by either **Peg Ritenour**, OAR's vice president of legal services, or **Lorie Garland**, OAR's assistant vice president of legal services, at the session. **The program is approved for three hours of core law credit.**

The program will be conducted at the Cincinnati Area Board of REALTORS®, 14 Knollcrest Drive, Cincinnati, OH 45237, on Tuesday, June 15 from 9:00 a.m. to 12:15 p.m.

"Our Industry Update programs have continually received high marks from attendees and have become a 'can't miss' event for many members," Lockwood said.

"We're certain that this year's program will continue to surpass all expectations, especially with the opportunity that members will have to meet Bob Fletcher."

[✓ Click here to register.](#)

~ REALTOR Magazine Seeks Applicants for the 2010 "Good Neighbor Awards"



The National Association of Realtors® is now accepting applications for the 11th annual *REALTOR® Magazine* Good Neighbor Awards. The awards recognize REALTORS® for their commitment to volunteer service.

The five winners will be announced in November in *REALTOR® Magazine*. Each winner will be recognized at the 2010 REALTORS® Conference & Expo in New Orleans and receive travel expenses to the conference, national media exposure for his or her community cause, and a \$10,000 grant for the charity. In addition to the winners, five honorable mentions will each receive a \$2,500 grant.

"*REALTOR® Magazine's* Good Neighbor Awards recognize the important role Realtors® play as volunteers in their communities," said *REALTOR® Magazine* Editorial Director Pamela Geurds Kabati. "We hope highlighting their stories inspires more Realtors® to give their time to important community organizations." Previous Good Neighbor Award winners say their charities have benefited from the grant money and the increased public exposure.

REALTOR® Magazine's Good Neighbor Awards is sponsored by Lowe's. In addition to the grant money, each winner will receive a \$2,000 Lowe's gift card and each honorable mention will receive a \$1,000 Lowe's gift card.

Good Neighbor Awards entries must be received by Friday, May 21, 2010. For details and a nomination form, call 800-874-6500, visit www.REALTOR.org/gna, or see the March issue of *REALTOR® Magazine*.

~ REALTOR®/Lawyer Committee Brown Bag Discussion on Leases and Land Contracts: Monday, June 7, 11:30 a.m. - 1:30 p.m.

Join the Cincinnati Area Board of REALTORS® / Cincinnati Bar Association REALTOR®/Lawyer Committee for a **Brown Bag Lunchtime Discussion** on **Leases and Land Contracts** on **Monday, June 7** from 11:30 a.m.-1:30 p.m.

The event will be held at the CABR office, 14 Knollcrest Drive, Cincinnati, 45237.



Topics to be discussed are:

- Listing Agreement – ensuring proper authority is obtained.
- Determination, entitlement and payment of Commission.
- Mortgage and Insurance considerations.
- Liability and Protection issues.
- What forms should be used?
- And...much, much more!

Bring your questions, knowledge and your lunch (if you choose) and be prepared to participate in a discussion with the following experts, as the group speaks on the above topics: **Don Johnson** (REALTOR), **Don McClanahan** (REALTOR), **Terry Monnie** (attorney) **Nick Perrino** (attorney) and **John Stillpass** (attorney).

You will also have the opportunity to learn from other attendees who have had experiences they'd like to share, as well as, have an opportunity to ask questions and share your own experiences with the group.

This **FREE** event is a forum for open discussion on the above topics. This event is not a class and has **NO CE credit**.

If you are interested in learning about the foreclosure and REO processes, sign up for the June 7 Forum (code RLBB0607 listed under the **EVENTS** registration section).

✓ [Click here to register.](#)

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



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

Simply visit our course catalog at:

<http://theceshop.com/affiliate/cabr>

In honor of Mother's Day we'd like to offer all of our members **20% off** your purchase when you enroll in any course through our online catalog. One of the greatest benefits of online CE is that you can enroll today to take advantage of the great savings and complete the course when the time is right for you.

Note: You have one year to complete course work after ordering.

Take advantage of the great savings- **Enroll Today! Enjoy the 20% savings** and the satisfaction of knowing you're one step closer to completing your CE requirement!

Don't wait until the last minute!

Simply visit: <http://theceshop.com/affiliate/cabr> and enter promotional code **MOTHER** upon checkout. *The promotional code **MOTHER** is only valid on enrollments prior to 12 midnight, CST 5/31/2010.*

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

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: **800-953-4972**

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