



REALTOR'S[®] Ink

Published by the Akron
Area Board of REALTORS[®]

May 2010 - Volume XXXIX - No. 5

**RPAC - Dancing with the
REALTORS[®] Raises \$16,000.
Highlights on page 3.**

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.



St. Joseph's Family Center, 610 W. Exchange, Akron 44302
WEDNESDAY, MAY 19th - 9:00am morning class; 1:15pm afternoon class

Akron Area Board of REALTORS
Presents

"Selling Real Estate in 2010"

AND

"What Happens After the Contract is Signed: A Remake"

*Only \$21 for
4 hours of CE
& Lunch!*

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

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!

**Register with the CE Schedule on page 11
or call the Board at 330.434.6677.**

Inside This Issue:

2	President's Pen	10	Workers' Comp Open Enrollment
3	RPAC Auction - Highlights	11	CE Schedule
4	Invest in RPAC	12	AABOR Says Goodbye to Past President John Herwick
5	Young Professionals After Hours	13	REALTOR [®] Volunteers Needed for Director Nominating
6	Welcome New Members	14	WCR May Event
7	Supra Lockbox Sale	15	AABOR Director Application
8	AABOR Contacts		
9	2010 Division/Forum Sign Up		

REALTOR'S® Ink

The official publication of the
Akron Area Board of REALTORS®
PO Box 1663, Akron, OH 44309-1663
Phone: 330.434.6677 - Fax: 330.434.4641

Web site: www.AABOR.com
E-mail: Info@AABOR.com

Sandy Naragon, Executive Editor
Carrie Snyder, Editor

OFFICERS

Beth Rodgers, President
Cyndi Kane, President Elect
Ali Whitley, Treasurer
Cynthia Slabaugh, Immediate Past President

EXECUTIVE STAFF

Sandy Naragon, Chief Executive Officer
Sherry Waples, Executive Director,
Member Services

2010 BOARD of DIRECTORS

Diana E. Curfman, GRI
Tony DeLuke, ABR, GRI, E-PRO
Julie Domenick, ABR, GSA
Jennifer Fernandez, CCIM, SIOR
James Hinton
Deb Kalbaugh
Cyndi Kane, ABR, GRI
Sandy LoCascio, ABR
Patti McClister
Stephen Merkle, CRB, E-PRO
Barbara Oakes, ABR
Beth Rodgers, ABR, CRS
Jim Sheppard
Cynthia Slabaugh, GRI
Steve Spinelli, ABR
Karen Thompson, ABR
Ali Whitley, ABR, GRI, SRES

2010 OAR DIRECTORS

Audrey C. Allison
Tony DeLuke
Sally Johnson
Cyndi Kane
Sandy LoCascio
Stephen Merkle
Susan O'Neal
Roberta Rinehart
Beth Rodgers
Milan Salchak
Cynthia Slabaugh
Steve Spinelli
Jim West
Ali Whitley
Debbie Zarconi



President's Pen Consolidation Update

By Beth Rodgers,
President



The plan proposing the consolidation of the Akron Area Board of REALTORS® and the Stark County Association of REALTORS® was voted on this week by our respective memberships. As previously reported, AABOR's members chose to approve the consolidation while SCAR's membership defeated it. The outcome AABOR leadership was anticipating didn't come to fruition, but I still consider our work a success. The Joint Consolidation Steering Committee put passion into our work and gave our best effort. In the end we must remember, we are membership organizations and SCAR's members have spoken. I respect the process.

The number one question from our membership since announcing the vote—"What's Next for AABOR?" AABOR leadership identified the consolidation as the best solution to tackle our business challenges—but it isn't the ONLY solution. Knowing that AABOR is an association with a strong foundation, sound fiscal management and enthusiastic leaders and members, kept me reassured throughout this process that regardless of the outcome, our association would be OK.

The consolidation process helped spawn many new ideas about how partnerships and collaborations save money. Our surveys to members helped identify what you need from us—and what you could live without. Boards of REALTORS® across the nation are investigating shared services, shared facilities, shared staff, etc. Our strategic plan includes

outreach programs capturing the power of today's technology to serve more members.

Those who attended the Town Hall meeting on April 28th heard President-elect Cyndi Kane and Treasurer Ali Whitley say with confidence that AABOR is financially strong, is respected in Ohio and the Nation, and has creative and passionate members who are committed to continuing the success of AABOR. These are all true statements.

