

The Mahoning Valley REALTOR®

Youngstown Columbiana Association of REALTORS®
5405 Market Street, Youngstown, OH 44512
Phone 330-788-7026 Fax 330-788-4329
[YCAR.org](#) | [Contact Us](#) | [Printer Friendly Version](#)

The Voice for Real Estate™ in the Youngstown Columbiana Area

August 2009 Newsletter Vol 10 Issue 08

It is the mission of the Youngstown Columbiana Association of REALTORS® to serve its members by protecting and enhancing the members' rights and capabilities to conduct their real estate business and increase their profit opportunities; by monitoring compliance with professional standards thus enabling members to serve the public in a competent and ethical manner; by expanding legislative influence to promote and protect private property rights for the benefit of the real estate marketplace.

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[OAR Short Sale Forum](#)
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Contacts:

YCAR

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MVR Design
Ext: 103

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Membership Secretary
Bookkeeper
Ext: 101

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SUPRA KeyBox Manager
Ext: 106

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Leon Turek

Legal Counsel:

Attorney Donald Leone

President's View

by Eric Caspary, President - Youngstown Columbiana Association of REALTORS®



The Four Branches of Your Sphere of Influence

Whether you're new in the business or an experienced agent, one important source of business is your sphere of influence.

Here are the four branches:

1. Your Direct SOI - that is - the people you know
2. Your Indirect SOI - that is - the people your SOI knows (i.e. referrals)
3. Your Third Generation SOI - that is - the people you meet via your SOI
4. Everyone Else - that is - every single person you encounter in your day-to-day wanderings

Your Direct SOI These are the people who know you and know you sell real estate. It's made up of your Group One (your social network) and your Group Two (those people you know that you don't socialize with). You should try to have at least 200 warm bodies there; of course, more is better, but they don't "count" if the person wouldn't recognize your name off the bat. These are people who KNOW you, even if they aren't your best friends.

You'll get business from your Direct SOI, but it probably won't be your primary source of closings. Most of you aren't blessed with an SOI who buys and sells houses on a regular basis!

Your Indirect SOI These are the people your Direct SOI refers to you, who, of course, will be added to your Direct SOI once you've met. Your Indirect SOI should be a fairly consistent source of business for you, assuming your Direct SOI thinks a lot of you, and they know how to find you.

Your Third Generation SOI These are the people you serendipitously meet as a result of your existing personal relationships. This can be an enormous source of business for you, if you're often out there in the world with a smile on your face and your antenna up, and can speak intelligently about your local real estate market to anyone who's interested.

Everyone Else These are the people you run into during your daily travels. Every single person you meet, every day, has the potential to be the newest member of your Direct SOI. Not all will, of course, but you never know who will end up being your biggest fan. It might be that young couple who stumbled into your Open House who had a child the same age as yours, or that woman standing next to you at the hardware store getting a key made, who casually mentions she just moved to town.

There is huge potential with this category—if not today, then next month or next year.

Statements of fact and opinion are the opinions of the authors and do not imply an endorsement on the part of the association, the "Mahoning Valley REALTOR®" or its editorial staff.

Support Your Affiliates Who Support Your Local REALTOR® Association or It's Gonna Cost YOU!

2009 YCAR Affiliate Council

Officers:

Eric Caspary
President

David Klacik
President-Elect

Joan Zarlenga
Treasurer

Kathy Carroll
Immediate Past President

Board of Directors:

Sandi Bates
Paul Bevilacqua
John Burgan
Jim Grantz
Jennifer Hanigosky
Dawn Kuhn
Debbie Parisi
Dom Vecchiarelli
Dave Walker
Bob Weily

CRIS Directors:

Terri Hoon
Judy Whittenberger
Ray Knight

CRIS Alternates:

Funmi Olawejaju
Brenda Palmer

OAR Directors:

Sharyn Braunstein, CEO
Kathy Carroll
Eric Caspary
Jeri Florio
David Klacik
Tom Williams, OAR DVP
Joan Zarlenga

OAR Alternates:

Betty Belding
Terri Hoon
Dawn Kuhn
Debbie Parisi
Carole A. Sharkey
Bob Weily

Delphi Retirees Need Your Help NOW!

