

December 2011 Newsletter



REALTOR®: Keys to Success

**The WABOR office will be closed the following days for the holidays:
Friday, December 23, 2011 thru Monday, December 26, 2011
Friday, December 30, 2011 thru Monday, January 2, 2012**

Any payments not postmarked by December 30 or not deposited in the mail slot at the office before the start of business on January 3, 2012 will be assessed the \$50.00 late fee.

SAVE THE DATE ~~~~~ MARK YOUR CALENDARS NOW!

Members of the the Trade Show Committee are busy making plans for the 2012 Trade Show to be held at **Avalon Inn on Tuesday, February 21st**. The Theme is "Casino Royale" Night ~ REALTORS Opening Doors to the Future. Come and Join in the Casino Themed Fun! The Continuing Education Class will feature "Identity and Data Breach Concerns in Real Estate" by Alec Hagerty. It is a core law class. There will be a Costume Contest and President's Choice Booth Award, along with 2nd and 3rd Places. Jim Economus from Saratoga will provide the food and Sam's Club in Niles will provide desserts.

The Committee is looking for Corporate Level Sponsors and Door Prize Donations, as well as Affiliates, Vendors, and Companies to participate in 2012. Call the Board Office at 330-394-4001 to book your booth now, as the locations are reserved on a first come, first serve basis. Registration for CE will be at 12:30 pm and will run from 1:00 to 4:00 pm with free admission into the Trade Show which will run from 4:00 to 7:00 pm. Cost for CE is \$30.00 for WABOR Member and \$35.00 for Non Member. Cost for Trade Show Admission Only is \$10.00 for WABOR Member and \$15.00 to Non Member or Public.

Come and Spend the Evening with the BEST AFFILIATE MEMBERS in the Business!

TRADE SHOW COMMITTEE:
Julie Vugrinovich, Chairman
Jennifer Mullen, Co-Chairman
Joe Miller, John Eaton, Mary Sims,
Michele Lee, Yvonne Smith, Mick Wright,
Roberta Hiller and Shannon Burgraf

Welcome our newest REALTOR® members:
David Cretella—Lakeside Realty
Sylvia Halt—Northwood Realty
Carol Testa—Lakeside Realty

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WE'VE MOVED

South Park Title Agency



New location: 118 E. Market Street

Warren, Ohio 44481
Pat Ballantine, Agent
Phone: 330-373-0210

Happy Holidays! (Paid announcement)

President's Article

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Thank you for the opportunity to serve as your 2011 president. It has been a position that I truly have been humbled and honored to hold.

Thank you to my family, my Northwood Realty office, the best real estate partner (Steve Ferree, 2010 Past President), our hardworking board staff (Shannon & Roberta), the directors and my 2011 chair people. Thank you! Thank You! Thank You!

Thank you for the opportunity to travel to our OAR and NAR meetings. I have brought back invaluable information to help our board:

- Stay fiscally responsible
- Operate within our non-profit guidelines
- Guide future leadership
- Strategic planning ideas and implementation
- Managing and understanding the difference in president/CEO and president.
- Stay up on legislative issues for federal, state and local issues.

Please know that I don't regret all the many hours I volunteered, my goal for the year was twofold.

1. Show the membership "Keys to Success" objectives to increase their business through their membership in the REALTOR® associations.
2. To have a diverse board of directors that will work together to simplify and organize the financial structure of the great organization we call "THE WARREN AREA BOARD OF REALTORS®"

In accomplishing these objectives, the Board of Directors accomplished a great deal this year. To name just a few:

- Agreed upon procedures of accounting
- Established new accounting system
- Updated our office computers
- Budgeted to keep our dues the same for another year!!!!
- Training of staff
- Record giving to RPAC
- Donations to our area non-profits through 50/50 and golf outing
- Continuing Education

None of this has been easy and none of this could have been accomplished if not for the dedication of our many volunteer members.

Keys to Success

My last and final "Key to Success" for you is this....take a piece of blank paper! Think about the following:

- We say that buyers have a hard time envisioning a vacant home...can we envision our own business & profession?
- What does your business look like on your blank sheet of paper for 2012?
- Can you envision something that is actually happening? Sales have increased the last 3 months!

Our business is changing and we need to change or we will be left behind. Don't give up on the professional of whom you have put so much money and energy. Just pick up the phone and call someone, anyone (as long as they are not on the Do not Call List).

Faith and Action work together. Example: Build it and they will come. We must do something to get something!

Continue to build trust and a positive message.

Check out the following headline articles that all say "it is a great time to buy"!

Market watch.com 10/03/11
Wall Street Journal Oct 2011
US News 11/01/11
JP Morgan Oct 2011

You don't get the best from people by building a fire under them; you build the fire in them. Build that fire of positive thinking in yourself and it always makes it way out to those around us.

President's Article

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Where do I go from here?

