

SEPTEMBER 2011

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NEAL OBRINGER
PRESIDENT

LINDA PAINTER-STEMEN
PRESIDENT-ELECT

JOE GUAGENTI
VICE PRESIDENT

ROXANN DUNNO
CHIEF EXECUTIVE OFFICER

PUBLISHED MONTHLY
BY

WEST CENTRAL
ASSOCIATION OF REALTORS®
400 SOUTH CABLE ROAD
LIMA, OHIO 45805-3112
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(419)229-1842 FAX



SEPTEMBER is

REALTOR® SAFETY

MONTH

The 10-Second Rule

One of the most common reasons that people find themselves in dangerous situations is that they weren't paying attention. Take a few precious seconds during the course of your day to assess your surroundings.

Take 2 seconds *when you arrive at your destination.*

- Is there any questionable activity in the area?
- Are you parked in a well-lit, visible location?
- Can you be blocked in the driveway by a prospect's vehicle?

Take 2 seconds *after you step out of your car.*

- Are there suspicious people around?
- Do you know exactly where you're going?

Take 2 seconds *as you walk towards your destination.*

- Are people coming and going or is the area unusually quiet?
- Do you observe any obstacles or hiding places in the parking lot or along the street?
- Is anyone loitering in the area?

Take 2 seconds *at the door.*

- Do you have an uneasy feeling as you're walking in?
- Is someone following you in?

Take 2 seconds *as soon as you enter your destination.*

- Does anything seem out of place?
- Is anyone present who shouldn't be there or who isn't expected?

Safety in Just 10 Seconds

It takes just 10 seconds to scope out your surroundings and spot and avoid danger. Make this "ten-second scan" a habit in your everyday work as a Real Estate Professional Then share it with someone else.





WELCOME NEW MEMBERS

Busy B Realty
Ben Cook

Prudential One, REALTORS®
Jason Moore

TRANSFERS

Real Living CCR, REALTORS®
Cathy Contris

Ron Spencer Real Estate
Joyce Ranes
* * * * *

West Central Association Membership Statistics

	Year to Date thru 8/15/2011	Year to Date thru 8/15/2010	Year Ending 12/31/2010
# Offices	59	63	62
# Primary Members	311	334	332
# Secondary Members	5	4	4
# Affiliates	25	26	25

West Central Association MLS Statistics

	Year to Date thru 8/15/2011	Year to Date thru 8/15/2010	Year Ending 12/31/2010
# Offices	77	79	82
Total Membership in Multiple	332	361	350
New Listings	1640	1754	3325
Closings	717	809	1548



MLS Tidbit

When Do I need to Return My Lockbox?

Lockboxes need to be returned when the listing is **C**losed, **E**xpired or **W**ithdrawn.

Lockboxes records are pulled daily when the listing to which they are assigned appears on the "hotsheet". A notification for these boxes is sent out to the office every Thursday and the boxes need to be returned, transferred or the listing reactivated before 5:00 the following Wednesday.

* * * * *

The Third Quadrennial Period for the NAR Professional Standards Requirement Code of Ethics Course began January 1, 2009. **THIS COURSE MUST BE COMPLETED BY DECEMBER 31, 2012.** Fax your certificate to the Board upon completion of your Ethics Course as your Certificate Number is needed to meet this requirement.

* * * * *

AUGUST MLS VIOLATIONS & WARNINGS

VIOLATION	Amount of Fine	Warnings	Fines
Bulletins over the 7 day limit	\$5/day	0	0
Unallowable Data in Public Remarks	\$50.00	0	0
Blank, Incorrect or Fictitious Information in Required Fields	\$50.00	0	0
No Photo	\$50.00	9	0
Non-Reported Closings (Solds)	\$50.00	0	0
Non-Reported Status Change	\$50.00	0	0
Non-Reported Dual or Variable Rate Commission	\$50.00	0	0
Listing Not Submitted to MLS within 48 hours	\$50.00	0	0
Entry of Branded Virtual Tour on Listing	\$50.00	0	0
Non-Existent Listing	\$500.00	0	0
Providing Login Name/Password to Non-Member	\$500.00	0	0





BOARD OF DIRECTORS

President Obringer called the meeting to order @ 8:30. President- Elect Linda Painter-Stemen, Vice- President Joe Guagenti, Tim Stanford, Jim Kitchen, Veronica Fox and Chris Fleischman were present. Dick Clark, Dino Guagenti and Sandy Foreman were absent.

