

May 25, 2010

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## ~ CABR Seeking New Leadership for Board of Directors

*"One person can make a difference and everyone should try." – John F. Kennedy*



If you've been a REALTOR® member of CABR for a minimum of 2 years, or know someone who has, and are interested in serving in a leadership role as a member of the Board of Directors for both the CABR and MLS, please submit your nomination by Thursday, May 27, 10:00 a.m. to the Nominating Committee for consideration. Elected candidates will serve a 3-year term (2010-12).

If you have questions about the responsibilities as a Director or the nomination process, contact Paul Jacob, Chair, Nominating Committee at 513-247-6900 or e-mail him at [pjacob@starone.com](mailto:pjacob@starone.com).

You can submit your nomination via the CABR contact link below, by fax: 513-761-8813 or by postal mail: PO Box 37889, Cinti., OH 45222.

✓ [Click here to submit your nomination.](#)

## ~ 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.](#)

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~ **Short Sale & Foreclosure Resource Certification Course: Tuesday, June 1, 8:30am – 4:30pm**



The National Association of REALTORS® has announced a brand new **Short Sales and Foreclosure Resource Certification**. To help you earn this certification, the Cincinnati Area Board of REALTORS® is offering the required class **"Short Sales and Foreclosures: What Buyer's Representatives Need to Know."**

For many real estate professionals, short sales and foreclosures represent the new "traditional" real estate transaction. This one-day six-hour course is designed to help you evaluate all available options for distressed homeowners and identify the components of an effective short sale package. Take advantage of the reduced rate and gain a competitive edge with this ABR® one-day elective course.

- Understand why homeowners are in default
- Define homeowner's options when facing default
- Facilitate a counseling session for buyers who want to purchase a short-sale property
- List the content of the short-sale package
- Understand the importance of a complete short-sale package
- Differentiate judicial foreclosure from non-judicial foreclosure
- Describe the foreclosure process
- How to work with a listing agent on an REO property
- Facilitate a counseling session for buyers who want to purchase a foreclosed property
- Recognize the signs of mortgage fraud and predatory lending

**CREDIT:**

- An elective for the ABR® Designation.
- 6 hours of real estate continuing education.
- Required for the new NAR Short Sale/Foreclosure Resource Certification (SFR)

**ADDITIONAL REQUIREMENTS NEEDED TO EARN THE SFR CERTIFICATION:**

1. Be a member in good standing of the National Association of REALTORS®.
2. Complete a qualifying course – either the one we are offering on June 1, or the CRS 111: Short Sales and Foreclosures: Protecting Your Client's Interests.
3. Complete three 1-hour Webinars – **Free at [www.realtorSFR.org](http://www.realtorSFR.org)**
4. Submit a completed application.

**INSTRUCTOR:** Alec Hagerty, ABR, ABRM, CRB

Alec is Broker/Trainer for a real estate company in Elyria, Ohio. With over 20 years of experience, he has taught numerous continuing education programs at Lorain County Community College, Local Boards and brokerages.

If you have any questions please contact **Annette Chmiel**, CABR Director of Education at 513-842-3011 or [achmiel@cabr.org](mailto:achmiel@cabr.org).

**Fee:** \$95

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

✓ [Click here to register.](#)

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~ **2010 Operation Sunshine Campaign**



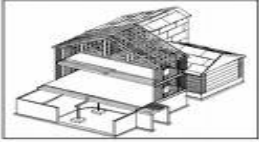
The **2010 Operation Sunshine Picnic** campaign is underway. Letters were mailed to the broker/office manager in April.

The CINCINNATI AREA BOARD OF REALTORS® has funded this program for 38 years. It helps provide adults and teenagers with intellectual and developmental disabilities to attend a summer camp.

Donations are being accepted at this time. Checks should be made payable to "Operation Sunshine" and mailed to Chris Logan at the CABR, 14 Knollcrest Drive, Box 37889, Cincinnati, OH 45222, by June 30.

