Message from the President...

Hard to believe we are half way through 2017. In spite of the low inventory of homes on the market, many of our SCAR REALTOR® members have reached the OAR Presidents Sales Club level (transactions between 7/1/16-6/30/17) CONGRATULATIONS!!

With that said, I want to remind you the OAR Convention registration will be arriving in your email soon. The Convention committee has been working since last October to make 2017 an amazing convention with education, events, National speakers and our 2018 OAR Officer installation. Ohio is teaming up with Kentucky for a “not to be missed” convention. It will be held in Cincinnati this year on September 24-27. If you have never attended a convention, this is the year to be present. I hope you’ll make time to take advantage of the convention to step up your real estate experience and knowledge.

As you read this months issue you’ll see what we’ve been doing and flyers on events and community service opportunities coming up. We will need your assistance volunteering on a couple upcoming projects: three Habitat for Humanity builds, the Football Hall of Fame SCAR float (first time ever in the Grand Parade!!), possibly another Pacemaker Grant project in the fall, R-Day in October, and many others. Volunteer and work along with SCAR REALTOR® and affiliate members; you’ll find future transactions with them easier because you know & trust them and they will be a great resource of information to assist you in the future.

We all need to be more mindful of a few “bad habits” I’ve been hearing about from SCAR members and clients. No one wants to find themselves in REALTOR® “court”.

1. Re-read/ review the code of ethics…. it’s not a recommendation, it’s the rules we MUST follow to stay in compliance.

2. Be respectful to EVERYONE involved in each transaction and

Continued on next page
communication is key.

3. ASK your clients what they want, DO NOT make the decision for them. It’s their deal, not yours.

4. Be the source! Provide your Clients with the resources or the list to choose who and what they want. DO NOT choose their lender, title co, or inspectors for them. If something goes wrong, it will come back that YOU picked it for them.

5. Have your Brokers Consumers Guide to Agency signed at the first meeting/showing you have, NOT when you are writing up the contract.

6. Be careful on social media, even on the private pages, venting can get you in trouble.

7. Follow the contract terms, dates and deadlines. Be sure your client understands what remains and what is to be removed from the property.

8. Again with media, do not “share” forward another agents listing. It’s not allowed.

9. Watch your print advertising, the newspaper or social site…. Your Company name size is not less size than your name or team name, you have the equal opportunity logo, etc. Read OAR white paper on advertising the does and don’t on OAR website.

You are the professional, provide leadership & direction to your team and clients. Small oversights can lead to large headaches that could have been prevented.

Be sure to follow up with your “team” on each deal (REALTOR®, lender, title co, etc. For this transaction, they are your TEAM in the deal). A notecard, a phone call, a shout out on Facebook for a great experience you and your client had with their services. A thank you goes a long way!!

You worked so hard to gain the trust of your Client, do the same with them. Don’t be the “Make it and Take it REALTOR®”. Be the REALTOR® for life. Send a card, make a call the week after they move in. You want their future business, their referrals of Family & Friends. Keep your trust going. They will be happy you called. Sure, there’s a chance there could be a “hiccup” with the house…be the super hero with the Resources they need to make it right.

Lastly, July 19th is your 3rd Quarter SCAR membership meeting. It’s at the North Canton Civic Center (see flyer in Newsletter). Marvin Montgomery, a National Speaker, and book author is sure to enhance you personally and your real estate career. Seating is limited. RSVPs are needed as a lite lunch will be served. RSVP today at StarkRealtors.com under the events, or call Collene at 330-494-5640

Wishing you all a successful next 6 months. Remember: Show up, Volunteer, and Attend!!! You never know who or where your next client will be.
Helpful Info

2017 Dates to Remember

SCAR Quarterly Meetings
July 19
October 11 (R Day)

SCAR Events
July 27 Roller Coaster Closings No More
July 27, Aug 12, Dec 9– Habitat for Humanity Volunteer days
Aug. 1 Celebration of Remembrance
Sept. 7 Cyber Safety Class
Sept. 12 SHAKER
October 11 R-Day
December 2 2018 Installation

OAR
September 25–27 Cincinnati (with Kentucky)

Websites to Bookmark:

NAR: www.nar.realtor (NEW)

OAR: ohiorealtor.org

SCAR: starkrealtors.com

SCAR Facebook: https://www.facebook.com/pg/Stark-County-Association-of-Realtors-128956760516085/about/?ref=page_internal

THOUGHT FOR THE DAY
A person who feels appreciated will always do more than is expected.
DIRECTORS’ ACTIONS

The following action was taken at the June 20, 2017 meeting of the Board of Directors:

- Approved the New Member Report
- Approved the financials.
- Approved the committee minutes.
- Heard an update on CRIS activities.
- Made a memorial contribution to the NLG Scholarship fund in memory of Carolyn Maltese, Past President, Dave Maltese’s mother.
Reauthorization of the National Flood Insurance Program (NFIP) remains a top priority of NAR. The past two weeks have seen a flurry of legislative activity.