There was a quorum.

Agenda approved.

July minutes approved.

July financial statements accepted for filing.

Approved new members: Richard B. Cook, Busy B Realty; Jason Edward Moore, Prudential One Realtors.

Approved 4Q MLS fees

Approved slate of Officers and Directors as follows:
President Elect: Joe Guagenti; Vice President: Tammy Breneman; Directors: Lisa Quaintance, Belinda Glenn, Robin Clay, Kim Eilerman, Melinda Sebenoler, Bruce Binkley, Karen Sparrow, Tim Heinz, Dan Irwin, Mike Collingsworth.

The next meeting is scheduled for September 7, 2011

* * * * *

MEMBERSHIP MEETING

September 9, 2011

A light lunch will be provided at 11:30 with the meeting starting at 12:00.

Judy Lamberjack, Midwest Appraisal in Findlay, will speak on the new changes in appraisal procedures that will be coming to Fannie Mae (UAD) on September 1.

Plan on attending this meeting and learn about this news first hand.

* * * * *



IRENE CAROLINE TREMPERT

Our deepest sympathy goes to Irene's family and friends as she passed away August 24th. In the past, Irene had been a REALTOR® with Yocum Realty for approximately ten years.

* * * * *



West Central Association of REALTORS®
announces the Nominees for the
2012 Officers and Board of Directors

President Elect—Joe Guagenti – Azzarello's Realty

Vice President (One to be Elected)

Tammy Breneman – Yocum Realty
Dino Guagenti – *Real Living* CCR, REALTORS®

Board of Directors (Three to be Elected)

Bruce Binkley – Oakridge Realty
Robin Clay – *Real Living* CCR, REALTORS®
Mike Collingsworth – Charter Realty, Ada
Kim Eilerman – Dick Clark Real Estate
Belinda Glenn – Yocum Realty
Tim Heinz – Yocum Realty
Dan Irwin – Irwin Real Estate
Lisa Quaintance – *Prudential* One, REALTORS®
Melinda Sebenoler – Cowan, REALTORS®
Karen Sparrow – Yocum Realty

Additional candidates for the offices to be filled may be placed in nomination by request, signed by the candidate, with the Executive Officer at least two (2) weeks before the election. No candidate shall hold more than one office position.

* * * * *



MARK YOUR CALENDAR NOW

So You Will Be Able To Cast Your Vote For The Election
Of The 2012 Officers And Directors

Board Office 8:00 – 5:00 October 7, 10, 11
10:30 -11:30 **ONLY** October 14

Bee Gee Realty 12:00 – 4:00 October 12

Charter Realty (Kenton) 10:00 -12:30 October 13

Charter Realty (Ada) 1:00 – 2:00 October 13

PLEASE VOTE – YOUR VOTE DOES COUNT



New FTC Rule May Impact Brokerages

The Federal Trade Commission (“FTC”) has recently issued its Mortgage Acts and Practices - Advertising, or “MAP”, rule (“Rule”). The Rule imposes requirements on those that provide information about mortgage credit products to consumers by prohibiting misrepresentations during these communications and also imposing recordkeeping requirements. The Rule will impact real estate professionals that provide this information to consumers, such as giving a consumer a lender’s rate sheet. The Rule takes effect on August 19, 2011.

Click [here](#) to read the Rule’s text and accompanying commentary.

