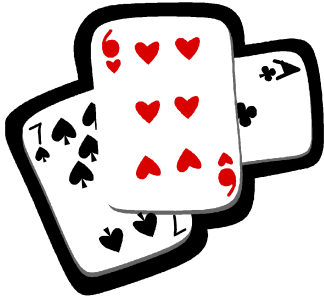


# Realtors Opening Doors to the Future

## February 2012 Newsletter



Presenting the 2012 Casino Royale  
Realtors Opening Doors to the Future  
The Warren Area Board of REALTORS  
will hold it's Annual CE & Trade Show:  
Tuesday February 21, 2012  
AVALON INN

**3 hour CE - Meets State Core Law Requirement**  
**"Identity & Data Breach Concerns in Real Estate"**

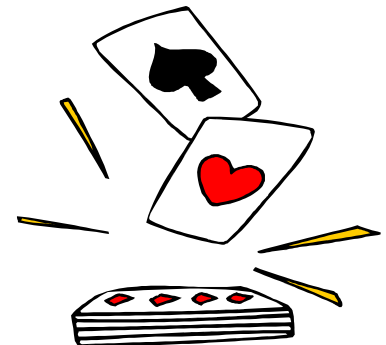
**Instructor: Alec Hagerty**

**Cost: \$30.00 Member    \$35.00 Non-Member**  
**(Price includes Admission to Trade Show)**

**Registration - 12:30 - 1:00 PM**

**Class - 1:00 to 4:00 PM**

**CLASS LIMITED TO THE FIRST 50 REGISTRANTS!**



**Information Letter on Page 6**  
**Registration Contract on Page 7**  
**Signup Sheet for Offices Page 8**

If you would like to donate a door prize, please  
contact Shannon or Roberta at 330-394-4001

**BRING YOUR BUSINESS CARD FOR DOOR PRIZE DRAWINGS**

**Admission to Trade Show only:**

**\$10.00 for Members    \$15.00 for Non-Members**

**Exhibitor displays, complimentary finger food & cash bar will be open 4:00 pm to 7:00 pm**

**DEADLINE FOR RESERVATIONS: WEDNESDAY, FEBRUARY 15**

American Home Week nomination and entry forms are available on pages 9 thru 15

**Welcome our newest REALTOR® members:**

**Jay D. Gardner—Zamarelli Residential & Comm.**

**Ted A. Kegley—Lakeside Realty**

**David Lundgren—Howard Hanna**

**Walter Peel—Rennolds Realty & Auctioneers**

**Nicole Jacques—Real Living Brokers Realty Group**

**President's Article.....Page 2**  
**WABOR News.....Page 3**  
**Affiliate Spotlight.....Page 4**  
**2012 Calendar..... Page 5**  
**Trade Show Flyers..... Page 6,7,8**  
**American Home Week Forms... Page 9 thru 15**

# *President's Article*      *by Yvonne Smith*

## **Have we lost our confidence to make decisions?**

As the economy was in a state of flux and drastic change became the normal course of our lives. It seems that we as a country and as individuals lost our confidence to make decisions. We all know the process. We see the need for change – we've out grown our home, our parents are no longer able to take care of themselves, our income has changed either for the better or for the worse. The current living situation is just not working. We are with parents, sharing an apartment with friends or we have experienced a divorce or loss. And still we don't have the confidence to change our circumstances.

I believe we are in a sort of "change" after "shock". Most of us have experienced the last few years as if we were being tumbled around by circumstances beyond our control. As if we had no or very little choices in our futures. But we do have choices we make them every minute of every day. Some good ones and some well not so good ones. To run a red light or stop, to read a book or take a bike ride. Every choice of every minute makes the next minute day then year different. Choices change a life's direction.

While making a decision to buy a home may seem overwhelming and emotions are involved. The process is the same if you're buying a big purchase like a home or deciding on dinner. Recognize your needs. Get good information from professionals you trust. Make the best informed decision possible (remember not making a decision is decisive as well). Follow through with your decision. Trust your instincts.

We have been through massive changes which affect our confidence to make decisions but we must consciously focus on the direction that is best for our personal circumstances. We must somehow reprogram our decision making process and realize that change is not the problem losing our ability to make decisions quickly and confidently in a state of constant change is the problem. We must Decide to take back our futures and move forward.

