

# Library Item Report - Summary By Media Type

Report run on 04/09/08 at 12:55

Status Selected: All Statuses

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Item ID	Title	Media Type	Status	Date Acquired	Late Charge	Capital Cost	Reference	Chked Out
<b>Media Type: BKLT Booklet</b>								
HF00.NAR	2000 Profile of Home Buyers and Sellers	BKLT	C3S2	02/27/03	0.000	0.000		N
HF02.NAR	2002 Nar Profile of Home Buyers and Sellers	BKLT	C3S2	02/27/03	0.000	0.000		N
T170HR.1	Dealing with Conflict and Confrontation (Workbook)	BKLT	C1S3	09/25/95	0.000	0.000		N
HF54385BZ2	Hidden Profits	BKLT	C1S1	07/22/97	0.500	0.000		Y
HF6161JC	How To Create High Impact Designs	BKLT	C1S1	07/12/96	0.500	0.000		N
HF6161JC.5	How to Design Eye-Catching Brochures, Newsletters	BKLT	C1S1	07/12/96	0.500	0.000		N
HF5500 SC2	How To Interview & Hire The Right People	BKLT	C1S1	07/12/96	0.500	0.000		N
VC160MA.1	How to Speak Up, Set Limits and Say No	BKLT	C1S3	10/06/95	0.000	0.000		N
T340MS.1	Managing Your Time, Energy & Relationships	BKLT	C1S2	10/06/95	0.000	0.000		N
HF5500 MS3	Mastering Change Video Workbook	BKLT	C1S1	07/12/96	0.500	0.000		N
120 B	Ohio Basic Building Code	BKLT	C1S1	08/22/96	0.000	85.000		N
T170RB.1	Pleasing Your Hard-to-Please Customers Workbook	BKLT	C1S2	07/28/98	0.000	0.000		N
T162JE.1	Professional Supervision Skills	BKLT	C1S1	07/22/97	0.000	0.000		N
HF5548.5IR	Computer Applications in Proprety Management Accr	BKLT	C3S3	02/21/95	0.500	0.000		N
340NPP	Team Building	BKLT	C1S1	08/02/95	0.000	0.000		N
HG4029NPP	Understanding The Bottom Line	BKLT	C1S1	08/02/95	0.000	0.000		N
<b>Media Type: BOOK Book</b>								
HG4521.PA1	Nothing Down	BOOK	NEW	02/07/06	0.000	0.000		N
HG4521.PA2	Nothing Down	BOOK	NEW	02/07/06	0.000	0.000		N
HG4521.TO	Quality of Earnings	BOOK	NEW	02/08/06	0.000	0.000		N
TH435.HH	Houses	BOOK	NEW	02/08/06	0.000	0.000		N
546K2	Successful Farming By Mail	BOOK	NEW	02/07/06	0.000	0.000		N
HF5721.WW	The Solid Gold Mailbox	BOOK	NEW	02/08/06	0.000	0.000		N
HF616.R3JC	Tested Advertising Methods Fourth Edition	BOOK	NEW	02/08/06	0.000	0.000		N
HF6161.AP	Marketing Your Services	BOOK	NEW	02/08/06	0.000	0.000		N
HF6161.DO	Ogilvy on Advertising	BOOK	NEW	02/08/06	0.000	0.000		N
HF6161.JL	Guerrilla Marketing	BOOK	NEW	02/08/06	0.000	0.000		N
HF6161.R3S	Permission Marketing	BOOK	NEW	02/08/06	0.000	0.000		N
HF5438.D2	Your 1st Year in Real Estate	BOOK	NEW	02/08/06	0.000	0.000		N
HF5438.SD	Pulling You Own Strings	BOOK	NEW	02/07/06	0.000	0.000		N
HF5438.WD	The Sky's the Limit	BOOK	NEW	02/07/06	0.000	0.000		N
HF5438.WN	Getting Past No	BOOK	NEW	02/08/06	0.000	0.000		N
HF5438.DS	The Magic of Thinking Big	BOOK	NEW	02/08/06	0.000	0.000		N
HF5438.H2	Sell Your Home Faster With Feng Shui	BOOK	NEW	02/07/06	0.000	0.000		N
HF5438.NZ	How to Have a Successful Real Este Business	BOOK	NEW	02/08/06	0.000	0.000		N
HF5435.P2	How To Automate For More Listings and Sales	BOOK	NEW	02/07/06	0.000	0.000		N
HD2753.NAR	Real Estate Counseling	BOOK	NEW	02/07/06	0.000	0.000		N
HD2753.WT	Real Estate Exchange and Acquistion Techniques	BOOK	NEW	02/07/06	0.000	0.000		N
BF.CH	The New Talkamatics	BOOK	NEW	02/07/06	0.000	0.000		N
BF.DS	The Magic of Getting What You Want	BOOK	NEW	02/08/06	0.000	0.000		N
HD13494.RI	handbook of property management	BOOK	NEW	02/07/06	0.000	0.000		N
600APS	1997 Uniform Standards of Professional Appraisal Pr	BOOK	C2S4	05/06/97	0.000	0.000		N
750APC	1997/98 Ohio Real Estate Law Handbook	BOOK	C2S3	03/26/98	0.000	0.000		N
750AP	1998/99 Ohio Real Estate Law Handbook	BOOK	C2S3	11/19/98	0.000	0.000		N
370NAR2	2002 Code of Ethics and Arbitration Manual	BOOK	C4S2	00/00/00	0.000	0.000		N
K340N115	A Firm Foundation: Blueprints for Office	BOOK	C3S4	04/11/95	0.000	0.000		N
970REO	A Guide to Managing REO and Receivership Propert	BOOK	C2S4	05/06/97	0.000	0.000		N
1300DH	Consensual Dual Agency: A Practical Approach	BOOK	C2S2	02/21/95	0.500	0.000		N
1300DH2	Buyer Agency	BOOK	C3S3	02/21/95	0.500	0.000	Second Edition	N
1300R190	Agency Disclosure - The Complete Office Policy Guic	BOOK	C3S3	04/11/95	0.000	0.000		N
1300R	Agency Relationships in Real Estate	BOOK	C3S3	04/11/95	0.000	0.000		Y
1300R.1	Agency Relationships in Real Estate	BOOK	C3S3	04/11/95	0.000	0.000		N
250NACCS	Akron Area Map Book	BOOK	C2S3	11/17/95	0.500	4.530		N
675O	The Appraisal of Apartment Buildings	BOOK	C2S1	02/02/95	0.000	0.000	675O	Y
690M	The Uniform Residential Appraisal Report	BOOK	C2S1	02/02/95	0.000	0.000	690M	N
690H	Uniform Residential URAR Appraisal Report	BOOK	C2S1	02/02/95	0.000	0.000	690H	N
170C	The Art of Winning	BOOK	C4S4	09/28/94	0.500	0.000	170C	Y
170C I	Art of Winning	BOOK	C2S1	12/21/94	0.500	0.000	170C I	N
HD1375DK	Breakaway: How to List & Sell Real Estate	BOOK	C3S3	02/23/95	0.500	0.000		N
HF5438MJ.4	Bull's Eye Negotiating	BOOK	C3S3	04/16/03	0.000	0.000		N

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<b>Media Type: BOOK Book</b>								
HF5721.1AJ	Business Building Letters	BOOK	C3S2	08/20/03	0.000	0.000		N
HF5548.5CC	An Easy Course in Using the HP-12C and other HP C	BOOK	C3S3	02/21/95	0.500	0.000		N
HF5438MJ	Championship Selling	BOOK	C3S3	02/22/95	0.500	0.000		N
HF5438MJ.3	Championship Selling	BOOK	C3S3	04/16/03	0.000	0.000		N
370NAR	Code of Ethics and Arbitration Manual	BOOK	C1S1	06/26/95	0.000	0.000		N
970140A1	Commercial-Investment R.E. Marketing & Manageme	BOOK	C1S1	12/08/95	0.000	0.000		N
