

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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Contacts:

YCAR

5405 Market Street
Youngstown, OH 44512
Pho: 330-788-7026
Fax: 330-788-4329
Email: Staff@ycar.org
Web: www.ycar.org
Hours: M-F 8:30-5:00

YCAR Staff:

Sharyn Braunstein
Chief Executive Officer
Ext: 102

Jeff Hudson, e-PRO
Technical Coordinator
MVR Design
Ext: 103

Mary Ann Pallante
Office Manager
Membership Secretary
Bookkeeper
Ext: 101

Tracy Moracco
Receptionist/Secretary
SUPRA KeyBox Manager
Ext: 106

Kristen Kolakowski
Office Assistant
Ext: 100

MVR Editors:

Tom Coppola
Leon Turek

Legal Counsel:

Attorney Donald Leone

Officers:

Eric Caspary
President
David Klacik
President-Elect
Joan Zarlenga

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



November is REALTOR® Designation Awareness Month

The Youngstown Columbiana Association of REALTORS® and the NATIONAL ASSOCIATION OF REALTORS® (NAR) are pleased to announce the arrival of REALTOR® Designation Awareness Month.

NAR established November as an important month in which to encourage its members to Keep It In The Family by starting, completing or continuing an official NAR-endorsed designation program through NAR or one of its affiliates.

In today's market, continuing education is your best way to stay ahead of the competition.

Now more than ever, successful agents must keep current on issues, involving technology, changing legalities, and many other central components of the business. NAR and its nine Institutes, Societies and Councils offer advanced education designation and certification programs to help members remain up-to-date in such a dynamic environment. Although other designations exist, only these carry an official NAR endorsement. Now thanks to NAR's Right Tools, Right Now initiative many high-value online education courses are being offered at greatly reduced prices at REALTOR® University.

REALTORS® have access to advanced education designation and certification programs, tailored to virtually every real estate specialty. Beyond building skills, knowledge and productivity, these prestigious programs enhance the professional image of REALTORS® and take our members to the next level.

REALTORS® who pursue professional designations have a distinct competitive edge as a result of their increased expertise and marketability. Based on the 2009 NAR Member Profile survey data, the median income of REALTORS® with no designation was \$28,400, and the median income of those with at least one designation was \$55,700. The difference between the two is \$27,300.

Both our association and the NATIONAL ASSOCIATION OF REALTORS® strongly encourage its members to increase their professional image, marketability, productivity, and income through the pursuance of a designation or certification program.

For a complete list of the official NAR family designations and certifications, four two six, nine two six visit <http://www.realtor.org/education>

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

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OAR Alternates:

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

Election Results

The Members of the Youngstown Columbiana Association of REALTORS®
have elected the following Officers and Directors of the Association for the
year 2010:

President: David Klacik

President Elect: Joan Zarlenga

Treasurer: Debbie Parisi

Affiliate Director: Rocky Page

Directors:

Kathy Carroll

Alicia Kosec

Tibitha Matheny

Leon Turek

These members, so elected, shall assume their respective offices on January 1, 2010

Report Consumer Fraud. Call 1-800-282-0515 or visit speakoutohio.gov

Ohio Attorney General Richard Cordray



Required Code Of Ethics



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REALTOR® Supplies
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NAR News

Now on YouTube: IRS and the Tax Credit

The IRS is using a [YouTube video](#) to promote the [First Time Home Buyer Tax Credit](#) as Congress weighs whether to extend the benefit prior to its expiration Dec. 1. Cost issues and finding the appropriate legislative vehicle are among the hurdles to extension. NAR continues to ask members to [contact their members of Congress](#) in support of extension. More on the legislative terrain is in a [video](#) with NAR government affairs. For more info contact Linda Goold, lgoold@realtors.org, 202/383-1083.



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The Official Newsletter of the Youngstown Columbiana Association of REALTORS®



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November is REALTOR® Designation Awareness Month

Keep it in the REALTOR® Family

Now there's one place to go to find all the official REALTOR® classes, seminars and online education information. Visit www.REALTOR.org/edmatrix.

