

**January 2011**



**REALTOR®: Keys to Success**

**Happy New Year**

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**Warren Area Board of  
REALTORS®**

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# From the Desk of:

Andrea Lupton, President



Happy New Year! I hope your Christmas was blessed.

Thank you to all who attend WABOR's Installation of officers and directors at Trumbull Country Club. A special thank you to the sponsors of the event: **Northwood Realty Services, Title Works Agency, LLC, Dominion Enterprises, Home Savings and Loan, Farm Credit Services, Title Professionals and American Land Title.**

The evening was enjoyed by all in attendance. I did receive a surprise gift at the end of the program; my son Keith spoke some touching words about his mom. Then he called his girlfriend of 4 years up to the front and proposed in front of everyone. A strange thing happened, my sister accidentally started video taping the event instead of taking pictures. If you need a smile, you can view it on YouTube. <http://www.youtube.com/watch?v=wUssDJtgmRU>

## Time Blocking: A Key to Success

Most of us are reactive instead of proactive. Time blocking is a proactive way to help manage your time better.

First block your personal time:

- Schedule a day off each week.

- Schedule a few evenings off each week

- Routine activities: Golf league, Volunteer Work, Kids Games, etc

Next block your work activities:

- 12 Hours a week for new business

- 1 hour a day for administrative

- Flex time

If you don't run your schedule it will run you. Try it for 30 days and see what a difference it makes in your income.

## 2011 REALTOR Events

OAR Winter Conference

January 23 to 25, 2011

Columbus Hilton at Easton

OAR Spring/Legislative Conference

March 27 to 30, 2011

2011 Midyear Legislative Meetings and Trade Expo

May 9 to 11, 2011

Washington, D.C.

OAR Annual Convention

September 11 to 14, 2011

Columbus

2011 REALTORS Conference & Expo

November 11 to 14, 2011

Anaheim, CA

## TAX TIPS

Two tax changes for 2011 are:  
The standard mileage allowance has been raised to 51 cents per mile.  
The social security tax component of the self employment tax for self employed individuals has been lowered for 2011 from 12.4% to 10.4%. The Medicare component has not changed from the 2.9% rate. The social security rate for employees has also been reduced by 2%, but the employer match has not changed.



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### Warren Area Board of REALTORS® Mission Statement

**To enable our members to deliver the highest level of service with the greatest degree of professionalism through:**

**Education and training**

**Dedication to Integrity in the workplace and  
the REALTOR® code of ethics**

**Effective communication**

**Impacting public policy**

**The Warren Area Board of REALTORS® strives to promote the image of the REALTOR® in the community.**

### ***KEEP OUR SERVICE MEN AND WOMEN IN YOUR PRAYERS .***

Specialist Joshua Nutt, son of Janice Nutt of Countrywide Home Mortgage  
Specialist David Mickey, son of Trudy Mickey of Stevens & Associates  
Sgt. Merle Sullivan, son of Ruth West, *former* WABOR manager  
S Sgt. Robb VanDervort, son of Barbara VanDervort of Howard Hanna  
SSgt. Bradley DeRubba, grandson of Ethel Latil of Northwood Realty Services  
Cpl DeRubba SA, grandson of Ethel Latil of Northwood Realty Services  
Lt.Col. Bonnie Rogers, in Iraq. A missionary friend of Karen Jones  
PFC Neal Eaton, son of John and Lana Eaton of Eaton GMAC in Korea for 2 years.

If you wish to send a letter to one of our men or women in the service, please call Trudy Mickey at 330-503-6739 or you can e-mail her at [tmickeyhouse@gmail.com](mailto:tmickeyhouse@gmail.com)

## Notes from the WABOR Office



The Legislative Committee is asking our membership to notify them of any person you may know who is running for an office in the upcoming election. They are also interested in issues that might be on the ballot. We want to make sure we are aware of those who support REALTOR issues and support them financially in their bids for office.

Are you aware that SUPRA regulations do not allow key holders to “Loan” their keys to other REALTORS. There are fines in place that can be assessed both parties when a key is loaned out to another REALTOR.

New Member orientation is scheduled for January 21st at the board office at 345 High Street, Warren. There are a couple of you that must take the class this time around or have services suspended. Please contact the office at 330-394-4001 or via email to [RobinLG@wabor.org](mailto:RobinLG@wabor.org) to confirm your reservation for this all important class.

The Board of Directors has appointed a committee to search for a new Executive Officer. They will meet on January 6th to review applications and begin the process. If you know of anyone with the needed skills; accounting, event planning, public relations and non-profit experience, please have them forward a resume to [karenj@wabor.org](mailto:karenj@wabor.org) BEFORE January 6th.

All dues should be in the office by the time you receive this newsletter. If not, please include the \$50 late fee with your payment as it WILL BE ACCESSED. All dues payments postmarked BEFORE January 1 will be considered on time. Any dues payments dropped in the office mail slot before start of business on Monday, January 3rd will be considered on time.

Along with this newsletter, you are also receiving the 2011 VOLUNTEER SIGN UP SHEET. Please complete the form checking all the areas where you would like to help with the activities of the Warren Area Board of REALTORS and return it to the Board Office via email to [karenj@wabor.org](mailto:karenj@wabor.org) or fax to 330-394-4006. Your help is what makes our events a success.

Also included with this mailing is your updated 2011 Affiliate List. Please refer to it often and recommend our Affiliates to your clients.



Our condolences go out to Dominic and Bernie Marino. Dom's brother passed away in November