

May 2019

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REALTOR® Insight

Realtors® Applaud House of Representatives Passage of Equality Act

May 17, 2019

WASHINGTON (May 16, 2019) – NAR President John Smaby issued the following statement after the House passed H.R. 5, the Equality Act, on Friday afternoon.

"For more than 50 years, fair housing has protected the American Dream for millions of people in this country, breaking down walls of discrimination that restricted the fundamental right of property ownership for far too long," Smaby said.

"Today, lawmakers continue considering new ways to

strengthen the landmark Fair Housing Act. Realtors® have long supported the effort to extend these protections to members of the LGBT community, amending our Code of Ethics in 2009 to reflect this critical priority.

"NAR was pleased to see H.R. 5 pass the House of Representatives today, as this bill will prohibit all forms of housing discrimination against the LGBT community. Although much work towards this goal remains, NAR continues to engage with policymakers and Congressional leaders in our effort

to secure the strongest, most inclusive and most economically viable real estate industry possible."

The National Association of Realtors® is America's largest trade association, representing more than 1.3 million members involved in all aspects of the residential and commercial real estate industries.

Media Contact: [Wesley Shaw](#)
202-383-1193 | [Diversity](#)



Spring Legislative Conference in Columbus

Ohio's REALTORS gathered in late-April to advance the interests of the profession and property owners across the state, tackle important governance issues to ensure the organization's relevancy in the near- and long-term, strengthen the bond with our elected officials and elect its

next generation of leaders.

The Ohio REALTORS Spring Legislative Conference, held April 29-May 1, featured a "who's who" roster of legislative leaders, experts on the issues confronting Ohio communities and opportunities to move the organization forward.

A few of our Legislative Committee members and Board members were able to be in attendance. Those members are, **(back row)** Len Partin, Sara Riesen, Scott Meyers, Phillip Bolte, DJ Swearingen, Dave Freitag, Steve Mack and Dave Amarante', **(front row)** Glenda Ward, Alex Johnson, Representative Steven Arndt, April Hull and Frank Corder.

Look for more information to come about Senate Bill 139, Ohio's First-time Home Buyers Act!

Make sure you sign up for REALTOR Party Mobil Alerts by Texting "REALTORS" to 30644.



Schedule of Events:

June

- 6/5 & 6 ABR Designation Course, 9 am-4pm, Board Office
- 6/12 MLS Broker Committee Meeting, 9:30 am, Board Office
- 6/13-14 AE Seminar, Glenmoor Country Club, Canton, OH
- 6/20 FAOR Board of Directors Meeting, 9:30 am, Anjulina's, Fremont, OH
- 6/20 General Membership Meeting, 11:30am, Anjulina's, Fremont, OH

Weight Watchers

Meets at the Board Office on Fridays at 9:30 a.m.

Interested in joining or need a meeting place?

Contact:

Lynn.M.Gotsis@weightwatchers.com

Up Coming Events

July

4	Board Office Closed, Independence Day
10	CE, Put-In-Bay Resort & Conference Center, 10:30 am
11	CE, Put-In-Bay Resort & Conference Center, 10:30 am
15-17	Leadership Summit/WCR Conference, Columbus

August

6	Bob Strayer Memorial Classic, Eagle Creek Golf Course, 11:00am
12-13	NAR Leadership Summit, Chicago, IL
15	FAOR Board of Directors Meeting, Board Office, 9:30am
21	RPAC Cruise, Port Clinton, 12:00pm



Mark your Calendars!

CE at

Put-in-Bay Resort & Conference Center

July 10th & 11th

SEE PAGE 8 TO RESERVE YOUR SPOT!

START PUTTING YOUR TEAM TOGETHER!

BOB STRAYER MEMORIAL CLASSIC

AUGUST 6TH

See Page 19 to Reserve your spot!



RPAC Cruise

August 21st

See page 18 to reserve your spot!