1205WRRRC	Common Groundwork: Prac. Guide to Protecting Rur.	BOOK	C3S2	02/22/95	0.500	0.000		N
300O	Common Sense Real Estate	BOOK	C2S3	12/21/94	0.500	0.000	300O	N
HD1377	The Condominium Specialist	BOOK	C2S1	12/21/94	0.500	0.000	HD1377	N
1300I152	Core Law Update 1990	BOOK	C3S3	04/11/95	0.000	0.000		N
525R	Creative Listing Handbook	BOOK	C2S4	01/03/95	0.500	0.000	525R	N
1130D182	Cuyahoga Falls 2010 Land Use and Thoroughfare Pl.	BOOK	C3S3	04/11/95	0.000	0.000		N
HF5438.AB1	Diary of a Small Business Owner	BOOK	C3S3	08/20/03	0.000	0.000		N
BJ1725DL	Doing the Right Thing -- Ethical Decision Making	BOOK	C2S1	04/04/96	0.500	0.000		N
HF5438GG	Don't Talk About It--Do It	BOOK	C3S3	02/23/95	0.500	0.000		N
LB507DB	DOS Customized	BOOK	C3S3	08/20/03	0.000	0.000		N
1205M229	Environmental Liability and Real Property Transactio	BOOK	C3S2	04/11/95	0.000	0.000		N
1205P230	Environmental Managment for Real Estate Professio	BOOK	C3S2	04/11/95	0.000	0.000		N
1406BKB	Essentials of General Speech Communication	BOOK	C4S4	01/18/01	0.000	0.000		N
1320RP	Fair Housing for the Real Estate Practitioner	BOOK	C3S2	09/09/96	0.500	24.270		N
1320.2NAR	Fair Housing Handbook	BOOK	C3S3	12/21/98	0.000	0.000		N
HF6438SH	Feng Shui	BOOK	C3S1	04/27/00	0.000	0.000		N
T120DW	Financially Free!	BOOK	C4S2	01/18/01	0.000	0.000		N
970IREM	Forms for Apartment Management	BOOK	C2S4	05/06/97	0.000	0.000		N
785I146	Forms for Apartment Management	BOOK	C3S3	06/01/95	0.000	0.000		N
BF571RB	From The Edge of The World	BOOK	C3S3	08/20/03	0.000	0.000		N
600WLV	Fundamentals of Real Estate Appraisal	BOOK	C3S3	04/12/95	0.500	0.000		N
B750.RFWU	Getting To Yes Negotiating Agreement Without Givin	BOOK	C3S2	08/20/03	0.000	0.000		N
752AR	Giant Steps	BOOK	C3S2	08/20/03	0.000	0.000		N
170CK.2	Give and Take	BOOK	C3S2	04/27/00	0.000	0.000		N
545S	The Guaranteed Sales Plan	BOOK	C2S4	06/01/95	0.000	0.000		N
182F	Handbook of Business Letters	BOOK	C2S2	12/21/94	0.500	0.000	182F	N
1080E119	Heat Pump Manual	BOOK	C3S2	04/11/95	0.500	0.000		N
521ETRB	Home Buying for Dummies	BOOK	C3S2	10/03/01	0.000	0.000		N
520ETRB	House Selling for Dummies	BOOK	C3S2	10/03/01	0.000	0.000		N
1406MC	How Any Woman Can Get Rich Fast in Real Estate	BOOK	C1S4	01/18/01	0.000	0.000		N
970B149	How to Conduct and Analyze R.E. Market & Feasibili	BOOK	C2S3	04/11/95	0.000	0.000		N
525DK	How to List & Sell Real Estate	BOOK	C3S2	07/24/00	0.000	0.000		N
170M	If You Haven't Got the Time to do it Right	BOOK	C2S2	12/21/94	0.500	0.000	170M	N
170LS	Inspirational Leadership	BOOK	C3S2	10/01/02	0.000	0.000		N
1320TM	Kiss, Bow, or Shake Hands	BOOK	C3S3	07/18/01	0.000	0.000		N
240	Land Development	BOOK	C2S2	12/21/94	0.500	0.000	240	Y
170K	Leadershi Factor	BOOK	C2S2	12/21/94	0.500	0.000	170K	N
160D	Leading the Association	BOOK	C2S1	12/21/94	0.500	0.000	160D	N
160D I	Leading the Association	BOOK	C2S1	12/21/94	0.500	0.000	160D I	N
525TM	Listing & Selling Secrets, How to Become a Million \$	BOOK	C2S3	12/08/95	0.500	0.000		N
340	Manager's Guide to Real Estate Marketing	BOOK	C2S3	12/21/94	0.500	0.000	340	N
970BKM	Managing Single-Family Homes	BOOK	C2S4	05/06/97	0.000	0.000		N
760I	Managing the Shopping Center	BOOK	C2S1	02/02/95	0.000	0.000	143	N
970R	Marketing and Leasing of Office Space	BOOK	C3S1	04/17/00	0.000	0.000		N
HF6161.R3A	Marketing Warfare	BOOK	C3S3	02/23/95	0.500	0.000		N
HF6161RD.3	Marketing Warfare	BOOK	C3S4	04/11/95	0.000	0.000		N
HF6161HB.8	Marketing You Scrapbook 2	BOOK	C3S4	04/27/00	0.000	0.000		N
162	Mc Graw-Hill 36-Hour Management Course	BOOK	C2S1	12/21/94	0.500	0.000	162	N
HD1387A224	Measuring the Effects of Hazardous Materials Contar	BOOK	C3S3	04/11/95	0.000	0.000		N
HB202N220	Megatrends 2000	BOOK	C3S3	04/11/95	0.000	0.000		N
300FG	Modern Real Estate Practice in Ohio	BOOK	C1S2	04/12/95	0.000	0.000		N
300J	Money-Making Real Estate	BOOK	C2S3	12/21/94	0.500	0.000	300J	N
750KFW	Ohio Landlord Tenant Law	BOOK	C3S3	04/12/95	0.500	53.000		N
900HCC	Ohio Real Estate Finance	BOOK	C3S4	04/12/95	0.500	0.000		N

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<b>Media Type: BOOK Book</b>								
750KHCC	Ohio Real Estate Law	BOOK	C3S3	04/12/95	0.500	0.000		N
750II	Ohio Real Estate Law	BOOK	C2S4	09/09/96	0.500	0.000		N
750DC	Ohio Real Estate Laws & Rules	BOOK	C2S3	10/18/95	0.000	8.000		N
170E I	Organize Yourself!	BOOK	C2S1	12/21/94	0.500	0.000	170E I	N
1320N186	Passwords and Prejudice	BOOK	C3S3	04/11/95	0.000	0.000		N
560B.2	The Pocket Ad Writer	BOOK	C2S4	02/22/95	0.500	0.000	Third Edition	N
560B	The Pocket Ad Writer for Real Estate Professionals	BOOK	C2S4	01/03/95	0.500	0.000	560B	N
182B	Pocket Library of Letters	BOOK	C2S2	12/21/94	0.500	0.000	182B	Y
HD1387GS	Portable Home Valuation Guide	BOOK	C3S3	02/23/95	0.500	0.000		N
170	Power and Influence	BOOK	C2S1	12/21/94	0.500	0.000	170	N
1405C108	Progress of Women in Real Estate	BOOK	C3S3	04/11/95	0.000	0.000		N
170F I	Pursuit of Growth	BOOK	C2S2	12/21/94	0.500	0.000	170F I	N
970C128	R.E. Marketing Analysis Techniques and Applications	BOOK	C3S2	04/11/95	0.000	0.000		N
HF5500RN	Readings in Management	BOOK	C3S3	01/01/63	0.500	0.000		N
600V	Readings In Market Research for Real Estate	BOOK	C2S1	02/02/95	0.000	0.000	600V	N
1205NAR	Real Estate and the Environment	BOOK	C3S2	02/22/95	0.500	0.000		N
HD1375IBP	Real Estate Desk Book	BOOK	C3S3	02/23/95	0.500	0.000		N
HF5438T216	Real Estate Farming: Campaign for \$uccess	BOOK	C3S3	04/11/95	0.000	0.000		N
