



Tuesday News

October 27, 2009

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~ 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

~ Microsoft Publisher for Real Estate Professionals: Tuesday, October 27, 1-4 p.m.



Pre-requisite: 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 create a publication using a template |
| ? How to enter information | ? How to add WordArt |
| ? How to create a blank publication | ? How to work with frames and photos |
| | ? How to create an open house flyer |

3 hours CE credit—technology

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

Instructor: Jean Bissell

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

✓ [Click here to register.](#)

~ Objection Handling Techniques: Wednesday, October 28, 6 - 9 p.m.



As you know, objections to any decision in a real estate transaction can be difficult to handle. Scott will help you gain the skills that are necessary to handle objections in an effective and successful way for all parties involved.

You will learn:

- | | |
|---|--|
| ? Personality styles for you and your client | ? How to convert objections into sales |
| ? Common objection examples and when to handle them | ? Expired listings |
| ? Techniques for handling objections | ? FSBO techniques |
| ? A system for handling objections | ? Pricing objections |
| | ? And more specific cases |

3 hours CE credit—elective

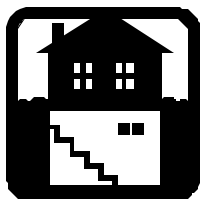
Fee: \$30 CABR members/\$40 non-members

Instructor: Scott Dunn

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

✓ [Click here to register.](#)

~ Structural Issues Affecting Homes: Thursday, October 29, 9:00 a.m. - noon



Structural engineer Mike Montgomery, of Robert Becker Group, will present information on the structural issues that homes may have and help you to be able to discuss and help resolve these potential problems with buyers and sellers. The information Mike will present can be of value when an inspection report sites structural issues. Many lenders will accept a professional structural engineer study on foreclosures and REO's when problems are apparent and hinder the sale of the property.

- ? Learn how to get an impartial professional evaluation of a structure.
- ? Know when to call an expert.
- ? Develop a pro-active plan for potential structural red-flags.

3 hours CE credit—elective

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

Instructor: Michael Montgomery, Robert Becker Group

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

✓ [Click here to register.](#)

~ Extension to Sign Up 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 and the 2010 OAR Convention Committee.

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 Wednesday, Oct. 28.**

~ Supra to Facilitate Switch-out from dCradles to a USB Cradle for Agents Who do not Have a Land-Line Phone (or Have Digital Phone System)



Agents who don't have a land-line phone, or have the digital phone system, can switch out the dCradles, for a USB cradle that hooks up to their computer. The following conditions are required: Your desktop computer must be a Windows 2000 or XP version, or Vista 32 Bit. It must have a CD-ROM drive & USB port.

If you are interested in switching out your cradle, please call Supra @ 821-7945.

Also, if you've had a dKey for OVER 8 months, but have not changed the esync phone # in the key, you can:

- 1.) Arrow down to esync phone #
- 2.) Hit "enter"
- 3.) Hit "1"
- 4.) Enter in 18005904857
- 5.) Hit "enter"

It should then say "Successful"

If you update your key from an office where you have to dial a "9" first to dial out, then you would enter in 918005904857, then hit "enter".

If you have any questions, please call **KeeKee Larimore**, Cincinnati Supra Manager, at 513-821-7945.

~ 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.

~ **Selective Topics in Community Association Leadership: Thurs., Nov. 5, 9 a.m. – 4 p.m.**

**A One-Day Workshop for Association Board Members, Homeowners & Real Estate Professionals.
If you are working with condo or planned development associations, what do you need to know?**

- ? Conflict Resolution – Learn to recognize the causes of conflict among members and how to strengthen and use communication skills to resolve conflicts.
- ? Financial Aspects – Learn how to understand the meaning and implications of \$ in your budget. Be able to identify a budget line item and develop a replacement line item for your association.
- ? Assembling the Professional Team – Identify skills and attributes needed to find and evaluate the professionals your association will rely on. Develop interview questions to help select the best.
- ? Strategies that work – learn proven methods that you can implement in an association to resolve a variety of issues and concerns that confront every community association.
- ? Update on industry trends and legislation that will enhance your knowledge you need to sharpen your skills

You will value the interaction with your peers and the workshop facilitators. Ask questions and get detailed answers to your specific association concerns and issues. This workshop is an excellent investment for your community association! Associations should consider paying.

6 hours CE credit—elective

Fee: \$99 – includes lunch and a manual

Instructors: Attorney's and Professionals from Community Association Institute

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

✓ [Click here to register.](#)

~ **Formal Portrait Sittings 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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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)