Background

The FTC published an Advance Notice of Proposed Rulemaking in 2009, and issued a proposed rule relating to unfair or deceptive acts and practices that may occur with regard to mortgage advertising in September 2010. NAR filed a comment letter seeking an exemption for real estate professionals from the Rule- click [here](#) to read NAR’s comment letter.

The Rule is intended to regulate unfair or deceptive practices in the advertising of mortgage products, and covers all entities involved in the process such as mortgage brokers, lenders, and home builders. The Rule will also cover real estate professionals when they are providing information about a mortgage credit product to a consumer, as outlined in this article.

Rulemaking authority for the Rule has now transferred to the Consumer Financial Protect Bureau (“CFPB”). Enforcement authority for the Rule rests with the CFPB, FTC, and state attorneys general.

Rule’s Requirements

The Rule prohibits misrepresentations in a commercial communication about any term of a mortgage credit product. A “commercial communication” is broadly defined within the Rule, covering both oral and written statements designed to “create an interest in purchasing goods or services”, which in this case would be a mortgage credit product. A “mortgage credit product” is “any form of credit” that is offered to a consumer and secured by the consumer’s dwelling. The Rule’s coverage will include information about all mortgage terms and the Rule contains an extensive list of possible mortgage terms, including interest rates, products sold in conjunction with a mortgage such as credit insurance, amount of taxes, variability of interest rates, and prepayment penalties.

Application of Rule to Real Estate Professionals

The Rule will apply when a real estate professional provides information about a specific mortgage product to a consumer. An example would be providing a consumer with rate sheets containing the current interest rate from a lender or providing a consumer with applications or other information for a specific mortgage product. All statements about the terms of a mortgage will be covered by the Rule, and will need to be retained for two years. In addition, the statements should have the disclaimer language discussed in this article in order to protect against later misrepresentation claims.

The FTC has stated in its comments that the Rule does not apply to purely informational communications not designed to cause the purchase of a good or service because these are not commercial communications. So, providing a consumer general information about market rates for different types of mortgages products will likely not be subject to the Rule because these are not related to a specific mortgage product. However, providing a consumer with the daily rates from a specific lender would trigger compliance with the rule. Similarly, going through the prequalification process with a consumer in order to determine the range of properties that a consumer may be eligible to purchase won’t require compliance with the Rule; however, providing a consumer with the documentation needed to apply for a preapproval from a lender for a mortgage loan will be covered by the Rule.

Disclaimer or Qualifying Statement

In the preamble to the final Rule, the FTC notes that a disclaimer provided with a covered statement “may correct a misleading impression, but only if it is sufficiently clear and prominent to convey the qualifying information effectively”. Therefore, real estate professionals should always include a disclaimer when providing information to consumers about the terms of a mortgage credit product, as a properly crafted disclaimer can protect against later misrepresentation claims.

The disclaimer will need to be prominent, as the FTC notes in its comments that disclaimers in small type placed at the bottom of a document will not protect against misrepresentation claims. The disclaimer text should be separated from the other text in the covered statement, as language buried within the text may not be effective to protect against misrepresentation claims. [Click here](#) for a model disclaimer.

Note that the disclaimer should be tailored to the type of information that you are providing to a client. If you are providing other services beyond transmitting basic mortgage information, you will need to tailor your disclaimer to cover those services.

Recordkeeping Requirements

If a real estate professional is subject to the Rule, the real estate professional is required to keep all covered commercial communications for 2 years from the date that the communication was made to the consumer. In order to comply with this section, the real estate professional should put all covered statements into writing and include the statements in each consumer's file (paper or electronic) with the brokerage. This record retention system should become part of the brokerage's overall record retention program.

DO YOU HAVE A QUESTION OR A CONCERN REGARDING THE BOARD????