In order to provide you with the latest information on the status of NFIP, NAR has updated the NFIP legislative analysis page. This page will be updated as events warrant and will be your one-stop NFIP resource on www.nar.realtor

Additionally, NAR has updated the NFIP Talking Points to reflect the current state of play. These talking points will also be updated as necessary.

If you have any questions regarding NFIP please contact Austin Perez aperez@realtors.org or Ken Wingert kwingert@realtors.org

If the links in the email do not work, copy and paste these urls into your browser:
NFIP Talking Points to Print and Download http://narfocus.com/billdatabase/clientfiles/172/10/2921.pdf


NFIP Talking Points to view https://www.nar.realtor/articles/talking-points?cid=GA0024
The Division of Real Estate & Professional Licensing is pleased to announce total online license renewals for real estate brokers and salespersons will begin on July 17 at 8 am.

Licensees will now be able to upload CE certificates to the eLicense Center, streamlining the license renewal process and allowing for full online completion.

Step-by-step instructions will be posted to the eLicense Center.

*In order to implement the change, please note that license renewal will not be available from July 14 at 5 p.m. until July 17 at 8 a.m.*

As always, licensees may call (614-466-4100) or email the Division with any questions.
STARK COUNTY ASSOCIATION OF REALTORS®

NEW MEMBER REPORT

JUNE 2017

NEW REALTORS® MEMBERS

Cory Andreff          RE/MAX Edge Realty
Scott Burford         Whipple Auction & Realty
Cindy Cobb            RE/MAX Edge Realty
Joel Dutton           Keller Williams Legacy Group Realty
Jeff Ferrell          RE/MAX Edge Realty
Christine Futrell     Keller Williams Legacy Group Realty
Christopher Hultman   Hayes Realty
Erin Kell             RE/MAX Edge Realty
Shawn Matheny         Keller Williams Legacy Group Realty
Emily Moore           Howard Hanna Dressler Branch
Kelly Roberts         Howard Hanna – Green branch
Toni Santiago         Howard Hanna Jackson branch
Michael Walls         Keller Williams Legacy Group Realty
Jeff Zuydhoek         Hayes Realty

MEMBER TRANSFERS

Candi Erbland         Howard Hanna Jackson branch
Curtis Schneider      Kiko
Melissa Wartman       Howard Hanna Dressler branch
Donna Conn Keller     Williams Legacy Group Realty

MEMBERSHIP CANCELLATIONS

Stark County Auditors
Premier Bank & Trust
Tricia Peters
Cullen Kress
Alicia Albright
Pat Adolph
Justin Ray
Kevin Szarell
By Peg Ritenour, OAR Vice President of Legal Services/Administration

In 1996, Ohio’s “Good Funds” law went into effect. This law defines the type of funds that can be accepted by an escrow or closing agent in a residential real estate transaction to assure that the funds are truly in the possession of the closing or escrow agent before being disbursed.

The law has worked well for the last 20 years, but recent problems with fraudulent checks, including money orders and certified checks, prompted the Ohio Land Title Association to initiate amendments to the “good funds” law to further restrict the types of funds that can be accepted. Such language was included as an amendment to other legislation on the last day the Ohio Legislature was in session at the end of 2016. The changes become effective on April 6.

Under the new legislation the following will now be considered acceptable funds for your real estate closings:

- Checks drawn on a real estate brokerage trust account. There is no dollar limit on brokerage checks;
- Government checks issued by the U.S., the state of Ohio, or an agency, instrumentality or political subdivision of the U.S. or State of Ohio, or funds transferred electronically by such entities via the automated clearing house (ACH) system;
- Cash, personal or business checks, certified checks, money orders or official checks drawn on an existing account at a federally insured bank, savings and loan, credit union or savings bank that do not exceed an aggregate amount of $1,000;
- Electronically transferred funds via the real time gross settlement system provided by the Federal Reserve banks. So what this means is that your buyer (or a seller who has to provide funds to close) will no longer be able to bring cash, a personal or cashier’s check or money order to a closing if the aggregate amount exceeds $1,000. Instead, such funds will have to be wired.

This has raised many concerns among REALTORS® about how this may impact their clients and the closing process, especially back to back closings. Below are answers to some of the questions that REALTORS® have asked about the new law.