With the NATIONAL ASSOCIATION OF REALTORS® and its Institutes, Societies and Councils you have the opportunity to earn valuable certifications and designations that can:

- Increase your income*
- Build your skills to provide specialized expertise
- Add prestige to enhance your professional image
- Increase your marketability, proficiency and productivity

Find out more about the official NAR family of designations and certifications at www.REALTOR.org/education.

Earn An Official REALTOR® Designation or Certification

Official NAR Designations:

	ABR® , Accredited Buyer's Representative, Real Estate Buyer's Agent Council (REBAC), 1-800-648-6224, www.REBAC.net
	ABRM® , Accredited Buyer's Representative Manager, Real Estate Buyer's Agent Council (REBAC), 1-800-648-6224, www.REBAC.net
	ALC® , Accredited Land Consultant, REALTOR® Land Institute (RLI), 1-800-441-LAND (5263), www.riland.com
	CCIM® , Certified Commercial Investment Member, CCIM Institute, 1-800-621-7027, www.ccim.com
	CIPS® , Certified International Property Specialist, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 8369, www.REALTOR.org/international
	CPM® , Certified Professional Manager®, Institute of Real Estate Management (IREM®), 1-800-837-0706, ext. 4850, www.irem.org
	CRM® , Certified Real Estate Brokerage Manager, Council of Real Estate Brokerage Managers, 1-800-621-8738, www.CRM.com
	CRS® , Certified Residential Specialist, Council of Residential Specialists, 1-800-482-8842, www.crs.com
	CRE® , Counselor of Real Estate, The Counselors of Real Estate, 1-313-226-8427, www.cre.org

	GAA® , General Accredited Appraiser, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 8268, www.REALTOR.org/appraisal
	GREEN® , NAR's Green Designation, Green Resource Council, 1-800-498-8422, www.GreenResourceCouncil.org
	GRI® , Graduate, REALTOR® Institute, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 8215, www.REALTOR.org/gri
	WCR® , Performance Management Network, Women's Council of REALTORS®, 1-800-245-8512, www.WCR.org
	RAA® , Residential Accredited Appraiser, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 8268, www.REALTOR.org/appraisal
	RCE® , REALTOR® association Certified Executive, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 8165, www.REALTOR.org/rce
	SIR® , Society of Industrial and Office REALTORS®, 1-202-449-8200, www.sir.com
	SRES® , Senior Real Estate Specialist™, 1-800-500-4564, www.seniorrealestate.com

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	e-PRO® , NATIONAL ASSOCIATION OF REALTORS®, 1-866-377-0627, www.eProNAR.com
	PAA® , Real Estate Professional Assistant, 1-800-648-6224, www.professional-assistant.com
	RSPS® , Resort & Second-Home Property Specialist, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 8393, www.REALTOR.org/resort

	SFR , Short Sales and Foreclosure Resource, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500 ext. 8268, www.realtorSFR.org
	TRC , Transnational Referral Certification, NATIONAL ASSOCIATION OF REALTORS®, 1-800-874-6500, ext. 8369, www.worldproperties.com

*Based on 2009 survey data, the median income of REALTORS® without a designation was \$28,400, and the median income of those with at least one designation was \$55,700. The difference between the two is \$27,300.



NATIONAL ASSOCIATION OF REALTORS®

The Voice for Real Estate



Click for full page flyer of above designations

HEY REALTORS!

**There are 5 Methods to pay
your 2010 REALTOR® Dues:**

- 1. Cash**
- 2. Check**
- 3. VISA**
- 4. Mastercard**
- 5. Pay Pal**

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RPAC Dollars to Schiavoni and Miller

President Eric Caspary presented checks to State Senator Joe Schiavoni and Boardman Township Trustee, REALTOR® Kathy Miller. Good luck to both candidates in their respective races in 2010!





(L-R) Joe Schiavoni, Eric Caspary, Kathy Miller

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Interested in REALTOR® License Plates?