900WB	Real Estate Finance	BOOK	C2S3	04/04/96	0.000	0.000		N
900D117	Real Estate Financial Management	BOOK	C3S1	04/11/95	0.000	0.000		N
300D	Real Estate In the '90's a Whole New World Ahead	BOOK	C2S3	12/21/94	0.500	0.000	300D	N
300D.2	Real Estate in the 90's A Whole New World Ahead	BOOK	C1S2	01/18/01	0.000	0.000		N
935WL.1	Real Estate Leasing Practice Manual, Vol. 1	BOOK	C3S2	02/23/95	0.500	0.000	Three-ring binder	N
935WL.2	Real Estate Leasing Practice Manual, Vol. 2	BOOK	C3S2	02/23/95	0.500	0.000	Three-ring binder	N
HF6161RW	Real Estate Marketing System	BOOK	C3S4	04/27/00	0.000	0.000		Y
564M	Real Estate Newsletters Made Simple	BOOK	C2S4	01/03/95	0.500	0.000	564M	N
300AG	Real Estate Principles and Practices	BOOK	C1S1	11/06/96	0.050	0.000		N
300RP	Real Estate Principles and Practices	BOOK	C2S3	04/04/96	0.000	0.000		N
HF5438GL	Real Estate Sales Handbook	BOOK	C3S3	02/22/95	0.000	0.000	10th Edition	N
1300E133	Real Estate Valuation in Litigation	BOOK	C3S3	04/11/95	0.000	0.000		N
515C	The REALTOR'S Role in Relocation	BOOK	C2S4	01/03/95	0.500	0.000	515C	N
HD1375J	The Recruiting Revolution in Real Estate	BOOK	C1S2	12/09/94	0.500	0.000	HD1375J	N
320	Recruiting Sales Associates	BOOK	C2S3	12/21/94	0.500	0.000	320	N
970RSK	Reducing Your Risks	BOOK	C2S4	05/06/97	0.000	0.000		N
500RC	Rehabilitating Apartments	BOOK	C2S4	05/06/97	0.000	0.000		N
170F	Resilience	BOOK	C2S2	12/21/94	0.500	0.000	170F	N
T535GG	The Sales Closing Book	BOOK	C3S4	02/22/95	0.500	0.000	Three ring-binder	N
510K	Sales Negotiating Handbook	BOOK	C2S4	12/27/94	0.500	0.000	510K	N
HF5438RD2	Secrets of Power Negotiating	BOOK	C1S1	06/26/95	0.000	0.000		N
HF5438.1GG	Selling Power's Best	BOOK	C3S3	08/20/03	0.000	0.000		N
510F	Selling Real Estate...Do You Have What it Takes?	BOOK	C2S4	01/03/95	0.500	0.000	510F	N
170SC	Seven Habits of Highly Effective People	BOOK	C2S2	02/22/95	0.500	0.000		N
650H151	Small Residential Income Property	BOOK	C3S2	04/11/95	0.000	0.000		N
510C104	Soft Sell	BOOK	C2S4	04/11/95	0.000	0.000		N
180PN	Speech Smarts	BOOK	C2S2	02/21/95	0.500	0.000	artwork for overhead	N
HF6161HB.2	Star Power	BOOK	C4S4	04/27/00	0.000	0.000		Y
HF6161HB.7	Star Power Club Volume 7	BOOK	C3S4	04/27/00	0.000	0.000		N
HF5500R225	Strategic Planning for the Real Estate Manager	BOOK	C3S3	04/11/95	0.000	0.000		N
970A127	Success Strategies for Investment Real Estate	BOOK	C3S2	04/11/95	0.000	0.000		N
170E	Success with Gentle Art of Verbal Self-Defense	BOOK	C2S1	12/21/94	0.500	0.000	170E	N
900S171	Successful Business Borrowing	BOOK	C3S2	04/11/95	0.000	0.000		N
564K2	Successful Farming	BOOK	NEW	02/06/06	0.000	0.000		N
564K	Successful Farming--By Mail	BOOK	C2S4	01/03/95	0.500	0.000	564K	N
560K	Successful Farming--By Phone	BOOK	C2S4	01/03/95	0.500	0.000	560K	N
HD7293	Summit County Housing Matrix and Related Services	BOOK	C3S3	04/03/98	0.000	0.000	HTF	N
HF5438CG.1	Swim With The Dolphins	BOOK	C3S2	08/20/03	0.000	0.000		N
170F II	Take Control of Your Life	BOOK	C2S2	12/21/94	0.500	0.000	170F II	N
160B	Teaching the Elephant to Dance	BOOK	C2S1	12/21/94	0.500	0.000	160	N
PN6161	The Assertive Advantage	BOOK	C1S1	08/02/95	0.000	0.000		N
525EP	The Best of Bits & Pieces	BOOK	C3S1	10/01/02	0.000	0.000		N

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<b>Media Type: BOOK Book</b>								
HF296T	The Homebuying & Selling Process	BOOK	C3S4	06/04/96	0.500	0.000		N
1273D189	The Impact and Response to Natural Disasters	BOOK	C3S3	04/11/95	0.000	0.000		N
T120TS	The Millionaire Next Door	BOOK	C1S2	01/18/01	0.000	0.000		N
170CK.3	The Negotiating Game	BOOK	C3S3	04/27/00	0.000	0.000		N
HF5438W213	The Power to Change	BOOK	C3S3	04/11/95	0.000	0.000		N
HF6161.DK	The Pricing Illustrator	BOOK	C3S3	04/27/00	0.000	0.000		N
HF5438S218	The Publicity Kit	BOOK	C3S3	04/11/95	0.000	0.000		N
1406JR	The Real Estate Game and How to Win It	BOOK	C4S4	01/18/01	0.000	0.000		N
HF5438.RS	The Real Estate People	BOOK	NEW	02/06/06	0.000	0.000		N
HF5438BG.1	The Road Ahead	BOOK	C3S1	08/20/03	0.000	0.000		N
HF5438DM	The Sales Script Book	BOOK	C1S1	08/15/95	0.000	0.000		N
970LH	The Tenant Retention Solution	BOOK	C2S4	05/06/97	0.000	0.000		Y
170M I	Time Trap	BOOK	C2S2	12/21/94	0.500	0.000	170M I	N
HF5438J226	Training Sales Associates for Success	BOOK	C3S3	04/11/95	0.000	0.000		N
1406AK	Uncle Sam	BOOK	C4S4	01/18/01	0.000	0.000		N
1275E195	Understanding the Small Quantity Generator Hazard	BOOK	C3S3	04/11/95	0.000	0.000		N
4029CC	Up & Running in 30 Days: Make Money Your First M	BOOK	C2S4	04/04/96	0.000	0.000		N
510C	Working with First-Time Buyers	BOOK	C2S4	12/27/94	0.500	0.000	510C	N
HG4029S	Zero-Base Planning and Budgeting.	BOOK	C1S1	06/26/95	0.000	0.000		N
<b>Media Type: CASS Cassette Tapes</b>								
HR5438.DB	Getting Ahead	CASS	NEW	02/07/06	0.000	0.000		N
T525H	How to Master The Art of Listing Real Estate	CASS	C1S2	03/08/95	0.000	0.000	T143	N
BF.BT1	The Psychology of Achievement	CASS	NEW	02/07/06	0.000	0.000		N
BF.BT2	Thinking Big	CASS	NEW	02/07/06	0.000	0.000		N
BF.BT3	The Luck Factor	CASS	NEW	02/07/06	0.000	0.000		N
HF5738.AJ1	Sell to Win Vol. I	CASS	NEW	02/07/06	0.000	0.000		N
HF5438.DC	Proven Real Estate Techniques That Work Today	CASS	NEW	02/08/06	0.000	0.000		N
HF5438.AJ2	List to Win Vol. I	CASS	NEW	02/07/06	0.000	0.000		N
HF5438.AJ3	List to Win Vol. II	CASS	NEW	02/07/06	0.000	0.000		N
HF5438.AJ4	Sell to Win Vol. II	CASS	NEW	02/07/06	0.000	0.000		N
