

August 17, 2010

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~ **REGISTER NOW! The 2010 OAR Convention is September 12 – 15 in Cincinnati!**



The Ohio Association of REALTORS® turns 100 this year and...it's cause for celebration!

Your Ohio Association of REALTORS® is planning a **Centennial Celebration** 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!

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.

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

Register for the OAR Convention by Sept. 1 and be eligible to win CABR reimbursement of your \$100 registration fee! There will be one drawing.

~ **Free Ohio Association of REALTORS® (OAR) Convention Registration Available to One CABR Member Who Has Never Previously Attended a Convention as Part of OAR's TLT Program**



Each Ohio Local Board/Association of REALTORS® is invited to participate in a special program, **Tomorrow's Leaders Today (TLT)**, to encourage member involvement in OAR. Experience has shown that if a member comes to his/her first state convention, he/she also becomes more active in his/her local Board. It's a win/win situation!

OAR is offering one free convention registration per local Board/Association (valued at \$100) for a member identified as having the potential to become involved in the Association, but has never been to an OAR Convention to experience OAR "up close and personal." *Note: This offer is for the registration fee only. Cost of hotel, meals, transportation, etc. is not included, and is paid by the individual.* This year's OAR Convention will be in Cincinnati, September 12 - 15, 2010.

If you are interested in attending this year's OAR Convention, and have never previously attended one, let us know by submitting your name **and reason for your interest**, by Aug. 20, using the link below.

✓ [Click here to submit your name, and reason for your interest, to be considered for the free registration.](#)

~ **Help Homeowners Now...Build Client Relationships for Tomorrow**



Save the Dream is the State of Ohio's foreclosure prevention effort aimed at helping Ohioans take action to save their dream of homeownership. This multi-agency effort supports the recommendation of the Ohio Foreclosure Prevention Task Force

by making free help easily available for Ohioans. Valuable information and resources can be accessed through the Save the Dream website and the hotline, 888-404-4674.

Information on Housing Counseling, Legal Assistance, Mediation and much more is available on the site. Help your homeowners keep their home today and you will be remembered when the time comes for them to list their home.

✓ [Click here for Ohio's Save the Dream website.](#)

~ **ALL ABOARD! Attend the Private Charter Dinner Train on Friday, October 1, 2010**



The **Cincinnati RPAC Committee** invites you to attend a special event on October 1, 2010. A private train car will take attendees on a 3-hour scenic tour to the Cincinnati Riverfront, through Oakley and back to the station (departing from 4725 Madison Road).

Check-in begins at 4:30 p.m. and the train leaves promptly at 5:00 p.m.

The \$139 per person ticket price includes the 3-hour tour, 4-course meal and 2 drink tickets. *Note: \$46 of your ticket price will go to the 2010 RPAC campaign.*

When: Friday, October 1, 4:30 – 8:00 p.m.

Where: 4725 Madison Road, Cincinnati, OH 45227 (*behind BBQ Revue in Madisonville*)

Fee: \$139 per person (guests are welcome)

Deadline: Registration and payment must be received by Sept. 15, 2010

✓ [Click here to register, using the EVENTS module, at cabr.org.](#)

~ **Cost vs. Value: Additions, Remodeling, Replacement and Market Value: Wednesday, August 18, 6 - 9 p.m.**

Chris Otte will help you better understand the “cost vs. value” of various home improvements in relation to property market value.



Topics for Discussion:

- Why is this information helpful to you as a Realtor?
- How cost vs value is calculated
- Return on investment consideration
- Market, property, lifestyle and location considerations
- What home owners should consider before remodeling
- Reality of additions, remodeling, replacement and maintenance
- How to work with your client or customer
- How to work with a contractor on remodeling projects

3 hours CE credit—Ohio elective credit

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

Instructor: Chris Otte, Legacy Builders Group

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

✓ [Click here to register.](#)

~ **Verbal Acceptance: How to Avoid Confusion When an Offer is Not Put in Writing**

Spring 2010 ODRE Newsletter



In today’s high-tech world, real estate agents often conduct negotiations by email, through a website, or over the phone. It is always important for agents to communicate effectively with their clients no matter the form of communication, but clear communication with clients is particularly important when offers and counteroffers are not placed in writing. The topic of “verbal

agreements” often arises when negotiating a property that is bank owned. The bank, for example, may verbally accept one buyer’s offer but then accept a higher offer from a different buyer before the first buyer and the bank have both signed a written contract. In this instance, the first buyer would be left confused and disappointed. It is essential for the agent to inform the buyer after a verbal agreement is made that the sale will not be official until the agreement is in writing and signed by both parties.

✓ [Click here to read the Spring ODRE Newsletter.](#)

~ Microsoft Publisher for Real Estate Professionals: Tuesday, August 24, 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.](#)

~ 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 unauthorized use of competitive broker's name and the interpretation by the hearing panel of the facts of the case:

Case #4-3: Disclosure of Family Interest (Revised Case #13-4 May, 1988. Transferred to Article 4, November, 1994.)

REALTOR® A listed Client B's home and subsequently advised him to accept an offer from Buyer C at less than the listed price. Client B later filed a complaint against REALTOR® A with the Board stating that REALTOR® A had not disclosed that Buyer C was REALTOR® A's father-in-law; that REALTOR® A's strong urging had convinced Client B, the seller, to accept an offer below the listed price; and that REALTOR® A had acted more in the interests of the buyer than in the best interests of the seller.

At the hearing, REALTOR® A defended his actions stating that Article 4 of the Code requires disclosure when the purchaser is a member of the REALTOR®'s immediate family, and that his father-in-law was not a member of REALTOR® A's immediate family. REALTOR® A also demonstrated that he had presented two other offers to Client B, both lower than Buyer C's offer, and stated that, in his opinion, the price paid by Buyer C had been the fair market price.

REALTOR® A's defense was found by the Hearing Panel to be inadequate. The panel concluded that Article 4 forbids a REALTOR® to "acquire an interest in" property listed with him unless the interest is disclosed to the seller or the seller's agent; that the possibility, even remote, of REALTOR® A's acquiring an interest in the property from his father-in-law by inheritance gave the REALTOR® a potential interest in it; that REALTOR® A's conduct was clearly contrary to the intent of Article 4, since interest in property created through a family relationship can be closer and more tangible than through a corporate relationship which is cited in the Code as an interest requiring disclosure. REALTOR® A was found to have violated Article 4 for failing to disclose to Client B that the buyer was his father-in-law.

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

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



Cincinnati Area Board of REALTORS®
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. 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)