

June 1, 2010

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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"
- *Sales Fifth Avenue* 15% off "Shop for SIDS" pass
- Door prizes and much more

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

~ **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.](#)

~ CABR Seeking New Leadership for Board of Directors



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 Friday, June 11, 3:00 p.m. to the Nominating Committee for consideration. Elected candidates will serve a 3-year term (2011-13).

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.

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.](#)

~ Three REALTORS® Receive REALTOR® Emeritus Status



Center Left to Right: Jeanne Jordan, W. Larry Kopf and Terry Tranter have been awarded the National Association of REALTORS®, REALTOR® Emeritus status. The three long-time members of the Cincinnati Area Board of REALTORS® were presented with their awards at the May 27 CABR Board of Directors meeting by CABR President Tim Mahoney (far right) and President-elect Pete Kopf (far left).

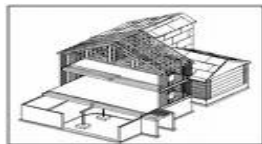
Any person who has held membership in the National Association as a REALTOR®, REALTOR-ASSOCIATE®, or a combination of both, for a cumulative period of 40 years in one or more Associations of REALTORS® is eligible for REALTOR® Emeritus status.

Upon approval by the Board of Directors of the National Association of REALTORS®, no further payment of dues is necessary *to the National Association* by the Member Association of which the REALTOR® Emeritus is a member.

A standard certification form (provided by NAR) is necessary to begin the approval process for a REALTOR® Emeritus candidate, which is to be filled out by the local association. Any available documentation that would provide reasonable substantiation of 40 years' membership should be attached to the form when it is returned to the National Association. If you believe you qualify for REALTOR® Emeritus status, contact **Cathy Petersman**, CABR Membership Administrator, at 513-842-3018 to begin the verification process.

✓ [Click here to read information on REALTOR® Emeritus application.](#)

~ 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.](#)

~ **Increasing Your Social Media Networking ROI with LinkedIn and Facebook:**
Tuesday, June 8, 9 a.m. - noon



If there was a networking event with several hundred people attending, surely at least one would be interested in the services that you have to offer. However, attending networking events is a challenging endeavor - you have a lot of people who are not interested in your services, it is hard to find the right people to speak with, there is only so much time, and if you missed somebody, there is nothing you can do. So how can we improve the networking ROI (return on investment), or in this case, RON (Return on Networking)?



In this three hour class, we will learn how to use LinkedIn, Facebook and just a little bit of Twitter to improve your RON by spending less time, and by networking with the right people. Learn how to use these sites to prepare for business meetings, find potential leads, and communicate with people who can help you drive your business. There are thousands of people who leverage social networks for their businesses, learn what works for them, and do it better themselves. This is not the class to miss!

3 hours CE credit—Ohio elective credit

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

Instructor: Michael Loban

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

✓ [Click here to register.](#)

~ **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* (Regularly \$129.85). Go to: <http://www.ziplogix.com> to order, get more information or sign-up for a demo. Also available for \$79 (Regularly \$99) 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.](#)

~ **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.](#)

~ **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.

~ **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>