HF5438.BT	The Science of Self-Confidence	CASS	NEW	02/07/06	0.000	0.000		N
T300FW	100 Ways to Make Your Company More Productive	CASS	C1S2	12/09/94	0.500	0.000	T300FW	N
HF5000	101 Ideas to Organize Your Business	CASS	C2S2	09/25/95	0.000	29.950		N
T301RP	101 Ways to Promote Yourself	CASS	C1S2	03/15/00	0.000	0.000		Y
TFH5000N3	1991 Annual Convention Tape Set #3	CASS	C1S2	12/09/94	0.500	0.000	TFH5000N3	N
THF5000N2	1991 Annual Convention Tape Set #4	CASS	C1S2	12/09/94	0.500	0.000	THF5000N2	N
THF5000N32	1991 Annual Convention Tape Set #5	CASS	C1S2	12/09/94	0.500	0.000	THF5000N32	N
THF5000H4	1991 Annual Convention Tape Set #6	CASS	C1S2	12/09/94	0.500	0.000	THF5000H4	N
THF5000N5	1991 Annual Convention Tape Set #7	CASS	C1S2	12/09/94	0.500	0.000	THF5000N5	N
THF5000N6	1991 Annual Convention Tape Set #8	CASS	C1S2	12/09/94	0.500	0.000	THF5000N6	N
THF5000N1	1991 Annual Convention Tape Set #9	CASS	C1S2	12/09/94	0.500	0.000	THF5000N1	N
HF5100N1	1999 National Convention - Tape Set #1	CASS	C1S4	01/07/00	0.000	0.000		N
HF5100N2	1999 National Convention - Tape Set #2	CASS	C1S4	01/07/00	0.000	0.000		N
HF5100N3	1999 National Convention - Tape Set #3	CASS	C1S4	01/07/00	0.000	0.000		N
HF5100N4	1999 National Convention - Tape Set #4	CASS	C1S4	01/07/00	0.000	0.000		N
HF5100N5	1999 National Convention - Tape Set #5	CASS	C1S4	01/07/00	0.000	0.000		N
NRC053.ERC	2000 National Relocation Conference	CASS	C1S4	02/27/03	0.000	0.000		N
NRC054.ERC	2001 Global Workforce Conference	CASS	C1S3	02/27/03	0.000	0.000		N
T170SII	50 Ways to Double Your Production, Vol II.	CASS	C1S1	12/08/94	0.500	0.000	T170SII	N
T170SI	50 Ways to Double Your Production, Vol. 1	CASS	C1S1	12/08/94	0.500	0.000	T170SI	N
T5438B	90 Day Listing Success Program	CASS	C1S3	12/07/94	0.500	0.000	T5438B	N
T170HA	Achieving Excellence	CASS	C1S2	12/09/94	0.500	0.000	T170HA	N
T525MF	Action Workshop for the '90s, Volume 1	CASS	C1S2	03/18/99	0.000	0.000		N
T525MF.2	Action Workshop for the '90s, Volume 2	CASS	C1S2	03/18/99	0.000	0.000		N
T525MF.3	Action Workshop for the '90s, Volume 3	CASS	C1S2	03/18/99	0.000	0.000		N
HF5438JS	Advanced Listing and Selling Strategies	CASS	C1S1	03/18/99	0.000	0.000		N
T970BHZ	Advice For The Impatient Investor	CASS	C1S1	07/30/97	0.500	0.000		N
T340RD2	America's Top Managers Learn Management Ideas fr	CASS	C1S1	02/21/95	0.500	0.000		N
T340RD2.1	America's Top Managers	CASS	C1S1	02/21/95	0.500	0.000	Volume 2	N
T525R	America's Foremost Sales Philosopher	CASS	C1S2	12/09/94	0.500	0.000	T525R	N

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<b>Media Type: CASS Cassette Tapes</b>								
K1300NAR	Anti-Trust & Real Estate	CASS	C1S1	02/16/96	0.000	0.000		N
K1300	Antitrust and Real Estate	CASS	C1S1	02/12/96	0.000	0.000		N
T170KA	The Art of Negotiation	CASS	C1S1	12/08/94	0.500	0.000	T170KA	N
T525W	The Art of Prospecting	CASS	C1S2	12/09/94	0.500	0.000	T525W	N
THF5438R	The Art of Sales Management	CASS	C1S2	12/09/94	0.500	0.000	THF5438R	N
T970W	The Art of Working With Investors	CASS	C1S2	12/09/94	0.500	0.000	T970W	N
T525W 2	The Art of Working With Sellers	CASS	C1S2	12/09/94	0.500	0.000	T525W 2	N
T170RA	Assertiveness Training for Professionals	CASS	C1S1	12/08/94	0.500	0.000	T170RA	N
T162MJ	Assistants Assistance	CASS	C1S2	07/28/98	0.000	0.000		Y
T525RB	Best of Course 201 Listing Strategies for the Residen	CASS	C1S2	12/09/94	0.500	0.000	T525RB	N
T320RB	The Best of RS Course 203	CASS	C1S2	12/09/94	0.500	0.000	T320RB	N
T170FB	Beyond Service: The Personal Touch	CASS	C1S1	12/08/94	0.500	0.000	T170FB	N
THF5500R	Bottom Line Management	CASS	C1S3	12/07/94	0.500	0.000	THF5500R	N
T170PB	Burns on Fire - Ignite Your Business	CASS	C1S2	07/28/98	0.000	0.000		N
T1300LH	Buyer Agency	CASS	C1S1	06/26/95	0.000	0.000		N
T170FC	Camelot	CASS	C1S1	12/08/94	0.500	0.000	T170FC	N
T500SL.1	Career Success Vocabulary Cassettes Volume 2	CASS	C1S2	00/00/00	0.000	0.000		N
T500SL.2	Career Success Vocabulary Cassettes Volume 2	CASS	C1S2	07/02/98	0.000	0.000		N
1300HB	Clearing the Buyer Agency Maze	CASS	C1S1	07/28/98	0.000	0.000		N
T535J	The Closing Machine	CASS	C1S2	12/09/94	0.500	0.000	T535J	N
HF5438.10	Competitive Listing Strategies	CASS	C1S1	07/28/98	0.000	0.000		N
THF5500CRB	The CRB Management Series: Recruiting Tapes	CASS	C1S2	02/21/95	0.500	0.000		N
HF5438RF	Daily Mental Workout	CASS	C1S1	08/02/95	0.000	0.000		N
T525DK.2	Dare to be There: Power Prospecting	CASS	C1S2	04/27/00	0.000	0.000		N
T170HR	Dealing with Conflict and Confrontation	CASS	C1S3	09/25/95	0.000	59.950		N
T162EH	The Difference That Makes a Difference	CASS	C1S2	02/21/95	0.500	0.000		N
T170RM	Effective Listening	CASS	C1S3	09/25/95	0.000	59.950		Y
T170CK	Effective Negotiating	CASS	C1S2	04/27/00	0.000	0.000		N
T300FE	Effective Real Estate Management	CASS	C1S2	12/09/94	0.500	0.000	T300FE	Y
T170SP	Effective Telephone Selling	CASS	C1S2	10/01/02	0.000	0.000		N
K1275N	Environmental Hazards	CASS	C1S1	11/08/94	0.500	0.000	K1275N	N
K1320N	Fair Housing Act Amendments of 1988	CASS	C1S1	11/08/94	0.500	0.000	K1320N	N
K500R	The Fundamentals of Practical Real Estate Brokerage	CASS	C1S2	12/09/94	0.500	0.000	K500R	N
HF5438.12B	Get the Listing Priced Right	CASS	C1S1	04/27/00	0.000	0.000		N
HF5438.12	Get the Listing...Priced Right	CASS	C1S1	07/28/98	0.000	0.000		N
T170KBSB	Gung Ho!	CASS	C1S2	10/01/02	0.000	0.000		N
HF54385BZ1	Hidden Profits	CASS	C1S1	07/22/97	0.500	0.000		N
