



August 31, 2010

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



The Cincinnati Area Board of REALTORS® is a proud supporter of the **2010 OAR Convention, Sept. 12 – 15**. This year's convention marks the 100th year of the Ohio Association of REALTORS® and is being held in **Cincinnati, Ohio!**

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.

If you are a President's Sales Club Award recipient, you must be registered for the Convention in order to attend the Reception and Awards Ceremony and have your name announced at the ceremony. The \$40 reception ticket is included in the \$100 registration fee for award recipients.

The OAR Convention has something for everyone. And, you don't even have to travel to participate! Save time and money by attending this convention in your own back yard – downtown Cincinnati.

Here's a list of top reasons to attend this year's convention:

- 100-Year Anniversary Gala
- Located in Cincinnati (*the last time the convention was held in Cincinnati was 2004*)
- Great Networking Opportunities with REALTORS® from Across the State
- **Registration is only \$100! It's tax deductible!**
- Convention Opening Session and Awards Presentation
- Earn up to 12-hours Continuing Education (*included with your registration fee*)
 - *Social Media: How it Can Improve Your Business*
 - *Opportunities with FHA 203K*
 - *The Economy: Where Do We Go From Here:*
 - *Ethics: The Measure of Professionalism*
 - *Increase Profits Via E-Mail and Web Marketing*
 - *Agents Gone Wild*
- National Speakers and Educators
- Entertainment Every Evening
 - *OAR Riverboat Casino Party*
 - *Expo Opening Session... A Taste of Cincinnati*
 - *President's Sales Club Reception & Award Ceremony (tickets can be purchased at time of registration)*
 - *OAR at the Reds vs. Arizona Diamondbacks (discounted game ticket price - can be purchased at time of registration)*
 - *Tomorrow is a Mystery Party*
 - *100th Anniversary Dinner/Gala (tickets can be purchased at time of registration)*
- Legal Issues Forum
- See the Latest Technology at the Exhibitors Area

From top-notch professional development opportunities...to memorable parties featuring the best music talent found anywhere...to discussions on the latest industry trends...to an exhibition featuring products and services designed to help you succeed in the marketplace – this convention has something for everyone!

Register now! Use the following link: https://www.ohiorealtors.org/meetings/convention/10CONV/conv_reg.html

~ Below is a List of OAR Convention Registrants from Cincinnati (as of August 29, 2010), Who Will be Eligible for the Sept. 1 Drawing – Register NOW to be Added to the List

Already, Cincinnati has a record number of first-time registrants to the OAR Convention. But, many of you are putting off getting on the list to experience this event. Cincinnati has not hosted a state convention since 2004. And, it will not be held here again prior to 2014, as that is the next closest year that doesn't have a host city selected. Further, since other cities are part of the selection process, it may be longer than that. **Don't miss this opportunity to attend a state convention in your home town!**

We know some people like to put things off to the last minute. But, if you follow the lead of these Cincinnati members, it may save you money. **SO ACT NOW!** Add your name to the list of Convention registrants by Sept. 1 for special consideration (see below).

James L. Abele, RCE
Daniel J. Aug, CRS
Gerilynn B. Baker
Marcia Ballard
Johanna Barkley
Robert W. Bartholomew, CRB
Maggie Homan Beckmeyer, AARE
Anne V. Bedinghaus
Sheila W. Bell, CRB
Pamela Y. Benson
Brian D. Bill, GRI
Anna Streicher Bisher
Ronald A. Bisher
Teresa M. Boland
Verna Bradshaw
Carol A. Buckley
Kathy M. Buckley
Marilou A. Butcher-Roth
Guy W. Cagney, CRS
Steven G. Carder
Ralph E. Carter, CRS
Beth Castelli Hiltz, CRS
Annette M. Chmiel
Beverly J. Corsmeier
Barbara J. Coster, CRS
Judith A. Crawford
Dereda M. Cunningham, CRS
Shirley L. Davis, CRS
Krista R. Dettmer
Mary Ellen Diersing
Ken Doran, CRS
Saralou A. Durham, CRB
Merilyn Kay Edwards
Barbara J. Fields
Wendy J. Flacks
Stephen E. Florian
Ora Forusz, CRS
Charles W. Foster, CRB, GRI
John J. George

Debi L. Gerbus
Jennifer N. Goodson
M. Terry Hankner, GRI
Thomas J. Hasselbeck, CRS
Larry J. Heidler
James E. Helmink
Nancy C. Hendrickson, LTG
Madeline S. Hoge
David E. Hummel
Kenneth R. James
Lawrence B. Jebsen
William H. Jones
Patricia A. Koch, GRI
Heather S. Kopf
Pete Kopf
Todd M. Kough
Leslie K. Landrum
Robert B. Lane
William L. Leinweber
Sue S. Lewis
Joseph R. Linz
Doris Palmer Luttrell
Robert E. Mahoney, Jr
Robert J. Mahoney
Timothy J. Mahoney
Anthony J. Mancini, Jr.
Mark S. Mattingly, CRS
Tina R. Mattix
Sherry May
Lisa E. McCarthy
Jennifer R. McCauley, CRS
Thomas J. McGill
George L. Meinhardt
Karen L. Menkhaus
Karen Meyer
Carrie A. Miller
Joseph C. Mock
Gayle E. Moore, ABR
Philip O. Morrival, III
Maria L. Nicolls

