



# REALTOR'S® Ink

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Consolidation Info  
Pages 17-19

Helping Make People  
More Successful

Akron Area Board of  
REALTORS®

#### VISION:

An organization  
dedicated to the  
excellence and  
advancement of the  
real estate profession.

#### MISSION

#### STATEMENT:

To provide members  
with resources and  
services to conduct an  
ethical, professional,  
and profitable business,  
to foster cooperation  
among members and  
to be the advocate for  
the real estate  
industry.

## 2010 RPAC Auction Dancing with the REALTORS®

### Featuring Dancers:

**Arne Englehart  
(Howard Hanna)  
& Tiffany Abril  
(Cutler Real Estate Staff);  
Sandy LoCascio (Stouffer Realty) &  
Steve Spinelli (Howard Hanna);  
Laurie Morgan Schrank (Keller  
Williams Chervenik Realty)  
& her husband Gary;  
and Ron Ho (Howard Hanna)  
& Lisa Mayle**



**Who:** REALTORS® Political Action Committee

**What:** 2010 RPAC Auction, Dancing with the REALTORS®

**When:** Thursday, April 29, 2010 from 6 - 9 p.m.

**Where:** St. Joseph's Party Center, 610 West Exchange St.

**Why:** To strengthen the voice of REALTORS® and have fun

**Tickets are only \$20 - Price includes: Dinner, Dessert,  
REALTOR® Dancing Competition, Live & Silent Auction  
and plenty of fun!**

## Reservation form on page 4.

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# REALTOR'S® Ink

The official publication of the  
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Phone: 330.434.6677 - Fax: 330.434.4641

Web site: [www.AABOR.com](http://www.AABOR.com)

E-mail: [Info@AABOR.com](mailto:Info@AABOR.com)

Sandy Naragon, Executive Editor  
Carrie Snyder, Editor

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# President's Pen

## Candidates Reception a Success

By Beth Rodgers,  
President



Last month I said "If  
Real Estate is your  
Professional – Politics  
is your Business!"

More than 30 AABOR  
members took that to heart and  
attended the AABOR's Meet the  
Candidates Reception held March  
23rd at the Board. Those present had  
the opportunity to meet and talk to  
two candidates for the 27th District  
of the Ohio State Senate, Frank  
Comunale (D) and Frank LaRose  
(R).

The race for the 27th District of the  
Ohio State Senate is for an open  
seat. State Senator Kevin Coughlin  
currently holds the seat and is  
unable to run in 2010 because of  
term limits. District 27 encompasses:  
a large portion of Summit County,  
including Boston Heights, Cuyahoga  
Falls, Fairlawn, Hudson, Macedonia,  
Munroe Falls, Northfield, Peninsula,  
Reminderville, Richfield, Silver Lake,  
Stow and Twinsburg, and part of  
Akron.

In addition to having the chance  
to speak one-on-one with the  
candidates, AABOR members also  
enjoyed an impromptu debate with  
questions from the audience. Based  
on the feedback from the candidates  
and our members we will be doing  
more events like this in the future.

**Make Your Reservation Today for  
the RPAC Auction – Dancing with  
the REALTORS®**

You don't want to miss the 2010

RPAC Auction – Dancing with the  
REALTORS®, Thursday, April 29  
from 6 to 9 p.m. at St. Joseph's Party  
Center (new location). In addition  
to the live and silent auction, there  
will also be a dancing competition  
with AABOR members – Dancing  
Couples include: Steve Spinelli  
(Howard Hanna) and Sandy  
LoCascio (Stouffer Realty); Laurie  
Morgan Schrank (Keller Williams  
Chervenik Realty) and her Gary;  
Arne Englehart (Howard Hanna)  
and Tiffany Abril (Cutler Real Estate  
Staff); and Ron Ho (Howard Hanna)  
and Lisa Mayle. They are hard at  
work perfecting their routines. This  
is a can't miss event! Make your  
reservations today – reservation form  
on page 4.

## Fair Housing Month

April is recognized as Fair Housing  
Month. Please take a few minutes to  
visit NAR's Fair Housing information  
at <http://www.realtor.org/government/affairs/diversity/fairhousing>.

## Rebuilding Together Day – April 24

AABOR members will have the  
opportunity to strengthen  
our community this month by  
volunteering for Rebuilding Together.  
Rebuilding Together is a  
volunteer-driven, non-profit  
organization, that assists low-income  
elderly and disabled homeowners  
with critical home repairs to ensure  
their homes are warm, safe and  
dry. This year marks AABOR's 15th  
year of involvement with Rebuilding  
Together. Event day is Saturday, April  
24. For more information see page  
10.



# RPAC...

## ***An investment in your livelihood!***

In these challenging times, there's one thing you can count on...that your REALTORS® Political Action Committee (RPAC) will be working hard to protect your interests, as well as those of property owners throughout Ohio. For more than four decades, RPAC has been your voice, protecting private property rights and supporting the free enterprise system. Consider:

### Fiscal Year 2010-2011 Ohio Budget

- The Ohio Department of Commerce proposed increasing application fees for REALTORS® seeking their license to \$75 from \$49. OAR objected to the dramatic hike and worked out an agreeable compromise of \$60.
- The Ohio Department of Commerce also proposed increasing the renewal fees for REALTORS® to \$60 from \$39. OAR again voiced opposition and reached agreement of a new fee of \$45.
- The Ohio Department of Commerce proposed increasing renewal fees for Brokers to \$75 from \$49. We agreed to a \$60 fee.

### Fiscal Year 2006-2007 Ohio Budget

- Gov. Bob Taft proposed that a statewide one mil transfer tax be implemented on all real estate transfers. Ohio has never had a statewide transfer tax; instead only assessing one mil at the county level and permitting counties (by a vote of commissioners) to add a maximum of three additional mils. OAR strongly opposed this proposal and was successful in having it removed from the budget.
- Gov. Taft proposed a Commercial Activity Tax, a tax on business receipts including real estate commissions. As proposed the tax would have applied to the commission at each instance it was paid from the originating Broker down to the salesperson, conceivably taxing the same commission four times. OAR's strong objection resulted in having it amended to tax only that portion of the commission as it is ultimately retained after all divisions, resulting in extremely limited instances of the taxes' application on REALTORS®.

