



# The SBOR Letter Box

September 2020

## 2020 OFFICERS AND DIRECTORS

Brock Bowen, President  
 Dori Gaier, President Elect  
 Danielle Chapman, Treasurer  
 Karen Bodey, Executive Officer

Directors:

Doug Acton  
 Amanda Easterday  
 Diane Ericksen  
 Linda Harper  
 Jillian Harvey  
 Lori Houseman  
 Ryan King  
 Tom Tropp

Susie Foreman, Past President  
 Theresa Hartley – Affiliate  
 Chair

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



## September is REALTOR Safety Month!

Ohio REALTORS® has safety resources for you. They have section on the website for safety, the Daily Buzz, and a Safety Video Series. Also, a brochure together with tips, do's and don'ts and other useful information (click here for brochure)

NAR has information on REALTOR Safety as well.  
[nar.realtor/safety](http://nar.realtor/safety)

Center of REALTOR Development has a 3 Hrs. CE Approved Safety Course. Check it out at: [www.learninglibrary.com/ohio](http://www.learninglibrary.com/ohio)

## Giving Back to the Membership

SBOR Directors voted to reimburse members who sign up for the Ohio REALTORS 2020 Convention. This Convention has the opportunity to receive 21 CEU's. This includes the 3 Core Classes. You must be registered by **September 14<sup>th</sup> by 5 PM** to be eligible to take the classes and for reimbursement. The Core classes begin at 9:45 AM and goes to 1 PM. Oct 1 is Fair Housing; Oct 8 is Core Law and Oct 15 is Ethics. This Ethic CE also fills the requirement for NAR.

We hope you will tune in for the Grand Session, Awards, Speakers and of course RPAC "Twist Off" with on Sept 24 with District 5 VP and SBOR own Lori Fulk and Al Fulk.

## Board Update:

### New Members: April - August

Tiffany Lobertini – Home Experts  
Karla Cummings – Darby Creek Living  
Carolyn Kearns Young – Sibcy Cline  
Charles Simms – Charles V Simms Realty  
Lousie Potter – eXp Realty  
Jenna Brooks – Roost Real Estate Co.

### Committee Reports:

Affiliate, Programs, RPAC and WRIST



**FREE SAFETY WEBINAR**

**SELLING SAFELY:**  
BECAUSE IT CAN HAPPEN TO YOU

PRESENTED BY: JEN STANBROUGH

**SEPT. 23<sup>RD</sup> // 1PM CT**

REGISTER HERE  
[NAR.REALTOR/SAFETY](http://NAR.REALTOR/SAFETY)

**REALTOR<sup>®</sup> SAFETY PROGRAM**

**NAR**

## Calendar

Sept 7 – Labor Day – Office Closed  
Sept 14 – Deadline to register for Ohio Convention – 5 PM  
Sept 16 – Board of Directors Meeting  
Sept 21-23 – Ohio REALTORS Virtual Convention  
Sept 24- RPAC Twist Off 6-7:30 PM  
Sept 29 – 10 AM Zoom with Clark County Clerk of Court Candidates

## Education- (Must have signed up through Ohio REALTORS® Convention)

Oct 1 – 9:45 AM OR – Fair Housing  
Oct 8 – 9:45 AM OR – Core Law  
Oct 15 – 9:45 AM OR - Ethics



**TechHelpline**<sup>SM</sup>  
your tech support team

**BROUGHT TO YOU BY OHIO REALTORS®**

There are three ways you can access your Ohio REALTORS Tech Helpline, anytime Monday-Friday from 9 a.m. to 8 p.m. and Saturday from 9 a.m. -5 p.m., by phone, by online chat, or by email.

- By phone: call the Tech Helpline toll-free at 877-562-3160.
- By email: send an email to the Tech Helpline at [">support@techhelpline.com](mailto:>support@techhelpline.com).
- By Online Chat: you can chat online live with an analyst by going to <http://chat.techhelpline.com/> and selecting the big, blue button that reads: "I need Tech Support" for Tech Helpline.

And do you know what the best part is? Tech Helpline services are unlimited for all our members, and there is no extra cost for you all. This is a member benefit for every agent and broker, and there is no limit to the number of calls that you can make.



## STREAMING LIVE from DVP #5

Lori Fulk

Hi Everyone!

Wanted to take some time to share with you all what monumental things our RPAC dollars have supported during the COVID-19 pandemic. Use these talking points when speaking with members of the community to show that we do more than list & sell homes! This is Who We R!

### **Ohio REALTORS RPAC Update:**

- Currently at \$588,922 total, participation 36.26%, 108 Major Investors, 43 President Circle members
- We are carrying out a RPAC Email Campaign in addition to an MI Email Campaign
  - The email campaigns are new and revamped. We have created professional 30 second videos highlighting RPAC and how RPAC has played a vital role in keeping the real estate industry strong and healthy through the pandemic. We made a switch to video emails as they have a higher response open rate.
  - The campaigns will run through the end of October
  - We will be capping the MI email campaign off with an exclusive MI auction for all members who have invested from \$300+ into RPAC this year (to help them complete their pledges and investment levels)
- We are excited for the upcoming RPAC 'Twist-Off' event during the virtual convention. It will highlight 10 couples dancing to a 58 second portion of the song, The Twist
  - The viewers will decide the winner as they will invest into RPAC under the couple they deem the best Twist-Off
- We will be holding a mobile RPAC Auction during the convention. We have a luggage set, drone, Sonos, Alexa, etc.
- The RPAC Breakfast will be highlight two separate speakers, Shannon McGahn (Senior VP of Government Affairs for the NAR) and Rich Thau - political commentator who can be seen on CNN and hear on the POTUS station on Sirius XM

### **Ohio REALTORS 2020 Wins:**

Some issues are ongoing as the 133th General Assembly is still in session until December 31, 2020, but we have many things to be proud of thus far in the year:

- Fought legislation that would increase taxes and conveyance fees on commercial real estate transfers.
- Amended elevator safety bill to prevent unnecessary, burdensome requirements on private homes.
- Supported legislation to expand broadband internet access to underserved Ohio communities; bill has passed the House.
- Lobbied against unnecessary and duplicative wording on Ohio's Residential Property Disclosure Form.
- Advocating changes to Commercial Broker Lien Law to benefit commercial brokers in lien disputes.
- Identified House champions of First-Time Homebuyer legislation.