REALTORS® - CALL TO ACTION!!

Delphi retirees are at risk of losing their healthcare and pension benefits. These benefits are in jeopardy of being unjustly eliminated by General Motors merely because the Delphi retirees are represented by the IUE-CWA and not the UAW. Doesn't this seem like a prejudiced action by General Motors????

Fifty thousand Delphi retirees across the country (locally 12,000 to 15,000 retirees) are at risk of losing GM healthcare and pensions simply because the U.S. Treasury and Auto Task Force believes these retirees are not significant in GM's recovery.

GM's reputation and financial footing remains on shaky ground because of the bankruptcy filing stigma, the unpopular federal bailout dollars they received and our nation's unhealthy economy.

How can this country turn their back on retirees who have worked hard all their lives?

Please contact your respective politicians and ask them to contact the Auto Task Force or... better yet... contact President Obama. **Ask that they do whatever possible to keep the benefits of our local Delphi retirees intact!**

THE LOSS OF THESE BENEFITS TO 15,000 OF OUR LOCAL RESIDENTS WILL ADD YET ANOTHER DEVASTATING EFFECT TO OUR VALLEY AND OUR ECONOMY.

Senator George Voinovich (R-OH)
DC Office: 202-224-3353
Website: voinovich.senate.gov

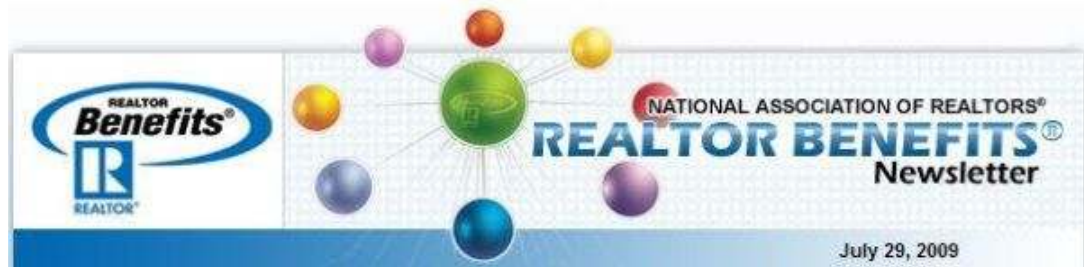
Senator Sherrod Brown (D-OH)
DC Office: 202-224-2315
Website: brown.senate.gov

Representative Charlie Wilson (D-06)
DC Office: 202-225-5705
Website: www.charliewilson.com

Representative Tim Ryan (D-17)
DC Office: 202-225-5261
Email: tim.ryan@mail.house.gov

President Barack Obama
202-456-1111
Website: www.whitehouse.gov

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The REALTOR Benefits® Program is your member benefits program. NAR has partnered with industry leaders to provide you with value-added offers and significant savings on products and services you use on a daily basis.

Please take a few minutes to browse this month's REALTOR Benefits® Newsletter which is full of news, resources, and unique promotions designed to help you both professionally and personally.

Netbooks - Are They Right For You?

With technology changing rapidly, and so many options available in the marketplace today, it can be hard to stay on top of the latest trends let alone figure out which new product(s) might be right for you. Netbooks, for example, are "mini" laptops that are fairly new on the scene but are creating a lot of buzz. **Lenovo**, a REALTOR Benefits® Program partner, **has put together a useful article that explains what netbooks are and how they could benefit you and your business.**

[Read More >>](#)

Announcing the All-New e-PRO® Certification Course


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REALTOR.org Store

The Official Newsletter of the Youngstown Columbiana Association of REALTORS®

Staying up on technology also means being able to effectively conduct business on the Internet, using both standard tools and emerging technologies. With that in mind NAR is pleased to announce the **all-new e-PRO® Certification Course**, which has been updated to include in-depth information on social media and Web 2.0. Learn more about how these concepts can benefit real estate professionals looking to thrive in the online world of real estate.

