



**REALTOR®: Keys to Success**



*RPAC Appreciation Brunch*

*Crumbull Country Club  
600 Golf Drive NE  
Warren, OH*

*Thursday, November 17, 2011  
Sign-in 10:30 am  
Brunch 11:00 am*

**\$15.00** per person for WABOR Members

**\$20.00** per person for Non-WABOR Members

RPAC donors of \$100.00 or more for 2011 are FREE

**DEADLINE FOR RESERVATIONS: 12:00 PM, Monday, November 14, 2011**

**NO RESERVATIONS OR CANCELLATIONS ACCEPTED AFTER DEADLINE!**

**All registrants will be charged unless a cancellation is received prior to the noted reservation deadline or a replacement attendee is noted during check-in for someone with a reservation that is unable to attend.**

**RSVP: [robertah@wabor.org](mailto:robertah@wabor.org)  
Or fax: 330-394-4006**

Welcome our newest REALTOR® members:

Julie Ballesteros, Northwood

Ana Trubarac, Action Realty

Sheri Hess-Manente, Howard Hanna

WABOR is offering KeyBoxes to members at a cost of \$25.00 each  
Price is available until  
December 31, 2011  
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# Warren Area Board of REALTORS® United Way Campaign 2011

**Give ~ Advocate ~ Volunteer ~ Live United ... The United Way**



Please join forces with the Warren Area Board of REALTORS® and The United Way of Trumbull County to create awareness and reach out into the community to make a big impact on helping others, as well as improving the lives of many in Trumbull County.

*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*

How can you help? Your company or office can make a Corporate Pledge or you can make an Individual Donation. Collect money at your weekly office meetings and make an overall Collective Company Donation. Just Do It ! Send a challenge out to all agents in your office to give a certain amount and award a prize to the winner that collects or donates the most to United Way. **\*\*The Challenge Officially Goes Out to ALL WABOR Realtor and Affiliate Offices Alike – A Winning Pizza Party Will Be Enjoyed By the Office That Raises The Highest Amount of Donations to United Way Campaign 2011. Join in the Fun!**

Whether your donation is a \$1.00 or \$100.00, it truly helps to Make a Difference and every dollar counts and is used locally. There is also an incentive to **join the CARING CLUB for \$120 and receive a discount card to be used all year for local businesses ~ restaurants, dry cleaners, florists, pizza shops, and much more. A New Incentive for Campaign 2011 includes Winning a Chance for a Two Year Lease on a 2012 Chevrolet Cruze Courtesy of Diane Sauer Chevrolet when you Donate a \$120 or More This Year.**

The WABOR 2011 UNITED WAY CAMPAIGN will wrap up on Monday, December 19<sup>th</sup>, 2011. Please contact Julie Vugrinovich, 2011 Warren Area Board of Realtors United Way Chairman at 330-770-9806 or [Realtorjulie1@aol.com](mailto:Realtorjulie1@aol.com) to pick up your individual, company, or office donations.

Sending out Sincere Thanks to All for Helping to Shape the Future of Trumbull County and Advancing the Common Good.



## “Why bother voting this year?” by James J. Pirko, Community Columnist

November 8, 2011 is Election Day, when we choose our Mayors, City Councils, Township Trustees, School Boards, and other local elected officials. We also have three statewide issues, plus an assortment of County and local levies asking for our approval.

Traditionally most registered voters do not take the time to cast a ballot during “odd year” elections. In 2009, only 44% voted. In 2007, these decisions were made by 31.5%. The majority allow the rest of us to make these critical decisions that affect the communities where we live.

If you own a home, its value is affected by the quality of services offered by your local government and School District. Ask any Realtor about the significant variation in prices for comparable homes in different communities. A few hundred dollars in property taxes, if properly managed, can result in tens of thousands of dollars in added property values.

Families buy into neighborhoods, communities, and School Districts. They are willing to pay more for their homes, in order to send their children to a school rated as “Excellent.” Better Police and Fire Departments result in safer neighborhoods and lower homeowner insurance premiums. Stronger Zoning, health, and property maintenance regulation enforcement protects home values, by eliminating nuisances that scare away potential home buyers and bring lower buying offers.

Home values were seriously impacted in most of our townships by Trumbull County’s infamous septic tank problems, with homeowners being required to replace septic tanks, which can cost as much as a new car. Our Trumbull County Health Department suffered the disgrace of having the State of Ohio suing and getting a Court Order to correct decades of lax enforcement and the lack of sanitary sewers in old township neighborhoods.

Since then, our Trumbull County Commissioners, working with the Planning Commission and Sanitary Engineer’s office, have funded and built

more sanitary sewers in the past few years than their predecessors built in the past few decades. However, there is so much more that needs to be done, and it will take years (and millions of dollars) to complete all of the needed work.

The current leadership of our Trumbull County Health Department is still “under the thumb” of the State of Ohio, because of decisions made by the people who were elected decades ago. The County Board of Health is elected by the Township Trustees and Mayors from the communities that are included in the General Health District. This is another example of why it is so important to make informed decisions on electing the people who are responsible for providing public services.