Particularly pertaining to COVID:

- Real estate is “essential service” and can continue under state-wide Stay at Home Executive Order.
- House Bill 197 enacted. Contained several pro-REALTOR® provisions relating to COVID:
  - Requires county offices necessary to transfer real property remain open and functioning during Stay at Home order.
  - Extended state income tax deadline to July 15, 2020.
  - Extended real estate licensing deadlines to allow flexibility to safely renew.
- Fought against blanket eviction bans that would extend beyond COVID Stay at Home order and hurt property owners.
- Support legislation for emergency rental assistance that is paid to housing provider for tenants experiencing financial hardship from COVID; working with coalition to urge Governor DeWine to fund rental assistance.
- Worked with Local Health Departments to safely expedite suspended inspections.
- Successfully urged some large counties to allow for e-filing of e-notarized documents.

Deadline to register or update address for the November 3, 2020 General Election is **October 5, 2020**

**YOUR VOICE**  
**YOUR VOTE**  
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# Ohio REALTORS® President Sales Club

## INDIVIDUAL'S

### *Achievement (1 Mil)*

Danielle Chapman  
Jennifer Coey  
Nancy Eubanks  
Jamie Eubanks Colyer  
Karen Flaughter  
Susan Forman  
Gary Lookabaugh  
Gwendalyn Marcum  
Douglas Nave  
Brent Parke  
Lynn Schrader  
Athena Schutte  
Linda Schutte  
Elizabeth Simonton  
Leslie Wade  
Kate Wilson  
Christina Worley

### *Distinction (2.5 mil)*

Diane Ericksen  
Dori Gaier  
Michele Hines

### *Excellence (5 Mil)*

Sara Foulk



**Deadline to Register is  
September 14, 5 PM**

## TEAMS

### *Achievement(1.5 Mil)*

Justen Fain & Taylor Hefferon

Knox Team  
Mike & Linda Knox

Scanlan/Gray Team  
Angie Scanlan & Chelsi Gray

Smedley Team  
Sue & Lisa Smedley

Stevenson & Yingst Team  
Elaine Stevenson & Bob Yingst

### *Distinction (3.75 Mil)*

Kristin Howard Group  
Kristin Howard, John Bogard, Sara Lyons

Comer Team  
Tamara Comer, Brittany Drake & Lori  
Houseman

Fulk Team  
Al & Lori Fulk, Natalie Fulk & Talitha Fulk

Charlene & Donovan Team  
Charlene Roberge & Donovan Knight

### *Excellence (7.5 Mil)*

Dhingra Team  
Sunny Dhingra, Carolyn Hipp, Ron Kibler  
Toni Naill & Amanda Easterday

Hamilton Team  
V. Patrick Hamilton, Steve Brandeberry &  
Ann Stroud

Horne/Bowen Team  
Jeff & Dee Horne, Brock Bowen, Taylor  
Sowards & Amy McKinney



**OHIO  
RPAC**

# *Twist-Off*

**Thursday, September 24 | 6-7:30 pm**

The RPAC Fundraising Committee is excited to present RPAC 'Twist-Off.' This exciting dance competition will feature 10 couples from around the state competing in a one-of-a kind Twist dance off.

Join us as these couples will be putting their best dance moves on display - buy your admission pass by Sept. 14 at [www.ohiorealtors.org/convention](http://www.ohiorealtors.org/convention). You will be deciding who the RPAC 'Twist-Off' champion is - whichever couple raises the most RPAC investment dollars via the RPAC Auction!



**Dennis and Amanda  
Hitchcock**



**Guernsey-Muskingum  
Valley Association  
of REALTORS®**

**Sue Lusk-Gleich  
and Chuck Gleich**



**Columbus  
REALTORS®**

**Robyn Clark  
and Rich Cosgrove**



**Stark County  
Association  
of REALTORS®**

**Rebecca Donatelli  
and Courtney Hatfield**



**Lake & Geauga  
Area Association  
of REALTORS®**

**Lori and  
Al Fulk**



**Springfield Board  
of REALTORS®**

**Annette Foster and  
Michael Beeler**



**Northwest Ohio  
REALTORS®**

**Courtney DeMarco  
and Dan Tyson**



**Akron Cleveland  
Association of REALTORS®**

**Jennifer Zeller and  
Mark Kottman**



**Dayton  
REALTORS®**

**Michelle Billings and  
Rashee Billings**



**Cincinnati Area Board  
of REALTORS®**

**Marian and  
Dirck Everhart**



**Scioto Valley  
REALTORS®**

CONTRIBUTIONS TO RPAC ARE NOT DEDUCTIBLE AS CHARITABLE CONTRIBUTIONS FOR FEDERAL INCOME TAX PURPOSES. Contributions are voluntary and used for political purposes. The amount indicated are merely guidelines and you may contribute more or less than suggested amounts. The National Association of REALTORS® and its state and local associations will not favor or disadvantage any member because of the amount contributed or decision not to contribute. You may refuse to contribute without reprisal. 70% of your contribution is used by your State PAC to support state and local political candidates. 30% is sent to National RPAC to support Federal candidates and is charged against your limits under 52 U.S.C. 30116