At the beginning of the consolidation process, our benefit statement included this quote from ANATOMY OF A MERGER, "...the best opportunity for making such an event a success is to consider it as a sound business strategy before the need arises." The failure of the consolidation, while disappointing, does not leave AABOR vulnerable. It leaves us inspired to find alternative ways to achieve the same goals as AABOR that the new association identified. Those goals are **TO BE...**

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

Thank you to the Akron Steering Committee: Cyndi Kane, Cindy Slabaugh, Susan O'Neal, Ali Whitley and to all the members who cared enough to attend the Town Hall meeting and the Special membership meeting. Also, thank you to AABOR Legal Counsel Matt Oby and Blake Gerney for their guidance. Last but not least, thank you to the AABOR staff.

RPAC - Dancing with the REALTORS® Raises More Than \$16,000!

More than 270 AABOR members, family and friends attended the 2010 RPAC Auction - Dancing with the REALTORS® April 29th at St. Joseph's Family Center.

The sell-out crowd was treated to live and silent auctions and the first-ever AABOR REALTOR® dance competition.

Special thanks to Chas Boebinger, MC; Joel Dutton, Auctioneer; and Mike Musitano, DJ. The night could not have been a success without our dancers: Ron Ho & Lisa Mayle, Laurie Morgan Schrank & her husband Gary; Arne Englehart & Tiffany Abril; and Sandy LoCascio & Steve Spinelli. Thank you to our judges: Chris Carrillo, Patti Herrnstein, Jane Startzman, Pamela Sayre and Jennifer Fernandez.

A special RPAC thank you to our sponsors: Howard Hanna, hors d'oeuvres; Wells Fargo Home Mortgage, dessert; and Cutler Real Estate, drink ticket.

The RPAC Committee (listed below) thanks staff and all of those who donated items, volunteered, attended and contributed to RPAC!

2010 RPAC Committee: Chair Debbie Zarconi, Vice Chair Diane Eichler, Patty Bever, Julie Domenick, Cheryl Duer, Cindy Eitner, Lori Fetter, Helen Gisewhite, Andrea Hyatt, Sally Johnson, Deb Kalbaugh, Mary Anne Krejci, Jan Kremer, Sandy LoCascio, Isabelle Maglione Gale, Amy Mitan, Barb Oakes, Beth Rodgers, Cindy Slabaugh, Linda Toppel, Celeste Tolbert and Ali Whitley.

Watch for more highlights from RPAC - Dancing with the REALTORS® in the June issue of REALTORS® Ink.



Ron Ho & Lisa Mayle were the first couple to dance. Their salsa got the crowd going.



Laurie Morgan Schrank & her husband Gary got toes tapping with their 1950s vibe.



Arne Englehart & Tiffany Abril channeled Michael Jackson in their crowd favorite performance.



Sandy LoCascio & Steve Spinelli salsa'd their way to the judges' award.



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!

Invest in Your Future – Invest in RPAC!

2010 RPAC Contribution Form

Forward contributions to AABOR, PO Box 1663, Akron, OH 44309

Name _____ Company _____

Address _____ Phone _____

Home address (This is required by law and must be completed.) _____

Method of Contribution

- Cash
- Corporate check
- Personal check
- Visa
- MasterCard
- Discover

Contribution Amount

- Diamond Club - \$500
- Ohio Club - \$200
- Capitol Club - \$100
- Other - _____

Card No.: _____

Exp. Date: _____

Authorized Signature: _____



I hereby certify the above information is correct. If my contribution is corporate, I have so designated.

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.

Calling All AABOR Young Professionals



The District 3 Young Professionals - YP3D - is holding an after hours event Thursday, May 27, 4:30 - 6:30 p.m. at the Barley House in Akron. Watch for more details on the YP3D Facebook page.

Welcome New Members!