If you wish to have the State of Ohio Legislature consider a bill to authorize the Ohio Bureau of Motor Vehicles to produce specialty license plates designated to the Ohio Association of REALTORS®, then click the following link and complete a PETITION TO ESTABLISH ORGANIZATIONAL LICENSE PLATE

We the undersigned do intend to support this effort by purchasing the Ohio Association of REALTORS®

Specialty License Plates from the Ohio Bureau of Motor Vehicles are subject to an additional cost to that of the standard license plate fee and that a portion of the proceeds will go to the designated fund.

<http://www.ohiorealtors.org/media/epostcards/EmailPlatePetition.pdf>

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Brian K. Mincher (Escrow Agent)

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OAR Local Board/Association RPAC Award

At the recent OAR Convention in Columbus, the Youngstown Columbiana Association of REALTORS® was recognized for achieving the local RPAC goal set by the Ohio Association of REALTORS for 2009.



(L-R) RPAC Committee Chairman Jerri Florio shown accepting the association's "100% of RPAC Goal Plaque" from Gloria Alonso Cannon, Vice Chairman of OAR's Political Activity & RPAC Fundraising Committee.

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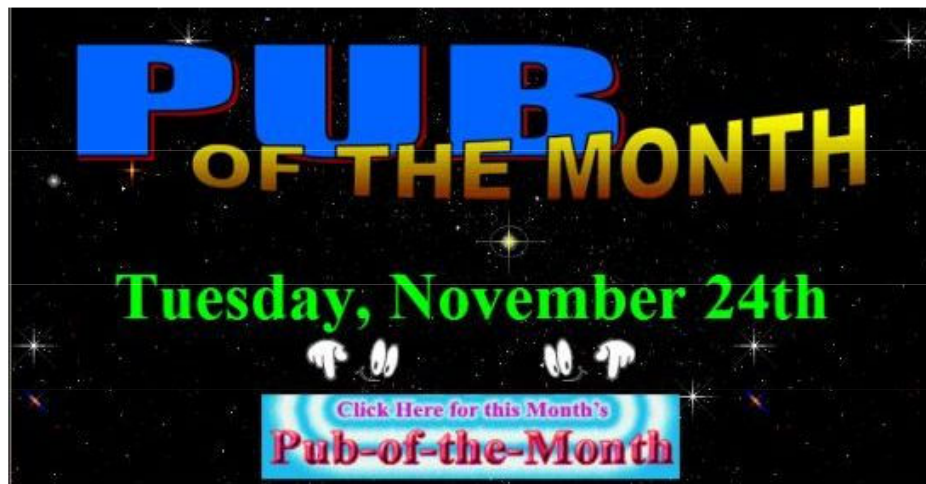
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The 4th Tuesday every Month
to our



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OAR News

► Big rebound in existing-home sales

Existing-home sales bounced back strongly in September with first-time buyers driving much of the activity, marking five gains in the past six months, according to the National Association of REALTORS.

Existing-home sales—including single-family, townhomes, condominiums, and co-ops—jumped 9.4 percent to a seasonally adjusted annual rate of 5.57 million units in September from a level of 5.10 million in August, and are 9.2 percent higher than the 5.10 million-unit pace in September 2008. Sales activity is at the highest level in more than two years, since it hit 5.73 million in July 2007. [Read more>>](#)



In Ohio, Home sales activity made significant strides toward a rebound in September. Specifically, 12 markets in Ohio posted positive sales marks in September...many posting double-digit increases. And, seven markets had the average sales price jump in September (compared to the same period a year ago), which helped push the month's price mark to a positive level.

[Read more>>](#)

► And the beat goes on...

Good housing news predicted...All the leading indicators say housing is definitely on the mend, economists reported in advance of the official release of several pieces of good news expected this week.

Bloomberg News surveyed 53 economists and asked them where they expected the numbers to fall. Here are their predictions:

- Construction starts in September are expected to hit a 610,000 annual rate, the most since last November.
- Sales of existing homes likely rose to a two-year high.
- Because of fear of a relapse, the Federal Reserve is predicted to leave interest rates low for a few more months.
- Building permits, a sign of future growth, probably rose to a 590,000 annual pace, also the highest level since November, the Commerce Department is likely to announce.
- The National Association of Home Builders/Wells Fargo index is expected to rise to 20 from 19, the economists say.



