



Tuesday News

October 20, 2009

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~ CABR Members Elect 4 New Directors

Here are the winners (alphabetically) of the 2009 CABR Election of Directors of the Cincinnati Area Board of REALTORS®.

Kevin Kelly / Cagney, Weisker & Associates

Patricia Koch / Sibcy Cline, Inc.

Laurie Leonard / Comey & Shepherd

Mark Meinhardt / Star One Real Estate



Kevin Kelly
Cagney, Weisker & Assoc.



Patricia Koch
Sibcy Cline, Inc.



Laurie Leonard
Comey & Shepherd



Mark Meinhardt
Star One REALTORS®

CABR REALTOR® members voted over the Internet from Oct. 5-14, with final voting available on-site prior to the CABR Annual Meeting held on Oct. 15. A total of 1,549 REALTORS® voted, representing 36.9% of the membership. That compares to 1,420 REALTORS® voting last year, representing 31.9% of the membership. The new Directors will take office Jan. 1, 2010 (for the period 2010-2012).

~ Sign Up Now for a 2010 CABR or MLS Committee



2009 has been a challenging year for REALTORS® and your REALTOR® Association. 2010 looks to be a continuation of challenge. That's why we need active members who will serve the Cincinnati Area Board of REALTORS® and its MLS in committee involvement.

If you would like to serve on a 2010 CABR or MLS committee, [click here: http://www.cabr.org/committee_preference.htm](http://www.cabr.org/committee_preference.htm) to submit your request.

You will find a list of all 2010 committees, including a short description of their functions, and how often they meet over the course of a year. This includes the Young Professionals Network.

Final committee appointments will be announced in late November.

If you are interested in participating on a committee, don't delay. Sign up now (online); **deadline is Friday, Oct. 23.**

~ FREE Smart Phone Forum: Wednesday, October 21, 10:00 a.m. - Noon



The Business Technology Committee presents a free Smart Phone Forum on Wednesday, October 21 from 10 am to Noon at the CABR offices. If you have been thinking of getting a new phone, this session should help you make a decision about what phone to choose.

Matt Powers, Data Specialist from Sprint, will present an all-encompassing view of the various operating systems available for Smart Phones...whether I-Phones, Blackberry, or Palm. He will review the strengths and weaknesses of various systems and the phones that use them, which PDA will suit you best and how they can be used to enhance your business.

To register: Go to www.cabr.org – click on the **RED** Member Log on button and use your MLS ID and password. Just 5 quick clicks to register - Click on Calendar of Events, Business Technology Forum, Register For This Event, Add to Cart and Register Now!

✓ [Click here for details.](#)

~ Credit Reporting and Scoring: Wednesday, October 21, 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 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—elective

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

Instructor: Jeff Shaffer

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

✓ [Click here to register.](#)

~ Foreclosures and REO's: Thursday, October 22, 9:00 a.m. - noon

Sham Reddy provides his classroom information based on his personal experience, knowledge and education as an agent who specializes in this niche market.



You will learn:

- ? Foreclosure law
- ? How and why people get into trouble
- ? Top 10 foreclosure myths and misinformation
- ? Means of avoiding foreclosure
- ? Four ways to stop foreclosure
- ? Reviewing the process of foreclosure
- ? Post-judgment phase details
- ? The appraisal happens without an appraiser
- ? The bidding process and lender involvement
- ? Post bidding process: pointers & pitfalls
- ? Why title insurance is essential
- ? Post foreclosure & REO myths and questions
- ? Tips and Techniques for selling REO's

3 hours CE credit—elective

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

Instructor: Sham Reddy

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

✓ [Click here to register.](#)

~ CABR Provides Free, Voluntary Arbitration of Earnest Money Disputes



The Earnest Money Arbitration program offered through CABR was created by the **CINCINNATI AREA BOARD OF REALTORS®** and **Cincinnati Bar Association Realtor®/Lawyer Committee**. The purpose of the program is to provide a public service for buyers and sellers of real estate who find themselves in a dispute over who is entitled to receive the earnest money that has been deposited with a broker in regard to a Contract to Purchase that does not close. The program has been in effect since 1990.

The volunteers who donate their time to facilitate this service are members of the CABR/CBA REALTOR®/Lawyer Committee and the CABR Arbitration Committee. They are trained in arbitration procedures and interpreting the contractual obligations of parties to real estate transactions.