Read the questions and answers: http://ohiorealtors.org/2017/03/29/commonly-asked-questions-about-ohios-new-good-funds-law/
Case #1-19 Knowledge of Proposed Legislation:

REALTOR® A received a letter from the ABC College in another city stating that one of its old graduates in REALTOR® A’s city had willed a vacant property in that community to the college. The letter explained that the college had no use for the property and wanted REALTOR® A to sell it at its fair market value. The proceeds would go to the endowment fund of the college. REALTOR® A suggested a price for the property, an exclusive listing contract was executed, and in less than a month the lot was sold and settlement made with the college. Two weeks later, a trustee of the college who handled its investments, filed a complaint against REALTOR® A charging negligence in knowledge of proposed legislation which had resulted in sale of the property at approximately one-eighth of its fair market value. The Grievance Committee referred it for hearing before a panel of the Professional Standards Committee.

The Professional Standards Committee scheduled a hearing and notified REALTOR® A and the college trustee to be present. The hearing developed these facts:

(1) The client’s property was in an area which had been approved for rezoning from residential to commercial use in a general revision of the local zoning map and ordinance that was in preparation. (2) Although specific sections of the revisions, including the section involving the lot in question, had been tentatively approved, final approval had not been given to the complete revision at the time of the sale, but this action had been taken a few days following the sale. For several months prior to the sale there had been a public notice of the proposal to rezone affixed to a sign near one corner of the property. (3) In his one inspection of the property, REALTOR® A had not noticed the sign. (4) Other sales in the rezoned area substantiated the client’s belief that the shift to commercial zoning supported a value at approximately eight times the price received for the lot.

REALTOR® A’s defense was that the ordinance putting the rezoning into effect had not been enacted at the date of his sale of the client’s property, and that he had no knowledge at the time of the rezoning proposal.

The Hearing Panel’s conclusion was that REALTOR® A had violated Article 1 and was definitely deficient in his professional obligations in this instance; that before suggesting a price to his client he should have checked the property carefully enough to have seen the notice concerning a proposal for rezoning; and that as a REALTOR® active in the area he should have been aware of the extensive changes that were being proposed in his city’s zoning ordinance. Such knowledge was within his obligation under Article 1 to protect the best interest of his client.
Updated Affiliate Services Guide

We have updated the 2017 Affiliate Services Guide on our website:

Committee Reports

Legislative Committee
The Legislative Committee had no meeting in June. Check back for an update in August!

Communication/Technology Committee
The Cyber Safety Class will be held September 7 from 1-2 and is approved for one hour of continuing ed. The committee is still interviewing potential website design companies and hopes to move forward soon.

Professional Services Committee
We had a great meeting fine tuning our summer class on July 27, “Roller Coaster Closings No More” to be held at the Barrel Room. We are also planning a REALTOR® safety class in September. October’s RDay event in shaping up to be a fabulous day of fun for our members and great CE will be offered in a new panel format. More info to come.

Networking Committee
Now that Breakfast in the Park is over, and was a great success, we are in full swing working on the HOF Parade Float. We will be working at the Dewalt location probably every Saturday for the duration, with a few evening times scheduled when the weather is cooler. We really do need volunteers to help with the assembly and painting of the float at this time, but we are also needing commitments from SCAR members, REALTORS® and Affiliates to walk the parade route on the day of the parade. If you have any interest in participating, please contact Collene at SCAR or Sharon Barker at 330-592-1792. We organized this float idea as a way to allow our membership to work together to promote our Association and our industry in this nationally televised parade. Please consider supporting this project and the association.
Consumer Outreach Committee
On June 27th, the Consumer Outreach Committee completed the NAR Placemaker Grant project at Blue Bird Farm Park in Carrollton. Volunteers from the committee and SCAR members from Carroll County installed an arbor, 2 park benches, new landscaping and painted a bridge at the park. We have reserved 3 volunteer dates with Habitat for Humanity, please see the flyer included in this newsletter for details or email Chrissy at cmoock@starkrealtors.com to volunteer. We are currently planning our next project for the fall and winter seasons.

Young Professionals Network Committee
The Young Professional Network has been a busy group! Our Game Time Guest Bartender event was a success! We will be donating some of the proceeds to Perry Helping Perry. We are working on planning an event for fall, stay tuned!
Use RPR to Keep in Touch with Clients

For the past several years, one flexible, easy-to-use social media platform, combined with the nation’s only REALTOR®-owned data and reporting platform, has proven to be a simple, low cost marketing solution where output far outweighs input.

“Facebook has always been a great place to establish and build relationships,” said Susan Nicolson, a REALTOR® with DPR Realty, Peoria, Arizona. “But until I came across RPR [Realtors® Property Resource], I didn’t how much I could use the site to feed my pipeline.”

Susan has a bonafide touchpoint system, reaching out to friends, clients and prospects through a series of Facebook posts that speak to each. For example, posting upcoming community events to an Orlando-based network who might want a second home in Arizona, or vice versa. She even has groups for horse owners, moms, and friends of former employer, Marriott Hotels (which, according to Susan, generates a great number of referrals). Each gets Susan’s special formula of posts that spark interest in buying or selling a home.

