

August 2019



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REALTOR Insight

What is RPAC?

Since 1969, the REALTORS Political Action Committee (RPAC) has promoted the election of pro-REALTOR candidates across the United States. The purpose of RPAC is clear: REALTORS raise and spend money to elect candidates who understand and support their interests. The money to accomplish this comes from voluntary contributions made by REALTORS. These are not members' dues; this is money given freely by REALTORS in recognition of how important campaign fundraising is to the political process. RPAC doesn't buy votes. RPAC enables REALTORS to support candidates that support the issues that are important to their profession and livelihood.

Financial assistance is contributed to the campaigns of individuals running for state, local and national office after a thorough review of the candidate's background and position on issues of particular concern to property owners and the real es-



tate professional.

Input is received from Local Boards and individual members before contributions are made. All funding decisions for State House or Senate candidates are made by the RPAC Trustees. Local Boards may request money for local candidates out of their Local Board Entitlement. Most boards receive a portion of the money they raise for RPAC back for use in local campaigns. The RPAC Trustees also make recommendations to NAR on contribution for federal candidates.

Triple Crown Winners

The Triple Crown recognizes state associations that meet their state-specific RPAC goals and local associations that meet NAR-specified criteria during the current fundraising year (Jan 1– Dec 31 annually).

- Ashland Board of REALTORS
- Cincinnati Area Board of REALTORS
- Dayton Area Board of REALTORS
- **Firelands Association of REALTORS**
- Guernsey-Muskingum Valley Associations of REALTORS
- Heartland Board of REALTORS
- Medina County Board of REALTORS
- Midwestern Ohio Association of REALTORS
- Springfield Board of REALTORS
- Toledo Board of REALTORS
- Warren Area Board of REALTORS
- Wayne-Holmes Association of REALTORS
- West Central Association of REALTORS
- Youngstown Columbiana Association of REALTORS

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Schedule of Events:

August

- **8/6 Bob Stayer Memorial Classic Golf Outing, Eagle Creek Golf Course, 11:00 am**
- **8/12-8/13 NAR Leadership Summit, Chicago**
- **8/15 FAOR Board of Directors Meeting, Board Office, 9:30 am**
- **8/21 RPAC Cruise, Port Clinton, 12:00 pm**

Up Coming Events

September

2	Board Office Closed, Labor Day
4	General Membership Meeting , Sandusky Yacht Club, 11:30 am
16-18	Ohio REALTORS Annual Convention & Expo, Cincinnati
26	FAOR Board of Directors Meeting, Board Office, 9:30 am

October

8	Annual Membership Meeting, Bellevue Society of the Arts, 5:30 pm
16	Ethics CE, 9:30 am & Civil Rights CE, 1:00 pm, North Central Educational Service Center, Tiffin
17	FAOR Board of Director Meeting, Board Office, 9:30
17	Brokers Meeting, Board Office, 11:00 am
23	New Member Orientation, Board Office, 1:00 pm
24	MLS Broker Committee Meeting, Board Office, 10:00 am



RPAC Cruise

August 21st

See page 3 to reserve your spot!

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



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 Scott Williams.

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



Make your reservation ASAP: Email connie@faor.com.

GREAT TIME FOR ALL, Check it out visit;
Put In Bay <http://visitputinbay.com/pib>

Jet Express <http://jet-express.com>

The Keys <http://thekeyspib.com>

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Payment Method: ☐ Check # _____ | ☐ Credit Card Amount Due \$ _____

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Firelands Association of REALTORS
2710 Campbell Street, Sandusky, OH 44870
connie@faor.com | 419-625-3802



New from the Ohio Division of Real Estate & Professional Licensing

Home Inspector Program

For those currently providing home inspection services, the law allows for a 120-day period to apply for an Ohio Home Inspector License under a special, limited provision (outlined below).

The application is now available and [can be accessed here](#). Applications for home inspectors under this provision will be accepted through Nov. 1, 2019.

Requirements of this provision include:

1. An applicant provides proof of maintaining or being covered by a comprehensive or commercial general liability insurance policy;
2. Understands an applicant can be subject to discipline by the Ohio Home Inspector Board and agrees to comply with all rules adopted by the Board;

3. Completes a criminal history check;

4. Completes a license application and provides proof by signed affidavit that an applicant has met three of the following eight requirements prior to April 5, 2019;

- Completed at least 200 home inspections for compensation from clients;

- Successfully passed a national home inspector examination within two years from the date an application is submitted to the Division;

- Actively operated a home inspection business in Ohio for three years;

- Was employed as a home inspector with a home inspector business for 36 consecutive months;

- Successfully completed 80 hours of home inspector education;

- Currently maintains an active home inspector license in a jurisdiction where the requirements to obtain that license are substantially similar to Ohio's home inspector license requirements;

- Prepared at least five home inspection reports that have been verified as being compliant with standards adopted by a national home inspector organization;

- Completed at least one peer review session conducted by a national home inspector organization within one year prior to April 5, 2019.