## Affiliate Spotlight

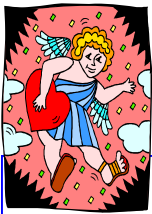
### Two local Ohio ASHI Inspectors attend Inspection World Conference in Phoenix



Youngstown, Ohio, January, 2012, George Basista, Bass Home Inspection, Inc. and Dave Shovel, Boardman Home Inspection, recently attended The American Society of Home Inspectors' (ASHI) Annual Inspection World Conference, the premier conference and exhibition for the home inspection industry, in Phoenix, January 4-7, 2012.

The four-day conference provided attendees with the opportunity to acquire new skills, enhance their professional knowledge and network with some of the best professionals in the industry. As a result of attending the full Inspection World conference, both inspectors received 20 ASHI CE credits fulfilling his CE requirements for 2012 ASHI membership and also earned CE credits toward meeting Ohio state's required licensing or certification.

This year, ASHI offered 45 educational sessions broken into six different tracks from the inspection essentials track designed for beginning home inspectors to the advanced learning track, and tracks covering business management, specialty inspections and the 2012 International Residential Code.



## Notes from the WABOR Office

### SUPRA KEYS & KEYBOXES

eKey Fobs & eKey Adapters are available at the WABOR office on a first come first serve basis. The price is \$68.50 each plus tax. The office is open from 8:30 am to 4:30 pm Monday thru Friday if you are interested in an eKey for your smartphone. Please call the office at 330-394-4001 to make sure we have them in stock.

We also still have car chargers for the Active Keys available at the Wabor office. The price is \$25.00 plus tax.

Keyboxes will continue to be sold for \$25.00 plus tax.

### Relax America offering free tax advisors!

Relax America and their tax division, Relax Tax, is offering free tax advisors to REALTOR members.

Simply copy and paste the link below to preview the guide.

Relax America is dedicated to providing quality service to Associations so they can support their members!

<https://s3.amazonaws.com/relaxtax/advisor/realtor/ccmember.pdf>

### SOMEPLACE SAFE

Someplace Safe, Trumbull County's only domestic violence shelter, is always in need of basic items for families staying in shelter and survivors who are receiving their services.

Urgently needed items: Mops, trash bags, toilet paper, coffee filters, hand and dish soap, women's deodorant, bleach and laundry soap, wash cloths, baby lotion and soap, and various other food, household and miscellaneous items. For a complete list of their needs, visit their web site: [www.someplacesafe.org](http://www.someplacesafe.org)

They are also accepting used ink cartridges and old cell phones.

You can drop items off at their location at 1540 Tod Ave. NW, next to the Veteran's Clinic. Please call ahead for clothing, household and furniture donations because of limited storage space. 330-393-3003



# 2012 WABOR CALENDAR

Date	Type	Location	Program	Time
2/21/2012	CE & Trade Show	Avalon Inn	3 hr. CE Core Law	1-4 pm CE 4-7 pm Trade Show
3/20/2012	Lunch & CE	Alberini's	3 hr. CE HUD	11:30 am signin 12-3:30 Lunch & Class
4/24/2012	Dinner	DiLucia's	American Home Week	5:30 pm
5/1/2012	Lunch	Seven Seventeen	1 hr. CE	11:30 registration 12-1:30 Lunch & Class
6/19/2012	Breakfast	TBD	2 hr. CE	8:30 am signin 9-11:30 Breakfast & Class
July	Lunch & Dinner	TBD	Golf Outing	
August	Lunch	TBD	3 hr. CE	
9/18/2012	Dinner	DiLucia's	RPAC/Election/ PSC Awards	5:30 pm Registration 6:00 pm Dinner
10/16/2012	Lunch	TBD	2 hr. CE	11:30 am 12-2:30 Lunch & Class
November	Breakfast	TBD	RPAC Appreciation	8:30 am BOD 10:30 am RPAC Appreciation
12/1/2012	Dinner	Squaw Creek Country Club	President's Reception & Installation	5:30 pm

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## AMERICAN LAND TITLE AGENCY, INC.