[Read More >>](#)

REALTOR Benefits® Program Categories

- Insurance/Warranty
- Financial Services
- Office Solutions
- Technology
- Marketing
- Travel/Automotive
- Educational Tools
- REALTOR® Owned & Operated

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NAR Update: Fannie, Freddie Act on Appraisal Concerns



To: All REALTORS®

From: Charles McMillan, 2009 NAR President

Re: UPDATE: FHFA and GSEs Act on HVCC Concerns

Dear Fellow REALTOR®,

I am writing to you with an important update on NAR's efforts to address ongoing problems with recent changes to appraisal rules.

As a direct result of my recent meetings with the New York Attorney General's office, the Federal Housing Finance Agency, and Fannie Mae, both Freddie Mac and Fannie Mae this week issued new guidance to all lenders on the Home Valuation Code of Conduct.

The alert clarifies two very important points that we raised in our meetings with officials. First, it states that lenders should use appraisers who have clear experience in the geographic area. Second, it clarifies that appraisers are not prohibited from talking to real estate agents.

http://www.fhfa.gov/webfiles/14611/hvcc_NOTICE_7_22_09F.pdf

In addition to this guidance, both Fannie Mae and Freddie Mac recently posted extensive Qs and As on their respective web sites, based on information that NAR provided when the code was first adopted in May.

<https://www.efanniemae.com/sf/guides/ssg/relatedsellinginfo/appcode/pdf/hvccfaqs.pdf>

http://www.freddiemac.com/singlefamily/hvcc_faq.html

We have posted links to all of this information at www.Realtor.org/HVCC

Although this is certainly a step in the right direction, more still needs to be done to address problems with the HVCC. NAR will continue to push for a moratorium on the Code, and I will continue to meet with industry partners and officials to convey our concerns.

Thanks to all REALTORS® who have shared experiences and concerns with us. Once again, you have proven that we are the "Voice for Real Estate," and I am proud to serve as your 2009 President.

Sincerely,

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OAR Convention & Expo



For more details on OAR's upcoming Annual Convention and Expo, Sept. 20-23, in Columbus, click here: <http://www.ohiorealtors.org/meetings/index.aspx>

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2009 RPAC Chinese Auction WINNERS!



RESULTS OF THE TICKET DRAWING AT THE LANAI LOUNGE WEDNESDAY, JULY 29, 2009

Winners:

Acer Netbook Computer

WINNER Ron Liptak of RE/MAX Valley Real Estate

\$300 in Sheetz Gasoline Cards

WINNER Anna Magura of Coldwell Banker First Place Real Estate

\$250 Home Inspection from Garland Home Inspection

WINNER Leon Turek of Burgan Real Estate

Lottery Ticket Tree - \$150 in Tickets

WINNER Debbie LoBoy of Northwood Realty Services

Margarita Machine

WINNER Shelly Steer of The Lanai Lounge

Popcorn Machine

WINNER Tracy Moracco of YCAR

Patio Heater

WINNER Jerri Florio of Coldwell Banker First Place Real Estate

Women's designer sunglasses w/eye exam basket

WINNER Patti Huggins of Coldwell Banker First Place Real Estate

Men's designer sunglasses w/eye exam basket

WINNER Eric Caspary of Coldwell Banker First Place Real Estate

Swarski & Sterling Silver Necklace and Earrings Set

WINNER Amanda Ault of Howard Hanna Company

Swaroski pearls w/silver accents bracelet

WINNER Geri Tarka of Cocca Real Estate



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DUES DEADLINE IS DECEMBER 1ST!

PLEASE MAKE NOTE OF THE FOLLOWING PROCEDURES

November 1st - Dues notices sent to members.

December 1st - DEADLINE FOR DUES PAYMENT!

December 2nd - LATE FEE OF \$50.00 APPLIED!

December 2nd Certified letter mailed to each "Designated Broker" listing unpaid agents, stating the Association services will be suspended for those agents if dues are not received by the Association by December 10th.

December 11th Association services automatically suspended for any agent with unpaid dues. Services, including MLS, will suspend to the company with any broker who has unpaid dues.