HF5415	Hope With a Plan	CASS	C1S1	07/28/98	0.000	0.000		N
T170B 2	How to Deal With Difficult People	CASS	C1S1	12/08/94	0.500	0.000	T170B 2	N
T170B3	How to Deal With Difficult People	CASS	C1S2	10/01/02	0.000	0.000		N
T170L	How to Delegate Work and Ensure It's Done Right	CASS	C1S1	12/08/94	0.500	0.000	T170L	Y
T525SA	How to Generate 50% More Listings, Sales & Closed	CASS	C1S3	03/18/99	0.000	0.000		N
T170S	How To Get Results With People	CASS	C1S1	12/08/94	0.500	0.000	T170S	N
T340FW	How to Hire Up to 7 Experienced Agents in 8 Weeks	CASS	C1S3	07/28/98	0.000	0.000		Y
HF5500 SC	How To Interview & Hire The Right People	CASS	C1S1	07/12/96	0.500	0.000		N
T525JB	How to List 19 Homes Out of 20 Presentations	CASS	C1S3	05/06/97	0.000	0.000		Y
T170B	How to Listen Powerfully	CASS	C1S1	12/08/94	0.500	0.000	T170B	N
T510H	How to Master the Art of Selling Real Estate	CASS	C1S2	12/09/94	0.500	0.000	T510H	N
T170BT	How to Master Your Time	CASS	C2S2	03/18/99	0.000	0.000		Y
T170BT.2	How to Master Your Time	CASS	NEW	02/06/06	0.000	0.000		N
T170DK	How to Negotiate in Tough Situations	CASS	C1S2	07/28/98	0.000	0.000		N
HF5438RD	How to Sell a Home Every Day	CASS	C3S3	02/22/95	0.500	0.000		N
HF5438NC	Insight	CASS	C1S1	03/18/99	0.000	0.000		N
T170KI	Instant Results	CASS	C1S3	12/07/94	0.500	0.000	T170KI	N
HF5438JS.3	Joe Stumpf's Listing Presentation	CASS	C1S1	03/18/99	0.000	0.000		Y
HF5438EN	Lead the Field	CASS	C1S3	07/02/98	0.000	0.000		N
T170HL	Leadership Training	CASS	C1S1	12/08/94	0.500	0.000	T170HL	N
T525FL	Listing and Selling for Higher Production	CASS	C1S1	11/08/94	0.500	0.000	T525FL	N
T525FL.2	Listing and Selling for Higher Production	CASS	C1S3	04/27/00	0.000	0.000		N
T525FL.4	Listing and Selling for Higher Production-Volume 3	CASS	C1S2	04/27/00	0.000	0.000		N

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T525FL.3	Listing and Selling for Higher Production-Volume 2	CASS	C1S2	04/27/00	0.000	0.000		N
T525J	The Listing Machine	CASS	C1S2	12/09/94	0.500	0.000	T525J	N
512LI	Listing Magic Two	CASS	C1S1	12/08/94	0.500	0.000	512LI	N
T120GR	Making Big Bucks With Builders	CASS	C1S1	05/06/97	0.000	0.000		N
T340MS	Managing Your Time, Energy & Relationships	CASS	C1S2	10/06/95	0.000	0.000		N
THP5438H	Master of the Art of Listening	CASS	C1S3	12/07/94	0.500	0.000	THP5438H	N
T525DK	Master Your Listing Presentation	CASS	C1S1	04/27/00	0.000	0.000		N
HF5438.11	Mastery of the Game of Selling	CASS	C1S1	07/28/98	0.000	0.000		N
T170BT2	Maximum Achievement	CASS	C1S2	10/01/02	0.000	0.000		N
T170M	Memory Power	CASS	C1S1	12/08/94	0.500	0.000	T170M	N
HF296NAR.1	1994 NAR Annual Convention	CASS	C2S1	02/21/95	0.500	0.000		N
HF296NAR.2	1994 NAR Annual Convention	CASS	C2S1	02/21/95	0.500	0.000		N
T170JD	Negotiate Like the Pros	CASS	C1S2	09/25/95	0.000	79.950		N
T162P	The New Masters of Excellence	CASS	C1S1	12/08/94	0.500	0.000	T162P	N
1300OAR	Ohio Agency: The Next Generation	CASS	C2S1	05/09/97	0.000	0.000		N
T300B	The One Minute Manager, Live!	CASS	C1S2	12/09/94	0.500	0.000	T300B	Y
K525J	The One Minute Sales Person	CASS	C1S2	12/09/94	0.500	0.000	K525J	N
T170RB	Pleasing Your Hard-to-Please Customers	CASS	C1S2	07/28/98	0.000	0.000		N
HF5438JS.2	Powerful Telephone Techniques	CASS	C1S1	03/18/99	0.000	0.000		N
HF5438JS.5	Preparation Program	CASS	C1S4	04/27/00	0.000	0.000		Y
T160SC	Principle-Centered Leadership	CASS	C2S1	02/22/95	0.500	0.000		N
T160HB.2	Principles of Teleprospecting	CASS	C1S2	04/27/00	0.000	0.000		N
1300NAR	Property Disclosure	CASS	C1S2	02/21/95	0.500	0.000	Booklet	N
T162JE	Professional Supervision Skills	CASS	C1S1	07/22/97	0.500	0.000		N
T160SP	Professional Telephone Skills	CASS	C1S1	11/08/94	0.500	0.000	T160SP	N
T525EB	Prospecting for Profits	CASS	C1S2	04/27/00	0.000	0.000		N
HF5438FW.1	Protecting Your Commission	CASS	C1S2	07/28/98	0.000	0.000		N
HF5438MJ.2	Real Estate Sales-The Championship Way	CASS	C3S3	02/22/95	0.500	0.000		N
LB.1RMNI	The Real Estate Success Series	CASS	C3S3	02/22/95	0.500	0.000	Workbook included	N
LB.2RMNI	The Real Estate Success Series	CASS	C3S3	02/22/95	0.500	0.000	Workbook included	N
T170K	The Runaway Clock	CASS	C1S1	12/08/94	0.500	0.000	T170K	N
T162CS	Salary Negotiation	CASS	C1S1	11/08/94	0.500	0.000	T162CS	N
T170D	The Secrets of Power Negotiating	CASS	C1S1	12/08/94	0.500	0.000	T170D	N
HF5438ZZ	See You at the Top	CASS	C1S3	07/02/98	0.000	0.000		N
HF5438T529	The Phantom of the Theatre	CASS	C1S2	02/21/95	0.500	0.000		N
HF5438T526	The Salesperson	CASS	C1S2	02/21/95	0.500	0.000	RF1.2	N
T525Z	Sell Your Way to the Top	CASS	C1S2	12/09/94	0.500	0.000	T525Z	N
HF5438T527	The Prospect	CASS	C1S2	02/21/95	0.500	0.000	RF1.3	N
HF5438T528	The Product	CASS	C1S2	02/21/95	0.500	0.000	RF1.4	N
HF5438T525	Redefining the Stage: Act I	CASS	C1S2	02/21/95	0.500	0.000	RF1.1	N
T525FS	Service Managing the Moments of Touch	CASS	C1S2	12/09/94	0.500	0.000	T525FS	N
T170.3SC	Seven Habits of Highly Effective People	CASS	C1S2	08/20/03	0.000	0.000		N
T170SC	Seven Habits of Highly Effective People	CASS	C2S1	02/22/95	0.500	0.000		N
T162K	Soaring To New Heights in Real Estate	CASS	C1S1	11/08/94	0.500	0.000	T162K	N
T162DS	Speak to Win	CASS	C1S1	12/08/94	0.500	0.000	T162DS	N
HF6161HB.6	Star of the Month Club	CASS	C1S3	04/27/00	0.000	0.000		N
HF6161HB.3	Star of the Month Club	CASS	C1S4	04/27/00	0.000	0.000		N
HF6161HB.9	Star Power Club 97	CASS	C1S4	04/27/00	0.000	0.000		N
HF6161HB.5	Star Power Club 98	CASS	C1S4	04/27/00	0.000	0.000		Y