### Fiscal Year 2004-2005 Ohio Budget

- Gov. Taft proposed an expansion of Ohio's sales tax to include real estate commissions. OAR strongly opposed the proposal and was successful in having the proposal removed.

### Fiscal Year 2003-2004 Ohio Capital Budget

- The Ohio Department of Administrative Services proposed language that would allow them to act as a real estate agent in all transactions involving properties owned or purchased by the state of Ohio. It would have entitled them to collect half of the real estate commission in any such transaction. OAR opposed and successfully had the provision removed. Subsequent legislation was passed to prohibit this activity.

Visitability Initiative -- Proposed legislation that would require that all new construction adhere to visitability standard, including zero step entrance from driveway or public sidewalk, all interior doors provide 31.75" of unobstructed passage, and a half bath on the main floor, among other requirements. OAR's opposition was instrumental in the proposal never being introduced.

House Bill 257 -- Amendment to prohibit a REALTOR® from recommending home inspectors or home inspection companies to clients. OAR opposed and it failed in committee.

House Bill 491 -- Require the installation of fire extinguishers and carbon monoxide detectors in residential building and rental units and to amend the property disclosure form to require notice and to prohibit transfer unless compliance is established. OAR opposed and it failed in committee.

House Bill 361 -- Land Installment Contracts -- Require a written appraisal and ASHI prepared home inspection prior to the execution of the contract and require the contract to be recorded. OAR opposed and it failed in committee.

The Ohio Department of Insurance introduced a rule eliminating affiliated business arrangements, which would have eliminated the 49 percent rule allowing REALTORS® to own a part of title agencies. OAR's opposition resulted in the rule being removed.

Senate Bill 148 -- Require County Recorders to impose a \$2 image fee for documents accessed electronically. This fee would significantly increase costs for REALTORS®, members of the public and especially title companies. In addition it would increase the cost of closing and increase the time necessary to complete a closing. OAR's opposition resulted in the fee not being imposed.

House Bill 231 -- Ohio Department of Health was granted authority to implement new rules for household sewage treatment systems, which would have limited consumers to only installing the most expensive systems. OAR successfully lobbied for a moratorium on the proposed rules and is continuing to work on new rules that would protect property owners from exorbitant costs yet meet our shared goal of protecting Ohio's environment.



# Invest in RPAC today!

# REALTORS® Political Action Committee Auction

## Dancing with the REALTORS®

### Featuring Dancers:

Arne Englehart  
(Howard Hanna)  
& Tiffany Abril  
(Cutler Real Estate Staff);  
Sandy LoCascio  
(Stouffer Realty)  
& Steve Spinelli  
(Howard Hanna);  
Laurie Morgan Schrank  
(Keller Williams Chervenik Realty)  
& her husband Gary; and  
Ron Ho  
(Howard Hanna)  
& Lisa Mayle



Live & Silent Auction  
Dancing Competition  
Dinner  
& Plenty of FUN!

Who: REALTORS® Political Action Committee  
What: 2010 RPAC Auction, Dancing with the REALTORS®  
When: Thursday, April 29, 2010 from 6 - 9 p.m.  
Where: St. Joseph's Party Center, 610 West Exchange St.  
Why: To strengthen the voice of REALTORS® and have fun

Tickets are only \$20 - Price includes: Dinner, Dessert, REALTOR® Dancing Competition,  
Live & Silent Auction and plenty of fun!

### 2010 RPAC Auction Reservation Form

Please return to AABOR, P.O. Box 1663, Akron, Ohio 44309. Fax: (330) 434-4641

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

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

Daytime Phone: \_\_\_\_\_ File No: \_\_\_\_\_

I would like to purchase \_\_\_\_\_ tickets at \$20 each. Please make checks payable to AABOR.

I would like to donate \_\_\_\_\_ to be auctioned.

Credit Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Cardholder Name: \_\_\_\_\_ Visa \_\_\_\_\_ MasterCard \_\_\_\_\_

Cancellations must be made 48 hours in advance in writing to receive a refund.

Do you have any disabilities which require special accommodation, including the provision of auxiliary aids and services? If so, please identify:

Contributions are not deductible for Federal income tax purposes. RPAC contributions are voluntary and used for political purposes. You may refuse to contribute without reprisal or otherwise affecting your membership rights. Seventy percent of your contribution goes to your State Association to support state and local political candidates. Thirty percent is sent to National RPAC to support Federal candidates against your limits under 2 U.S.C. 441a.

# Your Community is a Reflection of You

Reflect on the Value of Fair Housing



NATIONAL ASSOCIATION OF REALTORS®

*The Voice for Real Estate*

Real Strength.  
Real Advantages.

## April is Fair Housing Month

April 2010 marks the 42nd anniversary of the 1968 landmark Fair Housing Act. Each year REALTORS® recognize the significance of this event and reconfirm our commitment to upholding fair housing law as well as our commitment to offering equal professional service to all in their search for real property.

Visit [http://www.realtor.org/government\\_affairs/diversity/fairhousing](http://www.realtor.org/government_affairs/diversity/fairhousing) to view NAR'S 2010 Fair Housing information.

# Welcome New Members!



**YOU CAN PUT  
ALL OF YOUR  
EGGS IN ONE  
BASKET FOR  
YOUR BUYERS'  
INSURANCE  
NEEDS.**

**YOUR CLIENTS  
WILL BE  
TREATED WITH  
INTEGRITY,  
COURTESY AND  
TRUST.**



**ANGELA KURLICH**



1125 Triplett Blvd  
Akron OH 44306  
330.773.6673  
Angela@angleinsurance.com

AABOR extends a cordial welcome to the following members: **Tameka Quinn**, Howard Hanna; **Christine Corbett**, Coldwell Banker Hunter Realty; **Cynthia Middendorf**, Carolyn Riley Realty; **Greg Jay**, Kremer Realty; **Henry Armstrong**, Howard Hanna; **Cheryl Duncan**, Salchak Realty; **Joanna Chorak**, DeHoff REALTORS; **Vicki LeHigh**, Transaction Realty. Affiliates: **Scott Karpinsky**, Iron Dog Inspections