Source: Bloomberg

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OAR Contest Winners

Congratulations to two member companies who competed in the Ohio Association of REALTORS® Promotion and Advertising Contest. Award recipients were recognized at the recent State convention in Columbus this past September.

Business Cards & Stationery

(Medium/Small Firm)

First Place: Community First Real Estate, Poland

Award of Excellence: Burgan Real Estate, Ltd., Youngstown

Community Service

(Medium/Small Firm)

First Place: Burgan Real Estate, Ltd., Youngstown

Firm Website

(Medium/Small Firm)

First Place: Community First Real Estate, Poland

Institutional Advertising

(Medium/Small Firm)

First Place: Community First Real Estate, Poland

Award of Excellence: Community First Real Estate, Poland

Photos of Billboards

(Medium/Small Firm)

First Place: Burgan Real Estate, Ltd., Youngstown

Photos of "For Sale"/"Sold" Signs

(Medium/Small Firm)

First Place: Community First Real Estate, Poland

Photos of Office Exteriors

(Medium/Small Firm)

Award of Excellence: Burgan Real Estate, Ltd., Youngstown

Print Advertising of Residential Properties in Brochures and Other Printed Materials

(Medium/Small Firm)

First Place: Community First Real Estate, Poland

Television Advertising

(Medium/Small Firm)

First Place: Community First Real Estate, Poland

Award of Excellence: Burgan Real Estate, Ltd., Youngstown

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CRIS MLS Rules Reminders



Centralized Real Estate Information Services, Inc.

Listings that are to have no showings for a certain time period must be placed in Temporarily Off Market Status.

Contingent listings will expire on the expiration date as they are considered active listings. An extension will be needed before it expires or it will be considered an incorrect status.

Short sale listings with a signed purchase agreement between buyer and seller cannot remain active while waiting for bank approval. They must be placed in Contingent Status.

The correct entry for a parcel number that is not known is "TBA"

The street direction field should not be in the street name. There is a separate field for street direction.

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2009 REALTOR® Trade Fair Highlights

Thanks to all the vendors who participated in our 15th annual Trade Fair on Thursday, October 1, 2009 at Mr. Anthony's.

Special thanks to our sponsors: Cheese Table sponsored by Homes Magazine; Dessert Table co-sponsors were Title Works Agency and Huntington National Bank with the Hors d'oeuvres co-sponsors Commonwealth Suburban Title Agency and All Ohio Title & Escrow.

"Best Decorated Table In Show" (sports theme) went to Assurance Land Title with the "Best Costume" going to Rich Ellashek of R. Kashmiry & Associates.



Assurance Land Title



Rich Ellashek
of R. Kashmiry & Associates


Thank you to all the Trade Fair Committee members who planned and worked this event: Chairman Karen Ament, Dee Berarducci, Lisa DeLisio, Fred Kirven, Judy Whittenberger, Victor Garcia, Tibitha Matheney, Sandi Bates, Tony Carosella, Mary Cunningham, Jennifer Hanigovsky, Patty McFall, Alex Dankovich, Brian Pretoka and Bonnie Williams.





THANK YOU VENDORS!!

- | | | |
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| 2-10 Home Buyers Warranty | Creekside Mortgage | Seven Seventeen Credit Union |
| All Ohio Title & Escrow | Elephant Ear Restaurant | Shingles Roof Cleaning |
| Archibald Appraisal Services | Grace Services | Union National Mortgage |
| Armstrong Cable | Health Index | Valley Title & Escrow |
| Associated Federal Abstract | Home Mortgage Company | Verizon Wireless |
| Assurance Land Title | Homes Magazine | The Vindicator |
| Bank of America Home Loans | Home Savings | Wells Fargo Home Mortgage |
| Bass Home Inspection | Hondros College | WIN Canfield |
| Bloodhound Home Investigations | Hunter-Stevens Land Title | Worona Home Inspection |
| Boardman Home Inspection | Huntington National Bank | Weather Tite Windows |
| Capital Credit Repair Foundation | National City Bank | Yo. Warren Regional Chamber |
| Chase Home Mortgage | R. Kashmiry & Associates | YCAR |