Firelands Association of REALTORS®
**GENERAL MEMBERSHIP
MEETING**

ANJULINA'S BANQUET HALL

2270 HAYES AVE

FREMONT, OH 43420



Thursday, June 20, 2019

Lunch begins at 11:30 | Meeting begins at Noon

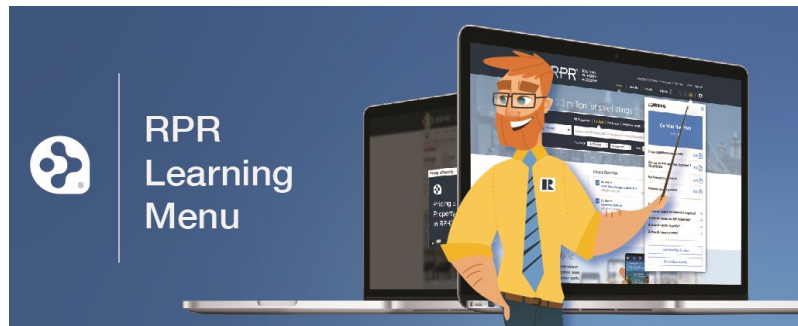
Ticket Price \$20

Speaker: To Be Announced later

Please have reservations in by June 11, 2019

Call the Board Office (419) 625-5787 or email Connie@faor.com

RPR Unveils New Learning Menu



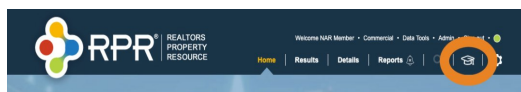
RPR, an exclusive REALTOR® benefit and the nation's largest property database, just got stronger and easier to use. A new *Learning Menu*, which resides within the navigation, went live in early April.

RPR users will now be able to access learning videos, articles, FAQs and more, while they're accessing deep real estate data, running property reports, and prepping to "wow" their clients.

Although RPR is quite intuitive and user-friendly, the new *Learning Menu* will really come in handy when users need a little hint or nudge to help them complete a task on the website. This self-directed knowledge source is offered via a pull-down menu, described below.

Click Of The Cap

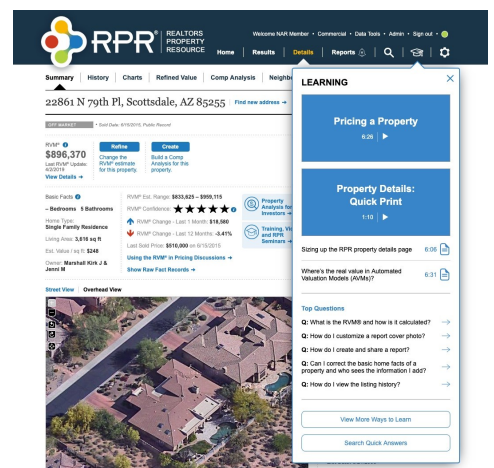
Here's how the new RPR Learning Menu works: from the top of each home page, there is an icon that looks like a graduation cap. Clicking on the cap icon will unveil content that directly relates to where the user is navigating.



Although there are many learning resources within every area of the site, not necessarily every page will have learning content. When learning content is available, the graduation cap will be white. If there is no learning content on a particular page, the graduation cap will be greyed out.

Grabbing Your Attention

The screenshot below shows the Learning Menu expanded on the Property Details page. From the example, you can see that the user has clicked the graduation cap icon to reveal the Learning Menu for this section. From here, watch a video tutorial on pricing a property, read relevant articles, and click directly to additional training and learning aids, such as how-to's and webinars.



Additional content, along with varied learning levels (basic to advanced) will be added over time. As a reminder, you can also visit the [Training section](#) of our blog to view our on-demand video tutorials, e-books, and recorded webinars.

Next time you're on the RPR website, be sure to check out the new *Learning Menu* and all the content that is available to you. It can save you time, elevate your knowledge of the platform, and make your RPR user experience even more productive.

Click here to visit RPR



Designation Class coming!