January 2nd (OR THE FIRST DAY AFTER THE HOLIDAY) Certified letter sent to each "Designated Broker" with any unpaid agents stating that termination of the agent(s) will be voted on three one, eight two two one at the January Board of Directors meeting. Upon termination, broker and/or agent would need to reapply for association membership, pay application fee and be approved by the Board of Directors.

OUR GOAL IS TO COLLECT DUES IN A TIMELY MANNER, NOT TO SUSPEND SERVICES TO MEMBERS.

DON'T FORGET TO PAY YOUR DUES BY DECEMBER 1ST

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Years In The Business... Do You Qualify for Dues Waiver?

Each of three (3) levels of the REALTOR® Association waives annual dues for persons who have

been members of their professional trade association for 40 or 50 years.

Do you qualify?

The Youngstown Columbiana Association of REALTORS® Senior Membership:

Local dues are waived for any person with 40 years of active membership in the Youngstown Columbiana Association of REALTORS®. Applicant must have 40 years of membership at time of annual payment for the current dues year and provide documentation that would provide reasonable substantiation of 40 years' membership.

OHIO ASSOCIATION OF REALTORS®

State dues are waived for any person who has held membership in the Ohio Association of REALTORS®, for a cumulative period of 50 years with no age limit. Applicant should provide reasonable, substantiation of 50 years' membership.

NATIONAL ASSOCIATION OF REALTORS®

Any person who has held membership in NAR for a cumulative period of 40 years in one or more

Associations of REALTORS® (no age limit) is eligible for REALTOR® Emeritus status. Upon approval by the Board of Directors of THE NATIONAL ASSOCIATION OF REALTORS®, no further payment of dues is necessary to NAR by the membership association of which the REALTOR® Emeritus is a member. The dues waiver does not take affect until the following "dues season". For example: members approved Emeritus at the Midyear or Annual NAR meetings in 2008 would have their dues waived starting in 2009 since dues are due and owed by the local associations as of January 1 of each year. A standard certification form (provided by NAR) is necessary to begin the approval process for a REALTOR® Emeritus candidate, which is to be filled out by the local association. Any available documentation that would provide reasonable substantiation of 40 years' membership should be attached to the form.

The packet containing the certification and 40-year REALTOR® Emeritus pin will be sent to the association to present to their member(s). NOTE: October 17, 2008 is the DEADLINE for receipt by NAR of completed certification forms and supporting documents for approval by the NAR Board of Directors at their 2008 Annual Conference & Expo held in Orlando, Florida. Any applications received after October 17, 2008 will be sent to NAR for approval in 2009 with member(s) not being eligible for REALTOR® Emeritus status until 2010.

Thought For August

For those of you who watch what you eat, here's the final word on nutrition and health:

1. The Japanese eat very little fat and suffer fewer heart attacks than Americans.
2. The Mexicans eat a lot of fat and suffer fewer heart attacks than Americans.
3. The Chinese drink very little red wine and suffer fewer heart attacks tha Americans.
4. The Italians drink a lot of red wine and suffer fewer heart attacks than Americans.
5. The Germans drink a lot of beer and eat lots of sausage and fats and suffer fewer heart attacks than Americans.

CONCLUSION: Eat and drink what you like. Speaking English is apparently what kills you!!

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SUPRA Key & Lockbox Fines Increased!!

TO: All YCAR Members

ATTENTION!!

EFFECTIVE IMMEDIATELY:

Any SUPRA key holder or responsible person/entity thereof for such key holder may be brought before the Board of Directors of the Youngstown Columbiana Association of REALTORS® for review and possible punitive action, including monetary fine and/or suspension or termination from the SUPRA lockbox system for any violation of the following Lockbox Rules & Regulations.

1. A \$250.00 fine will be imposed on members who use their SUPRA key and enter a property without first calling the listing office for an appointment.