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Matthew C. Giannini ~Agents~ **Mary Ann Fabrizi**
Susan Mellinger, Escrow Agent

Patty McFall, Marketing & Public Relations **Patti Pasquale**, Title Coordinator
24 Hour Cell: (330) 720-0101 Fax: (330) 726-2190 Office: (330) 726-0484

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Thank You Homes Guide

Thanks to Affiliate Member, Homes Guide, for sponsoring the 2-hour CEU seminar "Issues Update" with speaker Alec Hagerty at this year's Trade Fair on October 1, 2009



(L-R) Alec Hagerty, Dave Justine of Homes Guide, President Eric Caspary



Associated Federal Abstract & Escrow Agency, Inc.
1040 South Commons Place, Suite 200, Youngstown, OH 44514

Matthew C. Giannini ~Agents~ **Mary Ann Fabrizi**
Susan Mellinger, Escrow Agent

<p>Patty McFall, Marketing & Public Relations 24 Hour Cell: (330) 720-0101</p>	<p>Patti Pasquale, Title Coordinator Fax: (330) 726-2190 Office: (330) 726-0484</p>
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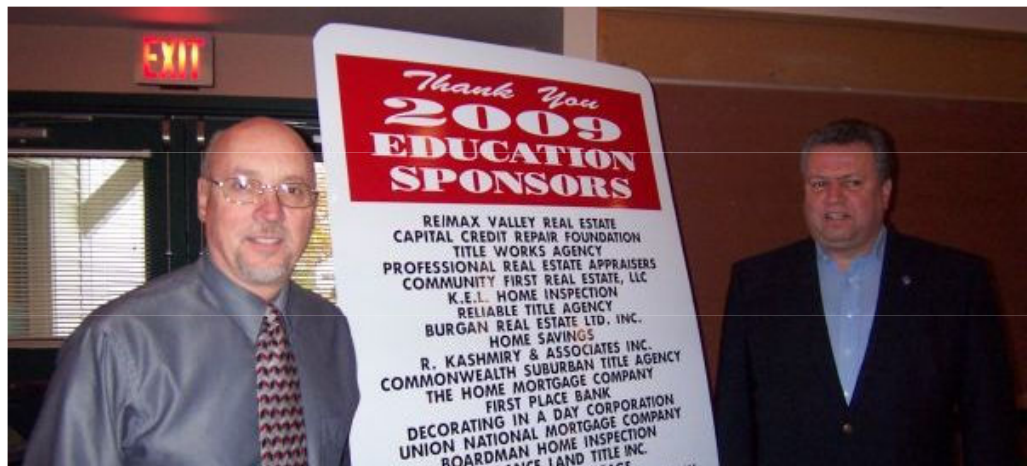
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Thanks To October Sponsors

Thanks go out to speaker REALTOR® Alec Hagerty of Knowledge Sponge Seminars for instructing the three hour continuing education course "Ethics: Pathways To Professionalism" on Friday, October 16, 2009 at McMahon Hall at Metro Parks Farm. Thanks to the many Affiliates and Brokers (listed below) who sponsored October's education session.





(L-R) Alec Hagerty with President Eric Casparly

Thank you to our 2009 Education Sponsors

Associated Land Title Agency

Coldwell Banker First Place Real Estate

Associated Federal Abstract & Escrow

Creekside Mortgage

Assurance Land Title Agency

Boardman Home Inspection

Union National Mortgage Co.

Decorating In A Day Corp.

First Place Bank

The Home Mortgage Co.

R. Kashmiry & Associates

Home Savings

Burgan Real Estate, Ltd.

Reliable Title Agency

K.E.L. Home Inspection

Community First Real Estate

Professional Real Estate Appraisers

Title Works Agency

Capital Credit Repair Foundation

RE/MAX Valley Real Estate

Commonwealth Suburban Title Agency

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I Am Thankful...