Dave D. Otto
Kathleen Y. Overstreet
Christina R. Peterschmidt
Marianne Powers
Marysue B. Price
Rose M. Putnick
Mark Quarry
Ellie J. Reiser
Jeanne M. Rieder
Helen B. Robinson
Jason M. Ross
Barry D. Roth
Lynn M. Schwarber
Lindsay A. Shapiro
Jennifer Ann Sharon
Michelle R. Sloan
Eugene F. Snavley
Michele K. Steinmetz
Donna R. Steutermann
James A. Stofko
Cherie M. Stoll
Robert J. Streicher
Stephanie A. Stuebing
Stephanie Sudbrack-Busam, CRS, GRI
Daniel D. Sullivan
Paul M. Swisshelm, CRS
Denise M. Taylor
Lindy S. Taylor
Cynthia K. Terry
Gail B. Theile, GRI
Ann Thompson, GRI, CRS
Richard J. Voss
Kathleen M. Walsh, CRS
Karen A. Weber
Paul J. Wesselkamper, CRS, GRI, CRB
Michael J. Wolfer, CRB
Mischell Wolfram

✓ **Click here to register for the OAR Convention by Sept. 1 and be eligible to win CARR reimbursement of your \$100 registration fee! There will be one drawing.**

~ **Enhancing Your Website Forum: Wednesday, September 1, 10:00 a.m. - Noon**



The Cincinnati Area Board of REALTORS® **Business Technology Committee** has put together a great panel of agents who are maximizing their websites and want to share what they are doing. **Dennis King** and **Lisa McCarthy** are heading up this forum and have a lot of great information to help you get ideas that can enhance your website, increase your traffic and add to your bottom line.

✓ [Click here to register using the Events module.](#)

~ **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.](#)

~ **Wanted: A Good Slogan Line to Promote "NOW is the Time to Buy a Home"**



Winner gets a \$50 gas card.

The CABR Communications Committee is looking for slogan ideas that we can attach to articles and flyers we'll be sending to the membership and media for the balance of the year.

In our last MLS Super Open House weekend promotion, we used this tag line: "Catch the Opportunity."

Another idea that came up recently was, "More House, Same Payment." That's in reference to lower mortgage rates enabling buyers to buy more house today.

The Communications Committee wants an entry to be from 2 to 5 words. **We've received over 30 entries so far.** Please e-mail your idea(s) to http://www.cabr.org/email_us.htm. **Deadline is noon on Sept. 1.**

The best entry, as chosen by the Committee, will win a \$50 gas card.

~ **Tom Hasselbeck / Sibcy Cline Elected as 2011 CABR President-Elect**



This month, **Tom Hasselbeck / Sibcy Cline**, was elected by the CABR Board of Directors as 2011 President-elect of the **Cincinnati Area Board of REALTORS®**.

Tom will serve as President-elect in 2011 and President in 2012.

Congratulations to Tom on his election.

~ Record-Keeping: It's for Your Protection



Well-organized records make your life a whole lot easier--whether it's responding to an inquiry from the Ohio Division of Real Estate...the IRS--or even the attorney representing a disgruntled client or customer.

The question always arises, however, about what you should keep and what can be thrown away. To assist in that regard, the Ohio Association of REALTORS has assembled information about the records real estate brokers should retain and how long they should be kept.

[✓ Click here to read the article.](#)

~ Social Media and Internet Advertising Laws & Resources: Tuesday, September 7, 1 – 4 p.m.



Advertising by real estate licensees is governed by several different sources of law, regulation and policy. This course will give you full information and resources on the laws governing advertising, including social media and internet advertising across local, state and federal laws. A take-home reference CD with all of the resources and links provided in the course will be given to each student as part of the course fee.

You will leave this course with a much better understanding of the liabilities involved in real estate advertising, whether through print or internet, including websites, blogs and social media sites. You will find ways to reduce your liability through awareness of the laws.

3 hours CE credit—Ohio elective credit

Fee: \$35 CABR members/\$40 non-members

Instructor: Joyce Sterling, DRE

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

[✓ Click here to register.](#)

~ CABR, MLS and Supra Offices Closed on September 6 for the Labor Day Holiday



The Cincinnati Area Board of REALTORS®, Multiple Listing Service of Greater Cincinnati and Supra offices will be closed on **Monday, September 6** in observance of the Labor Day holiday.

~ Save the Date for the CABR Health and Wellness Expo: Tuesday, October 12, noon – 4:00 p.m.



Mark your calendar....the Cincinnati Area Board of REALTORS® will hold a **Health & Wellness Expo** at the CABR office on Tuesday, October 12 from Noon to 4 p.m.

More information will be provided in the upcoming weeks about registration and exhibitors that will be on hand.

Questions: Call Cathy Petersman at 842-3018.

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



Cincinnati Area Board of REALTORS®

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<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)