## NEW OFFICES

Rubber City Realty  
942 Kenmore Blvd.  
Akron, OH 44313  
330-745-9034  
FAX: 330-745-9036  
Broker: **Helen Turchin**

RE/MAX Keystone  
4131 W. Streetsboro Road, Ste H  
Richfield, OH 44285  
330-659-0650

## TRANSFERS

**Yvonne Highley**, RE/MAX Keystone, Richfield  
**Tom McCombs**, Century 21 HomeStar  
**Dominic Picione**, RE/MAX Keystone, Richfield  
**Pamela Piersall**, RE/MAX Keystone, Richfield  
**Wendy Richardson**, RE/MAX Keystone, Richfield  
**Joseph Sean Richardson**, Keller Williams Chervenik Realty  
**Christopher Thomas**, Keller Williams Chervenik Realty  
**Celeste Tolbert**, Crossroads Management and Realty  
**Allie Wims, Jr.**, Russ Neal Real Estate & Management



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Tony Tilelli #201080

# SALE!

# SUPRA I-Boxes



*Members must be active AABOR Supra key users, or become new key holders, in order to participate in the sale.*

*New AABOR Supra key users receive 1 free I-Box! Call 330.434.6677 ext. 124 for more information.*

**1 Box - \$18** plus tax

**2 or more Boxes - \$15** plus tax



**Don't miss out on this GREAT DEAL! Supra I-Boxes are now being sold for just \$18 plus tax (one box), or \$15 plus tax (two or more boxes) - while supplies last. This sale is open to all AABOR members with an active AABOR Supra key. Supra I-Boxes are regularly \$84 plus tax.**

**Call the Board today at 330.434.6677 ext. 124, to order your I-Boxes or for information about getting a Supra key. Or, use the order form below. Fax orders to 330.434.4641. AABOR will confirm when boxes are ready for pick up. AABOR Supra hours are 9 a.m. - noon; and 2 p.m. - 4:30 p.m.**

Supra I - Box Order Form - Must be an active AABOR Supra key holder to purchase Supra lockboxes.

Keyholder Name \_\_\_\_\_

License Number \_\_\_\_\_

Supra Key Serial Number \_\_\_\_\_

(7 digit serial number on back of ActiveKey)

I would like to order \_\_\_\_\_ Supra I-Boxes (1 Box - \$18 plus tax, 2 or more Boxes - \$15 plus tax).

Shackle code for I-Boxes \_\_\_\_\_ (Can be the same as your Supra key pin code).

Daytime phone number \_\_\_\_\_ Email \_\_\_\_\_

AABOR will contact you via phone or email when your Supra I-Boxes are ready for pick up.

# Money Back on REALTOR® Visa

Do you have a REALTOR® branded Chase Platinum Visa card? The card offers a low APR, no annual fee, and a rewards program, NAR members applying for the card online receive an \$80 statement credit, a value equivalent to the annual NAR membership dues, after the first purchase.

For more information on the REALTOR® branded Chase Platinum Visa card visit [www.REALTOR.org](http://www.REALTOR.org). Select REALTOR® Benefits on the left side of the page. Click on **Financial**.

The REALTOR® Benefit page at [www.REALTOR.org](http://www.REALTOR.org) also lists other discount and special programs for NAR members in a wide range of areas including: marketing, technology, insurance & warranties, educational tools, office solutions, travel and the [www.REALTOR.org/store](http://www.REALTOR.org/store). Check it out today!

# Contact AABOR Staff

To reach AABOR Staff directly call 330.434.6677 and use the extension numbers below. Email addresses are also listed.



Sandy Naragon,  
Chief Executive Officer - 126  
[Sandy.Naragon@AABOR.com](mailto:Sandy.Naragon@AABOR.com)

Sherry Waples,  
Executive Director of Member Services - 125  
[Sherry.Waples@AABOR.com](mailto:Sherry.Waples@AABOR.com)

Carrie Hummel Snyder,  
Director of Government Affairs & Supra - 124  
[Carrie.Hummel@AABOR.com](mailto:Carrie.Hummel@AABOR.com)

Beth Klaes,  
Controller & Health Insurance - 123  
[Beth.Klaes@AABOR.com](mailto:Beth.Klaes@AABOR.com)

If you can't remember extension numbers, 0 will always get you to a LIVE person!

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**True Mortgage Bankers**

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TEAM MEMBERS TODAY  
(330) 576-4619**

**John  
Mirka**

**Tim  
Bullock**

**Dan  
Straight**

**Debbie  
Ball**

**Laurie  
Mace**

**Ann  
Nervo**

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# Have a Voice & Make a Difference...Volunteer Today!

## A message from the 2010 President:

*Volunteers are vital to any successful Board of REALTORS. Now more than ever we need AABOR's REALTORS and affiliates to take an active role in our future. Whether we're shaping AABOR or working toward a new consolidated association with Stark County—you're needed. Do you have ideas about what YOUR Board of REALTORS should be doing? To have a voice and to make an impact, you must participate!*

*Beth Rodgers  
2010 President*

### **COMMERCIAL INDUSTRIAL FORUM**

Provides speakers and programs of interest to those members specializing in commercial and industrial real estate to enhance their skills. Meets every other month on the first Thursday at 8:30 a.m. except for June, July and August.

- Plans annual commercial CE classes
- Offers guest speakers on commercial topics

### **LEGAL & GOVERNMENTAL AFFAIRS DIVISION & RPAC Committee**

Keeps members aware of current legislative developments; facilitates grassroots lobbying; and asserts AABOR's position on legislation at the local, state, and national levels. The solicitation of RPAC contributions will be promoted and monitored to help achieve this endeavor. They meet quarterly on the third Thursday at 9:00 a.m.

- Conducts Candidate Interviews
- Plans RPAC Auction
- Plans Clambake for Top RPAC Contributors

### **MEMBERSHIP NETWORKING & SPECIAL EVENTS DIVISION**

Provides services and programs for all members designed to provide networking and community service opportunities. Makes recommendations on how to better serve Affiliate Members. They meet bi-monthly on the second Thursday at 9:00 a.m.