For the wife who says it's hotdogs tonight, because she's home with me and not out with someone else.

For the husband who is on the sofa being a couch potato, because he is home with me and not out at the bars.

For the teenager who is complaining about doing dishes, because it means she is at home and not on the streets.

For the taxes that I pay, because it means that I am employed.

For the mess to clean after a party, because it means that I have been surrounded by friends.

For the clothes that fit a little too snug, because it means that I have enough to eat.

For my shadow that watches me work, because it means that I am out in the sunshine.

For a lawn that needs mowing, windows that need cleaning and gutters that need fixing, because it means that I have a home.

For all the complaining that I hear about the government, because it means we have freedom of speech.

For the parking spot that I find at the far end of the parking lot, because it means that I am capable of walking and I have been blessed with transportation.

For my huge three six seven six five two heating bill, because it means that I am warm.

For the lady behind me in church who sings off key, because it means that I can hear.

For the pile of laundry and ironing, because it means that I have clothes to wear.

For weariness and aching muscles at the end of the day, because it means that I have been capable of working hard.

For the alarm that goes off in the early morning hours, because it means that I am alive.

Finally, I am thankful for too much e-mail, because it means that I have friends who are thinking of me.

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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 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 OUR MEMBERS.

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

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, no age limit, 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 16, 2009 is the DEADLINE for receipt by NAR of completed certification forms and supporting documents for approval by the NAR Board of Directors at their 2009 Annual Conference & Expo held in San Diego, California. Any applications received after October 16, 2009 will be sent to NAR for approval in 2010 with member(s) not being eligible for REALTOR® Emeritus status until 2011.



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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. 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.

Report Consumer Fraud. Call 1-800-282-0515 or visit speakoutohio.gov

Ohio Attorney General Richard Cordray

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Read It and Reap



Congratulations to Debbie Parisi and Nancy Zatchok our fifth and sixth members to find their file number in the October 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 article.

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 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 number is no longer eligible: Deborah Davner #265199.

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

2009 YCAR Affiliate Council

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Coming Events

- November 2 - Grievance Committee Meeting – YCAR 9:30 am
- November 3 - Election Day
- 100th Anniversary Task Force Meeting 2:00 pm
- November 5 - Board of Directors Meeting 8:30 am
- Education Committee Meeting 1:30 pm
- November 11 - Veterans Day
- November 19 - Lunch and Learn 11:30 am – 1:00 pm
- November 20 - Legislative Committee Luncheon Noon
- November 26 - **Thanksgiving Association Office Closed**
- November 27 - **Association Office Closed**

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Education

NOTE: Subject to changes

November 13 "Lead Base Regulations"

Speaker: John Zilka
3 Hours CE
9:00 am to 12 noon
YCAR Association Building
27 registrants
\$20 prepaid add \$5 for Non-Member
[Click here for fax registration](#)

 Pay Now with PayPal

PayPal payments include transaction fees

Lunch and Learn

Thursday, November 19, 2009

11:30 a.m. – 1:00 p.m.

**at the Youngstown Columbiana
Association of REALTORS (YCAR)**

5405 Market St.

Boardman, OH 44512

Sign up to join the Affiliate Council for an informative and educational "Lunch and Learn" session featuring **Kathy Carroll**, Coldwell Banker Moderator. Come learn from area Mortgage Companies, Title Companies, Home Inspectors and Health Care Organizations!

Cost: \$5.00 with lunch provided

For reservations, please contact
the YCAR offices at 330.788.7026.





New to the sessions?
 E-mail your questions in advance
 to Jennifer Hanigosky at
jhanigosky@homesavings.com.

