

June 22, 2010

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~ CABR June 14 Golf Outing Wrap-Up



CABR extends a special **"Thank You"** to the **Major Sponsors** of the **2010 CABR Golf Outing**:

- Cincinnati Enquirer
- Fifth Third Bank
- Lawyers Title of Cincinnati

128 golfers played 18 holes at the Shaker Run Golf Club on Monday, June 14. Prizes were awarded for First Place Men's Foursome, First Place Women's Foursome, First Place Mixed Foursome, Closest-to-the-Pin on four holes, men's and women's longest drive on two holes, men's and women's straightest drive on two holes and raffles and split-the-pot. Click below to read the full Golf Outing Wrap-Up Report.

[✓ Click here for the 2010 Golf Outing Report.](#)

~ Microsoft Excel for Real Estate Professionals: Tuesday, June 22, 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 Excel 2007 has to offer.

You will learn:

- How to create organizational worksheets, charts and graphs
- How to use Excel for contact management and marketing material
- How to enter and edit text and values
- How to format and edit columns and rows
- How to create formulas and enhance worksheets
- How to print your worksheet

3 hours CE credit—Ohio elective credit

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

Instructors: Jean Bissell

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

[✓ Click here to register.](#)

~ Reception for Retiring Chris Logan



CABR, in recognizing the upcoming retirement of staff member **Chris Logan**, will host a 90-minute *"Punch and Cookies"* reception at the CABR office on Friday, June 25, from 3:00 to 4:30 p.m. Please stop by and join us in celebrating Chris' 30 years of service to the CABR membership.

~ Core Law for Commercial Real Estate: Wednesday, June 23, 9 a.m. - noon



The Commercial Real Estate Council is presenting a Core Law course that is designed specifically for the commercial real estate practitioner. Attorneys **Bill Patterson** and **Paul Saba** will discuss legal issues as they relate to commercial real estate transactions.

Topics will include:

- Ohio agency law update
- Commissions and referral fees
- Regulation of land development
- Eminent domain
- Due diligence issues
- 1031 exchanges and reverse exchanges

3 hours CE credit—Ohio core law credit
Fee: \$30 for members and \$40 for nonmembers.
Instructors: Paul Saba and Bill Patterson
Where: CABR Office/14 Knollcrest Drive/Cinti/OH 45237

[✓ Click here to register.](#)

~ Tech Tools for the Agent on a Budget, June 23, 6 - 9 p.m.

How did we get here and what can you do to save money, while not reducing the service you give to your clients - and not reducing your marketing to prospective clients?

Profit = revenue - expenses. Learn to manage your real estate business on a shoe-string budget.



You can either increase revenue or decrease expenses, it's that simple. This course will show you tools and techniques that can help you do both...with an extra emphasis on FREE tools that will help you do this.

3 hours CE credit—Ohio elective credit
Fee: \$30 CABR members/\$40 non-members
Instructor: Jeff Shafer
Where: CABR Office/14 Knollcrest Drive/Cinti/OH 45237

[✓ Click here to register.](#)

~ CABR Sees a Rise in Commission Disputes



The Cincinnati Area Board of REALTORS® has seen an increase in the number of calls related to entitlement to the selling side of a commission. REALTORS® must keep in mind that entitlement is NOT based on "threshold" or "contract in hand." Entitlement to the selling portion of a real estate fee is based upon **Procuring Cause** (unless some other written agreement has been established between the brokers).

Procuring cause has been defined by the Supreme Court of Ohio as a cause directly originating a series of events which, without a break in their continuity, directly result in the producing of a Buyer ready, willing and able to buy real estate on the Seller's terms.

A series of events is considered essential by Ohio Courts in determining procuring cause. It is also essential to establish a series of events related to the subject property when a dispute is brought before a hearing panel of the Professional Standards Committee.

The Cincinnati Area Board of REALTORS® has information related to procuring cause available on its [website](#). It also provides [links](#) to additional information on the subject written by OAR legal counsel.

[✓ Click here for the Guidelines for Entitlement.](#)

~ **NAR Short Sales & Foreclosure Resource Certification Course: July 1, 8:30 a.m. – 4:30 p.m.**



For many real estate professionals, short sales and foreclosures represent the new "traditional" real estate transaction. Knowing how to help sellers maneuver the complexities of short sales, as well as help buyers pursue short sale and foreclosure opportunities, are not merely good skills to have in today's market—they are critical. And while short sales and foreclosures are not for the faint of heart, agents with the proper tools and training can use these specialty areas to build their business for the long term.

Over 800 agents in Ohio have earned NAR's new SFR 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**" on July 1.

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.

Fee for the one-day course is only \$90.

- 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 in OH and KY
- Required for the new NAR Short Sale/Foreclosure Resource Certification (SFR)

PLEASE NOTE:

There is a \$175 application fee to receive your SFR certification.