I have been honored to serve on the following committees:

Ohio Association of REALTORS appointment to:

- State Exec Committee
- EC Liaison to Auction Committee
- EC Liaison to Fair Housing and Cultural Diversity Committee
- Economic Issues & Trends Forum
- Legislative Committee
- Professional Standards Forum

National Association of REALTORS appointed me to:

- Risk Management Committee

WABOR

- Immediate past-president
- Executive Committee
- Strategic Planning Chair
- Golf Committee Chair
- Past-Presidents Chair

If you have any comments or suggestions that I can pass on please email me.

Inspire someone today.

Your 2011 President,

Andrea L. Lipton

Thanks to our retiring board members:

Steve Ferree
2010 President
Northwood Realty

Jim Ditch
Home Mortgage Consultant
Home Savings & Loan

A special thanks to our 2011 Committee Chairpersons:

Fair Housing/Cultural Diversity—Darlene Mink-Crouse
RPAC Committee—Dan Crouse
Legislative/RPAC Committee—Jessie Scott
Trade Show—Julie McAllister-Vugrinovich
Orientation—Andrea Lupton
Education—Pauline Kurtz
Strategic Planning—Stephen Ferree
Nominating—Trudy Mickey
Community Projects—Pat McLean
United Way Fundraiser—Julie McAllister Vugrinovich
Golf Outing—Paul Rezabek
American Home Week—Stephen Ferree
Medallion/Community Pride Awards—Pauline Kurtz
Publicity/Photographer—John Rossi
Grievance—David Zamarelli
Professional Standards—Marlin Palich
CRIS/NEOHREX—Jayne Fenstermaker
Banquets/Dinner—Kathy Cunningham and Jeanette Franks
Bylaws/Policy—Yvonne Smith
Member Services—John Rossi

Warren Area Board of REALTORS® United Way Campaign 2011

Give ~ Advocate ~ Volunteer ~ Live United ... The United Way
Julie Vugrinovich, Chairman



As we "kick off" the holiday season, please remember to help support our local Trumbull County United Way and various programs. The Warren Area Board of REALTORS Members have been instrumental in assisting the United Way through the years, and now, more than ever, your help is needed in our community. Please consider making an individual donation or join forces in your office to make a donation this year.

A Pizza Party will be awarded to the office that collects and makes the highest dollar amount of donations to The 2011 WABOR United Way Campaign.

I have been visiting our Trumbull County Realtor and Affiliate Offices and have all the forms, brochures, donation sheets, and information you will need. Feel free to contact me at 330-770-9806 to visit your office or email information to you. We will wrap up our Campaign by December 31, 2011. Contact Julie to pick up your donations.

You may know someone who has been helped or touched by the many services and programs provided through United Way. You will also recognize many of the Community Investment Programs and Service Providers that are available including:

*Goodwill Industries
Salvation Army – Warren Corps
Someplace Safe Emergency Shelter
YWCA of Warren
Catholic Charities Regional Agency
Community Solutions
Girl Scouts of NE Ohio
Niles Community Services
United Methodist Community Center
American Red Cross of Mahoning Valley
Big Brothers, Big Sisters of Mahoning Valley*

*Trumbull Mobile Meals
SCOPE of Trumbull County
YMCA of Trumbull County
Boy Scouts of America
Children's Rehabilitation Center
Community Legal Aid Services
Hands on Volunteer Network
Potential Development Program
Youngstown Hearing & Speech Center
Warren-Youngstown Urban League*

Notes from the WABOR Office

Update on Freddie Mac Short Sale Addendum.

To watch a video on the updates, click the link below:

<http://link.brightcove.com/services/player/bcpid1465406675?bctid=1290337881001>

Merry Christmas and Happy New Year to everyone.. This has been an exciting and rewarding year and we look forward to 2012.

Shannon and Roberta

A bracelet was found at the Trumbull Country Club after the RPAC Appreciation Luncheon. If you are missing a bracelet, please contact the WABOR office at 330-394-4001.

Supra Keyboxes are being sold for \$25.00 until December 31, 2011. See page 6 for order form and additional information.

MLS Information

Starting 11/1/2011, Internet Explorer 7 will no longer be supported by Rapattoni MLS, which means that Rapattoni will no longer guarantee that NEOHREX will work properly in IE 7 and NORMLS, CRISMLS, and Rapattoni will not handle support calls related to IE 7 browser issues. Internet Explorer 8 and Internet Explorer 9 will continue to be compatible with the MLS. Both of these versions of Internet Explorer can be downloaded for free by visiting <http://microsoft.com/ie> and selecting the "Download" page. Upgrading your current web browser to one of these two supported versions of Internet Explorer will result in a more secure and better performing platform for using and viewing the MLS. In addition to Internet Explorer, Rapattoni MLS is also compatible.

2012 HBA Housing Awards of Excellence Announcement

The prestigious HBA Housing Awards of Excellence Program will return in 2012! This program is designed to recognize excellence among builders, remodelers, developers, real estate agents, landscapers and other associate members to promote quality and distinction in new construction, remodeling, interior/exterior design, outdoor living and marketing initiatives.