- Plans Charity Golf Outing
- Recruits volunteers for Rebuilding Together
- Plans the Annual Trade Expo
- Coordinates/finds group discounts
- Oversees Affiliate Sponsorships/Solicitations

### **EQUAL OPPORTUNITY & PROFESSIONAL DEVELOPMENT DIVISION**

Researches and identifies education program needs and/or desires by members to deliver education and growth opportunities that will enhance the REALTORS ability to succeed. Devoted to increasing affordable housing opportunities through industry and public education; to increasing diversity within AABOR; and to serving the changing demographics in Summit County. Meets bi-monthly the second Wednesday of the month at 9:00 a.m.

- Plans Affordable Housing Month activity
- Annual CE Programming
- Plans SuperStar Panel
- Plans Fair Housing Month activity
- Oversees Technical Training and New Member Orientation
- Oversees REALTORS Diversity Advantage Grant (scholarship)
- Schedules Designation Courses

### **Division & Forum Volunteer Form**

I wish to serve on the following in 2010:

- Commercial/Industrial Forum
- Legal & Governmental Affairs Division & RPAC Committee
- Membership Networking & Special Events
- Equal Opportunity & Professional Development Division

Name \_\_\_\_\_

License Number \_\_\_\_\_

E-Mail Address \_\_\_\_\_

Do you have any disabilities which require special accommodation, including the provision of auxiliary aids and services? If so, please identify:

\_\_\_\_\_

**Return to: AABOR, P.O. Box 1663, Akron, OH 44309. FAX (330) 434-4641 or email to info@aabor.com.**

# REALTORS® Team Up for 15th Rebuilding Together Day

Rebuilding Together Day is April 24, 2010. Volunteers will work from 8:00 a.m. to 4:00 p.m. Four hour shifts are available for those who can't work all day. For the volunteer form, visit <http://aabor.com/pdf/Volunteer-Intake-Form.pdf>.

They are being lead by House Team Tom Bauch & Roberta Rinehart of Keller Williams Chervenik Realty as Co-Captains; Vicky Rarrick, AmTrust Bank, a Division of New York Community Bank, as Volunteer Coordinator; Sabrina Christian-Bennett of Bennett Land Title as House Ambassador and Patti McClister, PNC Mortgage as Safety Coordinator.

This year, AABOR REALTORS® and Affiliates are teaming up to help homeowner Eloise Adams. Eloise is 78 and a retired beautician. "She's so excited about having this work that she so desperately needs done," said Rinehart.

Jewel Cardwell, staff writer with the Akron Beacon Journal, covered the magnitude of Eloise's need in her March 29, 2010 column, reporting "In the past, one of her basement walls collapsed in on her," (Paul) Holm (Executive Director,

Rebuilding Together, Summit County) said. "Even though the wall was replaced and the house saved, she continues to experience the aftereffects of that incident. She has a lot of damage and shifting going on in her house, with significant wall and floor damage resulting."

Volunteers are needed for painting, cleaning, decluttering, and doing yard work. Skilled volunteers are needed to help install new drywall ceilings, new kitchen cabinets, a sink and new gas stove. Two weeks before the event on April 10th, the House Captains need some brawn to help move furniture so preliminary work can be performed. In fact, the House Captains need help both weekends prior to April 24th.

If you have general questions, email Sandy.Naragon@AABOR.com. If you can help with some of the skilled labor, email RRinehart@kw.com. Most importantly, volunteer today!



Mark Thomas  
330.923.8084



Jerry Windle  
330.920.9305



Brian Thomas  
330.923.8085



Mike Zele  
330.923.5213



Michael Massullo  
330.923.6501



Kristin Stitzel  
330.923.5548



Carole Dawes  
330.507.4972



William Dawes  
330.207.5707



Roger Evans  
330.923.5024



Brian Nichols  
330.923.8049

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Phone: 330.923.3770 Fax: 330.923.3760

MB802711



Cindy Beech  
330.923.5595



Bob Goodnight  
800.671.1763



# Continuing Education Schedule

All classes will be held at AABOR'S NEW LOCATION - 565 Wolf Ledges, Akron 44311 unless otherwise noted. According to the Ohio Revised Code, registrants must be in class 90% of course time to receive credit. **All cancellations must be made 48 hours in advance to receive a refund. PLEASE NOTE: PAYMENT MUST BE RECEIVED WITH YOUR RESERVATION IN ORDER TO GUARANTEE YOUR SPOT IN CLASS.** Don't forget you can also register for classes online by clicking on the "Pay Online" button on www.AABOR.com. Login = license number; Password = zip code where you receive AABOR mailings.

**Wednesday, April 21, 1-4 p.m. Civil Rights instructed by Joyce Willson.** This course is approved for 3 hours of CIVIL RIGHTS CE credit and meets the mandate for the State required Civil Rights training. Cost for members is \$24 if paid by 4/14, \$27 after. Non members pay \$36 by 4/14, \$39 after.

**Wednesday, May 5, 1:30-3:30 p.m. Beginning Rapattoni MLS instructed by Steve Merkle.** This introductory course involves a live presentation of the Rapattoni MLS system - includes training on searching, e-mail, reports, photos, contact management and prospects. Not a hands on course. Cost is \$16 for members and \$26 for non members. This course is approved for 2 CE credits. Seating is limited to 10.

**Thursday, May 6, 1-4 p.m. Core Law - Updated instructed by Dave Clatterbuck** This course is approved for 3 hours of Core Law CE credit. This course meets the Core Law requirement in Ohio. Cost is \$24 if paid by 4/29, \$27 after for members. Non-members pay \$36 early bird, \$39 after.

**Wednesday, May 19, 9 a.m. - noon. Selling Real Estate in 2010 instructed by a panel of industry experts.** This course is approved for 3 hours of Elective CE credit. **This course will be held at St. Joseph's Family Center, 610 W. Exchange St., Akron.** The cost is \$10. Reservation deadline is 5/12/10. See the flyer on page 16 for more information.