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 being offered at CABR on July 1st or the CRS 111: Short Sales and Foreclosures: Protecting Your Client's Interests.
3. Complete three 1-hour Webinars – Free at www.realtorSFR.org
4. Submit a completed application with the \$175 application fee.

6 hours CE credit—Ohio and Kentucky

Fee: \$90

Instructor: Joyce Sterling, DREI

Joyce is a professional real estate instructor with over 20 years of experience. She is the author of many real estate related publications and books as well as an on line trainer. She is a member of the Real Estate Educators Association and has held several leadership positions with that organization as well as earning the DREI (Distinguished Real Estate Instructor Designation) award in 2002.

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

✓ [Click here to register.](#)

~ UC Clermont College Summer Real Estate Pre-Licensing Courses Begin July 12



UC-Clermont College– FAQs Summer 2010 Real Estate Pre-Licensing Courses

1.) What courses are being offered?

This is a three-week compressed daytime class schedule.

RE 171 **Real Estate Principles & Practices** – 40 classroom hours (4 credit hours)
Monday thru Friday, July 12-July 23, 9:00 AM – 1:00 PM daily

RE 173 **Real Estate Law** – 40 classroom hours (4 credit hours)
Monday thru Friday, July 12-July 23, 1:30 – 5:30 PM daily

RE 174 **Real Estate Finance** – 20 classroom hours (2 credit hours)
Monday thru Friday, July 26-July 30, 1:30 – 5:30 PM daily

RE 175 **Real Estate Appraisal** – 20 classroom hours (2 credit hours)
Monday thru Friday, July 26-July 30, 9:00 AM – 1:00 PM daily

Completion of all of these courses is required to be seated for the Ohio Real Estate Sales Exam.

2.) Where will these courses be offered?

Courses will be offered at the **UC Clermont Campus in Batavia.**

3.) How much will these courses cost?

Standard UC-Clermont tuition rate applies (i.e., 12 credit hours at full-time rate of \$1,514 OR \$127 per credit hour; plus cost of textbooks at about \$50 each). *There is no additional charge for granting college credit for these courses.*

4.) How will students be graded in these courses?

Courses can be taken for a grade (A – F, etc.) **OR** Pass/Fail **OR** Audit

5.) How do students enroll for these courses?

Formal application to the college is not necessary to enroll in these courses. Completion of the simple **Basic Data Form** is all that is required to enroll in these classes. This form and directions on how to complete are **available online** at the UC Clermont website at www.ucclermont.edu/ -- keyword search *real estate*.

6.) Is financial aid available for these courses?

Financial aid is available for any course taken as part of a degree program. **Currently, all of the real estate courses may be taken as technical electives in either the Marketing Management Technology or Accounting Technology degree programs at UC Clermont College.** Financial aid questions may be addressed by calling 513-732-5202.

7.) When will these courses be offered?

These courses are offered on a regular basis. To obtain information about upcoming course offerings, contact the **UC Clermont Business Division at 513-732-5292.**

~ **2010 Operation Sunshine Campaign**



The 2010 Operation Sunshine Picnic campaign is coming to a close.

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.

~ **2010 OAR President's Sales Club Award Application Deadline July 22, 2010**



The **Ohio Association of REALTORS® President's Sales Club** recognizes outstanding achievement in the real estate industry. Application forms and Club rules are now available online at the OAR website.

Also, this year, PSC applicants can apply as an individual or as a team. Read the complete rules on the OAR website for details on qualification.

For PSC program questions, please e-mail dawson@ohiorealtors.org.

✓ [Click here for information on the 2010 OAR President's Sales Club.](#)

~ **Mark Your Calendars! The 2010 OAR Convention is September 12 – 15 in Cincinnati!**



This year, the Ohio Association of REALTORS® Convention will be held in our own backyard – Downtown Cincinnati!

From September 12-15, REALTORS® from all over the state will gather to network, learn and share ideas on topical issues.

It will be several years before the OAR Convention is hosted in Cincinnati, again. So make plans to attend this event, without the need to travel to another part of the state. Save the dates and prepare to participate in meetings, attend up to 12 hours of continuing education courses, socialize with your colleagues, network with vendors and have an enjoyable and productive time.

CABR will be giving away a FREE registration to the Convention (\$99 value). To sign up for the drawing, stop in the CABR office and drop your business card in one of the Registration Drawing boxes or use the link below to submit your name and contact information and **indicate that you are signing up for the Convention drawing.** The link below is for the general CABR email box and we receive email on several issues every day. If you do not indicate that you want to register for the OAR Convention drawing, we will not be able to include you.

Registration for the Convention will open in July. You can register then and still be eligible for the FREE CABR registration drawing which will take place on August 2, 2010. If you are registered at the time of the drawing (and you win), you will receive reimbursement of your registration fee.

✓ [Click here to sign up for the drawing to win a FREE OAR Convention Registration.](#)

~ 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>

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.

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

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