Earnest Money Arbitration is voluntary. The service is provided at no cost to clients and customers of CABR members as an alternative to small claims court or other legal proceedings. In order for a request for Earnest Money Arbitration to be processed, all parties must agree to participate in the arbitration and sign a release/agreement indicating so. If you have a client or customer that you feel could benefit from the Earnest Money Arbitration program, click on the link below to read the instructions and, if appropriate, request a packet.

- ✓ [Earnest Money Arbitration Instructions](#)
- ✓ [Request Earnest Money Arbitration Forms](#)

~ Great Wolf Lodge – Mason, OH Grants Discount to CABR Members



Mason, Ohio

CABR members can enjoy a 20% discount at the Great Wolf Lodge – Mason, OH (discount good until December 17). Spend time with your family and friends, or pass along your corporate code (CINC452E) to a special customer or client to enjoy this benefit. Reservations are made online at www.GREATWOLF.com.

The Membership Services Committee of the Cincinnati Area Board of REALTORS® is proud to provide you with this benefit. See all member benefits available at <http://www.cabr.org/savings2.htm> Questions: Call **Cathy Petersman**, Membership Administrator, at 842-3018.

~ HUD Restriction on FHA-Financed Re-Sales Still in Effect



Federal Housing Administration
US Department of Housing and Urban Development

CABR has recently received inquiries regarding the HUD restriction on re-sales occurring 90 days or less after acquisition. The **Department of Housing and Urban Development** continues to require a waiting period of 90 days for the resale of a property to be financed with an FHA-insured loan. If a property is re-sold 90 days or fewer following the date of acquisition by the seller, the property is *not* eligible for a mortgage insured by FHA.

FHA defines the

- *seller's date of acquisition* as the date of settlement on the seller's purchase of that property, and
- *re-sale date* as the date of execution of the sales contract by a buyer intending to finance the property with an FHA-insured loan.

Reference: For exceptions to this 90-day restriction, see [HUD 4155.2 4.7.h](#)

✓ [Click here for the HUD website.](#)

~ Cincinnati Area Board of REALTORS Presents: **Generational Dynamics in Real Estate**
Wednesday, November 11, 2 – 5 p.m. (followed by networking happy hour, 5-6 p.m.)

Held at the Cincinnati Club – 30 Garfield Place – Downtown Cincinnati

Do you find it hard to communicate with people from outside your generation?

Fact: More than 55% of today's buyers are Gen X and Gen Y, while 75% of REALTORS® are Baby Boomers or Veterans.

Today, there are four generations in the US workplace, and each one has different attitudes. The disconnects between the generations can be substantial.

Research shows that mixing the generations effectively can result in higher-quality work, more engaged workers and superior service delivery.

Don't miss the chance to gain a competitive advantage by attending this special educational program, and earn three hours of CE credit.

In the training you will learn:

- The value of becoming generational savvy, by gaining the skills you can to sell more Real Estate to any generation, and grow your business as a result!
- How to use your years of experience in Real Estate to more easily understand the four generations in the workplace and marketplace, and work with them as a successful team.
- How to enhance your ability to communicate and engage across all generations in a friendly way.

Our speaker, **D. Lynn Watts**, is the president and founder of Learn, Lead, LIVE Inc., a personal and professional development firm that helps individuals and organizations compete and advance in a constantly changing world. Lynn holds a BA in Business Administration from the College of Mount St. Joseph, and a matriculating graduate student at Xavier University (May 2009). Lynn has been speaking on business and generational related topics for 15 years, and has worked with Fortune 1000 companies and non-profits.

\$20 per person or \$100 for group of 6 – Save by getting a group together!
3 hours elective CE credit in Ohio

Register online at <http://www.cabr.org/online.htm> or call Annette Chmiel at 513-842-3011

Presented By:

Design to Market, LLC

Cincinnati Area Board of REALTORS® Young Professional Network

Sponsors:

Hughes Home Appraisals

Northwestern Mutual Financial Network - The Kelley Financial Group

Planes Companies - Relocation and Storage Solutions

Stone Bridge Land Title Agency Inc.

Union Savings Bank

University of Phoenix

Wells Fargo Home Mortgages

~ **Formal Portrait Sitzings Available at CABR**



Mayhew & Peper Photographers will be on location at CABR
Wednesday, October 28 from 9 a.m. - 12 noon.

Call Renae or Mickey at 513-421-0111 to schedule an
appointment and get details on pricing.

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



Try taking your CE on-line, save time!

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<http://cabr.theceshop.com>

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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: **866-478-8324**

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