HF6161HB.4	Star Power Club Volume 8	CASS	C1S4	04/27/00	0.000	0.000		N
K320N	Stigmatized Property	CASS	C1S1	11/08/94	0.500	0.000	K320N	N
T340RD1	Successful Office Management A Complete Manager	CASS	C1S1	02/21/95	0.500	0.000		N
T170ZZ	Success and the Self-Image	CASS	C1S2	10/01/02	0.000	0.000		N
T170RP	Success is a Choice	CASS	C1S2	10/01/02	0.000	0.000		N
HF5438FW.3	Sweathogs	CASS	C1S1	03/18/99	0.000	0.000		N
HF5438.14	Take the BO Out of FSBO	CASS	C1S1	07/28/98	0.000	0.000		N
HF5438.14B	Take the BO Out of FSBO	CASS	C1S1	04/27/00	0.000	0.000		N
HG4029HB	Taking Charge of Your Tommorrow	CASS	C2S2	09/25/95	0.000	0.000		N
T162S	Team Building	CASS	C1S1	12/08/94	0.500	0.000	T162S	N
T170JM	The Art of Mingling	CASS	C1S1	10/01/02	0.000	0.000		N

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<b>Media Type: CASS Cassette Tapes</b>								
T1300BB	The Complete Buyer Audio Tapes System	CASS	C1S1	04/27/00	0.000	0.000		N
HF5438TP	The Excellence Challenge	CASS	C1S3	07/02/98	0.000	0.000		N
K500RB.2	The Fundamentals of Practical Real Estate Brokerage	CASS	C1S2	03/18/99	0.000	0.000		N
T510HB	The Inside Scoop	CASS	C1S4	09/25/95	0.000	0.000		N
T1452LI	The Lococca Tapes An Autobiography	CASS	C2S3	07/02/98	0.000	0.000		N
T512.SV	The Neuropsychology of Self-Discipline	CASS	C1S4	03/18/99	0.000	0.000		N
T1300K	The Paper Trail	CASS	C1S1	06/26/95	0.000	0.000		N
T510JC	The Power of Effective Listening	CASS	C1S1	08/02/95	0.000	0.000		N
T513.1BT	The Psychology of Selling	CASS	C1S3	08/20/03	0.000	0.000		N
T513.1BT2	The Psychology of Selling	CASS	NEW	02/06/06	0.000	0.000		N
T512.2DW	The Psychology of Winning	CASS	C1S3	07/02/98	0.000	0.000		N
T170 VQ	The Relaxation Experience	CASS	C1S1	07/12/96	0.500	0.000		N
T170SC2	This is Your Life--Not a Dress Rehearsal!	CASS	C1S3	02/27/02	0.000	0.000		N
T162P 2	Thriving on Chaos	CASS	C1S1	12/08/94	0.500	0.000	T162P 2	N
T162HB	Time for Assistants	CASS	C1S3	10/18/95	0.000	125.000		Y
T170S 2	Time Management for Secretaries and Administrative	CASS	C1S1	12/08/94	0.500	0.000	T170S 2	N
T170FI 2	Turning Obstacles Into Opportunities	CASS	C1S1	12/08/94	0.500	0.000	T170FI 2	N
T170FI	Turning Relocation Into Profits	CASS	C1S1	12/08/94	0.500	0.000	T170FI	N
T510AR	Unlimited Power	CASS	C1S1	08/02/95	0.000	0.000		N
HF5438FW	What Every For Sale By Owner Should Know	CASS	C1S1	07/28/98	0.000	0.000		Y
K525SA	What To Say To Buyers	CASS	C1S1	11/08/94	0.500	0.000	K525SA	N
K525S	What To Say To Sellers	CASS	C1S1	11/08/94	0.500	0.000	K525S	N
HF5548.5PN	Windows 95 Made Easy	CASS	C2S2	09/25/95	0.000	0.000	also comes with disk	N
HF5438T116	Winning the FSBO Listing Race	CASS	C3S3	04/11/95	0.000	0.000		N
HF5438JG	Winning Your Competitor's Best People	CASS	C1S1	03/18/99	0.000	0.000		N
510JS	Working With Buyers	CASS	C1S3	03/18/99	0.000	0.000		N
T170HC	You Can Negotiate Anything	CASS	C1S2	10/01/02	0.000	0.000		N
<b>Media Type: CD CD-Rom</b>								
HF5548PC.D	Discovering the Internet	CD	C1S1	07/12/96	0.500	0.000		N
T-III.2	T-III 3.5B CD-ROM VERSION	CD	C1S1	07/10/00	0.000	0.000		N
3.5BT-III	T-III 3.5B MLS Software CD-Rom	CD	C4S3	07/24/00	0.000	0.000		N
TIII.35	T-III CD Rom Version 3.5b	CD	C3S3	07/14/00	0.000	0.000		N
T-III 3.5B	T-III MLS CD-ROM VERSION 3.5B	CD	C1S1	07/10/00	0.000	0.000		N
TIII.31	T-III MLS Version 3.4A	CD	C1S3	04/28/98	0.000	0.000		N
TIII.32	T-III MLS Version 3.4A	CD	C1S3	04/28/98	0.000	0.000		N
TIII.33	T-III MLS Version 3.5B	CD	C4S3	04/28/98	0.000	0.000		N
T-IIIMLS	T-III MLS Version 3.5c	CD	C4S2	10/30/00	0.000	0.000		N
T-IIIMLS2	T-III MLS Version 3.5c	CD	C4S2	10/30/00	0.000	0.000		N
T-IIIMLS3	T-III MLS Version 3.5c	CD	C4S2	10/30/00	0.000	0.000		N
TIII.30	T-III Multimedia MLS	CD	C1S4	11/14/96	5.000	0.000	Version 3.2	N
TIII.4	T-III Multimedia MLS	CD	C1S4	11/14/96	5.000	0.000	Version 3.2	N
TIII.20	T-III Multimedia MLS	CD	C1S4	11/14/96	5.000	0.000	Version 3.2	N
TIII.21	T-III Multimedia MLS	CD	C1S4	11/14/96	5.000	0.000	Version 3.2	N
TIII.22	T-III Multimedia MLS	CD	C1S4	11/14/96	5.000	0.000	Version 3.2	N
TIII.23	T-III Multimedia MLS	CD	C1S4	11/14/96	5.000	0.000	Version 3.2	N
TIII.24	T-III Multimedia MLS	CD	C1S4	11/14/96	5.000	0.000	Version 3.2	N
TIII.25	T-III Multimedia MLS	CD	C1S4	11/14/96	5.000	0.000	Version 3.2	N
TIII.26	T-III Multimedia MLS	CD	C1S4	11/14/96	5.000	0.000	Version 3.2	N
TIII.27	T-III Multimedia MLS	CD	C1S4	11/14/96	5.000	0.000	Version 3.2	N
TIII.28	T-III Multimedia MLS	CD	C1S4	11/14/96	5.000	0.000	Version 3.2	N
TIII.29	T-III Multimedia MLS	CD	C1S4	11/14/96	5.000	0.000	Version 3.2	N
TIII.12	T-III Multimedia MLS	CD	C1S4	11/14/96	5.000	0.000	Version 3.2	N
TIII.13	T-III Multimedia MLS	CD	C1S4	11/14/96	5.000	0.000	Version 3.2	N
TIII.14	T-III Multimedia MLS	CD	C1S4	11/14/96	5.000	0.000	Version 3.2	N
TIII.15	T-III Multimedia MLS	CD	C1S4	11/14/96	5.000	0.000	Version 3.2	N
TIII.16	T-III Multimedia MLS	CD	C1S4	11/14/96	5.000	0.000	Version 3.2	N
TIII.17	T-III Multimedia MLS	CD	C1S4	11/14/96	5.000	0.000	Version 3.2	N
TIII.18	T-III Multimedia MLS	CD	C1S4	11/14/96	5.000	0.000	Version 3.2	N
TIII.19	T-III Multimedia MLS	CD	C1S4	11/14/96	5.000	0.000	Version 3.2	N
TIII.2	T-III Multimedia MLS Version 3.5B	CD	C4S3	11/14/96	0.000	0.000	Version 3.5B	N

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<b>Media Type: CD CD-Rom</b>								
TIII.3	T-III Multimedia MLS Version 3.5B	CD	C4S3	11/14/96	0.000	0.000	Version 3.5B	N
