

Unity in our Community



Springfield Board of REALTORS®

The SBOR Letter Box

July, 2017

2017 OFFICERS AND DIRECTORS

Lisa Smedley, President
Sunny Dhingra, President Elect
Susie Burk, Treasurer
Karen Bodey, Executive Officer

Directors:

Leanna Birch
Steve Brandeberry
Lula Cosby
Doug Cox
Diane Ericksen
Linda Harper
Jillian Harvey
Jeff Horne
Linda Kadel

Jeff Harvey, Past President

Hours of Operation
Monday – Thursday
9 AM to 3 PM
Closed on Friday



Note from Lisa...

A big thank you to the affiliates for the night at the baseball stadium! I thought it was a blast! Plus I am pleased to announce, (with great practice), that I was able to pitch the ball OVER the home base to the catcher & the Yeti cooler was a big hit!

Please don't forget to register for the convention, it is going to be something very special and unique as it is combining Kentucky and Ohio. Please note the classes you attend at the state and National Conventions just set you apart. The value of being educated on what our current issues are is immeasurable, not to mention the value of the networking can be quite beneficial in a number of ways.

I hope everyone is having a safe and happy summer! Hope to see you all soon!

Board Update:

Approved:

2018-2020 Strategic Plan

Revision of Policy #16 New Licensees Membership Dues/Orientation

Committee Reports:

Affiliate, Education, Programs, RPAC and WRIST

New Members:

Carol Flory, Home Experts Realty

Tyler Morton – ReMax Victory – Secondary

David Stevens – ReMax Victory – Secondary

Zachery Wilt – Homer Experts Realty

Janice Blanton – HER Realtors

Rhonda Grim – HER Realtors

Beverly Esterline – HER Realtors

Mike Seagraves – ReMax Alliance - Secondary

Meet your Directors

Steve Brandeberry, ReMax Alliance



Wednesday July 19 I received an email from Karen at the SBOR office letting me know it is my turn for realtor profile; “*please return by next Tuesday*” Bah Humbug! Jump ahead to Sunday July 23rd..7:29 pm...been a long week, actually a long 4 months, Patrick (V Patrick Hamilton) my partner has been in the OSU hospital for that past 4 months. He’s home and doing well. We slept in a bit, we had a nice breakfast, I did an open house 1-3, I did some grocery shopping, got home, got in my PJs and was relaxing. It starts raining like mad which was rather soothing.... then the doorbell rings...DAMN I don’t want to be bothered! I get dressed and went to the door and it’s the kindest neighbor wanting a list of home owners in our condo association! (I’m the president of the

association!)

Right then, I went from upset to not upset. I *wanted to assist her!* That being said that was my epiphany... I was pleased to help/ assist her! That’s my calling!!

I received a list of other questions to address from Karen and I will address a few but first I must say that I feel as if I have had 3 career lives.

For 22 years, 1973-1995, I worked at and owned the Chrysler dealership in Urbana where I first met Sunny! From 1995- 2005 I published telephone directories in Champaign, Logan, Madison, and Union counties! From 2005 to date I have been working with Patrick in his successful real estate business. Patrick forced me to get my license because I wouldn’t shut up, unlicensed, at open houses!! The used car salesman in me!! That brings me to some of the questions...I’m more business centered...I don’t read much, my favorite TV shows are Shark Tank, The Profit and some Forensic crime shows. I enjoy the History channel. I don’t have Facebook...I don’t give a Damn what you had for dinner last night... I do read newspapers...I don’t know my I-tunes or google password so I don’t have music on my phone. My \$700 phone is for ‘hello’ and ‘good by’. The hardest professional lesson I have ever learned was learned late. I was never afraid of failure which I have achieved often! I have learned from all my actions in life. Real Estate sales is no different in my mind than a factory job. Take care of those you work with and are working with as well as your boss and all you come into contact with, rather simple. Best advice was from my Dad, he told me to always take time to listen to everyone in business and in all aspects of life, give them 10 minutes, you will learn something. The guy buying the \$500 pickup, or \$25,000 home is just as proud of that purchase as is the guy buying the \$50,000 pick up or \$200,000 house. RESPECT, learn it, earn it return it. I’m involved with the community every day of my life by my actions, I attempt to inspire everyone with a sincere smile and acknowledgement. When I ask someone...anyone...”how ya doin” I stop and wait for a reply. I don’t make hollow conversation. I have been on many boards for the reasons of sharing with the group, attempting to be an asset, not to lengthen my obituary. I pray when I die, I’m not known as a great salesman, I would simply like to be known as a ‘good guy’. I’ve met Lee Iacocca & Ricardo Montalban, actually was in an elevator with both and had a short conversation. Most of you are too young to know Iacocca, he was President of a struggling Chrysler Corporation in the 70’s. I loved his philosophy, one I share... ***‘I have but one ambition, to be the best. What else is there?’*** Not the biggest...THE BEST! Finally, when at home, be at home...when at church, be at church, when at work, and be at work. Thanks for this moment!