ABR



Accredited Buyers Representative

Who is it for?

The Accredited Buyer's Representative (ABR®) designation is for real estate buyer agents who focus on working directly with buyer-clients at every stage of the home-buying process

**Presented by Knowledge Sponge
With Alec Hagerty**

**Mark your Calendars for
June 5th & 6th
For this 2 day Designation Course**

Cost: \$199.00

Registration to be paid in advance—non-refundable



REALTOR® Magazine

[Click here](#) to see more articles from the Legislative Meetings & Trade Expo



House Approves Another Short-Term Flood Insurance Extension

May 14, 2019 | REALTOR Magazine Staff



The House voted Tuesday to extend the National Flood Insurance Program through Sept. 30. The Senate must also approve the measure before May 31—when the NFIP is set to expire—to avoid lapses in government-backed flood insurance policies. “Thanks to REALTORS®, the Senate is well aware of the deadline for flood insurance,” Austin Perez, senior policy representative at the National Association of REALTORS®, said Tuesday at the REALTORS® Legislative Meetings & Trade Expo in Washington, D.C. “There seems to be broad bipartisan agreement not to let the program lapse on May 31.”

The House passed the four-month NFIP extension as a standalone bill but also proposed wrapping it into a larger disaster relief package for the Midwest and Puerto Rico, which have suffered from recent floods and hurricanes. REALTORS® on Capi-

tol Hill this week will urge their Congressional representatives to avoid a lapse of the NFIP while working toward a long-term reauthorization that includes meaningful reforms to the financially beleaguered program, which is billions of dollars in debt. “With that basic message, REALTORS® are well-positioned on a complex issue,” Perez said. “We just need to keep up the pressure for Congress to reauthorize and reform the program long-term.”

NAR estimates that the industry could lose 40,000 home sales per month if the NFIP expires.

The program provides flood insurance to more than 5 million homeowners in 22,000 communities across the country. Federal law requires the purchase of flood insurance for a federally backed mortgage in special flood hazard areas designated by FE-

MA. Private flood insurance is also available in many high-risk areas, but the NFIP may be the only option for some homeowners.

REALTOR® Mabel Guzmán, a broker with @properties in Chicago, said in Capitol Hill testimony in March that flooding is not exclusively a coastal problem. About half of all floods since 1990 have occurred in inland states, including Kentucky, Indiana, Michigan, Wisconsin, Minnesota, and Montana. Guzmán said more NFIP reforms are necessary to help make the program more sustainable.

NAR advocates for long-term reauthorization of the program in addition to removing federal barriers to a more robust private market for flood insurance. The association supports numerous reforms to the NFIP, including improved flood maps to better identify properties at high risk of flooding, pricing flood insurance closer to the specific flood risk of each individual property, and federal assistance, including grants and low-interest loans for owners to mitigate their properties’ flood risk.

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Coaching Corner: I feel disappointed...and...

April 26, 2019

By "Coach" Marilou Butcher Roth

This content is copyright 2019 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/blog/1098/coaching-corner-i-feel-disappointedand/>

Earlier this week an agent was sharing a story that any one of us could encounter. A neighbor/friend purchased a home from another agent, even though this agent had been showing them homes. All of the details are not as important as what happens now. This situation has been eating him up, he was disappointed, of course. He also was angry and blaming, confused about how this could have happened. Now...here's the important part. During this time, he has not only been blaming the neighbor/friend but, even more, he was blaming himself. He began to doubt his abilities, wondering what he had done wrong as a REALTOR. And...it

went beyond that. He became distracted with the other activities in his life – both personally and professionally! This situation become all encompassing. Unfortunately, this is not uncommon. Situations will present themselves in our lives that generate feelings – we may feel angry, sad, scared or various degrees of these emotions. When we get stuck in what has happened “to us,” we cannot move forward, or enjoy all of the other activities in our lives. Here is another example. I was speaking with my 11 year old grandson today, and he expressed some unhappiness around one of his teachers and proceeded to tell me in various ways why she was “bad.” He even said he didn’t enjoy another class with a favorite teacher, because of what the previous teacher had done “to him.” And there it is...again. It’s a story