If you have questions, please contact the Division at 614-644-4100 or webreal@com.state.oh.us.



Welcome to dotloop!

We're happy to announce Firelands Association of REALTORS forms are available on dotloop! dotloop will empower you to manage documents, eSignatures, storage and overall broker collaboration—all in one platform.

dotloop is an online workspace that connects everyone and everything needed to complete a real estate transaction in one place. dotloop allows you to edit, complete, sign and share documents without ever needing to print, fax or email.

Be on the lookout, as we will be hosting live onsite training at an office near you!

If you have any questions regarding dotloop, we have a number of resources you can use:

- Support site: support.dotloop.com
- Best practices video: [recorded webinar](#)
- Download the app: [iOS](#) or [Android](#)
- Onsite training: [look for more dates to come!](#)
- How to attach your association: [article](#)

* Dotloop Support: support@dotloop.com or 888-DOTLOOP (368-5667)

A great way to get started is by taking the guided tour and experimenting with the sample loop transaction within your account:

CREATE YOUR FIRST LOOP

Directions to connect with FAOR were posted on a Broadcast Notice on 6/4/19

Convention registration is now open

BELIEVE TO ACHIEVE

September 16–18
Cincinnati...Hyatt Regency/
Duke Energy Convention Center

[Click Here to Register](#)

A fun-filled three-day event begins September 16-18 in Cincinnati.

Highlights include:

- 13 hours of continuing education
- 18 speakers including Katie Lance, Terry Watson and Ohio's own Peg Ritenour



- Grand Slam session with Pete Rose and NAR CEO Bob Goldberg
- Evening events for RPAC/YPN and PSC/Installation Dinner
- Expo featuring all the latest and greatest real estate has to offer Networking, networking, networking opportunities
- Much, much more at www.ohiorealtors.org/convention
- Use our Facebook frame on your profile photo and let everyone know you plan to attend the Convention

This content is copyright 2019 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/>



Congratulations to our **2020 NAR Leadership**



MICHELLE BILLINGS
Vice Chair, Local Leadership
Idea Exchange Council



GREG HRABCAK
Region 6
Vice President



PETE KOPF
REALTOR® Party
Director



TIFFANY MEYER
Member Service
Liaison



JOANNE ZETTL
Chair,
Research Committee

Firelands Association of REALTORS® Continuing Education

Wednesday, October 16, 2019
North Central Ohio Educational Service Center
928 West Market Street
Tiffin, OH 44838

Sally Steining, Instructor
First American Title Company

Ethics: There Must Be 50 Ways To Lose Your License (3 hours of Ethics CE Credit)

Cost: \$30.00

Begins at 9:30 AM

Lunch 12:30—1:00 PM

Civil Rights: Am I Running A Real Estate Practice or Running A Zoo? (3 hours of Core Law CE Credit)

Cost: \$30.00

Begins at 1 PM

REGISTRATION FORM

☐ Ethics ☐ Core Law ☐ Both

Name _____ File # _____

Office _____

Method of Payment: ☐ Check No _____ ☐ Credit Card ☐ Bill Me

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Return To:

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(419) 625-5787 | FAX (419) 625-3442

Coaching Corner: Oh the Stories!

June 21,

By "Coach" Marilou Butcher Roth

We tell ourselves stories on a regular basis – some good, some not so good. They may be surrounding our careers, our physical bodies or perhaps our relationships. The stories have been spun usually over a substantial period of time and their basis, if even slightly existent, has long gone by the wayside, covered over with the regularity of what we tell ourselves.

We like to blame our parents for some of our not so good stories, our feelings of not enough. Well, perhaps that tiny kernel began in the innocence of our childhood, but as adults, we tend to expand and deepen what began long, long ago.