The issues to be decided in this election are at least as important as the officials we will elect. Issue 1 would raise the maximum age for Judicial Candidates from 70 to 75, allowing Judges to serve into their eighties. The much-publicized Issue 2 (Senate Bill 5) would seriously limit public employees’ rights to negotiate wages, benefits, and working conditions. This issue raises a debate about whether these employees will continue as the “working middle class,” and how to cut government costs in a chronically-declining economy. Issue 3 is an attempt to remove Ohio from the recently-enacted national health insurance reform. Each of these issues has been passed by the Ohio Legislature, but it is “We The People” who ultimately decide.

The Trumbull County Fair Board is asking for less than a quarter of a mill for one year to improve the County Fairgrounds. Knowing how carefully frugal they are in providing an enjoyable fair to support our local agricultural industry, this is not much to ask. The Trumbull Transit levy would provide a half-mill to continue the successful transportation service for our disabled, senior citizens, and other people needing reliable transportation to work or school.

With early voting and absentee ballots available to every registered voter, there is no excuse for not making your opinion count in this election.



# Notes from the WABOR Office

## New Redesigned eKey Fob Now Available at Supra

You will be delighted with the next generation product design. The new fob is 60% lighter and half the size of the old fob. Battery life is also improved in the new unit.

With eKEY software, use your smartphone as your lockbox key. The fob receives a Bluetooth message from an agent's smart phone and converts it into an infrared signal that can be received by Supra's iBox. Choose from many different iPhone, Android, BlackBerry, Palm OS, Windows Mobile devices. eKEY updates wirelessly so you can do business anywhere.

Two service levels are available: eKEY Basic for basic keybox functions, and eKEY Professional, which enhances the basic functions with business tools such as MLS data in your phone, linking the listings to Google maps, and delivering showing details to your phone.

### Ordering:

To place an order, please email your order to: [customerservice.realestate@fs.utc.com](mailto:customerservice.realestate@fs.utc.com) or call 1-877-699-6787 .

When ordering, please include the following information:

- |                    |   |
|--------------------|---|
| 1. Name of Org/MLS | 5. Indicate you are ordering the new fob        |
| 2. Ship to Address | 6. Order quantity                               |
| 3. Contact Person  | 7. Preferred ship method, if other than Ground. |
| 4. Phone Number    |   |

**Information:** For a complete list of compatible phones and other information.

[www.ekeyprofessional.com/ekeyfob2.html](http://www.ekeyprofessional.com/ekeyfob2.html)

### OHIO REALTOR®

The November 2011 edition of the OHIO REALTOR® marks the end of its current format, as OAR is unveiling a new print publication and enhanced online vehicles. The current newspaper will be transformed into a magazine that is mailed twice a year, supplements by electronic and social media tools that will keep members constantly informed on matters of interest.

Check November's edition for more information.

## 2012 Officers and Directors

President	Real Living Brokers	Yvonne Smith
President Elect	Northwood	Marlin Palich
Past President	Northwood	Andrea Lupton
Treasurer	Howard Hanna	Theresa Liguori-Thompson
Director	William Zamarelli	David Zamarelli
Director	Howard Hanna	Jim Pirko
Director	Northwood	Jayne Fenstermaker
Director	William Zamarelli	Barbara Gleason
Director	Routh-Hurlbert	Dan Crouse
Director	William Zamarelli	Nikki Sullivan
Director	Rossi & Associates	John Rossi
Director	Altobelli Real Estate	Jason Altobelli
Ex Officio Director	William Zamarelli	Fran Cunningham
Ex Officio Director	Scott Realty	Jessie Scott
Affiliate Director	First Place Bank	Joni Everson

# Drive with pride!



You now have the opportunity to let everyone know that you're a proud REALTOR®. . . One that's "Sold in Ohio!"

You can now purchase a specially designed plate featuring the REALTOR® "R" logo. The plates may be used for passenger vehicles, non-commercial trucks, motorcycles, house vehicles and non-commercial trailers.

There is an additional #35 Special Plate fee charged for the plate each year it is renewed. A portion of the fee will go toward the Ohio Association of REALTORS® Property Disaster Relief Fund, which provides assistance in response to crisis situations that arise in the Buckeye State.

For more information, or to purchase the plates online—visit <https://www.oplates.com/> - or at an OBMV Deputy Registrar License Agency.

# 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.



## 2011 WABOR CALENDAR

DATE	TYPE	LOCATION	PROGRAM	TIME
11/17/2011	BOD & RPAC Breakfast	Trumbull Country Club	RPAC Legislative	8:30 am BOD 10:30 am RPAC Appreciation
12/3/2011	Dinner	Trumbull Country Club	Installation (everyone wear red)	6:00 pm Soc Hour 7:00 pm Dinner

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**AMERICAN LAND TITLE AGENCY, INC.**


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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)