that has been around forever. It’s about what we do when we hold the belief that someone is doing something “to us.” I am not telling you to suck it up and ignore your feelings – quite the opposite. Feel them PLEASE, and then shift your attention onto activities and people that generate a feeling of joy. This does not mean that you won’t feel disappointed or fearful. Those feelings can co-exist with easier feelings, and, you can then move forward and get on with your life. Do not let the “bad” situations keep you locked into feeling bad. You do not have control over how others behave – you DO have control over yourself and how you react to these behaviors. Which will you choose?



Marilou Butcher Roth is the owner of The MBR Group, a coaching and training company working primarily with REALTORS who have a desire to work and live from a more inspired place. She is also the Broker/Owner of Group REALTORS in Cincinnati.

Marilou is a member of the Ohio REALTORS Board of Directors and past chairman of the organization's Communications Committee. Feel free to contact Marilou to see if coaching is right for you: Marilou@mbr-group.com

Build a foundation for future success by applying for the Ohio REALTORS Leadership Academy!

May 9, 2019

Looking to grow professionally and personally? Interested in experiencing new adventures...challenging yourself...and becoming a more positive influence in your community and within your profession?

The Ohio REALTORS Leadership Academy is the perfect opportunity for self-discovery and building a foundation for future success. The

program, which was established in 2016, involves immersive, hands-on sessions at locales across the state, featuring unmatched speakers and facilitators.

You're invited to apply for inclusion in the 2020 class of Ohio REALTORS Leadership Academy - [CLICK HERE](#) to learn more about the program, access the application and begin the jour-

ney of becoming the best you possible! Applications are due Nov. 18 (at midnight).

This content is copyright 2019 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/blog/1105/build-a-foundation-for-future-success-by-applying-for-the-ohio-realtors-leadership-academy/>



REALTOR® Insight to Advertise Affiliates

Once again the newsletter will be offering advertising space to our Affiliates. We have put great thought into a value driven space to showcase your business. On the follow-

ing pages (12–15) you will see our examples and sizes of space available. We can “link” your website for an additional \$15 charge. If you have

questions or are ready to advertise in the newsletter please call Leslie @ 419-625-5787 or email Leslie@faor.com





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Instructor: Alec Hagerty, Knowledge Sponge Seminars

Keeping Up With The OAR-DIV-ians (3 HR Core Law CE Credit)

Thursday, July 11th—10:30 AM—1:45 PM

Instructor: Sally Steining, First American Title

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☐ \$85 for 1 days of CE and 1 round trip Jet Express Ticket

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CE ATTENDANCE: ☐ 3 hours CE on 7/10/19 ☐ 3 hours CE on 7/11/19 ☐ Both days of CE

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Card # _____ Exp Date _____

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Commitment to Excellence (C2EX)

During the NAR Legislative Conference in Washington D.C. we had 2 of our Brokers and our CEO, David Freitag, complete and earn the C2EX endorsement. Scott Myers of Mike Myers Realty, Inc. in Norwalk, and Alex Johnson of Real Living Morgan Realty in Sandusky and Port Clinton. They are now on the journey to Empower their futures and enhance their skills.

We encourage all members to join in the Commitment to Excellence and sharpen your skills and EMPOWER your future as REALTORS®!

The Program Plan:

The Program will offer each REALTOR® the opportunity to complete a **C2EX Skills Assessment**: a cutting edge, skills and personality identification system designed to measure a REALTOR®'s proficiency in the C2EX Competencies.

The C2EX Skills Assessment will produce a self-paced, facilitated path through a personalized education program, specific action steps, and tailored tools and resources based on the results of the C2EX Skills Assessment. This Journey would meet the individual needs of each REALTOR®, and maximize engagement by offering the products and opportunities identified as being of use and interest to a particular REALTOR®.