Officers



President	Neal Obringer	419-222-2560	nealobringer@yahoo.com
President-Elect	Linda Painter-Stemen	419-222-1212	lindastemen@yahoo.com
Vice President	Joe Guagenti	419-991-3322	joebikeshop@earthlink.net
Past President	Jim Kitchen	419-222-3040	jkitchen2@woh.rr.com
Directors			
Dick Clark		419-695-2573	DC@dickclarkrealestate.com
Chris Fleischman		419-222-1212	criss72604@aol.com
Sandy Foreman		419-222-1212	sandyforealtor@wcoil.com
Veronica Fox		419-222-3040	d_fox2@hotmail.com
Dino Guagenti		419-222-0555	dino.g@ccrrealtors.com
Tim Stanford		419-222-3040	tim_s@yocumrealty.com

Email Addresses for Board

Roxann ceo@wcare.net Kathy secy@wcare.net

What a Perfect Day for a Golf Outing!

There was nothing more to ask for! We had a great turnout, great REALTORS®, great affiliates, a wonderful golf course and a beautiful day of sun and weather. After a day of fun in the sun, everyone enjoyed a dinner beyond compare! This year the committee decided to change the "pace" and try a different menu. Everyone enjoyed the marinated pork chops, redskin potatoes, and green beans prepared by Colonial Golfers Club. What a great meal to end a fun day!

Thanks to Michelle Snyder, for once again being the chairman and her great committee of Kris Stevely, Tim Heinz, Ralph Haggard, Mary Ann George, Lisa Harding, Chrisa McGhee and Shot Arnett for all of their hard work and efforts to make this day so successful. Thanks to Tim Sprague for getting the Hole Sponsor signs to and from the golf course. Thank You, Mike Reindel, for being a great MC, after a long day of golf, and making the evening so much fun!

The following offices and affiliates all contributed to this success and we truly thank each and every one of them. Hole Proximities (sponsoring a Hole and donating the prize) were provided by Citizens National Bank, First Federal Bank, Lima News, Ron Spencer Real Estate, State Bank and Superior Federal Credit Union. American Title Resources, Busy B Realty, Cowan, REALTORS®, First Lima Title Agency, Kilco Title Agency, Lawyers Title Agency, *Real Living* CCR, REALTORS®, ServPro of Lima, and TopMark Federal Credit Union all sponsored a Cart and a Hole. 540 Title Agency, Delph & Associates, Doyle Realty, Fifth Third Bank, First American Home Buyers Protection, First National Bank, Northwest Title Agency, and Terra Title Agency all sponsored a Hole. Superior Federal Credit Union sponsored a Cart in addition to doing the Hole Proximity. Irwin Real Estate also sponsored a cart. This year a perpetual plaque has been ordered and will have the names of the team with the lowest score engraved on it each year. The first to receive this honor are Jerry Frey, Mike Reindel, Ron Spencer, and Chad Wright. This plaque will be displayed at the Board Office. Another first started this year is the "traveling prize" for the group with the highest score. The first to receive this prize are Jane Bushong, Shaunna Covault, Chris DuBois, and Lynn Dunbar.

As you can tell, this day was a lot of fun and the only thing missing was you! Please join us next year and make it even better.

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Schedule of Events
Register online
Presidents Sales Club

Opening Session Entertainment
Jack Hannah
Director Emeritus...The Columbus Zoo









Sean Carpenter Amy Choresw Jackie Leavenworth Lynn Madison Terry Watson Andrew Wooten

The American Dream is Alive
OAR's 2011 Annual Convention & Expo
Sept. 11-14, 2011...Columbus



SEIZE THE DAY
It's your time to shine

- Take charge at the 2011 REALTORS® Conference & Expo in sunny southern California
- Train with the best at the premiere real estate event in the U.S.
- Join 18,000 professionals for four intensive days of networking, education, motivation, and fun
- Explore the largest trade show floor in real estate, where 400 exhibitors will excite and inspire you
- Refocus your mind with 100 education sessions during the day—and let loose at night with events like the Celebrity Concert starring Diana Ross


Stay in Anaheim and Stay on Budget
With hotels starting at \$89 per night, Anaheim is an affordable destination for the 2011 REALTORS® Conference & Expo.