Other Education

Mink Education - 330-856-5700

30 HOURS CE IN 5 DAYS

December 7 - Core Law/Agency Noon – 3 pm
 - New Construction 3:30 – 6:30 pm

December 8 - Fair Housing and Diversity in Real Estate Noon – 3 pm
 - Real Estate and the Internet 3:30 – 6:30 pm

December 9 - The MLS Supercharged Noon – 3 pm
 - Ethics 3:30 – 6:30 pm

December 10 - Real Estate Finance in Changing Markets Noon – 3 pm
 - Successful Listing Strategies 3:30 – 6:30 pm

December 11 - Advanced Tax Strategies in Real Estate Noon – 3 pm
 - Buyer Beware 3:30 – 6:30 pm

YOUR ASSOCIATION NEEDS YOU!

PROJECT SIGN UP

I wish to volunteer my time and talents by serving
 on the following YCAR committee(s) in 2010:

- Building Advisory
- Legislative
- Education
- RPAC
- Equal Opportunity
- Trade Fair
- Soup Kitchen
- Installation
- Bylaws/Policy Review



David Klacik
2010 President

____ Affiliate Council

[Click here for sign up sheet!!](#)

[Click here for sign up sheet!!](#)

GET INVOLVED IN 2010!

Let's make 2010 our association's best year yet.

The key to success is surrounding yourself with the right people.

It's time to give back to your association.

We need your help and your ideas on our committees.

Sign up this year... GET INVOLVED!

David Klacik

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Action

The Directors of the Association took the following actions during the month of October 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 Eric Caspary, President-Elect Davie Klacik, Treasurer Joan Zarlenga, Immediate Past President Kathy Carroll, Paul Bevilacqua, Dave Walker, Bob Weily, Sandi Bates, Jim Grantz, John Burgan, Dom Vechiarelli, Affiliate Member Jennifer Hanigosky of Home Savings

Excused: Debbie Parisi, Dawn Kuhn

- ✓ Approved the minutes of the September 17, 2009 Directors meeting as written.
- ✓ Filed the September 2009 Financial Statement for review.
- ✓ Reported the RPAC Sales at the Trade Fair: Trash & Treasure \$174.00; Second Time Around Purse Sale \$110.00; Pavlik autographed boxing gloves raffle \$206.00.
- ✓ Presented the RPAC plaque from the Ohio Association of REALTORS for reaching 100% of goal in 2009 to President Eric Caspary.
- ✓ Approved to schedule the 2010 Trade Fair on Thursday, September 30th at Mr. Anthony's.
- ✓ Reported the election results for 2010:
 - for President-Elect Joan Zarlenga
 - for Treasurer Debbie Parisi
 - for Affiliate Member Director Rocky Page of First Place Bank
 - for Director Kathy Carroll
 - for Director Alicia Kosec
 - for Director Tibitha Matheney
 - for Director Leon Turek
- ✓ Approved the 100th Anniversary Task Force's requested budget of \$2,000 for 2010.
- ✓ Approved to charge the association's brokers \$50.00 to participate in the St. Patrick's Day parade in 2010.
- ✓ Reported on the actions of the CRIS Board of Directors taken at their September 28, 2009 meeting.
- ✓ Reported on the actions of the OAR Directors taken at their September 23, 2009 meeting.
- ✓ Reported that Tom Williams lost the election for the position of 2010 OAR Treasurer, however Tom has decided to run for the OAR Treasurer position for 2011. Tom's campaign expenses totaled \$3,458.38; money donated from brokers and agents totaled \$2,250 leaving the cost to the association for Tom's campaign expenses at \$1,208.38.