**Lunch available at St. Joseph's in between classes for \$10, or attendees may make their own lunch arrangements.**

**Wednesday, May 19, 1:15-2:15 p.m. "What Happens After the Contract is Signed?: A Remake"** This course is approved for 1 hour of Elective CE credit. **This course will be held at St. Joseph's Family Center, 610 W. Exchange St., Akron.** The cost is \$5. Reservation deadline is 5/12/10. See the flyer on page 16 for more information.

**SPECIAL PRICE - SIGN UP BY APRIL 30TH FOR BOTH CLASSES & LUNCH FOR \$21**

## Continuing Education Reservation Form

Return to: AABOR, P.O. Box 1663, Akron, OH 44309-1663. FAX: (330) 434-4641.

Name: \_\_\_\_\_ R.E. License Number: \_\_\_\_\_

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

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-mail: \_\_\_\_\_

What type of active real estate license do you have?  Salesperson  Broker

Please register me for the following classes:

4/21 Civil Rights

5/5 Beginning Rapattoni

5/6 Core Law

### May 19 CE Programming

Selling RE in 2010

What Happens...

Lunch

Payment Method (PAYMENT MUST ACCOMPANY RESERVATION)

Check (made payable to AABOR)  Visa  MasterCard

Credit Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Cardholder Name: \_\_\_\_\_

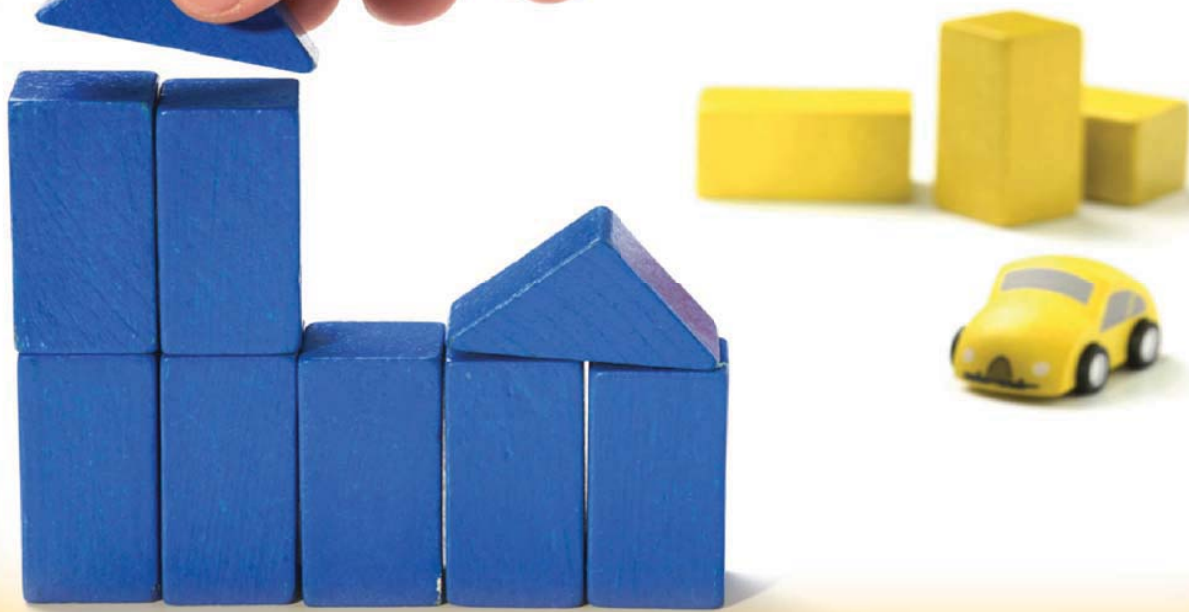
AABOR contributes \$1 of all continuing education course admission to the Akron Area REALTORS® Foundation scholarship fund.

Do you have any disabilities which require special accommodation, including the provision of auxiliary aids and services? If so, please identify:

DO YOU WISH TO RECEIVE A CONFIRMATION OF THIS REGISTRATION?  Yes  No

Please indicate how you'd like to receive your confirmation: E-mail: \_\_\_\_\_ Fax: \_\_\_\_\_

# The building blocks clients need to afford the American Dream!



The Housing Opportunity Committee of the Stark County Association of REALTORS® presents its annual  
**Fair Housing Luncheon, Awards & Education**

**Thursday, April 22, 2010**  
Stark County Association of REALTORS®  
4848 Munson St. N.W., Canton

11:15 a.m. - Check-In  
11:30 a.m. - 12:45 p.m. - Lunch, Program & Fair Housing Awards  
1 - 4 p.m. - "Financing Options for First Time Buyers"

**- Luncheon Speaker & Education Instructor -**  
Dana Smith

Manager, Real Estate Relations - Ohio Housing Finance Agency

**"Financing Options for First Time Buyers"**  
Ohio Housing Finance Agency Loan Programs  
First Time Homebuyer Program & Benefits to Buyers, Sellers & Agents  
Financial Assistance Options  
Mortgage Credit Certificate Program  
Grants for Grads  
Homebuyer Education

Pending 3 hours continuing education  
Cost: \$10 for luncheon  
\$15 for class  
\$20 for luncheon and class

SCAR Fair Housing Awards Luncheon & CE  
Reservation Deadline: April 15

Name \_\_\_\_\_

File No. (if applicable) \_\_\_\_\_

Company \_\_\_\_\_

Phone \_\_\_\_\_

E-mail \_\_\_\_\_

Amount Enclosed \_\_\_\_\_  
(Lunch - \$10 CE - \$15 Lunch & CE - \$20)

Please Circle: Check Visa/MasterCard

Credit Card: \_\_\_\_\_

V-Code \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Signature: \_\_\_\_\_

To register, send form and payment to SCAR, 4848  
Munson St. N.W., Canton, Ohio 44718 or fax to  
330-232-8502. For questions, call Lisa at  
330-494-5630, ext. 201. Phone reservations permitted  
only if you are paying by credit card!

Failure to cancel a class within 48 hours prior to class will  
result in a charge for that class. No shows will be charged.  
Payment must be received before taking the course in  
order to obtain continuing education credit.

Do you have any disabilities which require special  
accommodations, including the provision of auxiliary  
aids and services? If yes, please attach an explanation  
of your specific needs.

Get your **DUCKS** in a row this Spring!