All entries must be completed between October 1, 2011 & September 30, 2012 to be eligible.

The category list has not been finalized. We would like to have your input. In the meantime, here is a sample of previous categories:

- New Homes built From under \$125,000 to over \$2,000,000 and up
 - Single Family Detached Home or Villa (Platted, PUD or Association)
 - Single Family Attached as well as Multi-Unit
- Remodeling & Design categories of \$15,000 through \$150,000 and up
 - Kitchens, Bathrooms, Room Additions, Media rooms and Recreation Design
 - Landscape Design, Interior Design, Exterior Elevations/Appeal, and more
- Best Outdoor Living Space for patios, swimming pools, landscape and more
- Sales & Marketing Program
 - Website, Print Media, TV, Radio, and more

If you are interested in receiving an application to participate or have any questions, please contact the HBA Office at [330-965-9779](tel:330-965-9779)



Our heartfelt condolences go out to:
Jackie Salvato on the death of her mother

KEYBOX SALE

The Warren Area Board of REALTORS®
is offering KeyBoxes to members at a cost of
\$25.00 each

Please send the quantity you would like
to purchase along with your payment to
the WABOR office.

Price is available until December 31, 2011



* * * * *

Name or Company _____

Number Boxes _____ @ \$25.00 ea. Total _____

Please send payment to:
Warren Area Board of REALTORS
345 High Street NE
Warren, OH 44481

Payment must be received at the WABOR office before boxes can be picked up.



NEW COURSE NOW AVAILABLE!

Managing Single Family Homes & Small Investment Properties

This course is the result of an exciting collaboration between the Institute of Real Estate Management (IREM) and the National Association of Residential Property Managers (NARPM) that serves as a primer for agents and owners to introduce them to real estate management basics.

Are you spending more time managing properties than selling them? Are you seeking a steady supplemental or primary income? Do you want to learn the right way to manage properties?

Managing Single Family Homes and Small Investment Properties provides a robust curriculum that will guide new and aspiring managers through the essential how-to's, common mistakes and crucial details of navigating this challenging but rewarding profession. There can be risks associated with property management – particularly if you don't know the legal and ethical issues involved. This course will set you on the right path.

Separate yourself from the competition and gain a vital edge over those who don't know or practice the professional methodology that's so valuable to owners, investors and employers.

WHAT YOU WILL LEARN

Management agreement. Requirements for management agreements, state real estate license requirements

Ethics and legal issues. Importance of ethics in property management, fair housing issues, resident-landlord and other laws related to leasing and property management, evictions

Risk analysis. Risk management program, common residential property hazards, insurance types, insurance claims

Maintaining the property. Maintenance guidelines and strategies, major residential maintenance components, working with contractors, creating greener property

Financial tools. Property budgets and trust accounts, cost-benefit analysis, record-keeping and reporting systems

Marketing and leasing. Market analysis, rental rates, advertising showing the space, resident solicitation, screening and selection, residential leases, lease renewal

HOW YOU WILL BENEFIT

- Gain an in-depth understanding of the intricacies of managing single family homes and small investment properties
- Maximize the value and financial potential of the properties you manage
- Secure a reputation as a manager who knows what it takes to lease and manage a property
- Earn the respect of residents and tenants

COURSE FORMATS

- 1 Day Classroom Course
- Self-Paced Online Course

For more information about the course, visit www.irem.org/SFH201

IREM® is an international community of real estate managers across all property types dedicated to ethical business practices and maximizing the value of investment real estate. IREM® offers the CPM® & ARM® credentials to those who meet its education and experience requirements.

NARPM® is an association of real estate professionals who know first hand the unique problems and challenges of managing single-family and small residential properties.



www.irem.org/SFH201



2012 WABOR CALENDAR



Date	Type	Location	Program	Time
1/17/2012	Lunch & CE	Café 422	1 hr. CE	11:30 am
2/21/2012	CE & Trade Show	Avalon Inn	3 hr. CE	1-4 pm CE 4-7 pm trade show
3/20/2012	Lunch & CE	Alberini's	CE	5:30 pm
4/24/2012	Dinner	DiLucia's	American Home Week	5:30 pm
5/1/2012	Lunch	Seven Seventeen	CE	11:30 registration 12-1:15 pm Lunch & Class
6/19/2012	Breakfast	TBD	CE	9:00 am
July	Lunch & Dinner	TBD	Golf Outing	
August	Lunch	TBD	CE	
9/18/2012	Dinner	DiLucia's	RPAC/Election/ PSC Awards	5:30 pm Registration 6:00 pm Dinner
10/16/2012	Lunch	TBD	CE	11:30 am
11/17/2012	Breakfast	TBD	RPAC Appreciation	8:30 am BOD 10:30 am RPAC Appreciation
12/1/2012	Dinner		President's Reception & Installation	

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Atty. Jack C. Lorenzetti, Jr., President

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