If a member fails to contact the listing agent/broker, the listing agent/broker can file a complaint with the Board of Directors by contacting SUPRA Administrator, Tracy Moracco, at four two five, four four six the Association office. To file a complaint, the listing agent/broker must complete a complaint form ([click here for complaint form](#)), provide copies of the activity printout from the lockbox in question and provide copies of the broker's showing log.
2. A \$250.00 fine will be imposed on members who give out their SUPRA key for use by another person.
3. A \$250.00 fine will be imposed on a member who uses a SUPRA key leased to another person, with or without their permission.
4. Repeated offenses: a second offense shall result in suspension from the SUPRA lockbox service for a period of thirty (30) days; a third offense shall result in termination from the SUPRA lockbox service.

Members: Please record, in writing, all your showing appointments!!!!

Members: Remember.....you can assign a SUPRA lockbox to your listing through NEOHREX so that showing activity can be tracked on-line through your KIM web Dashboard.

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*Ask for details. Not valid with any other promotion. Please credit quality. Offer expires 9/30/09



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CANDIDATES FOR 2010 OFFICERS AND DIRECTORS OF THE YOUNGSTOWN COLUMBIANA ASSOCIATION OF REALTORS®

VOTING PROCEDURES

The Nominating Committee of the Youngstown Columbiana Association of REALTORS® (YCAR) submits the following slate of Officer and Director candidates for election to the Board of Directors in 2010.

The offices to be filled are: President Elect, Treasurer, Affiliate Director and four (4) Director positions.

At the general membership meeting on Thursday, September 10, 2009 at Antone's Banquet Centre the floor shall be opened for the nomination of additional REALTOR® candidates for the open positions. All nominees shall submit written consent to serve prior to their names being placed on the ballot.

Within 15 days but no later than seven (7) days before the first Monday in October, one special ballot, one coded return envelope and a resume sheet of **ALL** the Officer and Director candidates will be mailed to each REALTOR® Member eligible to vote at the time the mailing is prepared.

Ballots must be marked with no more than the designated number of selections possible in each category in order to be counted. Fewer selections than

SLATE OF CANDIDATES

FOR PRESIDENT ELECT:

Joan Zarlenga
Burgan Real Estate

FOR TREASURER:

Debbie Parisi
RightPlaceRealty.com

FOR AFFILIATE DIRECTOR:

Rocky Page
First Place Bank

FOR DIRECTOR (4)

Kathy Carroll
Coldwell Banker First Place Real Estate

Chad Cromer
Community First Real Estate

the prescribed number are permitted.

Ballots must be returned in the official color coded ballot envelope and received at the Association Office **NO LATER THAN NOON ON THE FIRST MONDAY IN OCTOBER** in order to be counted.

NO ABSENTEE OR FAXED BALLOTS WILL BE PERMITTED!!

The Ballot Counting Committee 200-201-8217 appointed by the President, will open the sealed envelopes in each others presence at noon on the first Monday in October (October 5, 2009).

The announcement of the results of the election of Officers and Directors shall be posted immediately at the Association Office and included in the first association newsletter after the election results are known.

Frank DiRubba
DiRubba & Associates

Alicia Kosec
Howard Hanna Co.

Tibitha Matheney
ERA Tri-Sun Real Estate

John Pearce
RE/MAX Valley Real Estate

Deborah Reiner
Mayo & Associates

Marsha Ruha
Real Living Volpini Realty Group

Leon Turek
Burgan Real Estate

Judy Whittenberger
Northwood Realty Services

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Serving All of Ohio
Attorney Micheal R. Piccirillo
Brian K. Mincher (Escrow Agent)

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Fax: (330) 965-0230

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Annual YCAR General Membership Meeting



ANNUAL GENERAL MEMBERSHIP MEETING
of the
YOUNGSTOWN COLUMBIANA ASSOCIATION OF REALTORS®
with guest speaker
Attorney Peg Ritenour
OAR Vice President of Legal Services

WHEN: Thursday, September 10, 2009
WHERE: Antone's Banquet Centre
8578 Market Street, Boardman, OH 44512
TIME: 8:00 a.m. Buffet Breakfast
8:30 a.m. Annual Membership Meeting
Officer/Director Nominations
9:00 a.m. "Legal Hotline Live"
COST: **FREE TO YCAR Members Only!!**

\$15.00 - IF YOU SHOW UP AT DOOR WITHOUT A RESERVATION

Breakfast compliments of : Home Savings

Reservation Deadline Friday, August 28, 2009

Do you have any disabilities which require special accommodations, including the provision of auxiliary services? If so please indicate need _____

NAME _____

COMPANY _____

I understand if I am a "reservation no-show" I will be billed a \$10.00 no show fee.