Finish your CE online today so you don't have to worry about it tomorrow.

**Enroll TODAY to SAVE 10%**

**OFFER EXPIRES: 4/30/10**

**Enter Promo Code: SPRING**

*As a valued member of the AKRON AREA BOARD OF REALTORS®, AABOR's online CE partner, the CE Shop, is offering a special promotion on continuing education this month. This special promotion gives you the opportunity to receive 10% off your purchase when you enroll in any online CE course taken through the CE Shop's online course catalog!*

**Don't wait until the last minute.**

**Get your DUCKS in a row today!**

**<http://theceshop.com/affiliate/aabor>**

***Online CE. Fast. Easy. Convenient.***

# AABOR Honors REALTOR® Emeritus Recipients



Recently, AABOR lost the first member ever to have earned the REALTOR Emeritus designation from the National Association of REALTORS, Mr. Art Dohner. Mr. Dohner passed away on February 2, 2010, at the age of 88. He had been a member of AABOR since 1941. He always enjoyed stopping by AABOR's office—especially back when Gene Dominc or Carole Laco were part of the staff—to talk about the good old days. Last summer Mr. Dohner attended his required nine hours of CE courses at AABOR. He was very proud of his real estate career.

This designation is given to any person who has held membership in the National Association as a REALTOR® for a cumulative period of 40 years in one or more Associations of REALTORS® is eligible for REALTOR® Emeritus status. (*EDITOR'S NOTE: At the time Mr. Dohner earned the distinction, the award required 50 years of membership.*) Upon approval by the Board of Directors of the NATIONAL ASSOCIATION OF REALTORS® (NAR), no further payment of dues is necessary to NAR. REALTOR® Emeritus members are also exempt from the Quadrennial Ethics Training requirement.

Following is a list of active AABOR members who have achieved REALTOR® Emeritus status:

Helen Bailey  
David Baker  
Chas Boebinger  
Barbara Davis  
Alan Ederer  
Hank Fodor  
Guy Gentile  
Jack Harig  
Dorothy Jean Kane  
David Kaufman  
William Kay  
Kenneth Koller  
Chester Lowry  
C Ray Miller  
Howard Myers  
Pete Pappas  
Milan Salchak  
Lester Sears  
Nancy Sharp  
John Simon, Jr.  
Roy Snader  
Al Spalding  
Robert Strecker, Sr.  
Chris Taylor  
James West



## Mold Remediation & Mold Testing

Recommended by Agents and Home Inspectors throughout 5 counties. 32 years experience and over 6,400 inspections, construction jobs, mold remediation, testing and home inspections.

We have worked with and for:

- Cities of Akron, Cleveland, Medina, and many others, Rainbow Babies and Children's Hospital
- City's mold, asthma and moisture program
- Many community development programs and County

We are insured, carry workers comp. and offer a 5 year transferable warranty.

All Home Construction Inc.

330.351.1140 Fax - 330.225.1186

Email - Allhome200@aol.com



# REALTORS® Diversity Advantage Grant Applications Available

The REALTORS® Diversity Advantage Grant (RDAG) program is designed to raise awareness of the Akron Area Board of REALTORS® commitment to fostering a diverse, active membership. Our goal is to inspire member involvement on all AABOR divisions and forums, and at events. To be eligible to receive the grant: an AABOR member must be active at the association, having served on one or more committees, forums or division within the past 12 months; and be a minority as defined by the EEOC guidelines.

Grant funds are available for: post licensing, Board dues, MLS fees, CE courses and professional designations.

Applications are reviewed twice a year. To be eligible for the next grant, applications must be received by May 1, 2010. To review the criteria and to obtain an application form, visit <http://aabor.com/pdf/RDAGApplication.pdf>. If you have questions contact AABOR CEO Sandy Naragon at [Sandy.Naragon@AABOR.com](mailto:Sandy.Naragon@AABOR.com) or 330.434.6677, ext. 126.

## NAR Open House Weekend

A limited supply of balloons for the NAR Open House Weekend are available at the Board.

Please call 330.434.6677 ext. 0 for more information.



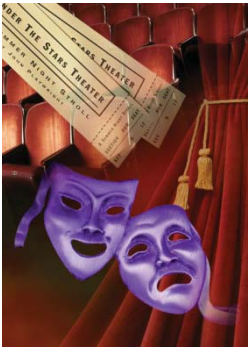
## Memorials

The officers, directors, members, and staff of the Akron Area Board of REALTORS® send their sincere condolences to the family and friends of...

...Jan and Bill Kremer, of Kremer Realty Inc., on the recent passing of Jan's mother.

Members may make charitable contributions in their memory to the Akron Area REALTORS® Foundation, P.O. Box 1663, Akron, OH 44309-1663.





St. Joseph's Family Center, 610 W. Exchange, Akron 44302  
WEDNESDAY, MAY 19<sup>TH</sup> - ONE DAY ONLY

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Akron Area Board of REALTORS  
Presents

# "Selling Real Estate in 2010" AND "What Happens After the Contract is Signed: A Remake"

## Panel of Experts

Terry Endress - Title  
Patti McClister - Lender  
Dave Morgan - Appraisal  
Milan Salchak - Broker  
Bryan Taylor - Home  
Inspector

## Cast of "What Happens After the Contract is Signed? A Remake"

Moderator - Jim Camp  
Listing Agent - Sandy LoCascio  
Seller - Steve Merkle  
Selling Agent - Barb Wise  
Loan Originator - John Mirka

Buyer "Billy Bob" - Steve Spinelli  
Buyer "Flo" - Barb Sabo  
Loan Processor - Jennifer Rodgers  
Title Agent - Ben Walkley

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**Are you a relative newcomer to the world of real estate? Or, do you think you've learned all there is to know! Either way, this program's for YOU!**

The program begins with a three-hour CE course lead by a panel of experts who'll give you practical advice about selling real estate in 2010. We'll break for lunch and end with a one-hour remake of the block-buster play, "What Happens *After* the Contract is Signed?" This classic mock transaction was written with many RED FLAGS that threaten to stop this transaction in its tracks! The star-studded cast helps work through the red flags before Buyers Billy Bob and Flo welcome their new bundle of joy!