Each REALTOR®'s C2EX Journey will be unique, and will identify the best possible path for that particular individual

toward excellence in the REALTOR® C2EX Competencies.

The REALTOR® C2EX Journey will include various components to guide a REALTOR® toward excellence in the REALTOR® C2EX Competencies:

1. **C2EX Action Steps** will broaden a REALTOR®'s skill development and engagement with their community through a suggested series of activities, such as attending an event or participating in a recommendation and review program. The **C2EX Action Steps Tracker** is a journal of Action Steps completed by the REALTOR®.
2. **C2EX Learning Prospects** will offer a specific formal or informal learning opportunity, such as coursework, attending a webinar, or playing a learning game, uniquely designed to enhance a skill or improve a behavior identified in a REALTOR®'s C2EX Skills Assessment. The **C2EX Learning Prospect Tracker** is a journal of Learning Prospects completed by the REALTOR®.

If a REALTOR® identifies in their C2EX Skills Assessment that they are a broker/manager, they will unlock a special **C2EX Broker/Manager Path**: a companion REALTOR® C2EX Journey for brokers and managers, offering Action Steps and Learning Prospects designed to engage their agents in pursuing increased professionalism through the Commitment to Excellence Program.

Once a REALTOR® completes the Action Steps and Learning Prospects in their REALTOR® C2EX Journey for a particular competency, they will be awarded one of the **C2EX Excellence Badges**: digital insignias provided as recognition of a REALTOR®'s high level of achievement in one of the REALTOR® C2EX Competencies. These success measures will allow REALTOR®'s to promote their progress and receive encouragement along the way.

Achieving C2EX Excellence Badges unlocks new C2EX Action Steps and Learning Prospects which moves a REALTOR® one step closer to the **REALTOR® C2EX Endorsement**: an award given to a REALTOR® for achieving excellence in all the REALTOR® C2EX Competencies. The REALTOR® C2EX Endorsement is a unique market advantage, identifying the REALTOR® as a well-rounded professional committed to providing superior customer service and representing the ideals of the REALTOR® organization.

Once a REALTOR® achieves their REALTOR® C2EX Endorsement, they will be encouraged to complete another C2EX Skills Assessment to unlock new Action Steps and Learning Prospects, and receive a brand new, customized C2EX Journey.

Follow this link to begin your [C2EX Journey!](#)

Enhance
your
skills.

Empower
your
future.