Yet, in 2011, when RPR came out with its own secret sauce of MLS and public records data, as well as its unparalleled demographic, psychographic, quality of life, economic, and neighborhood data, Susan jumped at the opportunity to leverage the two powerful platforms into one easy-to-integrate marketing strategy.

To read the full article, click here.
To receive text messages from SCAR, text the word ALERT to 22300.

ADVERTISE LISTINGS

Did you know that the Canton Repository will allow you to advertise your listings for free on their website?

You can go to this link to sign up for an account:

https://app.listhub.com/accounts/register.action

Realtor.com New Agent Success kit

www.Realtor.com/newagent/

It’s a free resource for new members from Realtor.com that includes key tools to help Realtors get their businesses started, including getting their name out, getting listings and leads and conducting their first open house.

Buying or building a new home?

Financing your mortgage is easy when you work with the experts at Dollar Bank. For over 100 years, Dollar Bank has been serving local communities with financial services. Plus, Dollar Bank retains the servicing of all of our conventional and construction mortgages, so you can feel confident knowing that your mortgage is in caring and capable hands for the duration of your term.

- Fixed Rate and Adjustable Rate Mortgages available
- Only a 3% down payment
- Only one closing - your construction mortgage will automatically convert to a permanent mortgage with the same low rate
- Low rates and fees

As the largest independent mutual bank in the nation* and a leader in residential lending, you’ll find that our Mortgage Experts will focus solely on your mortgage needs.

Now serving Canton and surrounding areas!

Call for a free pre-qualification today!
The ActiveKEY uses power as it keeps itself updated during the day. To get the best performance from your ActiveKEY, follow these suggestions.

1. The ActiveKEY is designed to communicate with a cellular tower on a regular basis to send and receive information. This activity uses battery power so the ActiveKEY should be charged using the wall charger at least every other night to make sure the battery doesn't drain completely.

2. When you first get your ActiveKEY, connect it to the provided wall charger for 8 hours for the initial charge.

3. To charge the ActiveKEY, plug the wall charger into a working electrical outlet and into the port on the ActiveKEY marked 6VDC. The ActiveKEY screen should display the charging status.

4. The car charger provides a quick charge, but may not provide a long lasting charge, and should not be relied on for fully charging your ActiveKEY. Some car charging systems only work when the car ignition is on.

5. If the batteries on the ActiveKEY are allowed to discharge completely so that the key no longer turns on, the ActiveKEY will need at least 4 hours of charging and will display a CALL TO ENABLE message.

Visit the supra website at www.supraekey.com to see what features are available to help you.

*Please note, all ActiveKeys and Supra iBoxes are leased and must be returned to the association if you leave the business.
Stark County Women’s Council of Realtors®

presents

32nd Annual Reverse Raffle

Wear your best dress or 40’s suit. There will be a prize for the best costume! Tickets include dinner, parking and 1 Reverse Raffle number.

Friday, August 11, 2017
McKinley Grand Hotel
320 Market Ave S. Canton, OH 44702

Registration 6:00 pm
Hors d’oeuvres 6:00-6:45 pm • Dinner 7:00 pm

Dinner Selections:
The Don’s Chicken, Parmesan Tilapia, Mushroom Ravioli - All Cash Bar

$2,600 in CASH prizes  Grand Prize... $2,000
Silent Auction, 50/50, Sideboard & Bingo pays out even more $$$$$$

Donation $75 per person (extra dinner ticket with no raffle ticket - $50)
(Cash, Check or Charge will be Accepted)

Get your tickets TODAY....Only 200 Tickets sold
Please contact Kim Ricci at 330-400-4003 with any questions.
Reserve a room and stay overnight. Rooms start at $89!
Contact the McKinley Grand at (330) 454-5000.
Candidate Application for SCAR 2017 Offices

SCAR's Nominating Committee is seeking REALTOR® members who are involved in the Association and are interested in being considered as nominees for an elected position.

- Treasurer - One position
- REALTOR® Director - Two positions (3-year term)
- Affiliate Director - One position (2-year term)

Nominations accepted from REALTOR® members. If you are interested or if you know of another member who may be, please complete this form and return it to the Association by Monday, July 31, 2017.