**COST: \$10 for 3 hour morning CE; \$5 for 1 hour afternoon CE; \$10 lunch (optional)  
SPECIAL PRICE - SIGN UP BY APRIL 30<sup>TH</sup> FOR BOTH CLASSES & LUNCH FOR \$21**

**RSVP: Call 330.434.6677 (have credit card ready) or use the CE Reservation Form.**

**DON'T RISK A SELLOUT—REGISTER TODAY!**

# Notice of Special Membership Meeting

This is to serve as official notice of a Special Membership Meeting scheduled for May 5, 2010 at 1:00 p.m. at Guy's Party Center, 500 East Waterloo Road, Akron, OH 44319. All primary and secondary members in good standing of the Akron Area Board of REALTORS® are permitted to vote at this meeting.

Pursuant to **Article XI, Meetings, Section 4**, "Special membership meetings may be called by the President, or any five members of the Board of Directors or by five percent of the voting general membership at any time. Ten days notice shall be given designating time, place and reason for this special meeting."

The only purpose of the meeting will be to consider and act upon the consolidation of the Akron Area Board of REALTORS® and the Stark County Association of REALTORS® to become the Akron Canton Regional Association of REALTORS® as outlined in the Plan & Agreement to Consolidate and the attachments and amendments.

The motion to come before the members for approval is:

*"That the Akron Area Board of Realtors undertake the statutory consolidation with the Stark County Association of Realtors, Inc. to form a new corporation to be named the Akron Canton Regional Association of Realtors in accordance with Ohio Revised Code 1702.42 and specifically in accordance with the terms set forth in the Plan and Agreement of Consolidation approved by AABOR's Board of Directors on March 25, 2010."*

## **IMPORTANT INFORMATION**

At the Board of Directors meeting held March 25, 2010, the following action was taken subject to membership's approval:

**A MOTION WAS MADE TO RESOLVE**, that upon due consideration and discussion, and subject to the approval of the members of the Corporation and other requirements of applicable law, the Board of Directors of the Corporation has determined that it is in the best interest of the Corporation to undertake the statutory consolidation of the Corporation with the STARK COUNTY ASSOCIATION OF REALTORS®, INC., an Ohio non-profit corporation having been assigned Charter No. 185641 by the Ohio Secretary of State ("**SCAR**"), pursuant to Chapter 1702 of the Ohio Revised Code (the "**Consolidation**"). The Corporation has carefully considered the Consolidation and has identified numerous benefits to the Corporation including, but not limited to, the following:

- (i) Enhancement of the ability of the Corporation to accomplish its fundamental mission of serving and promoting its members common interests within the real estate industry;
- (ii) Enhancement of overall services provided to members including educational offerings, professional development, and

legislative advocacy;

(iii) Enhancement of the ability of the Corporation to promote the professional standards of its members within the real estate industry through its Code of Ethics and the use of mediation and arbitration;

(vi) Provide for greater economy of scale and a long term reduction in overall operating costs; and

(v) Increase the visibility of the Corporation and provide wider recognition of its members within the State of Ohio and the real estate industry in general.

**A MOTION WAS MADE TO FURTHER RESOLVE**, that the Consolidation, as discussed and presented to the directors, is hereby approved and adopted in accordance with Ohio Revised Code Section 1702.41, as well as the terms and provisions contained in the Plan and Agreement of Consolidation, attached to these minutes as **Exhibit "A"** (the "**Plan**").

**A MOTION WAS MADE TO FURTHER RESOLVE**, that as specified in Ohio Revised Code Section 1702.42(B), a special meeting of the members of the Corporation shall, as expeditiously as possible, in conformance with the Code of Regulations of the Corporation, be called to consider and act upon the matters contained in the Plan, as well as any amendments thereto, and otherwise to approve and adopt the Consolidation.

**A MOTION WAS MADE TO FURTHER RESOLVE**, that if the Plan shall be adopted and approved by the members, any or all of the individual officer(s) of the Corporation named below, are hereby authorized and directed to enter into and execute the Plan, for and on behalf of the Corporation, and to take such actions and execute such documents, as necessary or advisable to carry out and perform the obligations of the Corporation contained in the Plan, or contemplated therein, and which are in furtherance of the Consolidation.

Beth Rodgers, President  
Cyndi Kane, President-elect  
Ali Whitely, Treasurer

## **LINK TO CONSOLIDATION DOCUMENTATION**

Please click on the link below to retrieve the pertinent documentation regarding the consolidation of AABOR & SCAR.

Plan & Agreement to Consolidate – including all Exhibits.

<http://www.aabor.com/pdf/Plan-Agreement-Consolidat-Plu-Exhibits.pdf>

CEO NOTE: See "Benefits of Consolidation" on Page 19 to learn about the reasons leadership has pursued this consolidation. For a summary of how this matter has been investigated, see "The Road to Consolidation" on Page 18.

# The Road to Consolidation

*This article chronicles the work completed over several months by volunteer leaders of AABOR and SCAR. It is designed to help members understand the due diligence and careful thought that has gone into the recommendation to consolidate our two successful organizations.*

## Purpose

To investigate whether AABOR and SCAR should consolidate their operations into a new association.

## Background

**August, 2008** – AABOR President Susan O’Neal and SCAR President Mike Kozinski informally discuss the possibility of merging.

**September, 2008** – CEOs Tom LaRoche & Sandy Naragon research how and why to consolidate.

**October, 2008** – AABOR and SCAR create separate Task Forces to investigate whether the two Boards are genuinely interested in merging and if our governing documents and philosophies are similar enough to justify moving forward.

**November, 2008 through January, 2009** – Task Forces independently review the Bylaws, Rules & Regulations, Strategic Plans and Financials to identify any differences that could be obstacles to merging.

**January, 2009** – Task Forces come together to share findings. Differences were discussed and all agreed they shouldn’t hinder the consolidation talks. AABOR’s and SCAR’s Boards of Directors vote to move forward with consolidate investigation.

**February, 2009** – CEOs create a benefits statement citing reasons to consolidate.

**March, 2009** – The Joint Merger Task Force comprised of equal number of AABOR and SCAR leaders is created. They held their first meeting March 27, 2009.