- ✓ Approved a \$1,000 budget for Tom Williams' campaign in 2010 as a candidate for the OAR Treasurer's position for 2011.
- ✓ Reported 224 SUPRA lockboxes were sold at the Trade Fair for \$25.00 plus tax each.
- ✓ Approved President-Elect David Klacik's 2010 Committee Chairman and Co-Chairman appointments:
 - Affiliate Council Chairman Rocky Page
 - Budget & Finance Committee Chairman Debbie Parisi
 - Building Advisory Committee Chairman Dave Walker
 - Bylaws & Policy Review Committee Chairman Joan Zarlenga
 - Equal Opportunity Committee Chairman Michael Klacik, Jr.
 - Education Committee Chairman Nancy Wilber
 - Grievance Committee Chairman Alicia Kosec
 - Installation Committee Chairman Nikki Hatfield
 - Investment Committee Chairman Joan Zarlenga
 - Legislative Committee Chairman Eric Caspary
 - Legislative Committee Co-Chairman Kathy Carroll
 - Personnel Committee Chairman Joan Zarlenga
 - Purchase Agreement Committee Chairman Debbie Parisi
 - Professional Standards Committee Chairman Dave Walker
 - Professional Standards Committee Co-Chair Paul Bevilacqua
 - RPAC Committee Chairman Jerri Florio
 - RPAC Committee Co-Chairman Carole A. Sharkey
 - Trade Fair Committee Chairman Karen Ament
 - Soup Kitchen Committee Chairman Sharyn Braunstein
 - 100th Anniversary Task Force Chairman Ann Saadeh.
- ✓ Approved the provisional REALTOR® membership of five applicants; the reinstatement of REALTOR® membership of four applicants and the Affiliate Membership of one applicant.
- ✓ Approved President-Elect David Klacik's appointments to the 2010 Investment Committee for staggered terms:
 - Rocky Page (11)
 - Debbie Parisi (13).
- ✓ Approved President-Elect David Klacik's appointments to the 2010 Personnel Committee for staggered terms:
 - Rocky Page (11)
 - Debbie Parisi (13).
- ✓ Approved President-Elect David Klacik's appointments to the 2010 Professional Standards Committee for staggered terms:
 - Patti Mika (12)
 - Gwen Bush (12).
- ✓ Approved President-Elect David Klacik's appointments to the 2010 Grievance Committee for staggered terms:
 - Eli Boulos (12)
 - Marsha Ruha (12).
- ✓ Approved President-Elect David Klacik's appointments of OAR Directors for 2010 of: David Klacik, Joan Zarlenga, Debbie Parisi, Jerri Florio, Eric Caspary and Tom Williams with alternate Directors Dan Dull, Joe Zidian, Betty Belding, Dave Walker, Carole A. Sharkey and Kathy Carroll.
- ✓ Approved to designate December 2009 as Membership Recruitment Month; waive association's \$125.00 application fee for any REALTOR® Member who is currently a primary member of another board/association of REALTORS® who applies for primary membership in YCAR in 2010.

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Welcome New Members

Randall Firmi - Howard Hanna Co.

Welcome New Affiliates

Weathertite Windows - Merv Hollander

Delta Telecom, Inc. - Millie Baldwin

Transfers

Donna Buzulencia from **Coldwell Banker First Place Real Estate** to **Howard Hanna Co.**

Michael Orogas from **Eaton Group Inc./GMAC Real Estate** to **Coldwell Banker First Place Real Estate**

Jodi Finchman from **Western Reserve Realty Group** to **Lakeside Realty, LLC**

Billie Jo Evan from **Mayo & Associates, Inc.** to **Howard Hanna Co.**

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FREE Classifieds

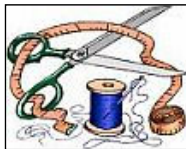
Members: Place Your "FREE" Classified Ad Here - Call Mary Ann at 330-788-7026



Homemade Gifts for the Holiday's

Call

Now taking orders for carmel corn and homemade canned good items. Carmel corn, apple butter, refrigerator hot peppers, hot pepper relish and tomato and fruit chutneys. For more products on the list and prices, please call Terri Hoon at 330-540-7892.



Alterations and Custom Sewing

Call

Alterations and custom sewing, hem it up, take it in or let it out, Call for price list, Terri Hoon 330-540-7892.



[Click for specs](#)

Gestetner GX3050N Color Printer

\$200

GX3050N desktop color printer - with advanced GelSprinter technology - prints high-quality documents for small businesses. Call Mary Ann Pallante at YCAR @ 330-788-7026 [Click here for specifications](#)



[Click for big pic](#)

Very Clean 1993 National SeaBreeze Motorhome

\$20,500

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

\$35

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



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

--

FEATURED!

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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