Qualifications
- **Treasurer**
  - REALTOR® member for at least two years prior to nomination
  - A minimum of two years experience as a director prior to taking office

- **REALTOR® Director**
  - REALTOR® member for at least two years prior to nomination

- **Affiliate Director**
  - Affiliate member for at least two years prior to nomination

Nominating and Election Procedures
- Candidate interviews shall be conducted by the nominating committee. Committee shall recommend to directors those candidates to be placed on the ballot for membership electronic voting.
- Report of the Nominating Committee shall be emailed to each REALTOR® member at least 4 weeks preceding the election.
- Electronic ballots will be available for 5 days. A vote when cast is final. Each eligible REALTOR® member may cast one vote. The ballot shall contain the names of all REALTOR® candidates and offices for which they are nominated.
- Additional candidates for the offices to be filled may be placed in nomination by a petition signed by at least five percent (5%) of the REALTOR® members, providing said candidates have been REALTOR® members for at least two (2) years prior to nomination and meet the other qualifications for nomination. The petition shall be filed with the Chief Executive Officer no later than 14 days after the slate has been approved by the Board of Directors. The Chief Executive Officer shall send notices of such additional nominations to all REALTOR® members before the election.

Candidate Application Form for 2017 Offices

Name ______________________________

Position Nominated (please circle):

- Treasurer (one position)
- REALTOR® Director - Two Positions (3-year term)
- Affiliate Director - One Position (2-year term)

Company __________________________

Phone ____________________________ E-mail __________________________

Biographical Data (Family, Education, Community Involvement, Etc.)

Years Licensed __________ Years as SCAR Member __________

Type of License (Circle)  

- Salesperson  
- Broker

Committee Service to SCAR

- ________________
- ________________
- ________________

Service to OAR

- ________________
- ________________

Service to NAR

- ________________

"I have reviewed the position description for the office I seek as a candidate and I agree to serve, if nominated and elected, and fulfill my responsibilities to the best of my ability."

Signature __________________________ Date ________________

Completed forms must be returned by Monday, July 31, 2017.

Please email a recent photo with your nomination form to:
lyelichk@starkrealtors.com
Responsibilities of a SCAR Board of Director Member

Functions of the Board of Directors
The Board of Directors is responsible for governing the Stark County Association of REALTORS®. The Executive Committee conducts the Association’s affairs in accordance with Association policies as directed by the Board of Directors from time to time.

Specific Responsibilities
- You periodically review the Association’s constitution, budget, strategic plan, committee business plans and other documents to be sure you fully understand the objectives of the organization and your responsibilities as a director.
- You acquaint yourself with past SCAR business and policies by reading the minutes of previous board meetings. You learn not only what has been accomplished by also why.
- You come to director meetings fully informed about the issues to be discussed. If you have questions about an item on the agenda, you consult the Chief Executive Officer prior to the meeting.
- You help formulate and establish policies in the best interests of the Association’s members, based on your up-to-date and thorough knowledge of their needs. You accept all specific assignments that result from action taken at board meetings and you support the policies and program adopted by SCAR.
- You make decisions affecting the Association’s financial structure and resource allocations, and you approve an annual operating budget.
- You approve, establish, prioritize and evaluate the programs and services for SCAR to be sure they serve the mission of the organization.
- You consider your public statements carefully because SCAR members and others may take your remarks as official policy.
- You observe confidentiality of business conducted by the Board of Directors.

Your Function as a Director Liaison
You have been assigned as a director liaison to a specific SCAR committee. As a director liaison, your responsibility is:
- Become familiar with the committee’s business plan, attend the committee meetings and report back to the Board of Directors any action items and/or an update of committee activities. Your responsibility is to keep the directors informed about your committee projects and activities.
- You also may be asked to present any special committee request for non-budget items to the Board of Directors.

Meetings
Twelve regular meetings are scheduled each year. Meetings usually are scheduled for the third Wednesday of the month at 8:30 a.m. Special meetings may be called by the president or a quorum of the Board of Directors.

In any case, each director will receive written notice of a special meeting stating the time, place, purpose for the meeting and background information pertaining to agenda items.

Attendance
SCAR depends on the experience, knowledge and judgement, which each director brings to the Board of Directors. Your attendance at every meeting is important. Absence from three consecutive regular meetings without an excuse deemed valid by the Board of Directors shall be construed as a resignation therefrom. A director who vacates his seat because of absence may be reinstated by a majority vote of the Board of Directors if they determine reasonable grounds for the absence.

Legal Liability
The board carries errors and omissions liability insurance, which provides blanket coverage to protect directors from liabilities that may result from actions taken by the Board of Directors.

Representing the Membership
As a member of the Association’s governing body, your major responsibility is to represent the entire membership of the Stark County Association of REALTORS®. Some of the following suggestions may help:
- To effectively keep in contact with the membership you represent, you should attend the various programs such as Fair Housing Luncheon, Breakfast in the Park, Holiday Party, RPAC Kickoff and R-Day.
- There are many different viewpoints in SCAR and sound reasons to support each of them. In evaluating a position, keep in mind the Board of Directors is responsible to all members and must place the welfare of SCAR ahead of geographic or factional considerations.
- Each director is unique and contributes special talents to the successful management of the Association. It is important, therefore, you express your viewpoints and share your opinions on issues before the board.
- Criticism can be important to the growth and development of SCAR providing it is of the constructive variety. Consider the needs and feelings of others. Deal with issues and facts, not personalities.
- As a director, you will find much importance is being attached to your remarks, both on and off the record. Discretion protects credibility, discourages rumors, gossip and unjustified criticism.

