



Tuesday News

November 3, 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

~ **Ethics...The Measure of Professionalism: Wednesday, November 4, 6 - 9 p.m.**



Go through the ethics process and get a comparison of the Ohio canon and National Association of REALTORS® Code of Ethics standards.

You will learn:

To identify the common themes and articles of the Code and Canon of Ethics
Identify and take steps to eliminate bad business practices in protecting the public

- ? Gain knowledge of the enforcement process
- ? Understand possible disciplinary actions
- ? Analyze in depth case study examples

3 hours CE credit—meets Ohio canon of ethics requirement.

Fulfills NAR mandatory ethics due 12/31/2012

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

Instructor: Brad Knapp

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

✓ [Click here to register.](#)

~ **Microsoft PowerPoint for Real Estate Professionals: Tuesday, November 10, 1 – 4 p.m.**

This is an introductory level course that will help you understand what capabilities Microsoft PowerPoint 2007 has to offer.

By the end of the course you will be able to create your own presentation.

You will learn:



- ? How to create powerful and professional presentations
- ? How to create slides
- ? How to format slides
- ? How to insert clip art and pictures
- ? Run a slide show

3 hours CE credit—technology

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

Instructor: Jean Bissel

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

✓ [Click here to register.](#)

~ **Tip From the CABR Business Technology Committee**



The Business Technology Committee asks...

Have you checked-out our page on the **CABR.org** website? There are numerous suggestions for websites and support of your technology efforts. The page is divided into sections for **Technology Education, Technology Support, Software Products and Support, Hardware Products and Support** and **Cincy MLS and Rapattoni**.

Just go to www.cabr.org and click on the **Business Tech.** link in the left-hand column.

~ **Are You a Property Manager? If so, the OAR White Paper on Property Management is a "Must Read"**

Every real estate broker who provides property management services must have a thorough understanding of the license law requirements and other property management issues. These requirements apply whether the broker manages one property or thousands. As some of these requirements are very specific and demanding, a broker considering offering property management services must be willing to invest the time and effort required to properly manage real estate. Specifically, a broker must make sure he can meet the record keeping and bookkeeping demands imposed by the law to protect property owners and tenants. A broker must also be cautious in his delegation of management duties to salespersons and unlicensed staff. It is the broker who has ultimate responsibility for compliance with the license law requirements.

The Ohio Association of REALTORS® White Paper on Property Management has been revised since its first publication in July 2007.

✓ [Click here to read the revised White Paper.](#)

~ **Street Wise Safety Training, Tuesday, November 17, 3 – 4:30 p.m.**



Former law enforcement officers with credentials and experience necessary to provide the highest standards of crime prevention education will be at the Cincinnati Area Board of REALTORS® on November 17 to share educational and thought-provoking information to help you reduce your chances of being the victim of a crime.

Do You Know The Answers?

- ? What should you do if someone attempts to rob you or a member of your family?
- ? What is the fastest growing drug used against women and men?
- ? What is an office creeper?
- ? Where are you most likely to be attacked when shopping?
- ? What should you do if you are car jacked?
- ? Where are women most often attacked?

You will get the answers to all of these questions and more in this FREE program. Sign up today.

FREE!
No CE credit

Location: CABR, 14 Knollcrest Drive, Cincinnati, OH 45237. Seating is limited.

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

✓ [Click here to register.](#)

~ **Technology Tips & Tricks from Top-Producing Agents, Wednesday, November 18, 10:00 a.m. - Noon**

CABR Business Technology Committee proudly presents:

Technology Tips & Tricks from Top Producing Agents

A panel of tech-savvy top agents discuss how they use technology to successfully manage & grow their business. Topics include lead-generation, blogging, communication, contact & transaction management, social networking, on-line marketing & time-saving tips. Come join the discussion, bring your questions and hear directly from these top producers. They will share their ideas, strategies & the tech tools that help them achieve great results. You won't want to miss this seminar!

To register, go to www.CABR.org, click on Register for Classes/events at the top right corner, log in using your Log-in ID and password, then click on Calendar of Events under CABR Events, register under the seminar title. It's FREE!

✓ [Click here for printable flyer.](#)

~ 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.

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



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Visit our approved course catalog: <http://cabr.theceshop.com/>

Try an on-line class from the comfort of your home anytime day or night.

[Click here](#) to see all of the options for taking your classes online. *Save gas and commute time!*

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)