TIII.5	T-III Multimedia MLS Version 3.5B	CD	C4S3	11/14/96	0.000	0.000	Version 3.5B	N
TIII.6	T-III Multimedia MLS Version 3.5B	CD	C4S3	11/14/96	0.000	0.000	Version 3.5B	N
TIII.7	T-III Multimedia MLS Version 3.5B	CD	C4S3	11/14/96	0.000	0.000	Version 3.5B	N
TIII.8	T-III Multimedia MLS Version 3.5B	CD	C4S3	11/14/96	0.000	0.000	Version 3.5B	N
TIII.9	T-III Multimedia MLS Version 3.5B	CD	C4S3	11/14/96	0.000	0.000	Version 3.5B	N
TIII.1	T-III Multimedia MLS Version 3.5B	CD	C4S3	11/13/96	0.000	0.000	Version 3.5B	N
TIII.10	T-III Multimedia MLS Version 3.5B	CD	C4S3	11/14/96	0.000	0.000	Version 3.5B	N
TIII.11	T-III Multimedia MLS Version 3.5B	CD	C4S3	11/14/96	0.000	0.000	Version 3.5B	N
<b>Media Type: DISC Computer Diskettes</b>								
HF48.5C1	cris.udm	DISC	C1S4	02/03/97	0.000	0.000		N
HF48.5C2	cris.udm	DISC	C1S4	02/03/97	0.000	0.000		N
HF48.5 D1	Datainp.exe	DISC	C1S1	02/15/97	0.000	0.000		N
HF48.5 D2	Datainp.exe	DISC	C1S1	02/15/97	0.000	0.000		N
HF48.5 D3	Datainp.exe	DISC	C1S1	02/15/97	0.000	0.000		N
TKF	The Paper Trail	DISC	C1S2	12/09/94	0.500	0.000	TKF	N
HF5548.6SS	SuperAGENT Suite	DISC	C1S1	02/12/96	0.000	0.000		N
HF5548.7SS	SuperAGENT Suite	DISC	C1S1	02/12/96	0.000	0.000		N
HF5548.8SS	SuperAGENT Suite	DISC	C1S1	02/12/96	0.000	0.000		N
<b>Media Type: MISC MIXTURE OF MEDIA TYPES</b>								
600M	The Appraisal of Real Estate	MISC	C3S1	01/31/95	0.000	0.000	600M	N
605A	Capitalization Theory and Techniques- Study Guide	MISC	C3S1	01/31/95	0.000	0.000	605A	N
VC1320	Fair Housing in the '90's	MISC	C2S1	12/21/94	0.500	0.000	VC1320	N
K500N	From Buyer Beware to Broker Take Care	MISC	C1S2	12/09/94	0.500	0.000	K500N	N
K510R	The Real Estate Executive Series, Group Dynamics &	MISC	C1S1	12/08/94	0.500	0.000	K510R	N
K162R	The Real Estate Executive Series, One-on-One Com	MISC	C1S1	12/08/94	0.500	0.000	K162R	N
K162R2	The Real Estate Executive Series, Recruiting	MISC	C1S1	12/08/94	0.500	0.000	K162R2	N
HF6161HB	Star Power Your Scripts to Success	MISC	C1S4	04/27/00	0.000	0.000		N
HF5438JS.4	Taking Control	MISC	C3S4	04/27/00	0.000	0.000		N
<b>Media Type: PER Periodical</b>								
785K	Practical Apartment Management	PER	C2S1	02/02/95	0.000	0.000	142	N
<b>Media Type: RPT Technical Report/Study</b>								
1205AB	Ground-Fault Circuit-Interrupter (GFCI) Technical Re	RPT	C3S2	02/22/95	0.500	0.000		N
1205HUD	Lead-based Paint Hazard Reduction Grant Program	RPT	C3S3	02/22/95	0.500	0.000		N
<b>Media Type: VID Video tape</b>								
512.3OAR	Sources of Business	VID	C2S1	10/19/99	0.000	0.000		N
512.3OAR#5	"Listing I"	VID	C2S1	10/28/99	0.000	0.000		N
VC1400M	2008 an Interview	VID	C1S3	12/07/94	0.500	0.000	VC1400M	N
VC510Z	5 Steps to Successful Selling	VID	C1S3	12/07/94	0.500	0.000	VC510Z	N
HD1341.DK	8 Steps to Buying a Home	VID	C2S3	08/11/98	0.000	0.000		N
VC1300T	An Accidental Agency	VID	C1S3	12/07/94	0.500	0.000	VC1300T	N
VC162H	Achieving Excellence	VID	C1S3	12/07/94	0.500	0.000	VC162H	N
VC560B 2	Ad Writing	VID	C1S3	12/07/94	0.500	0.000	VC560B 2	N
VC560B.2	Ad Writing--How to Write R.E. Ads	VID	C2S2	07/24/00	0.000	0.000		N
VC560EB.2	Advertising--How to Advertise for Results	VID	C2S2	07/24/00	0.000	0.000		Y
VC560B	Advertising-How To Advertise For Results	VID	C1S3	12/07/94	0.500	0.000	VC560B	N
K315NK112	AntiTrust and Real Estate	VID	C3S4	04/11/95	0.000	0.000		N
VC170CA	Assertive Communication Skills for Women	VID	C2S2	10/01/02	0.000	0.000		Y
NAC250CR	Becoming Good Neighbors	VID	C2S3	02/27/03	0.000	0.000		N
VC320CII	The Best of Career Track Vol. II	VID	C1S3	12/07/94	0.500	0.000	VC320CII	N
VC320CI	The Best of CareerTrack Vol. 1	VID	C1S3	12/07/94	0.500	0.000	VC320CI	N
VC500N	Broker's Office in the Year 2000	VID	C1S3	12/07/94	0.500	0.000	VC500N	Y
VCHD1383S	Broker's Post Licensing	VID	C1S3	12/07/94	0.500	0.000	VCHD1383S	N
VC510H	Building a Clientele	VID	C1S3	12/07/94	0.500	0.000	VC510H	N
512.3 #8	Buyers: Presenting Offers/Negotiating	VID	C1S3	06/01/95	0.000	0.000		N
VC170C	Communication and Win Win Win	VID	C1S3	12/07/94	0.500	0.000	VC170C	N
VC340CS	Conflict Management Skills for Women	VID	C1S3	10/01/02	0.000	0.000		N
VC370R	Developing An In-House Agency Disclosure Policy	VID	C1S3	12/07/94	0.500	0.000	VC370R	N
VC370S	Developing an In-House Agency Disclosure Policy	VID	C1S3	12/07/94	0.500	0.000	VC370S	N
HF5548PC.V	Discovering the Internet	VID	C1S1	07/12/96	0.500	0.000		N

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<b>Media Type:</b>	<b>VID Video tape</b>							
VC5438DK	Expired Listing	VID	C2S2	04/27/00	0.000	0.000		N
VCK5438K.1	Expired Listing	VID	C1S1	08/02/95	0.000	0.000		N
HF6161RD	Four Weeks to Success!	VID	C4S4	04/12/95	0.000	0.000		N
HF6161.RD	Four Weeks to Success!	VID	C1S1	06/26/95	0.000	0.000		Y
HF5548.5P	Getting Acquainted with Your Computer, Vol. 1	VID	C1S4	09/25/95	0.000	0.000		N
HF5548.5P2	Getting Acquainted with Your Computer, Vol. 2	VID	C1S4	09/25/95	0.000	0.000		N
VC170BI	Getting Things Done Vol. 1	VID	C1S3	12/07/94	0.500	0.000	VC170BI	N
VC170BII	Getting Things Done Vol. II	VID	C1S3	12/07/94	0.500	0.000	VC170BII	N
HF5438 ZZ	Goals	VID	C1S1	07/12/96	0.500	0.000		N
VCHD1387A	Hidden Factors: Environmental Risk Evaluation and t	VID	C1S3	12/07/94	0.500	0.000	VCHD1387A	N
VC55Y3TK6	House Hunting	VID	C1S1	08/02/95	0.000	0.000		N
VC1320JWA	How to Deal With Cultural Diversity in the Work Place	VID	C1S1	07/22/97	0.500	0.000		N
HF6161JC.1	How to Design Eye-Catching Brochures, Newsletters	VID	C1S1	07/12/96	0.500	0.000		N