Stay Informed
Difficult but essential to your job as a director is the ability to keep abreast of the many problems and issues facing the Stark County Association of REALTORS®. To help keep you informed, there are:
- SCAR management personnel eager to share their knowledge and experience with you.
- Official documents of SCAR explaining previous policies and decisions, such as the constitution and bylaws, mission statement, committee business plans, code of ethics and policy manual.
Stark County Association of REALTORS®
Lifetime Achievement Award
Nomination Application

Nominees for the Lifetime Achievement Award are recognized as members or former members of the Association who have distinguished themselves as leaders whose efforts have benefited the Association and the community and are/were members of the Stark County Association for at least 25 years. Nominations must be researched thoroughly so committee members have a full picture of nominee.

Name: _____________________________________________

Company (if still active): ___________________________________________________

Years as a Stark County Association member: ___________________________

Primary or Secondary Member of SCAR: _________________________________

______________________________

SERVICE TO THE STARK COUNTY ASSOCIATION OF REALTORS®

Leadership Position(s): _______________________________________________

_____________________________________________________________________

_____________________________________________________________________

_____________________________________________________________________

Committee(s) served and when (please note if Chairman, Vice Chairman, or Member):

_____________________________________________________________________

_____________________________________________________________________

_____________________________________________________________________
Stark County Association of REALTORS®
Lifetime Achievement Award
Nomination Application

Recognition(s) received from Ohio or National Associations of REALTORS®:


Professional REALTOR® designations earned: ________________


Civic/Community Involvement: ________________________________


Committee Use Only:

Date received: __________

Reviewed by Committee: __________
**Member Spotlight**

**Scott Wyler, Campbell & Associates Land Surveyors**

SCAR Affiliate member for 30+ years

Scott has a love for building, repairing and woodworking. He has used these skills over the years to assist the Have a Heart committee, NGS committee, Women’s Council of REALTORS® multiple times over the years, and currently working on the H.O.F. parade float for the Board. He has been a member of the Affiliate committee, the Networking Committee, was the Co-Chair of the Have a Heart Committee (2 years) and received a special Award of Excellence from Rick Perkins for his build of the WCR Pirate Ship in 2011 for the reverse raffle.

Scott has been married to Diane for 31 years and they have 3 children and 2 grandchild.

He enjoys golfing with his kids, and obviously, woodworking/ building skills.

Scott’s bucket list is traveling to AZ to see the Grand Canyon, having more grandchildren to love!!, and going to the Masters!!

---

**Kathy Kirven, REALTOR® Carol Goff and Associates**

- REALTOR® since 2009
- Married with a 21 year old daughter and 20 year old son
- Director liaison for the Professional Services Committee and has been a SCAR Director since 2015, tries to be as active with the board as possible

Her main hobby is gardening. She loves flowers and has flowers all around her home!

Her bucket list includes being able to travel more– she would love to visit Ireland and Scotland in the future. She is also looking forward to being a grandparent and plans to sell real estate as long as possible.
Review of Past Events

RPAC Night Out “Rockin Past All Challenges”

The 2017 RPAC night out was held on June 1 at the Mbar. The theme of the evening was "Rockin Past All Challenges". There were many awesome silent auction items to bid on and the DJ played song requests. Delicious food and cold drinks were enjoyed by all!

SHAKER– Stark Affiliates Kicked-Up Event for REALTORS®

The 2nd SHAKER event hosted by SCAR Affiliate members was held on June 6th at the Mbar. Congratulations to Patrick Freed for winning the 1/4 page ad in The Repository and Susan Schmidt for winning a $25 gas card.
Past Events Continued

SCAR Orientation

New member orientation was held on June 14th. Welcome all new SCAR members!

![SCAR Orientation Image]

YPN Guest Bartender Fundraiser Event

Thank you to everyone who came out to support the YPN committee for their guest bartender event at Game Time. A portion of the proceeds will go to Perry Helping Perry. It was an enjoyable evening for all! Food and drinks were delicious and the silent auction items were a hit, especially the metal flower created by Potts and donated by Chairman Robyn Clark.

![YPN Guest Bartender Fundraiser Event Images]

Consumer Outreach Project

The Consumer Outreach Committee received a Placemaking grant from NAR. Placemaking grants are awarded to local and state REALTOR® associations to help them and their members create new public spaces and destinations in a community.