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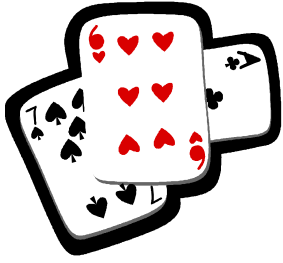
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815 Youngstown-Warren Rd. • Suite 2 • Niles, Ohio 44446

**Atty. Jack C. Lorenzetti, Jr., President**

(330) 652-1111 • FAX: (330) 652-9028

e-mail: [jcl@americanlandtitleagency.com](mailto:jcl@americanlandtitleagency.com)  
[www.americanlandtitleagency.com](http://www.americanlandtitleagency.com)



# Presenting the 2012 CASINO ROYALE

**Realtors Opening Doors to the Future**  
The Warren Area Board of REALTORS®  
will hold it's Annual Trade Show:

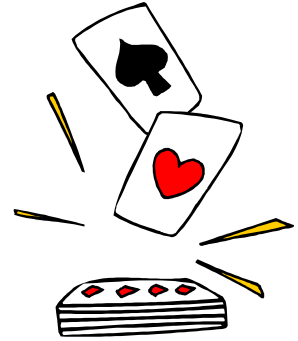
**Tuesday, February 21, 2012**

**AVALON INN**

9519 E. Market Street  
Warren, OH 44484

Affiliate & Vendor Registration/Setup  
**11:00 am to 2:00 pm**

Exhibitor displays, complimentary finger food & cash bar will be open  
**4:00 pm to 7:00 pm**



Many local businesses provide the door prizes that are awarded throughout the show and this year we are asking if your firm would like to participate. We receive many gift certificates for everything from meals, to day spas, to a round of golf. This is a great way to have your company name announced at the show and to gain exposure to nearly 300 members, both REALTORS and Affiliates.

The bearer of this letter is requesting a donation or door prize to help sponsor this great event.

We would also like to invite you to attend this function. Come and browse the displays showcasing our Affiliate Members latest tools, technology, and marketing, as well as featuring Local Businesses, Vendors, and Non-Profit Organizations. This Trade Show created and nurtured some very profitable relationships between WABOR members and community businesses...but more than that; it is a GREAT time. Every year seems more fun than the last, and with the plans our committee is working on, it looks like 2012 will be a banner event.

Please call the WABOR office at 330-394-4001 to make reservations. If you care to donate a door prize, please deliver it to the WABOR office, or make arrangements to have it picked up, no later than Friday, February 10, 2012 so your donation can be included in the program.

The Warren Area Board of REALTORS® is a not-for-profit corporation with the State of Ohio and a tax exempt association with the Internal Revenue Service. Our EIN Number is 34-0896841.

Sincerely,

Julie Vugrinovich, Chairman  
Jennifer Mullen, Co-Chairman

Committee Members: Joe Miller, John Eaton, Mary Sims, Michele Lee, Yvonne Smith,  
Mick Wright, Doug Bitner, Roberta Hiller and Shannon Burgraf





**CASINO ROYALE**  
**Warren Area Board of REALTORS®**  
**2012 Trade Show**  
**Tuesday – February 21, 2012**  
**Avalon Inn - 9519 E. Market St. - Warren**  
**4 PM to 7 PM**

**SPONSOR:**

Name of Company: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Corporate Sponsorship Level: \_\_\_\_\_ **BRONZE \$200** \_\_\_\_\_ **SILVER \$400** \_\_\_\_\_ **GOLD \$600**  
with 4 Tickets with 6 Tickets with 8 Tickets

**All sponsors will be recognized in all advertising!!**  
**Please submit all corporate Sponsorships by February 13, 2012 to provide**  
**enough time to publicize your sponsorship.**

**EXHIBITOR:**

Contact Person: \_\_\_\_\_ Phone: \_\_\_\_\_

Company Name: \_\_\_\_\_ Fax: \_\_\_\_\_

Mailing Address: \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Email Address: \_\_\_\_\_

**BOOTH DETAILS**

**Full Price**

Booth with Electricity or for back display:	<b>Affiliate Rate \$125.00</b>	<b>Non Affiliate Rate \$175.00</b>
Booth without electric/center of the floor:	<b>Affiliate Rate \$100.00</b>	<b>Non Affiliate Rate \$150.00</b>

(Two complimentary entries per booth are permitted).