Share Your Tips: The Greatest Safety Lesson You Learned

September is National REALTOR® Safety Month. If you have a story or tip to share please email: sbor605@bizwoh.rr.com.

Calendar

- August 9 – Office Closed- Vacation
- Sept 6 – Annual Meeting – Country Club 11:30 AM
- Sept 20 – Board of Directors Meeting
- Sept 20 – New Member Orientation 5 PM
- Sept 25- 27 OAR Convention – Cincinnati – Office Closed

Education

- Aug 1, 2017 Realtors Radon Testing 2- 4 PM at SBOR 2 hours of CE FREE!!!
- October 31, 2017 Core Law and Ethics at SBOR – More details to come!

Policy # 16	New Licensees Membership Dues/Orientation	Adopted 3/2014
		Revised 7-19-2017

New licensees will be invoiced for their SBOR membership dues and fees. If the membership dues and fees are not paid within thirty (30) days, the Broker will be sent a copy of the invoice with reference to Article V, Section 4C of the Springfield Board of REALTORS® Bylaws.

New Licensee’s membership dues will be pro-rated from the first day of the month based on their license issue date.

The application form for membership to the Springfield Board of REALTORS® shall include sufficient application information and photo. The Board of Directors shall have the authority to request additional information if considered necessary.

After applicants to the Springfield Board of REALTORS® are approved by the Board of Directors, applicants must complete the orientation class within ninety (90) days. **A fee of \$25 per 90 days will be charged until member is compliant and Broker notified.** Failure to do so will result in suspension by the Board of Directors.

The Orientation class will have the President, or if not available, an experienced member, as speaker to cover topics such as SBOR forms and contracts, open house guidelines, local board rules and policy, etc.



June 2017 Orientation

L to R Lisa Smedley, SBOR President; Benjamin Webster, Roost Real Estate; Carol Flory, Home Experts Realty; Janice Blanton, HER Realtors; Beverly Esterline, HER Realtors; Erica Gilliam, Lagonda Creek Real Estate; Rhonda Grim, HER Realtors; Ryan Brookins, HER Realtors; and Tony Farley, Link-Hellmuth.

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Be Part of the Excitement



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Annual Convention and Expo

Ohio Realtors®

Kentucky Realtors®

Downtown Cincinnati Ohio

SEPTEMBER 24-27

Visit www.OARConvention.com for details

LOCATIONS & EVENTS ••••• Newport Aquarium • Cincinnati Reds vs. Boston Red Sox
B&B Riverboat Cruise • A Night in the Rhine • President's Sales Club • 2018 Leadership Team Installation • Spectacular Trade Show • Over 16 Hours of Continuing Education

SPEAKERS: The Blue Angels, Terry Watson, Adorna Carroll, Bruce Aydt, Juanita McDowell, Tom Lundstedt

We are working on an evening where Springfield Board of Realtors can meet up.
Please let us know if you are interested in joining us!