Volunteers from the Consumer Outreach Committee and members from Carroll County installed an arbor, two park benches, and new landscaping at Blue Bird Farm Park in Carrollton. Thank you to everyone who helped make the project a success!

![Consumer Outreach Project Images]
Upcoming Events at SCAR

July 19: SCAR Quarterly Meeting
July 27: Roller Coaster Closings No More
July 27: Volunteer with Habitat for Humanity
Aug. 1: Celebration of Remembrance
Sept. 7: Cyber Safety Class
Sept. 12: SHAKER

See the following flyers for more info and to RSVP.

NATIONAL AQUA SERVICE, INC.

We specialize in:
• FHA & VA Approved Inspections
• Well & Septic Inspections
• Flow Tests - Chlorination
• Winterized or Vacant Homes

Registered/Certified Service Provider for Stark & Summit Counties
Serving Northeast Ohio for over 30 Years

HUD/FHA * Farmers Administration * Department of Agriculture * Rural Housing Development
Fannie Mae * Freddie Mac * Banks * Title/Mortgage Companies * Government Refinances
The Stark County Association of REALTORS®
and the Consumer Outreach Committee have
team up with “Real Estate for
Rehabilitation” with the Salvation Army.

Are you packing to move or spring cleaning? Did you know that the Salvation Army will pick up any unwanted items directly from your home? Here is how it works:

1. Box up all items (gently used, in working condition, no rips or holes)
2. Put all items to be picked up in one area (garage, living room, etc.)
3. Call 1-800-SA-TRUCK
4. Schedule your free pick-up
5. Get your charitable donation slip—donations are tax deductible

Items that are acceptable for donations:

Toys/Books
Children’s, Women’s, and Men’s Clothing
Shoes/Boots
Accessories (belts, purses, scarves, etc.)
Household goods
Appliances
Automobiles/Boats (need Title)—running or not
Furniture
Printers, computers, typewriters, vacuums, radios

For a complete list visit: SATruck.org

About the Salvation Army: The Salvation Army operates 7,546 centers in communities across the United States. These include food distribution, disaster relief, rehabilitation centers, anti-human trafficking efforts, and a wealth of children’s programs. Our work is funded through kettle donations, corporate contributions, and the sale of goods donated to our Salvation Army Stores. Eighty-two cents of every dollar we spend supports our various missions across the country. We are a tax-exempt 501(c)(2) for corporations.

Our Mission: The Salvation Army, an international movement, is an evangelical part of the universal Christian Church. Its message is based on the Bible. Its ministry is motivated by the love of God. Its mission is to preach the gospel of Jesus Christ and to meet human needs in his name without discrimination.

“Doing the most good.” In these four words, our mission— to feed, to clothe, to comfort, to care.—Salvation Army
Stark County Association of REALTORS®
3rd Quarterly Meeting

“How to Become a Trusted Advisor”

Get “Marvinized” with Marvin Montgomery
Author, National Motivational Speaker and Professional Sales Trainer

Where: North Canton Civic Center
845 W. Maple North Canton, OH

When: July 19, 2017

Time: 11:00 a.m.—12:30 p.m.

RSVP: click here
Questions: 330-494-5630

*Light lunch will be served.

*Membership will vote on a bylaw change

First 50 reservations made will receive a “sweet treat” at check-in!

Bylaw Amendment concerning Board of Director Voting:

If passed, the following wording will be added to the Association’s bylaws: "If the Association does not have a contested race for the Board of Directors, the President-Elect is empowered to cast the official vote to have the slate elected."
The Stark County Association of REALTORS® and the Professional Services Committee Present:

“Roller Coaster Closings No More!”
3 Hours CE– Ronni Cones
~Pending~
HELP!!

Having Stressful Closings?

Only YOU can fix it! YOU must fix it!
Your customers are counting on YOU to be in charge!
So, why do we feel helpless during the contract to close process?
Answer: Because we “don’t know what we don’t know!”
We have no scripts, check-lists, help-lists.
You will get them at this CE class!

When: July 27, 2017
Where: Barrel Room
7901 Cleveland Ave NW B
Time: 12:30pm-4:00pm
Cost: $10 SCAR Members
$25 Non-Members

*IMPORTANT- ARRIVE at 12:30pm!*
To get your “REFRESHMENTS”!

CE starts PROMPTLY at 1:00pm-4:00pm
Instructor: Ronni Cones– Sales Manager, Trainer, Loan Originator,
Multi-Million Dollar Producer, Realtor of the Year 1994

RSVP: Click Here
Questions: 330-494-5630
Join us for an in-depth training on how to become an expert looper. At Dotloop training you will learn document editing, eSignatures, tasks, third party collaboration and more. Improve client experience, drive savings and productivity by getting the most out of Dotloop.