Fax to YCAR: (330) 788-4329

September 10

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 <p>CITY/TITLE LAND TITLE SERVICES</p> <p><i>"Because you're entitled to the best!"</i></p>	 <p>Attorney Donald P. Leone, Owner</p>	<p><u>SERVICES</u></p> <ul style="list-style-type: none">» Title Commitment» Deed Preparation» Escrow» Title Policy Premiums <p>5361 Market Street Youngstown, OH 44512 (330) 747-2600 Fax (330) 747-5043</p>
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2009 YCAR Annual Trade Fair and Seminar

The Youngstown Columbiana Association of REALTORS®
presents

**2009 REALTOR® Trade Fair
with 2-Hour CEU Seminar**

AFTERNOON SEMINAR

“Issues Update”

A 2-Hour Continuing Education Seminar

Sponsored by:
Homes Magazine

with speaker
Alec Hagerty

WHEN: Thursday, October 1, 2009

WHERE: Mr. Anthony's

TIME: 1:30 p.m. registration
2:00 p.m. - 4:00 p.m. seminar

INVESTMENT: \$20.00 *pre-paid*
YCAR Members add \$5.00 if
paying at the door!
\$30.00 at the door without a
reservation!
Non-YCAR Members add \$5.00 to
all the above listed fees

**RESERVATION NECESSARY
FAX RESERVATION BELOW
TO: 330-788-4329**

TRADE FAIR

WHEN: Thursday, October 1, 2009

WHERE: Mr. Anthony's

TIME: 12:30 - 6:00 p.m.

INVESTMENT: FREE TO YCAR MEMBERS
** \$10.00 for non-YCAR Members*

featuring

Cash Bar from 1:00-6:00 p.m.

Hors d'oeuvres & Dessert Table

Doorprize Drawings 5:30 p.m.
(You must be present to win)

**Just one new idea can energize your sales
and add to your success in real
estate in 2010!**

**RESERVATION NECESSARY
FAX RESERVATION BELOW
TO: 330-788-4329**

Do you have any disability that requires special accommodations including the provision of auxiliary aids & services?
If so please indicate the need _____

NAME _____ FILE NUMBER _____

COMPANY _____ ADDRESS _____

Afternoon Seminar _____ Trade Fair (FREE) _____ Both _____

Return with seminar payment to: Youngstown Columbiana Association of REALTORS®
5405 Market Street, Youngstown, OH 44512.

I understand that if I make a reservation for either the seminar or trade fair or both and do not attend I will be
billed a \$10.00 No Show Fee for each.

**Support Your Affiliates Who Support Your Local
REALTOR® Association or It's Gonna Cost YOU!**

2009 YCAR Affiliate Council

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Association Needs Historical Photos/Articles



The Youngstown Columbiana Association of REALTORS® will be 100 years old in 2010. The association's 100th Anniversary Task Force is seeking any and all items of a historical and interesting nature (photos, articles, clippings, etc.) you may have in your possession. It can be decades old or newer. Three six, eight two eight five. All items collected will be on display at the association's general membership meeting in September

of 2010 as well as using some of them in other projects being undertaken in conjunction with the anniversary celebration.

Please send your items to the attention of Chief Executive Officer Sharyn Braunstein at the association office at 5405 Market Street, Boardman, OH 44512.