Today, I would like you to look at some of your own stories that permeate your life and well being, and I will do likewise. Earlier this week, as my husband and I enjoyed a simple dinner of grilled chicken breast and a light salad, I found myself quite taken aback when I chewed onto something hard. As I fished it out of my mouth, what I found appeared to be a crown from my very back tooth, which now hung out, leaving what was left from this fiasco. As it turned out, it was not my

crown...it was actually the bigger part of the tooth itself!!! As I sat in the dentist chair, listening to my options, I found tears rolling down my cheeks, which puzzled me.

What prompted this type of emotion? Not pushing against what I was experiencing, I realized that those tears were directly connected to a story of my own – the story of what happens as you age (as I age). Body parts get weak, including teeth. You begin to lose your stability, physically and mentally...and on and on. Honestly, until that moment, I did not realize I was carrying that story around with me, and now I felt its heavy presence, hanging as the proverbial albatross around my neck.

Here's the cool part of this, just in case you were feeling bad for me. Having this experience, brought awareness to a story that quite frankly, isn't mine. There were many of these age stories as I grew up, coming from family members and other adults as well. They spun a web around all of the not so wonderful things that happen as

we age. My little self took all of these forebodings into my head, where they lay latent until a very unhappy tooth decided to make a break for it!

Now, I can see what is true for me, and that is that I am vibrant, strong and healthy regardless of my approaching 65th birthday. I can create my story, just as you can create yours. This week, if you are willing, explore your own stories that have come into your life. Are they actually true for you? How can you take your stories and create the life that you want? Awareness is the first step, and remember, its only a story!

And by the way, isn't there a story that summer is supposed to be hot???!?

This content is copyright 2019 Ohio REALTORS. Read more at: <https://www.ohiorealtors.org/blog/1132/coaching-corner-oh-the-stories/>



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

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 following 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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CE at Put-in-Bay

On July 10–11 our Annual CE at Put-in-Bay took place at the Put-in-Bay Resort and Conference Center.

This year we had about 20 REALTORS take advantage of this opportunity to have a relaxing and fun way to take CE classes and socialize with fellow REALTORS.

Alec Hagerty of Knowledge Sponge Seminars, taught “Ethics for Real Estate Professionals” on Wednesday, July 10th. Alec always has an interesting class.

Sally Steining of First American Title, taught Core Law “Keeping up with the OAR-Div-ians”. Sally always makes Core Law very informative and interesting as well.

We would like to thank First American for Sponsoring these classes and Mary Boldman for all her hard work and effort in making this happen.



First American Title™



Mark your calendar for
Next Years (2020)
CE at Put-in-Bay
July 8th & 9th

3 Report Customizations You Should Be Doing Now



Ready to get more out of the reports you create? Follow these 3 report customizations to make the reports you create in RPR showcase the exact information your clients require.

1 Customize the report cover photo

It's often said that, "You only get one chance to make a first impression." That couldn't be more true than in the real estate industry. So when you find yourself sharing a report with a less than flattering cover photo, take a moment to update it. The process is quick and simple, and can be done from the website or mobile app. RPR makes it easy to do so, here's how.

1. Locate the digital photo you would like to use on your report cover
2. Login to narrpr.com and search for a subject property
3. Select Enter
4. Now to upload the new photo. The steps are different depending on whether you are using the RPR website or app.

From the RPR Website

1. On the RPR property details page, scroll down to Property Notes and select Upload Photos

2. Select the photos you want to upload
3. Choose Edit and then select Use for report covers
4. Choose Save

In the RPR app

1. On the RPR property details page, tap Notes
2. Next tap Add a Photo
3. You'll have two choices: Take a Photo, or Select from Album.
4. Choose Edit
5. Tap on the Report Cover option
6. Choose Update to save

2 Add custom pages

Did you know that you can upload PDF's into reports you create in RPR? This is a great way to showcase anything from your biography or testimonials to additional market statistics or specific marketing tools and methods you employ for your clients. Here is how:

1. Click the Reports tab at narrpr.com.
2. Under General Report Preferences, select Manage Custom Pages.
3. Select Add to upload up to five PDF files from your system. Note that the files must not exceed 10 MB in total.
4. Choose a row and drag it up or down to arrange the order of the pages. Here, you can also specify whether the pages will

appear at the beginning or the end of the report.

5. Once complete, add your custom pages to individual reports under the My Details dropdown. Select or unselect custom pages you wish to be included. Your selections are saved for future reports but can be changed at any time.