**PAYMENT**

Payment must be returned with the registration form by February 13, 2012. **IF NOT PREPAID, SET UP WILL NOT BE PERMITTED!**

**LOCATION OF EXHIBITS – Please note that if you have a backdrop or table top display that impairs vision across booths, you MUST be positioned against a wall.**

Space will be assigned on a “first come” basis to Affiliates then Non-Affiliates with a completed registration form and full payment. The exhibit space layout is as accurate as possible. However, the Board reserves the right to make modifications. Please refer to the booth location layout included with this form and designate your first 3 choices for approximate booth location.

CHOICE #1 \_\_\_\_\_ CHOICE #2 \_\_\_\_\_ CHOICE #3 \_\_\_\_\_

**INSTALLATION AND REMOVAL OF EXHIBITS**

Exhibitors must set up on February 21 between 11:00 AM and 2:00 PM. Removal will from 8:00 PM until 10:00 PM on the day of show. Loading, unloading, and registration is on the East side entrance of the building.

*All materials must be removed by 10 PM on February 21, 2012*

***Return this completed form and enclose check payable to: WABOR***

**Warren Area Board of REALTORS®**

**345 High Street NE**

**Warren, OH 44481**



## C.E. & Trade Show Signup for February 21, 2012

3 hr. –“Identity & Data Breach Concerns in Real Estate”

(Meets State Core Law Requirement)

Instructor – Alec Hagerty

Registration – 12:30 – 1:00 PM Class 1:00 P.M. – 4:00 PM

Cost: \$30.00 Member \$35.00 Non-Member

(Includes Admission to Trade Show)

Admission to Trade Show only: \$10 for Members \$15 for Non-Members

**RESERVATION DEADLINE – WEDNESDAY, FEBRUARY 15, 2012**

**BRING YOUR BUSINESS CARDS FOR DOOR PRIZES!**

**CLASS LIMITED TO THE FIRST 50 REGISTRANTS!**

**COMPANY** \_\_\_\_\_

	<u>Name</u> <i>(Please print)</i>	<u>License #</u>	<u>CE &amp; Trade Show</u>	<u>Trade Show Only</u>
1.	_____	_____	_____	_____
2.	_____	_____	_____	_____
3.	_____	_____	_____	_____
4.	_____	_____	_____	_____
5.	_____	_____	_____	_____
6.	_____	_____	_____	_____
7.	_____	_____	_____	_____
8.	_____	_____	_____	_____
9.	_____	_____	_____	_____
10.	_____	_____	_____	_____
11.	_____	_____	_____	_____
12.	_____	_____	_____	_____
13.	_____	_____	_____	_____
14.	_____	_____	_____	_____

**Fax to: 330-394-4006 by Wednesday, February 15, 2012**

**American Home Week**  
**2012 Affiliate of the Year**  
Offered by the Warren Area Board of REALTORS®

Name of Nominee: \_\_\_\_\_

Company: \_\_\_\_\_

Nominated By: \_\_\_\_\_

**Achievements and Contributions**

(Use additional sheet, if needed.)

Local Board Activity: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

Committee Participation: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

Business Professionalism/Credibility: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

Community Activities: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

**\*\*\*SUBMISSION DEADLINE IS NOON ON April 6, 2012\*\*\***

WABOR  
345 High St. NE  
Warren, OH 44481

Winner will be announced at the American Home Week Banquet  
5:30 p.m., April 24, 2012 at Dilucia's Banquet Center on Elm Road

**2012 WALTER D. GRAHAM CIVIC AWARD  
THE WARREN AREA BOARD OF REALTORS®  
NOMINATION FORM**

The Walter D. Graham Civic Award is presented annually to a local REALTOR® who has volunteered his/her time to make a difference in his/her community.

NAME OF NOMINEE: \_\_\_\_\_

OFFICE NAME: \_\_\_\_\_

Number of Years in Real Estate: \_\_\_\_\_

Community/Civic Organizations: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Office(s) held in those Organizations: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Number of Volunteer Hours: \_\_\_\_\_

Please list community services and accomplishments performed in the past years:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**\*\*\*SUBMISSION DEADLINE IS NOON ON April 6, 2012\*\*\***

WABOR  
345 High St. NE  
Warren, OH 44481

The Warren Area Board of REALTORS®  
2012 REALTOR® Of The YEAR Award  
Nomination Form