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~ **Structural Issues in Real Estate: Thursday, June 3, 9 a.m. - noon**



Structural engineer, **Mike Montgomery** of Robert Becker Group will present information on the structural issues that homes may have and help you to be able to discuss and help resolve these potential problems with buyers and sellers.

The information Mike will present can be of great value when an inspection report sites structural issues.

- Learn how to get an impartial professional evaluation of a structure.
- Know when to call an expert.
- Develop a pro-active plan for potential structural red flags.

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

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

**Instructor:** Mike Montgomery, Robert Becker Group

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

[✓ Click here to register.](#)

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~ **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.](#)

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~ ZipForm Offering Special Pricing on Newly Enhanced zipForm6 Through June 18

**zipForm**  **Cincinnati Area Board of REALTORS® Members – Take advantage of an End-of-Spring Special from zipLogix**

Newly enhanced zipForm® 6, the Exclusive and Official Forms Software of the National Association of REALTORS®, is the easy-to-use real estate forms software designed to help agents and brokers increase productivity while decreasing the amount of time spent on paperwork. Available in two versions:

[zipForm® 6 Professional \(online\)](#) and [zipForm® 6 Standard \(desktop\)](#).

**CABR agents** order zipForm® 6, the number one tool in your success strategy for \$79.00\* (Regularly \$129.85). Go to: <http://www.ziplogix.com> to order, get more information or sign-up for a demo. Also available for \$79.00 (Regularly \$99.00) is [relay® the Transaction Management](#) tool designed to help streamline your business and achieve the highest level of customer service. These special prices has been set-up exclusively for CABR members – When ordering, **Use Promo Code D1069 - Expires June 18, 2010.**

**CABR Brokers** – are you looking for [ways to set your brokerage](#) apart from the competition? **Call our broker specialists today at 866-627-4729 for an additional 10% off\* already low broker pricing on zipForm® and relay®.** Brokers get a total forms management solution, set up group templates and clauses and have the tools that help with efficiency and risk management. Brokers – report at the agent, office and corporate levels in addition to so much more. For more info, call today and mention **Broker Promo DB59.**

\*New user license only, 1-user, 1-year license, 1-library

✓ [Click here for more information.](#)

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~ **HBA CitiRama 2010: [REALTOR® Day Tuesday, June 8, 11:30 a.m. – 1:30 p.m.](#)**



**Home Builders Association of Greater Cincinnati**  
**CITIRAMA® 2010** will feature homes beginning at \$205,000 with many "green building" features.

This year, CitiRama will be held at **Rookwood Woods** located off Hamilton Avenue in the Northside Community. Show dates are June 3 – 13, 2010.

REALTORS® can tour the 7 homes on **Tuesday, June 8** from

11:30 a.m. to 1:30 p.m. for **FREE.**

**Your business card is your ticket to the June 8 event (complimentary catered lunch).**

**Admission includes:**

- Catered lunch
- Opportunity for prize registration (up to \$1,000 in value)
- "Hunt for the Green"
- *Saks Fifth Avenue* 15% off "Shop for SIDS" pass
- Door prizes and much more

✓ [Click here for directions and details on the event.](#)

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## ~ OHFA to Cease Second Mortgage Financing Option



Beginning June 1, 2010 or upon the depletion of the current funds (whichever occurs first), the **Ohio Housing Finance Agency Homebuyer Advantage Second Mortgage Program** will no longer be available due to operational reasons.

All OHFA loans utilizing second mortgage program funds, providing funds are available, must be reserved prior to June 1, 2010 and must close on or before June 30, 2010.

OHFA recognizes that the Homebuyer Advantage Second Mortgage program has helped numerous borrowers purchase a new home. The OHFA Down Payment Assistance Grant and Grants for Grads programs will continue to be available going forward.

Please contact [Dana J. Smith](#), OHFA Manager of Real Estate Relations, with any questions.

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## ~ CABR, MLS and Supra Offices Close for Memorial Day Holiday



The Cincinnati Area Board of REALTORS®, Multiple Listing Service of Greater Cincinnati and Supra offices will be closed on Monday, May 31 in observance of the Memorial Day holiday.

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



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

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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: **866-95-FIXPC** (not a free service)

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