

July 27, 2010

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~ **The 2010 OAR Convention is September 12 – 15 in Cincinnati! Make plans NOW to attend.**



When you turn 100...well, it's cause for celebration!

That's exactly what your Ohio Association of REALTORS® is planning for its **100th Annual Convention & Expo – Sept. 12-15**. The event promises to capture all the excitement and grandeur befitting a centennial celebration. From top-notch professional development opportunities...to memorable parties featuring the best music talent found anywhere...to discussions on the latest industry trends...to a glitzy exhibition featuring the products and services designed to help you succeed in the marketplace – this convention has it all!

The Ohio Association of REALTORS® Convention will be held in our own backyard – Downtown Cincinnati!

For a century, REALTORS® from all corners of Ohio have convened to share ideas, work toward a common goal and renew and develop friendships with their peers. Attendees of this year's Convention will find an array of opportunities to keep busy from dawn to dusk. REALTORS® from all over the state will gather to network, learn and share ideas on today's real estate issues.

CABR will be giving away a FREE registration to the Convention (\$99 value). This is your last week 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 OAR Convention is now open! You can register for the convention and still be eligible for the FREE CABR registration drawing, which will take place on August 2, 2010. If you are registered for the Convention 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.](#)

✓ [Click here for information on the OAR Convention and to register for the Convention.](#)

~ **Microsoft Word for Real Estate Professionals: Tuesday, July 27, 1 - 4 p.m.**

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



You will learn:

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

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.](#)

~ UC Clermont College Invites Local Brokers to Meet Current Real Estate Students on July 29

UC Clermont College will hold a Real Estate Career Event for its July student cohort on Thursday, July 29 from 12:30 until 2:00 p.m. on the campus in Batavia. This is an open invitation for local brokers to meet the current group of 10 real estate students -- nearly all of whom are still in need of sponsors. This event will be held in the Student Services Building, Room #220. (See a campus map at the following link: <http://www.ucclermont.edu/Maps/maps.html>)



Parking will be available in the East Parking Lot or in the lot immediately behind the Educational Services Building (McDonough Hall).

Please note that this room, Student Services #220, is a traditional classroom and set-up space will be limited. Doors will open at 12:00 noon for set-up. While this is an open invitation to this free event, please keep in mind that the space will be available on a first-come, first-served basis. No RSVP is necessary.

~ Thank You for Your Operation Sunshine Support!



Over the past 38 years, the CINCINNATI AREA BOARD OF REALTORS® has funded a charitable program called "Operation Sunshine." This program provides for adults and teenagers with intellectual and developmental disabilities to attend a summer camp at Camp Allyn in Batavia. In addition to the many fun activities, the camp program provides these individuals with training and social skills that will lead to more enjoyable and productive lives.

We recognize the following for their contributions, this year:

Sponsoring one or more children:

Kathy Koops; Ed Rothenberg; Cagney, Weisker & Assoc.; Coldwell Banker West Shell/Union Centre; Comey & Shepherd/Mariemont; Hoeting, Realtors; RE/MAX Preferred Group; Star One, Realtors/Anderson; Star One, Realtors/Northwest; Star One, Realtors/West Chester.

100% Realtor office participation were:

Corso Realty; CSV Appraisal Services; HHB Partners; HP Realty; Olson Real Estate; RE/MAX Unlimited/Anderson; RE/MAX Unlimited/Symmes; Sibcy Cline/Kenwood; SJM Realtors.

~ Help Your Client Land a Spot on Desperate Landscapes!



Help your client go from worst on the block to first on the block!

Does a client's recently-purchased home need a lot of work? Do you have a client who can't sell their property because of no curb appeal?

Desperate Landscapes, a locally-produced show that airs on the DIY Network, is casting now for show production in the fall and spring. They need homeowners who are in desperate need of improvements to the front of their home. The show will bring the material, the expertise, and the design. Improvements could include everything from landscaping greenery to structural improvements like a new screened in front porch or new windows or a new driveway.

Think of all the referrals you'll get if you help a client land this great deal!

Desperate Landscapes needs pictures of the home in need of improvement and pictures of the surrounding neighborhood (which should have better curb appeal). Families can apply online at www.jaytv.net. See more details about the show and application process at www.diynetwork.com. You can also send your questions and pictures directly to casting producer **Valerie Miller** at vmiller1101@yahoo.com.

~ **Kentucky Core Course: Wednesday, July 28, 9 a.m. - 4 p.m.**



Attention Kentucky Licensees—if your birthday is in October, November or December, you must complete the 6-hour **Kentucky "Core Course"** by December 31, 2010.

WHAT IS THE KENTUCKY CORE COURSE?

It is a 6-hour continuing education class developed by the Kentucky Real Estate Commission (KREC), covering federal, state and common laws relating to real estate. Its purpose is to keep licensees informed and updated on all aspects of Kentucky real estate laws. The Commission will revise the course materials as changes to the **Kentucky** statutes and regulations are made.

The **Kentucky Core** Course is required once every four years, based on a licensee's birth month.

January, February, March birth dates: 2011, 2015, etc.

April, May, June birth dates: 2012, 2016, etc.

July, August, September birth dates: 2009, 2013, 2017, etc.