AABOR extends a cordial welcome to the following members:

Tammy Collins, Keller Williams Chervenik Realty; **Christine Jensen**, Howard Hanna; **Stacy Talhadas**, Century 21 Twin Oaks Realty; **Paul Doerr, Jr.**, Howard Hanna; **Daniel Bugaj**, Keller Williams Chervenik Realty; **Michael Radic**, Keller Williams Chervenik Realty; **Helen Turchin**, Broker, Rubber City Realty; **Dennis McGlone**, Rubber City Realty; **James Alexander**, Rubber City Realty; **John Hulgin**, Rubber City Realty; **Densel Williams**, Rubber City Realty; **Timothy Lombardi**, Keller Williams Chervenik Realty; **Kenneth Kubus**, RE/MAX Commitment; **Ian Muhlhauser**, Snyder and Snyder Real Estate; **Jason Koenig**, Howard Hanna; **Christine Konovsky**, DeHOFF REALTORS; **John Armour**; DEHOFF REALTORS; **Alice Mary Dickey**, Keller Williams Chervenik Realty; **Pamela Busch**, Howard Hanna; **Daniel Stimmel**, Cutler Real Estate; **Danielle Molino**, Transaction Realty; **Jerome Fiume**, NAI Cummins Real Estate; **Manar Elkurd**, Howard Hanna; **Susan Robinson**, Coldwell Banker Hunter Realty; **Rollin Tod**, Keller Williams Chervenik Realty; **Raymond Maynard**, Rubber City Realty; **James Pivarski**, Sheppard Realty; **Stephen Will**, Howard Hanna; **Christine Nelson**, DEHOFF REALTORS; **Jason Shyjka**, Crossroads Management; **Ryan Johnston**, Sheppard Realty; **Jennifer Perella**, Kremer Realty; **Kelly Wise**, Sheppard Realty; **Stacey Langenek**, Cutler Real Estate; **Stanley Holmes II**, Mosholder Realty; **Valery DuBoise**, Greenbriar Realty; **Bobbie Krill**, Howard Hanna; **Mark Mullet**, Transaction Realty



AFFILIATE OFFICE CHANGE

Lawyers Title Ins. Co. is now Chicago Title Insurance Co.

TRANSFERS

Ruth Doubledee, Rubber City Realty

Melia Elliott, Stouffer Realty (Green office)

Mark Kelley, Coldwell Banker Hunter Realty (Fairlawn office)

Tara Kleckner, Cutler Real Estate (Stow office)

Elizabeth Klein, Cutler Real Estate (Green office)

Kathleen McGlone, Rubber City Realty

Leland Menke, Keller Williams Chervenik (Stow office)

Debbie Ring, Kingdom Title

Jean Sargon, Keller Williams Chervenik (Fairlawn office)

Leland Schie, Cutler Real Estate (Kent office)

Elise Stidd, Keller Williams Chervenik (Fairlawn office)

Lynn Thompson, First American Title Insurance Co.

Vivian Wagner, Stouffer Realty (Stow office)

SUPERIOR

Home Inspections, Ltd.

- Home Inspections
- Lic. Radon Tester
- Lic. WDI Inspector
- Lic. Water/Well Testing
- Mold Testing
- 13 years and 5,000+ home inspections.

"For thorough and professional inspections"

330.633.3735

www.SuperiorHI.us



CERTIFIED INSPECTOR

Tony Tilenni #201080



APRIL SHOWERS BRING MAY FLOWERS – AND NEW HOME SALES. YOUR BUYERS WILL BLOOM WITH OUR PERSONAL ATTENTION!

Angela Kurlich



1125 Triplett Boulevard * Akron OH 44306

330.773.6673

angela@angleinsurance.com

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. Select REALTOR® Benefits on the left side of the page. Click on **Financial**.

The REALTOR® Benefit page at 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. 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

Sherry Waples,
Executive Director of Member Services - 125
Sherry.Waples@AABOR.com

Carrie Hummel Snyder,
Director of Government Affairs & Supra - 124
Carrie.Hummel@AABOR.com

Beth Klaes,
Controller & Health Insurance - 123
Beth.Klaes@AABOR.com

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

"Welcome To Our World Of Promises Kept"



FHA EXPERTS

**Our Mortgage Banking Platform Will
Make A World of Difference With Your Clients**

In House Underwriting

Experienced Senior Management Team

True Mortgage Bankers

FHA/VA, Rural Housing, State Bond Programs

Superior Technology To Keep You Up To Date

Financial Stability & Outstanding Net Worth

**CALL ONE OF OUR
TEAM MEMBERS TODAY
(330) 576-4619**

**John
Mirka**

**Tim
Bullock**

**Dan
Straight**

**Debbie
Ball**

**Laurie
Mace**

**Ann
Nervo**

**OVER 100 YEARS OF
MORTGAGE LENDING EXPERIENCE
ALL UNDER ONE ROOF!**

UNION NATIONAL MORTGAGE CO. mb# 802837.002

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.