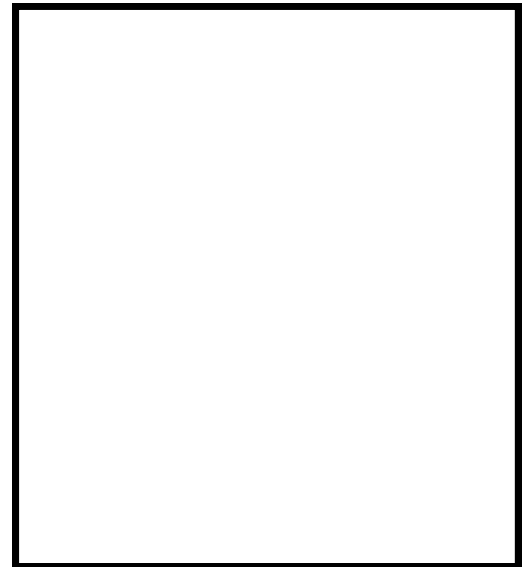


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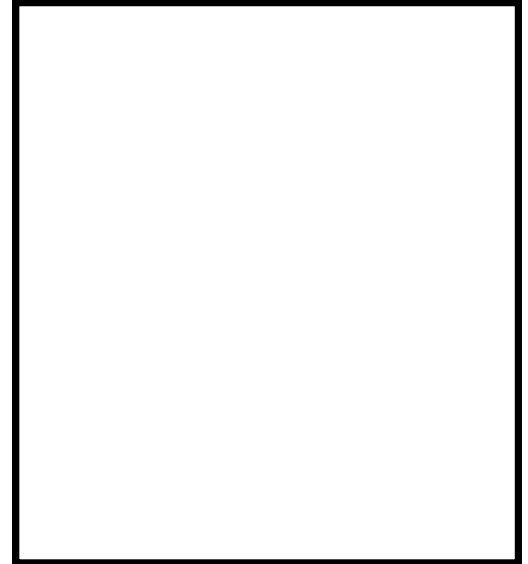
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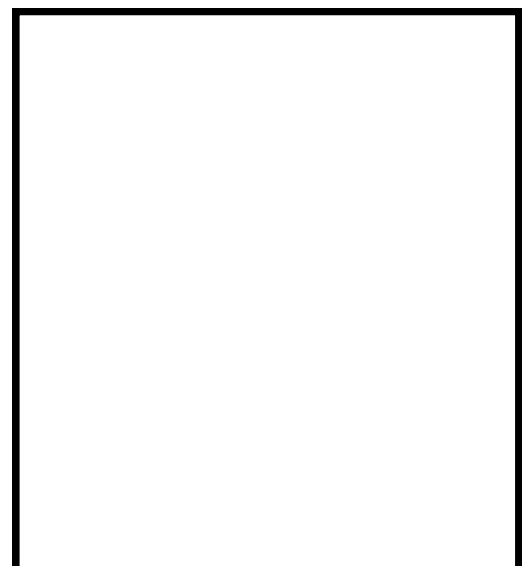
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Example





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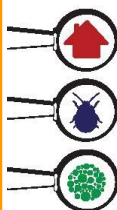
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RPAC "ISLAND CRUISE"

Jet Express Ferry Boat Island cruise; On Wednesday, August 21, 2019 depart Port Clinton at noon on **Jet Ferry Line, 49 Jackson Street, Port Clinton, OH.** Jet Ferry ride east of Kelley's Island, then north between Kelley's and Middle Island, then west between Middle and North Bass islands, then south between Middle Bass and Rattlesnake Island, then on to Put In Bay Harbor.



Once at Put In Bay a wine and cheese reception at The Keys at Put In Bay. Introduction of the Ohio legislators by Ohio Association of Realtor's EO Bob Fletcher.

Depart Put In Bay 4:30-5:00 PM, arrive Port Clinton, 5:00 to 5:30 PM.

Islands to be passed: Catawba, South Bass, Mouse, Kelley's, Middle (Canadian), Ballast, Middle Bass, North Bass, Sugar, Rattlesnake, Green, and Stone Island.

LIMITED SEATING: ONLY \$200.00 PER PERSON



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Firelands Association of REALTORS®

BOB STRAYER MEMORIAL GOLF OUTING

Tuesday, August 6, 2019

Eagle Creek Golf Course

2406 New State Road | Norwalk, OH 44857

11:00 AM Shotgun Start

*Sign Me Up*

☐ **4 Person Team**—\$400, if paid by July 23rd
after July 23rd cost is \$425

☐ **Single Player**—\$100, if paid by July 23rd
after July 23rd cost is \$125

☐ **Dinner Only**—\$30 if paid by July 23rd

*Sponsorship Opportunities*

☐ **Hole Sponsor**—\$125

Course signage at hole | Company name listed in program

Putting Green Sponsor—Sponsored by Appraisal Service, Inc.

☐ **Driving Range Sponsor:** \$150

Registration Form

Player 1 _____ Office _____

Player 1 _____ Office _____

Player 1 _____ Office _____

Player 1 _____ Office _____

☐ **Team**—\$400 if paid by July 23rd, \$425 after July 23rd

☐ **Single Player** \$100 if paid by July 23rd, \$125 after July 23rd

☐ **Dinner**—\$30 if paid by July 23rd, \$35 after July 23rd

☐ **Hole Sponsor**—\$125

☐ **Prepay for Mulligans**—\$25 per team



NEWS

Multiple Listing Service
MLS

What's new!
What to look for!