October, November, December birth dates: 2010, 2014, 2018, etc.

If you have taken the **Kentucky Core Course** out of your designated year, then the next time to take the course will be 4 years in the future. If you have any questions about your Core Course compliance date, please check the Kentucky Real Estate Commission website www.krec.ky.gov/krec.gov.

If it is your designated year to take the **Core Course**, no other continuing education class will suffice. At the beginning of the each year, the KREC notifies every active licensee who is required to take the **Core Course** that calendar year.

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

6 hours Kentucky CE credit—4 hours Ohio elective credit

Fee: \$80 CABR members/\$90 non-members

Instructor: Joyce Sterling

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

✓ [Click here to register.](#)

~ **Credit Reporting and Scoring: Wednesday, July 28, 6 - 9 p.m.**

In today's market, a credit score is even more important than ever. **Jeff Shaffer** will take you through the basic history of credit scoring and reporting, the regulations governing the collection and data of the information, credit reporting agencies and the actual report.

You will learn:



- How to understand and read a credit report
- How to dispute incorrect information
- What the actual score means and the impact on a mortgage loan
- How to raise a credit score
- Insurance scores
- CLUE reports

3 hours CE credit—Ohio elective credit

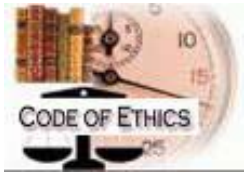
Fee: \$30 CABR members/\$40 non-members

Instructor: Jeff Shafer

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

✓ [Click here to register.](#)

~ NAR Provides Interpretations of the Code of Ethics to Assist Members in Understanding the Obligations of a REALTOR®



The National Association of REALTORS® has a library of sample complaints submitted to local Boards, based upon real cases, to assist members in interpreting the **Code of Ethics** and expected behavior. Read below an example of a case related to a change in the amount of cooperative compensation offered through MLS and the interpretation by the hearing panel of the facts of the case:

Case #16-15: Cooperating Broker's Compensation Specified on Deposit Receipt

REALTOR® A filed a written complaint against REALTOR® B, alleging violation of Article 16 of the Code of Ethics. It was referred to the Grievance Committee and after preliminary review, the Grievance Committee referred it to the Executive Officer with instructions to arrange a hearing before a Hearing Panel of the Professional Standards Committee. After following required procedures, including timely notices to all parties, a Hearing Panel was convened.

REALTOR® A stated to the Hearing Panel that he and REALTOR® B were both members of the Board MLS and that, as an MLS Participant, he was required to specify the amount of compensation he was offering on listings filed with the MLS. However, REALTOR® B had ignored this information as published by the MLS and had, on two separate occasions, brought REALTOR® A purchase agreements with copies of deposit receipts that provided for a different amount of subagency compensation to be payable to REALTOR® B. In following this practice, REALTOR® B was, in effect, presenting a demand for a subagency compensation greater than that which REALTOR® A, as the listing broker, had specified in the information filed with the Board's Multiple Listing Service.

REALTOR® A also complained that the language of the deposit receipt was so phrased as to make presentation of the offer conditioned upon REALTOR® A's agreement to pay a larger subagency commission than he had offered through the MLS. REALTOR® A said this practice by REALTOR® B created a dilemma for him as the listing broker of either not submitting the offer to the client or, alternatively, paying an amount of subagency compensation greater than he had offered through the MLS.

REALTOR® B responded that he had a right to negotiate with REALTOR® A as to the subagency compensation he would receive for his work, and the amount he had put on the deposit receipt was the compensation for which he was willing to work. REALTOR® B said that REALTOR® A would have to make his own decision as to whether he would present the offer or not.

The Hearing Panel's decision noted that REALTOR® B was indeed entitled to negotiate with REALTOR® A concerning subagency compensation but that such negotiation should be completed prior to the showing of the property by REALTOR® B. The decision indicated that REALTOR® B was entitled to show property listed by REALTOR® A on the basis of the subagency agreement between them. If there was no agreement on the essential terms and conditions of such subagency, including compensation, there was no authority for REALTOR B to show the property or to procure an offer to purchase.

The panel's decision further advised that it was improper for REALTOR® B to follow a procedure of inserting the amount of subagency compensation to be paid by the listing broker on any document provided to a buyer or a seller, because this is properly a matter to be decided by the listing and cooperating brokers at the time the offer of subagency is offered and accepted; and that preconditioning an offer to purchase on the listing broker's acceptance of a subagency commission greater than he had offered was a practice inconsistent with respect for the agency of the listing broker.

REALTOR® B was found in violation of Article 16.

✓ [Click here for additional case interpretations of the Code of Ethics.](#)

~ **Agents! Do You Have a Great Personal Real Estate Website? Or, Do You Know of One?**

Why Not Show It Off? The Business Technology Committee is searching for



The Best Agent Website in Cincinnati!!

Do you think you have it? Do you think you have found it? If selected, a nominated website may be shown to attendees at the Sept. 1 **Business Technology Forum**.

Please submit your nomination for the **Best Agent Website** to Annette Chmiel, CABR, by email to: achmiel@cabr.org. Deadline for submitting nomination is August 13.

~ **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)