**June, 2009** – National Association of REALTORS® senior staff specialist Alice Martin leads a workshop comprised of the Joint Merger Task Force and AABOR/SCAR Directors. An Action Plan is developed.

**July, 2009** – AABOR and SCAR approve the Action Plan and sign letters of intent to move forward with the consolidation negotiations.

**August, 2009** – A Steering Committee and several sub-committees are created including: Finance, HR, Operations & Technology, Member Services/Products, and Communication.

**September, 2009** – The Steering Committee decides all items previously determined to be “deal breakers” have been resolved. Both Boards vote to begin the implementation stage of the consolidation talks.

**October, 2009** – AABOR and SCAR legal counsel outline the steps required by the National Association of REALTORS® and Ohio law to initiate consolidation.

**November, 2009** – AABOR and SCAR members are surveyed to gauge member reaction to the talks and to help develop policies. Results are used by the Steering Committee and several sub-committees.

**October, 2009 – December, 2009** – Based on requirements of NAR and Ohio law, the Steering Committee begins working on the required paperwork and consolidation documents which must be presented to the Boards of Directors and General Memberships.

**January, 2010** – Attorneys and staff present the Plan & Agreement to Consolidate along with the required Governing Documents. Also, a 2011 mockup budget is created.

**February-March, 2010** – Bylaws of Akron Canton Regional Association of REALTORS® are carefully reviewed and modified. A 2012 mockup budget is created.

**March, 2010** – Boards of Directors of AABOR and SCAR approve the Plan & Agreement to Consolidate and its attachments. (3/25/10)

## UPCOMING MEETINGS:

**April 28, 2010** – AABOR Town Hall meeting scheduled for Wednesday, April 28, 2010, at 9:00 a.m. at Guy’s Party Center. This will provide an open forum for all members to ask questions about the recommendation to consolidate.

**May 5, 2010** – Special Membership Meeting for the sole purpose of considering the consolidation will be held on Wednesday, May 5, 2010, at 1:00 p.m. at Guy’s Party Center. All primary and secondary REALTOR® members in good standing are permitted to vote on this matter.

Steering Committee Members: Dee Matthews, Co-Chair; Beth Rodgers, Co-Chair; Marty Galentine, Cyndi Kane, Arden Lingenhoel, Linda Parker, Rick Perkins, Susan O’Neal, Cindy Slabaugh, and Ali Whitley.

## WHAT HAPPENS NEXT?

If approved by the membership, an application will be submitted to the National Association of REALTORS® requesting approval of the creation of the new association and its name. There is a 60 day period whereby NAR notifies surrounding Ohio Boards of the pending consolidation.

Any due diligence items left to be performed by AABOR and/or SCAR are finalized. The proper State of Ohio forms are completed, signed and filed.

Once completed, the two organizations will become the Akron Canton Regional Association of REALTORS® and begin combining operations.

# Benefits of Consolidation

## ENHANCED SERVICES

- New program development
- Additional member service coverage – i.e. regional meetings, specialized services
- Better position to offer NAR designation courses at affordable prices with better attendance
- Better pricing, attendance and networking opportunities at annual events: Installation Banquet, Fair Housing Event, RPAC Auction, Charity Golf Outing, Trade Show, Membership Meeting
  - Eliminate duplication of effort since both organizations have many of the same events. Those that are not duplicative offer new opportunities to memberships of both associations—such as Have a Heart and Rebuilding Together.
- Better value for members through networking, services and influence.<sup>2</sup>
- Top-notch Professional Standards, Education, Government Affairs.
- Improved Communication, Marketing, Specialized Services, Community Service Efforts (grants)
- Cross-trained staff – having multiple staff members with overlapping expertise allows for better coverage and services to members during absences and vacations.
- More inclusive industry representation and strengthened advocacy position.<sup>3</sup>
- Stronger Leadership Development & Recruitment

## FINANCIAL/ECONOMIES OF SCALE

- Staffing – combined AABOR and SCAR have nine staff members. A consolidation would result in minimal staff reduction. The staff specialists at both associations have longevity, knowledge, skills, and commitment. While there is obviously overlapping of duties, there is plenty of work and areas of expertise that could be divided allowing for a much more specialized staff.
- Consolidating Contracts & Services: legal counsel, accountants, licensing fees (software), Rapattoni fees (Magic), Copier maintenance, alarm services, trash, utilities, etc.
- Reducing Equipment & Supplies
- Savings in Postage/Printing
- Consolidating building and operations

## INDUSTRY/OAR/NAR PRESENCE

- Represent larger membership
- Increased opportunity for OAR leadership development – increased number of OAR Directors
- NAR Director

## WHY MOST ASSOCIATIONS MERGE<sup>4</sup>:

- Similar Services
- Geographic Compatibility
- Overlapping markets
- Departure of CEO of one of the organizations
- Shrinking membership base

## WHY NOW?

- Both associations are strong, healthy, have dedicated and committed members and staff.
- Members need/expect associations to increase services and do more with less.
- It is easier than ever to serve more members via the use of technology.
- It's a good business decision.
  - "...the best opportunity for making such an event a success is to consider it as a sound business strategy before the need arises."<sup>5</sup>*
- We're proven business partners. We've jointly owned and operated CAS for 13 years.

## FUTURE

*"Combining duplicative activities, the merged association often saves sufficient resources to respond effectively to approaching opportunities, allowing more benefits and services to be offered."<sup>6</sup>*

As a merged association, AABOR and SCAR would have more time to be...

- VISIONARY.
- PROACTIVE.
- CREATIVE.
- CONSISTENT.
- INVOLVED.
- PROGRESSIVE.

## Footnotes

1 "Tying the Knot: Association Mergers," R. William Taylor, CAE, Executive Update, December, 2000.

2-3 "Anatomy of a Merger," Bronislaw Prokuski, Association Management, February, 2002

4 "Tying the Knot: Association Mergers," R. William Taylor, CAE, Executive Update, December, 2000.

5 "Anatomy of a Merger," Bronislaw Prokuski, Association Management, February, 2002

6 "Tying the Knot: Association Mergers," R. William Taylor, CAE, Executive Update, December, 2000.