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Education

NOTE: Subject to changes

August 18 "Foreclosure & Short Sales"

Speaker: Alec Hagerty
3 Hours CE
1:00 pm - 4:30 pm
Metro Parks Farm
90 registrants
\$25.00 Early Bird Admission thru August 4th
\$29.00 after August 4th
Sponsored by OAR

[Click here for fax registration](#)

August 20 & 21 CNE Designation (Certified Negotiation Expert)

Speaker: Alec Hagerty
8:30 am - 4:30 pm (1 Hour Lunch) both days
YCAR Association Building
27 registrants
\$198.00 YCAR Member
(\$210.00 Non-Member)

[Click here for fax registration](#)

\$210/\$216 by PayPal

Member \$210.00

[Pay Now](#)

PayPal payments include transaction fees

September 10 General Membership Meeting

Speaker: Peg Ritenour
8:00 am registration/Breakfast
Antone's Banquet Centre

[Click here for fax registration](#)

October 1 "Issues Update" Trade Fair Seminar

Speaker: Alec Hagerty
2 Hours CE
1:30 pm to 4:00 pm
Mr. Anthony's
\$20 prepaid add \$5 for Non-Member

[Click here for fax registration](#)

\$21/\$26 by PayPal

Member \$21.00

[Pay Now](#)

PayPal payments include transaction fees

October 16 Ethics "Pathways to Professionalism"

Speaker: Alec Hagerty
3 Hours CE (Required)
8:30 am to Noon
Metro Parks Farm
90 registrants
\$20 prepaid add \$5 for Non-Member
[Click here for fax registration](#)

\$21/\$26 by PayPal

Member \$21.00

[Pay Now](#)

PayPal payments include transaction fees

November 13 "Lead Base Regulations"

Speaker: John Zilka
3 Hours CE
8:30 am to 12 noon
YCAR Association Building
27 registrants
\$20 prepaid add \$5 for Non-Member
[Click here for fax registration](#)

\$21/\$26 by PayPal

Member \$21.00

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Other Education

Mink Education - 330-856-5700

September 14 Real Estate & Taxes 12:00 p.m. - 3:00 p.m.

September 28 Safety in Real Estate 6:00 p.m. - 9:00 p.m.

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Action

The Directors of the Association took the following actions during the month of June 2009:

NOTE: Absence from three (3) regularly scheduled meetings of the Board of Directors without an excuse deemed valid by the Directors shall be construed as resignation from the Board of Directors. You must call the Association office ahead of the scheduled meeting to request to be excused.

In Attendance: President Elect Eric Caspary, President-Elect David Klacik, Treasurer Joan Zarlenga, Immediate Past President Kathy Carroll, Debbie Parisi, Sandi Bates, Paul Bevilacqua, Dave Walker, John Burgan, Dom Vechiarelli, Jim Grantz, Affiliate Member Jennifer Hanigosky of Home Savings

Excused: Bob Weily, Dawn Kuhn

- ✓ Approved the minutes of the June 11, 2009 Directors meeting as written with the notation that Attorney Don Leone was excused from the meeting.
- ✓ Filed the June 2009 Financial Statements for review.
- ✓ Committee Reports were filed as follows:
 - Education Committee
 - RPAC Committee
 - Affiliate Council
 - 100th Anniversary Task Force

Alternative Advertising Task Force


- ✓ Reported on the Save Our Homes Task Force meeting of July 8, 2009.
- ✓ Reported on the actions taken by the CRIS Directors at their June 29, 2009 meeting.
- ✓ Approved to send a letter to the CRIS Board of Directors notifying them that the Youngstown Columbiana Association of REALTORS does not want to enter into any type of merger talks with NORMLS.
- ✓ Reported on the progress of Tom Williams' campaign for 2010 Treasurer of the Ohio Association of REALTORS.
- ✓ Reported that, to date, 98 SUPRA lockboxes have been sold at a reduced rate.
- ✓ Approved the Affiliate Membership of one applicant and the provisional REALTOR® Membership of eight applicants.
- ✓ Approved the recommendations of the Bylaws and Policy Review Committee to increase the fine imposed on a member who uses their SUPRA Key to enter a property without first making an appointment with the listing office to \$250.00; to increase the fine imposed on a member who gives out their SUPRA key to another person to \$250.00; to increase the fine imposed on a member who uses a SUPRA key leased to another person with or without their permission to \$250.00; to adopt a rule that a second offense of the SUPRA Lockbox Rules and Regulations shall result in suspension from the lockbox service for a period of 30 days; a third offense shall result in termination from the lockbox service.
- ✓ Nominated Chuck Willson of Dave Walker Realty for the Ohio Association of REALTORS® Tomorrow's Leader's Today program.