Our Monthly Newsletter is sent by **email only**.

This change has allowed us to reach more people for less money. We are looking for sponsorships to mail Newsletters quarterly to the Brokers and Affiliate members.

If you are not receiving your emailed copy or for Brokers and Affiliates that would like to receive a copy by mail every month please contact Leslie at the Board Office (419) 625-5787 or Email: Leslie@faor.com

The Newsletter is now on FAOR.Com!

On the "Member Side" under Members then Newsletters

Coming Soon - Coming Soon is now live. Forms are available on our FAOR.COM site. Log into the Member side, Click on Forms, then click on MLS Forms.

Held Status - If a listing cannot be shown for any reason, the listing must be in a **Held** status. "For Sale" Sign **can-not** be in yard.

Kick Out Clause on Listing - These listings must be in a "Contingent" status....Not Active

Marketing Remarks—for remarks/information on the home/property only. You cannot have "Call John Doe to schedule your showing today or Call to see this listing today"

Monthly Broker Open - **FREE first** Tuesday of each month. This is for open houses

held on the first Tuesday - Please send information regarding the listing & time by the Friday before. Brokers Opens for any other time will cost \$21.50 per ad.

ShowingTime - For assistance please call 1.800.379.0057 or email support@showingtime.com

Multiple Areas - If you want to put a listing in more than one area, there is a \$25 charge per area. For listings entered more than once: when sold...you only sell out one of the listings and withdraw the others.

The Board of Directors recently approved the recommendation of the MLS Committee to modify the Primary Photo rule as follows:

***New* Primary Photo**

In order to maintain consistency in the Service, primary photo as established is the front view of the property. Any photo set as the primary photo for the property that is not the front view of the property will be removed. In the event of a home having two front views (i.e. water front home) the listing agent may choose which of the two views to use as primary. If the alternate view is used as the primary, the photo of the front view of the property must be set in the second position. (Amended 2/18)

If you have any questions, please feel free to contact the MLS office at 419.625.3802

Welcome New Members!

New REALTORS®:

Dan Bettac
Cindy Gunderson
John Ellis

Russell Real Estate—Port Clinton, OH
Real Living Morgan Realty Group—Sandusky, OH
Realty Executives Strayer Group—Sandusky

New Office:

Bob Colvin
Russell Real Estate—Strongsville, OH

New MLS Office:

New MLS Salespersons:

Ryan Young
Keller Williams Greater Cleveland—Cleveland

New Affiliate:

Melanie Frederick
Superior Credit Union—Tiffin, OH

Hello &
welcome

The REALTOR® Insight is the official publication of the Firelands Association of REALTORS®, 2710 Campbell Street, Sandusky, OH 44870.

The Firelands Association serves five counties: Erie, Huron, Ottawa, Sandusky and Seneca.

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OBJECTIVE

FAR's REALTOR® Insight is published by and for the education information and benefit of its members and devoted to news of the real estate industry and other related and allied interest.

Advertisements of general interest are accepted, but in no way should be construed as an endorsement by the Firelands Association of REALTORS®. FAR makes every effort to ensure the accuracy of the information published but assumes no responsibility for damages due to errors or omissions.

All copies for publication should be sent to the Editor by the 20th of each month, rates available upon request.

All copies submitted are subject to editing at the Editors discretion.

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We are required to maintain an active email address for each FAR member who uses our MLS system. This email address is updated in the National REALTOR database (NRDS) and also for our email blasts with important information that goes out periodically.

If you have changed your email address, have not received email from us in some time or just want to double check it, please contact the Board Office at 419-625-5787 or email your current e-mail address to connie@faor.com.



Newsletters are now being emailed. If you are not receiving the newsletter please contact Leslie@FAOR.com and I will update my email list.

Thank You!



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YOUR FUTURE.**

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