REALTORS® Conference & Expo
ANAHEIM, CA NOVEMBER 11-14, 2011

Sign up today at www.REALTOR.org/Conference
Register by August 15 and save






Our Deepest Sympathy

Goes to Terry and Linda Stukey, The Gooding Company, on the death of Terry's mother, Pauline Stukey Jones on July 15th.

to Paul Shenk, on the death of his daughter, Phyllis Shenk King, on August 12th.



Now Offering 3 Hours FREE C. E. Credit

Tammy Breneman will be teaching Basic MLS training on September 29 from 9:00 – 12:30 at the Board Office. If you have a laptop you are encouraged to bring it with you. Call the Board Office (419-227-5432) to register for this helpful class.



CONGRATULATIONS TO THESE FIRST-TIME GRANDPARENTS

Jennifer Fargo, *Real Living* CCR, REALTORS®, Became a grandmother on July 21 to Ryan Allen Beougher.

Kay Loftis, secretary for The Gooding Company, became a grandmother on August 1 to Dylan Schymanski.



Drive with pride!

You now have the opportunity to let everyone know that you're a proud REALTOR®...one that's "Sold on Ohio!" the plate each year the plate is renewed. A portion of the fee will go toward the Ohio Association of REALTORS® Property Disaster Relief Fund. fees apply (currently \$50). Due to the REALTOR® "R" on the plate, there is a limitation of six letters and/or numbers.

Starting September 2, you will be able purchase a specially designed license plate featuring the REALTOR® "R" logo. The plates may be issued to passenger vehicles, non-commercial trucks, motorcycles, house vehicles and non-commercial trailers. The OAR Disaster Relief Fund was established in 2003 by OAR Past President Steve Brown to provide assistance in response to crisis situations that arise in the Buckeye State. For more information, or to purchase the plates online -- visit <https://www.oplates.com/> or at an OBMV Deputy Registrar License Agency.

There is an additional \$35 Special Plate fee charged for Plates can be personalized, but regular personalization



GLENNA STAUFFER DERBYSHIRE



Many of you will remember Glenna as being a long time REALTOR® with The Gooding Company. She retired in 1988. Glenna died August 20th at the age of 98. Our condolences to her family and friends.