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In Sympathy

The Youngstown Columbiana Association of REALTORS® extends its deepest condolences to the family of REALTOR® Gus Dennis of Coldwell Banker First Place Real Estate who passed away on Wednesday, July 15, 2009.

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Coming Events

Thursday, August 13: Board of Directors 8:30 a.m.

Tuesday, August 18: OAR Foreclosure & Short Sale Seminar, McMahon Hall 1:00 - 4:30 p.m.

Wednesday, August 19:Affiliate Council meeting 1:30 p.m.

Thursday, August 20:CNE Designation Course, YCAR 8:30 a.m. - 4:30 p.m.

Friday, August 21:CNE Designation Course, YCAR 8:30 a.m. - 4:30 p.m

Friday, August 21:**WABOR/YCAR Summer Mixer, McMenany's:**

3:00 p.m. sign in for 1 hr CE

4:30 p.m. sign in for picnic

[Click here for fax registration](#)

Sunday, August 23:NAR Leadership Summit, Chicago

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Read It and Reap



Wow, no one found their file number in the July 2009 issue of the Mahoning Valley REALTOR®!

Continuing our free dues contest in 2009, each monthly on-line issue of the MVR will continue to contain three file numbers hidden in the articles.

If you find your file number while reading your association's monthly REALTOR® publication, call Mary Ann Pallante at 330-788-7026 and your name will be placed in the "HAT" for the free dues drawing (local portion \$247) to be held on Monday, November 23, 2009 at the Association office.

Now when you read the MVR Newsletter, not only do you reap the benefits of increased knowledge of your profession and your association, but you may also receive your 2010 YCAR local membership dues free!

In order to be eligible for the drawing, you must call in your found file number by the 15th of each publication month.

The following numbers are no longer eligible: Kathy Carroll 417515, Joanie Petrosky 216758 and Grant (Ken) Gibson 429333

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Welcome New Members



L-R: Samuel Isaacs, David Cretella, Donald Tancer, Michelle Gardner, Candace Shives, President Eric Caspary, Janet Bartell and Tejinder Bal

Welcome New Agents

Barbara Potter - Howard Hanna Co.

Michelle Gardner - Howard Hanna Co.

Samuel Isaacs - Eaton Group Inc./GMAC Real Estate

Diane Keish - Northwood Realty Services

Welcome New Affiliate

Bank Of America Home Loans - Joseph King

Transfers

Reana Johnston from Realty Home Pride to Northwood Realty Services

Sam Segretario from Northwood Realty Services to Coldwell Banker First Place Real Estate

James Vivacqua from Eaton Group Inc./GMAC Real Estate to Williams & Kuhn 1st Choice Realty

Support Your Affiliates Who Support Your Local REALTOR® Association or It's Gonna Cost YOU!

2009 YCAR Affiliate Council

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FREE Classifieds

Members: Place Your "FREE" Classified Ad Here - Call Mary Ann at 330-788-7026



[click](#)

Very Clean 1993 National SeaBreeze Motorhome

\$20,500

NEW!

Excellent Condition, Sound Inside and Out! Walk around queen size bed. New carpeting. Kitchen w/ Oak Hardwood floors. Nice dinette seats 4, transforms to twin bed. Microwave/convection combo, 4 burner stove, double stainless steel kitchen sink. Fridge, Oak cupboards, cable ready Color TV. Glass shower with sky light, sink, toilet, AM-FM Stereo with CD player. Generator. Dual Roof Air. Cruise Control. All new tires. Extra outside shower for those who love to hunt/fish. Couch folds down to queen size bed. Plenty of inside storage. Outside in great condition w/ basement storage and awning. Stored indoors during the winter months. Call 330-533-2941



Bag Boy Golf Bag

\$40

Like New!! Call Mary Ann Pallante at YCAR @ 330-788-7026



Your "FREE" Classified Ad Featured Here... FREE!

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Call Mary Ann at 330-788-7026 and place your item for sale in the new FREE Classifieds ad section of the Mahoning Valley REALTOR® online newsletter.

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