HF6161JC.2	How to Design Eye-Catching Brochures, Newsletters	VID	C1S1	07/12/96	0.500	0.000		N
HF6161JC.3	How to Design Eye-Catching Brochures, Newsletters	VID	C1S1	07/12/96	0.500	0.000		N
HF6161JC.4	How to Design Eye-Catching Brochures, Newsletters	VID	C1S1	07/12/96	0.500	0.000		N
T162FP1	How to Hire - How to Fire	VID	C1S1	07/22/97	0.500	0.000		N
T162FP2	How to Hire - How to Fire, Vol.2	VID	C1S1	07/22/97	0.500	0.000		N
T162FP3	How to Hire - How to Fire, Vol.3	VID	C1S1	07/22/97	0.500	0.000		N
HF5438.2RB	How to List Expired Listings	VID	C1S1	11/04/99	0.000	0.000		Y
T170DK.2	How to Negotiate in Tough Situations	VID	C2S3	04/27/00	0.000	0.000		N
HF5438RB	How to Prospect and List	VID	C1S1	11/04/99	0.000	0.000		Y
HF5438RB.2	How To Prospect and List	VID	C2S3	02/27/03	0.000	0.000		Y
VCK5438K.2	How to Select A Real Estate Agent	VID	C1S1	08/02/95	0.000	0.000		N
VCK5438DK2	How to Select a Real Estate Agent	VID	C2S2	04/27/00	0.000	0.000		N
VC160MA	How to Speak Up, Set Limits and Say No	VID	C1S3	10/06/95	0.000	0.000		N
VC340AR	Life Management Systems	VID	C2S2	10/01/02	0.000	0.000		N
HF5500 MS1	Mastering Change	VID	C1S1	07/12/96	0.500	0.000		N
HF5500 MS2	Mastering Change	VID	C1S1	07/12/96	0.500	0.000		N
HF5438 JK	Mission Success	VID	C1S1	07/12/96	0.500	0.000		N
VC125B	Now is the Time for Akron	VID	C1S3	12/09/94	0.500	0.000	BC125B	N
1300OAR.1	Ohio Agency: The Next Generation	VID	C2S2	07/02/98	0.000	0.000		N
1300OAR.2	Ohio Agency: The Next Generation	VID	C2S2	07/02/98	0.000	0.000		N
VCKF1	The Paper Trail, Vol. 1	VID	C1S2	12/09/94	0.500	0.000	VCKF1	N
VCKF2	The Paper Trail, Vol. 2	VID	C1S2	12/09/94	0.500	0.000	VCKF2	N
VCKF3	The Paper Trail, Vol. 3	VID	C1S2	12/09/94	0.500	0.000	VCKF3	N
VCKF4	The Paper Trail, Vol. 4	VID	C1S2	12/09/94	0.500	0.000	VCKF4	N
HF5438 CB	Partnering: The Key to Customer Loyalty	VID	C1S1	07/12/96	0.500	0.000		N
VC170R	Personal Safety for Real Estate Professionals	VID	C1S3	12/07/94	0.500	0.000	VC170R	N
VC160W	Phone Power Video	VID	C1S3	12/07/94	0.500	0.000	VC160W	N
HF5439RB	Power Visual Listing Presentation	VID	C2S4	02/27/03	0.000	0.000		N
HF5438.DK	Preparing Your Home to Sell	VID	C2S3	08/11/98	0.000	0.000		N
VCK5438DK	Pricing Your Home to Sell	VID	C2S2	04/27/00	0.000	0.000		Y
VCK5438K.4	Pricing Your Home To Sell	VID	C1S1	08/02/95	0.000	0.000		N
VC370VC122	Promise of Performance, Pt 1	VID	C1S1	06/01/95	0.000	0.000		N
VC370VC123	Promise of Performance, Pt 2	VID	C1S1	06/01/95	0.000	0.000		N
T525EB.2	Prospecting--How to Overcome the Fear!	VID	C2S2	07/24/00	0.000	0.000		N
VC525B	Prospecting-How to Overcome the Fear	VID	C1S3	12/07/94	0.500	0.000	VC525B	N
512.3 #10	Real Estate Success Series Telephone Techniques, I	VID	C1S3	04/21/95	0.500	0.000		N
512.3 #7	Real Estate Success Series Telephone Techniques	VID	C1S3	04/21/95	0.500	0.000		N
VC1050O	The REALTOR Connection	VID	C1S3	12/07/94	0.500	0.000	VC1050o	N
VC1010A	Residential Construction	VID	C1S3	12/07/94	0.500	0.000	VC1010A	N
VC750A	Residential Inspection	VID	C1S3	12/07/94	0.500	0.000	VC750A	N
VC1411N	RPAC: Making a Difference	VID	C1S3	12/07/94	0.500	0.000	VC1411N	N
VC170B	Self Promotion--How to Promote	VID	C2S1	10/13/98	0.000	0.000		N
V170B.2	Self Promotion--How to Promote Yourself	VID	C2S2	07/24/00	0.000	0.000		N
K5438TK.5	Selling "By Owner"	VID	C1S1	08/02/95	0.000	0.000		N
K5438TK.6	Selling By Owner	VID	C2S2	04/27/00	0.000	0.000		N
HD1341 JT	Stop Inspection Nightmares	VID	C2S2	09/25/95	0.000	0.000		N
VC180BA	Team Skills for Meeting Together	VID	C1S1	07/22/97	0.000	0.000		N

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<b>Media Type: VID Video tape</b>								
512.31 #8	Telephone Techniques, II: Outgoing Calls	VID	C1S3	06/01/95	0.000	0.000		N
VC5438 DK	The Mentor Series: Buyer Counseling	VID	C2S2	09/25/95	0.000	199.000	5 tape set	N
VC5438 DK2	The Mentor Series: Listing Presentation	VID	C2S2	09/25/95	0.000	199.000		N
VC5438 DK4	The Mentor Series: Obtaining the Buying Decision	VID	C2S2	09/25/95	0.000	199.000		N
VC5438 DK3	The Mentor Series: Pricing Presentation	VID	C2S2	09/25/95	0.000	199.000		N
VC5438 DK5	The Mentor Series: Presentation & Negotiation	VID	C2S2	09/25/95	0.000	199.000		N
HE5234.JM	Timeline: A History of Community Development Polic	VID	C2S2	08/04/03	0.000	0.000		N
VC1320C	Vama in Action	VID	C1S3	12/07/94	0.500	0.000	VC1320C	N
HF6161.R3	Video Power: Creating Your Video Brochure	VID	C2S1	02/22/95	0.500	0.000	Workbook included	N
HD1378ML	The Video Workshop on Real Estate Negotiating	VID	C4S3	02/22/95	0.500	0.000		Y
HD1378ML.1	The Video Workshop on Commercial Real Estate	VID	C4S3	02/22/95	0.500	118.750		N
HD1378ML.2	The Video Workshop on Commercial Real Estate	VID	C4S3	02/22/95	0.500	118.750		N
HD1378ML.3	The Video Workshop on Commercial Real Estate	VID	C4S3	02/22/95	0.500	118.750		Y
HD1378ML.4	The Video Workshop on Commercial Real Estate	VID	C4S3	02/22/95	0.500	118.750		N
HD1378ML.5	The Video Workshop on Commercial Real Estate	VID	C4S3	02/22/95	0.500	118.750		N
HD1378ML.6	The Video Workshop on Commercial Real Estate	VID	C4S3	02/22/95	0.500	118.750		N
HD1378ML.7	The Video Workshop on Commercial Real Estate	VID	C4S3	02/22/95	0.500	118.750		N
HD1378ML.8	The Video Workshop on Commercial Real Estate	VID	C4S3	02/22/95	0.500	118.750		N
HD1341RB	Working With an Agent Buying a Home	VID	C1S1	11/04/99	0.000	0.000		N
VCK5438K.3	Your Open House	VID	C1S1	08/02/95	0.000	0.000		N