When:
September 20, 2017 1:00 p.m.-4:00 p.m.
RSVP here: [http://www.cvent.com/d/6vqg89](http://www.cvent.com/d/6vqg89)

Where: SCAR
4344 Metro Circle
North Canton, OH 44720

Cost: Free

RSVP: Please click the link under the date to RSVP. All reservations are made on the Dotloop website. SCAR is not taking RSVP’s for this class.
The Stark County Association of REALTORS® Consumer Outreach Committee Invite you to Volunteer with Habitat for Humanity

Habitat for Humanity is looking for volunteers for the following dates. Please email Chrissy Mooock (cmooock@starkrealtors.com) for the date that interests you.

*Habitat provides all supplies and water (including disposable suits). Volunteers need to bring a packed lunch and wear closed-toed shoes.

**Date: July 27 2017, Thursday**
Time: 8:30 a.m.—2:30 p.m.
Location: 2222 8th St. NE Canton, OH
Activity: Siding
Age: 18+
# of volunteers needed: 6-8

[Click here to email Chrissy Mooock your RSVP]

**Date: August 12, 2017, Saturday**
Time: 8:30 a.m.—2:30 p.m.
Location: 208 Pennsylvania Ave, Minerva, OH 44657
Activity: Drywall
Age: 18+
# of volunteers needed: 6-8

[Click here to email Chrissy Mooock your RSVP]
The Stark County Association of REALTORS® and the Affiliate Committee invite you:

Celebration of Remembrance

Ice Cream Social

Join us in celebrating the memories of our REALTOR® and Affiliate friends that are no longer with us. Enjoy refreshments and fellowship.

When: August 1, 2017
Time: 11:30 a.m.—1:00 p.m.
Where: SCAR
4344 Metro Circle NW
North Canton, OH 44720
Cost: Free

RSVP: Click here
Questions: Call 330-494-5630
The Stark County Association of REALTORS® and the Communications Technology Committee Present:

Cyber Safety Class

1 Hour CE Approved!

Cyber Safety You Need to Know....

- Protection for Social Media Use
- Changing your passwords
- What is unique about social media use by REALTORS®
- Increase your security better in “twos”
- Phishing, swishing, scams, spam, malware, etc. and prevention techniques

When: September 7, 2017
Where: SCAR
4344 Metro Circle NW
North Canton, OH 44720
Time: 1:00 p.m.-2:00 p.m.
Cost: Free for members
$15 for non-members
RSVP: click here
Questions: 330-494-5630

Timothy Dimoff, Founder and President of SACS Consulting and Investigative Services, Inc.

As seen on CNN, New York Times, Washington Post, etc.
Timothy is a nationally known security expert, author, and speaker who specializes in high-risk security and human resource issues. His expertise includes violence and crime prevention, human resource and labor issues, business security, premises liability and personal safety. He is the author of six books, including How to Recognize Substance Abuse: and Life Rage, a chilling examination of societal rage and safeguards against it.
The Stark County Association of REALTORS® and the Affiliate Committee invite you to:

SHAKER

(Stark Affiliates Kicked-Up Event for REALTORS®)

2017 Event Dates

September 12 ~ November 14

Time: 5:00 p.m.—7:30 p.m.

Place: Mbar

5252 Dressler Road Canton, OH 44718

Cost: Free for REALTORS®

$10 for Affiliates

RSVP: Click here or email Collene:
cburgess@starkrealtors.com

(registration is appreciated but not required)

Meet and Greet! SHAKER allows SCAR Affiliates the opportunity to get to know SCAR REALTORS® in a fun and relaxed environment. Join us for a great networking experience you won’t want to miss!
Thank you to our 2017 Affiliate Sponsors, Your Partners in Business!

**Platinum**
- Dollar Bank
- Fairway Mortgage
- Farmers National Bank of Canfield
- McKinley Title Agency, Inc.
- Patriot Title Agency, Inc.
- Residential Bancorp
- Tegrey Family of Coatings, Inc.
- The Repository

**Gold**
- American Title Associates Agency, Inc.
- ASAP! Advertising Specialties and Printing
  - Beacon Title Agency, Inc.
  - Seven Seventeen Credit Union
- The Commercial & Savings Bank
- TK Home Inspection
- Whipple Title Agency, LLC

**Silver**
- Colonial Title Agency, LLC

**Bronze**
- Barry Sigler Inspections, LLC
- CSE Federal Credit Union
- First Commonwealth Mortgage
- Full Service Property Inspections, LLC
- Midland Title Agency of Stark County, Ltd.
- Pumphrey-Hamel Insurance
- Wagoner Moving Systems

The Affiliate Sponsors, Your Partners in Business help fund continuing education programs and numerous social events that members enjoy throughout the year.