\_\_\_\_\_  
Name of Nominee

\_\_\_\_\_  
Phone Number

\_\_\_\_\_  
Office Name

\_\_\_\_\_  
Phone Number

**Business & Educational Experience and Conduct**

Years licensed as 'Sales Agent' \_\_\_\_\_, as "Broker" \_\_\_\_\_

Professional Real Estate Designation Held: \_\_\_\_\_

Additional Educational Programs Completed: \_\_\_\_\_

Describe Nominee's Reputation for Service Levels to Clients: \_\_\_\_\_

Describe Nominee's Reputation for Observance of the REALTOR® Code of Ethics: \_\_\_\_\_

Describe Nominee's Reputation for Cooperation with Other Members: \_\_\_\_\_

---

*Local State and National REALTOR® Committees (current or previous) Provide Years of Service*

WABOR Committee Involvement: \_\_\_\_\_

OAR Committee Involvement: \_\_\_\_\_

NAR Involvement: \_\_\_\_\_

RPAC Contribution Levels: \_\_\_\_\_

***Civic/Community Involvement (Please limit any attached supportive documentation to 3 pages only)***

Attach separate documentation listing activities or involvement in civic groups, religious organization, Service clubs, campaigns or political organizations, public office held, service on local planning, zoning Board etc and the respective years of service to each organizations with the nominee's community.

Please describe any other activities not covered in this application that you feel further demonstrates the nominee's professionalism and commitment to the real estate industry and their community.

I affirm that information herein is accurate, to my knowledge: \_\_\_\_\_

I am a "Broker" or "Sales Agent" affiliated with \_\_\_\_\_

**\*\*\*SUBMISSION DEADLINE IS NOON ON April 6, 2012\*\*\***

WABOR  
345 High St. NE  
Warren, OH 44481

The winner will be announced at the American Home Week Banquet on April 24, 2012 and will automatically be submitted for consideration for the 2012 OAR REALTOR® of the Year Award

The Warren Area Board of REALTORS®  
2012 American Home Week  
Medallion Award  
Guidelines and Submission Form

Sponsored by:

**SEVEN SEVENTEEN**  
**credit union**

**GUIDELINES**

1. Medallion Awards will be given to residential & commercial properties with significant improvements.
2. Nominated properties **cannot** be “For Sale” or “For Lease” when submitted.
3. Properties may be resubmitted only if not awarded previously.
4. Nominations may be submitted by AFFILIATE and REALTOR® members.
  - Must be Sold by REALTORS® ONLY.
  - Owners and/or REALTORS® are not eligible to submit nominations for their own properties.
5. All improvements to be included in judging must be completed by the owners for not-for-profit purposes.
6. Properties must be measurably improved or restored both inside and outside.
7. All nomination forms must be submitted with **before** and **after pictures** along with a **detailed outline of improvements**.
8. Winners will be recognized during the 2012 American Home Week Banquet on Tuesday, April 24, 2012.
9. Please submit this completed form and attach to outline with photographs (photos will be returned).

**\*\*\*\*Submit no later than MARCH 31, 2012\*\*\*\***

To: WABOR  
345 High St. NE  
Warren, Ohio 44481

-----  
Property Owner: \_\_\_\_\_

Property Address: \_\_\_\_\_

Directions: \_\_\_\_\_

Nominated by:  
**REALTOR /AFFILATE :** \_\_\_\_\_

Company Name \_\_\_\_\_

The Warren Area Board of REALTORS®  
2012 American Home Week  
Community Pride Award  
Guidelines and Submission Form

Sponsored by:



**GUIDELINES**

1. Community Pride Awards will be given to businesses, organizations or associations who have made **significant contributions to the community.**
2. Businesses, organizations or associations may be resubmitted only if not awarded previously.
3. Nominations may be submitted by Affiliate and Realtor members.
4. All nomination forms must be submitted along with a **summary of community contributions.**
5. Winners will be recognized during the 2012 American Home Week Banquet on Tuesday, April 24, 2012 at DiLucia's Banquet Center on Elm Road at 5:30 p.m.