THANK YOU TO OUR GREAT AFFILIATES

American Budget Company

925 N. Cable Road
Lima, Ohio 45805
P: 419 – 227-5764 F: 419 - 227-0064
Chuck Bowen

Beacon Mutual Federal Credit Union

2301 Allentown Road
Lima, Ohio 45805
P: 419 228-4321 F: 419 228-2140
Heather O'Connor

Chase

121 W. High Street
Lima, Ohio 45801
P: 419 221-6988 F: 419 221-5991
*Beth Hawk, Christine Hines,
Rex Whetstone*

Curtis Gas Service

114 Candy Lane
Lima, Ohio 45805
Phone 419 234-2524
Larry Curtis

Citizens National Bank

201 N. Main Street
Lima, Ohio 45801
P: 419 224-0400 F: 419 229-2095
Mary Ann George

Invested Title Agency

212 N. Elizabeth, Ste 410
Lima, Ohio 45801
P: 419 228-6950 F: 419 229-1840
William "Sam" Kendall

Farm Credit Svc of Mid-America

1120 Elida Avenue
Delphos, Ohio 45833
P: 419 695-6000 F: 419 – 695-6007
Jennifer Riethman

Fifth Third Bank

225 N. West Street
Lima, Ohio 45801
P: 419 229-4450/F 227-5638
Doug Swinehart

Fifth Third Bank

2120 Harding Highway
Lima, Ohio 45804
P: 419 222-3579 F: 937-853-5038
Kelly Ruen

First Federal Bank

2565 Shawnee Road
Lima, Ohio 45805
P:419 221-1312 F:419 222-7434
Marlene Yant

First Federal Bank

2600 Allentown Road
Lima, Ohio 45805
P: 419 224-2265 F: 419 221-3142
Lisa Harding

First Federal Bank

230 E. Second Street
Delphos, Ohio 45833
P: 419 695-1055 F: 419 695-5749
Elaine Evans

First Lima Title Agency

1617 Allentown Ste 100
Lima, Ohio 45805
P: 419 228-2272 F:419 228-3779
Pam Jennings

First National Bank

102 E. Main Street
Pandora, Ohio 45877
P: 419 384-9112 F:419 384-7507
B. J. Burden

Huntington Mortgage Group

850 Shawnee Road
Lima, Ohio 45805
P: 419 226-6020 F: 877 258-9005
Gary Hollenbacher

Huntington Mortgage Group

631 W. Market Street
Lima, Ohio 45801
P: 419 222-3241 F: 877 413-1164
Karen Maag

Kilco Title Agency

119 N. West St, Ste 101
Lima, Ohio 45801
P: 419 228-8989 F: 419 228-9111
Ed Pedlow

Lawyers Title Agency

234 N. Main Street
Lima, Ohio 45801
P: 419 228-3300 F: 419 228-3304
Shaunna Covault

The Lima News

3515 Elida Road
Lima, Ohio 45807
P: 419 223-1010

Midwest Appraisal

400 W. Sandusky Street
Findlay, Ohio 45840
P: 419 423-4787 F: 419 423-4276
Judy Lamberjack

Northwest Title Services

101 N. Elizabeth Street
Lima, Ohio 45801
P:419 222-1122 F: 419 224-6181
Darlene Binkley

Rhodes State College

4240 Campus Drive – Galvin Hall
Lima, Ohio 45804
P: 419 995-8358 F: 419 995-8097
Diane Maloney

Royal Cellular

1115 W. Robb Avenue
Lima, Ohio 45801
P: 419 225-6337 F: 419 225-6351
Don Alsept

ServPro of Lima

1930 Findlay Road
Lima, Ohio 45801
P:419 516-4990 F: 419 516-4991
Cindy Nelson

The State Bank

930 W. Market Street
Lima, Ohio 45801
P: 419-3361 F: 416 99746
Chrisa McGhee

Superior Federal Credit Union

1205 E. Kibby Street
Lima, Ohio 45804
P: 419 223-9746 F: 419 222-2945
Michelle Snyder

Swartz Contracting

2262 Baty Road
Lima, Ohio 45805
P: 419 331-1024 F: 419 331-9524
Dan Maciejewski

TopMark Federal Credit Union

3800 S. Dixie Highway
Lima, Ohio 45806
P: 419 879-1500 F: 419 879-2223
Michelle Modica

The Union Bank Company

1410 Bellefontaine Avenue
Lima, Ohio 45804
P: 419 229-6500 F: 419 229-6502
Nanci Carroll

SEPTEMBER 2011

<i>Sun</i>	<i>Mon</i>	<i>Tue</i>	<i>Wed</i>	<i>Thu</i>	<i>Fri</i>	<i>Sat</i>
				1	2	3
4	5 LABOR DAY Board Office CLOSED	6	7 8:30 Meeting Board of Directors	8	9 Membership Meeting 11:30 Light Lunch 12:00 Meeting	10
11	12	12	14	15	16	17
 <p style="margin: 0;">The AMERICAN DREAM IS ALIVE 101st Annual Convention & Expo September 11 – 14 Hyatt Regency Columbus</p>						
18	19	20	21	22	23	24
25	26	27	28	29 9:00 – 12:30 Basic MLS Training 3 Hours Free C. E.	30	