3 Select and modify the pages included in your report

Is your client already familiar with the area and not interested in neighborhood demographics? Are the school test scores and parent reviews relevant? One of the most frequently used report customizations is the ability to hide page elements from your report. Accomplish this by:

1. Visiting the report generation page and selecting More Details.
2. Uncheck an item to hide.
3. If you're not sure what a particular item represents, hover your mouse over the blue information icon to the right and you will see a quick preview of the section.

Tip: If you're not sure what a particular item represents, hover your mouse over the blue information icon to the right and you will see a quick preview of the section.

“Dividing your attention to complete multiple activities at once can make you less effective at everything you’re doing.”



Jeff Davidson is “The Work-Life Balance Expert®” and speaks to organizations that seek to enhance their overall productivity by improving the effectiveness of their people. Visit BreathingSpace.com to learn more about him.

Why Multitasking Makes Your Business Less Efficient

July 16, 2019

From franchise CEOs and broker-owners to rookie agents, everyone in the real estate business has numerous tasks to manage throughout the course of a day, week, month, and year. The multitude of responsibilities on your plate requires the capacity for self-management, time management, and the effective allocation of your resources. However, don’t confuse legitimate workplace skills with the contemporary, ill-advised phenomenon called multitasking.

Multitasking might appear to be a reliable way to tackle many issues that compete for your time and attention. It seems intuitive that if you can juggle both A and B concurrently, you’re achieving a productivity gain and saving significant time. But the fallacy in that argument is surmising that the human brain can double up or triple up on tasks with no loss of attention, focus, or effectiveness.

A plethora of psychological studies have shown that the human brain can only give what researchers call “sharp attention” in one direction at a time. Seeking to give this level of attention in multiple directions yields a reverberating type of attention allotted to each activity and predictably results in a loss of mental acuity and productivity.

A clear example of multitasking is when you’re driving along the highway and speaking on a smartphone. Even if you switch to the hands-free speakerphone feature, both activities compete for your brain’s vital sharp attention. So you execute neither activity as effectively as you could by undertaking one activity at a



It’s also prudent to point out that driving while talking on the phone—hands-free or not—contributes to distracted driving and an elevated rate of vehicular accidents.

Multitasking Coexists Best With Routine

Certainly, it’s OK to multitask while completing some repetitive and familiar work activities. You can run a print job while you work with a file on your screen, for example. As long as the printer has adequate toner and the paper feeds through as designed, there is no deficit in multitasking in this manner. Nevertheless, for whatever task you are attempting to handle, the fact that you are running a print job at the same time is likely to diminish your overall effectiveness.

The loss in mental acuity will be relatively minor, and you might not even be aware of it. The real risk of workplace multitasking, however, is that you never quite retreat to that mental space where you can offer concerted concentration and, hence, your best work. Revealingly, if you trace your actions over time, you’ll likely see that for the larger tasks you executed effectively, you stopped multitasking and focused on the task at hand.

Sending the Wrong Message

Multitasking sends a message to your subconscious that this is

the way you have to proceed to stay competitive and succeed. When multitasking becomes ingrained in your psyche, you’re telling yourself deep down that you can’t make it in real estate any other way. You end up missing the benefits derived from practicing the art of doing one thing at a time.

Multitaskers have trouble seeing the forest for the trees and often fail to focus on the most critical components of their day-to-day operations, abandoning less palatable tasks because they require creativity, concentration, and analysis. As an everyday practice, repeated often, multitasking separates those who continually scramble to keep pace from those who rise to the top.

One Thing at a Time

Since we all face multiple priorities on the job, it’s easy to equate managing multiple priorities with multitasking. The larger and more vital the task, the more essential to focus on it intently. Practice doing one thing at a time. When you’ve finished a project or have taken it as far as you can, only then should you switch focus to your second most important task, and so on.

As your day and work unfold, mastering the art of doing one thing at a time is the best way to proceed. You may, however, multitask on issues that represent the routine or familiar and that carry few consequences for lost time on the trail. In general, though, your best strategy for high productivity is to forsake multitasking and its false promise as you handle the multiple priorities that you face.

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®:

Ben Cooper Russell Real Estate—Sandusky

New Office:

Dan Schiefley Realty Executives Select Group Ohio- Sandusky

New MLS Office:

New MLS Salespersons:

New Affiliate:

Deanna Allensworth Home Builders Association of Erie County

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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Executive Officer/Publisher

David Freitag, CEO
E-mail: David@faor.com

MLS Director/Web Admin.

Connie Knerr
E-mail: Connie@faor.com

Admin. Assistant/ Newsletter Editor

Leslie Bixby
E-mail: Leslie@faor.com

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