**\*\*\*\*SUBMIT NO LATER THAN [March 31, 2012](#)\*\*\*\***

TO: WABOR  
345 High St. NE  
Warren, Ohio 44481  
Or: Fax: 330-394-4006

Business/Organization/Association \_\_\_\_\_

Contact Person \_\_\_\_\_

Address: \_\_\_\_\_

Community Contributions: \_\_\_\_\_

\_\_\_\_\_

Nomination **REALTOR /AFFILIATE** and Company Name: \_\_\_\_\_

\_\_\_\_\_



# 2012 AMERICAN HOME WEEK

## Poster Contest

Offered by: Warren Area Board of REALTORS®



Sponsored by:



Theme:

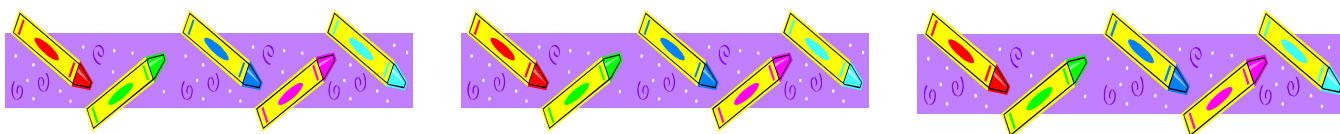
**“Where I want to live when I grow up”**

(Please draw the house and where it will be)

- Entries should be based on the above theme
- Awards are based on originality, color and theme.
- Artwork must be of the student’s concept and creation, no larger than 11” X 17”.
- **1<sup>ST</sup> prize of \$50, 2<sup>nd</sup> prize of \$25** awarded in each grade group.
- Groups are grades 1-2, 3-4 and 5-6.
- Home school students are welcome to compete.
- All entries must have a completed entry form attached.
- For questions, please call **David Zamarelli @ 330-540-5797**
- Entries must be mailed or hand delivered no later than **Friday, March 16, 2012** to:

Warren Area Board of REALTORS  
 345 High Street  
 Warren, Ohio 44481  
 Phone: 330-394-4001

Winners and one parent will be invited to a pizza party at **Chuck E. Cheese** on **Monday, April 23, 2012 @ 6:00 pm.**



\*\*\*\*\*Poster contest entry form— clip here and return bottom portion with entry\*\*\*\*\*

Student’s full name \_\_\_\_\_

Grade \_\_\_\_\_ Teacher’s Name \_\_\_\_\_

School Name \_\_\_\_\_ School Phone # \_\_\_\_\_

NOTE: Entries cannot be considered without parent’s permission.

Parent’s Name \_\_\_\_\_ Phone \_\_\_\_\_

I, \_\_\_\_\_ parent/guardian of \_\_\_\_\_  
 give my permission for the Warren Area Board of REALTORS® to use my child’s name, poster or  
 essay and picture in publications to be distributed by the Warren Area Board of REALTORS®.

**This entry form must accompany your essay**



# 2012 AMERICAN HOME WEEK



## Essay Contest

Offered by: The Warren Area Board of REALTORS®

Sponsored by:



Theme:

“How does Fair Housing help open doors to home ownership”

(Fair Housing is the sale and rental of private housing free of discriminatory practices or policies)

- Entries should be based on the above theme in 500 words or less typed on one page.
- Awards are based on originality and content.
- All essays must be the student’s own ideas
- Cash prizes of 1<sup>st</sup> Place \$300, 2<sup>nd</sup> Place \$200
- All students in grades 7-12 are invited to enter.
- Home school students are welcome to compete.
- All entries must have a completed entry form attached
- For questions, please call Yvonne Smith @ 330-856-7777
- Entries must be faxed, emailed, mailed or hand delivered by March 16, 2012:

Warren Area Board of REALTORS  
 345 High Street NE  
 Warren, Ohio 44481  
 Phone: 330-394-4001 Fax 330-394-4006  
 Email: robertah@wabor.org

Winners and one parent will be invited to join us at our American Home Week celebration and banquet on Tuesday, April 24, 2012 at DiLucia’s Banquet Center on Elm Road at 5:30 PM.



\*\*\*\*\*clip here and return bottom portion with entry\*\*\*\*\*

Student’s full name \_\_\_\_\_

Grade \_\_\_\_\_ Teacher’s Name \_\_\_\_\_

School Name \_\_\_\_\_ School Phone # \_\_\_\_\_

NOTE: Entries cannot be considered without parent’s permission.

Parent’s Name \_\_\_\_\_ Phone \_\_\_\_\_

I, \_\_\_\_\_ parent/guardian of \_\_\_\_\_  
 give my permission for the Warren Area Board of REALTORS® to use my child’s name, poster or  
 essay and picture in publications to be distributed by the Warren Area Board of REALTORS®.

**This entry form must accompany your essay**