Open Enrollment for MCO Selection

This month the Ohio Bureau of Workers' Compensation (BWC) gives employers the rare opportunity to upgrade their services by selecting a new Managed Care Organization (MCO). This open enrollment period begins Monday, May 3, 2010 and ends Friday, May 28, 2010. We are urging our members to take advantage of this opportunity and select CompManagement Health Systems as your MCO for your organizations' workers' compensation matters.

You are already familiar with CompManagement, Inc., our Third Party Administrator, that works with the Akron Area Board of REALTORS® to save members thousands of dollars through the Group Rating program.

CompManagement Health Systems contributes to this program by facilitating an early and safe return to work date for your employees that are injured on the job, minimizing their lost work days and medical costs. They are a resource to help our members develop an efficient workers' compensation program, including post-injury management procedures should an employee be injured at work.

CompManagement Health Systems also helps employers lower workers' compensation costs by resolving complex medical issues in claims. We endorse CompManagement Health Systems because they are consistently at the top of their industry in performance measurements and their medical professionals guide the development of claims to the quickest possible medical resolution.

A Question and Answer sheet to address any questions you may have about the open enrollment process is available at <http://www.aabor.com/pdf/OE2010QA.pdf>. The enrollment form is available at <http://www.aabor.com/pdf/OEForm.pdf>. An enrollment form is required in order for the BWC to update your MCO selection.

Please consider equipping yourself with this valuable resource while the BWC affords you this opportunity. For additional information or specific questions regarding the managed care organization's role in the Ohio workers' compensation system, please contact CompManagement Health Systems' Customer Service Department at (888) 247-7799, option 1.



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

FAIRWAY

Independent Mortgage Corporation

4070 Bridgewater Parkway, Stow, Ohio 44224 - Website: www.fairwayonline.com



Cindy Beech
330.923.5595



Brian Nichols
330.923.8049

The Full-time Professionals of Mortgage Banking
Over 400 Years Collective Industry Experience

*Do you know who you're talking to?
Call on our loan experience.*

330.923.3770



Bob Goodnight
800.671.1763



MB802711



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, June 9, 9-11 a.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, June 24, 1-4 p.m. ETHICS - The Measure of Professionalism instructed by Milan Salchak. This course is approved for 3 hours of ETHICS CE credit and meets the mandate for the State required Canons of Ethics training and the NAR mandated requirement of 2.5 hours of Code of Ethics training. Cost for members is \$24 if paid by 6/17, \$27 after. Non members pay \$36 by 6/17, \$39 after.

Wednesday, July 14, 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.

Wednesday, July 28, 9 a.m.-noon. 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 7/21, \$27 after for members. Non-members pay \$36 early bird, \$39 after.

Wednesday, August 11, 9-11 a.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.

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:

6/9 Beginning Rapattoni 7/14 Beginning Rapattoni 8/11 Beginning Rapattoni
 6/24 ETHICS 7/28 CORE LAW

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: _____

AABOR Says Goodbye to Past President John Herwick

John F. Herwick, 1986 President of the Akron Area Board of REALTORS®, passed away April 11, 2010 after a three-year battle with cancer. He was 69. John was co-founder, owner and Chairman of NAI Cummins Real Estate in Akron. He co-founded the company in 1977 with Jim Cummins.



was a gap of time when Gary Hartman left before Gene Dominic could start—lucky for us, John picked up the slack. I remember him encouraging me to ask for more responsibility. When the time came for Gene Dominic to hire an executive secretary, John put in a good word for me,” Naragon recalls.

Two members of your current AABOR staff owe a special thanks to John for helping move their careers along! Sherry Waples was recommended for hire by John after temping at Berk’s Title for a summer. She’s still grateful that he took the time and interest in helping her. That was 24 years ago!

John won many professional awards including REALTOR® of the Year in 1987, induction into the Commercial/Industrial Hall of Fame in 1988 and the AABOR Outstanding Service Award in 1979, 80, 81, 83, 88, and 93. He was a designated SIOR, a member of the Real Estate Brokerage Management Council (CRB), a CCIM (Certified Commercial Investment Member). He was also a long-standing board member of the community Health Center and its president in 2000-2001.

Sandy Naragon is thankful that John saw potential in her while serving as receptionist back in 1986. “John has the distinction of being the only AABOR President to also serve as Interim Executive Vice President. There

The members, officers, directors and staff of AABOR will miss his leadership and friendship.

Memorials

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

...Joseph Boyle, of Cutler Real Estate, on the recent passing of his father.

... Chris Callahan, of Cutler Real Estate, on the recent passing of his mother.

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



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



REALTOR® Volunteers Needed for Director Nominating Committee

There are many ways to serve AABOR. We're currently recruiting for two very important roles: AABOR Director and Director Nominating Committee. In order to create the best slate of candidates for the 2011-2013 Board of Directors, AABOR needs a strong nominating committee. If you are a REALTOR® member in good standing of AABOR and would like to volunteer to serve on Director Nominating, email your name to Sandy.Naragon@AABOR.com. No current Directors or Past Presidents of AABOR may serve.

The Director Nominating Committee's task is to help recruit qualified Director applicants and then to review

and recommend the official slate of candidates to be elected by the full membership. Typically, the committee meets in July. Names of volunteers will be forwarded to the current Board of Directors for appointment consideration. [CEO NOTE: Based upon current governance policies, not all volunteers may be appointed.]

The application for AABOR Director is available at <http://www.aabor.com/pdf/Application-for-Director.pdf> or on page 15 of this issue of REALTOR'S® Ink

In honor of Mother's Day the CE Shop, AABOR's online CE partner, is offering AABOR members 20% off the purchase price when enrolling in any course through the CE Shop's online catalog. One of the greatest benefits of online CE is that you can enroll today to take advantage of the great savings and complete the course when the time is right for you.

Note: You have one year to complete course work after ordering.

Take advantage of the great savings- Enroll Today!

How to Save

Simply Visit: <http://theceshop.com/affiliate/aabor>

Upon Checkout Enter Promo Code: **MOTHER**



Women's Council of REALTORS®

Medina- Summit Chapter



↻ *Reverse Raffle to Win Grand Prize \$\$; Every 5th number wins a prize! Tickets \$10*

↻ *Bingo Games played simultaneously to Win Gift Baskets of Great Giveaways!*

↻ *Lunch with views of the Fox Meadows Golf Course*

“Think Spring Networking Luncheon”

Sponsor:
Third Federal Savings

May 20th
Check-in: 11:15 am
Event 11:30 -1 pm

Fox Meadows Country Club
4260 Fox Meadows Drive, Medina

Reservations before 12 noon on May 17: \$15.00

RESERVATIONS ARE REQUIRED FOR PROPER FOOD QUANTITIES AND SERVICE

Please visit our website at www.MedinaSummitWCR.org or call 330-725-4408.

No Shows will be charged for the cost of the luncheon, if they fail to cancel 48 prior to the luncheon.



REALTOR®

Akron Area Board of REALTORS®

Akron Area Board of REALTORS®

Application for Director

Three-Year Term – 2011, 2012, 2013

Annually, a slate of REALTORS® is selected by the Nominating Committee and approved at the Annual Membership Meeting. Then, a ballot listing the candidates is sent to each member of the Board for their vote. REALTORS® are elected for a three-year term commencing January 1 of the ensuing year.

To be considered, complete this form and mail it along **with your photograph** to AABOR, P.O. Box 1663, Akron, OH 44309, attention Sherry Waples no later than **Friday, June 11, 2010**.

Name: _____

Company: _____

Address: _____

Phone: _____ Fax: _____ Email: _____

List any AABOR committee(s) you have chaired. _____

List any AABOR committee(s) you have served on in the last three years. _____

Have you ever served as an AABOR Director? _____ If so, what year(s)? _____

List the years you received the AABOR Sales Achievement Society Award. _____

List the years you received the OAR President's Sales Club Award. _____

What are your real estate goals for the next three to five years? _____

List other civic or community organizations you belong to. _____

Why do you wish to serve as a Director? _____

If you are elected as a Director, would you be willing to consider being an Officer in the future? _____

I understand that if I am nominated and then elected to the Board of Directors that I commit to attendance at all monthly Board Meetings plus any special meeting called by the President, for a period of three years.

Signature: _____ Date: _____

Please attach an additional sheet if necessary.