



# The Board Reporter

JANUARY, 2015

PO BOX 507, SUNRISE BEACH, MO 65079 573-374-6646 WWW.LOBR.NET VOL.23, ISSUE 1



## PRESIDENT'S LETTER

Kevin Winters  
2015 LOBR President

Happy 2015 to Everyone! I wish each and every one of you a Very Successful 2015! Thank You to the REALTORS® and Affiliates who joined LOBR for our Christmas/Installation Banquet.

I am looking forward to representing our Board this year. My main Goal is to see more REALTORS® and Affiliates active in our Board. My plan is for Linda Yelton and I to visit each Office in the first quarter of 2015. I want to be face to face to with each member and ask, "What can the Board do for You?"

Every organization, whether a Church, a Committee, or a Business, always have just a few members who donate their time and efforts towards each. We are no different but I really feel we can be!

The old adage; If you don't vote, Don't Complain is very true! How can we justify complaining if we aren't involved?

Each and every one of you pay dues to be a REALTOR® and because of this fact alone, should make you want to be involved. I've always felt being a member of the REALTORS® is like being a member in our Union.

The REALTOR® organization, from NAR to MR to LOBR, is there to help all of us!

I was very fortunate to be active in the REALTOR® organization at an early stage in my Career and because of that, I appreciate being a REALTOR®.

By being active in the Board of REALTORS®, you keep updated on what is happening Locally, State wide and Nationally! Attending Local and State meetings gives you the opportunity to meet fellow REALTORS® who can help you be successful in your Career!

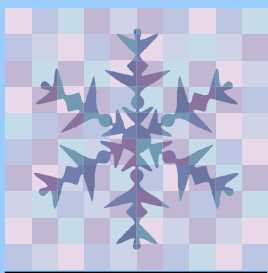
I have always felt if you communicate, whether personally or business, you resolve issues and accomplish your goals quicker and better!

Last year, the National Association of REALTORS® enacted a new policy which affects all Boards. The new policy requires us locally to accomplish several tasks which we began working on in 2014.

I look forward to visiting with all of you this first quarter.

As always, the Board of Directors are here to help you with any issues or suggestions. Please feel comfortable calling on any of us. We are here to help you.

Sincerely,  
*Kevin Winters, 2015 Board President*



**Officers/Directors –**

**2015**

**President –**

Kevin Winters, 374-5206  
[kevinwinters@remax.net](mailto:kevinwinters@remax.net)

**Vice President –**

Dave Schulz-374-520  
[davelakehomes@yahoo.com](mailto:davelakehomes@yahoo.com)

**Secretary –**

Kathy Hagan – 873-1400  
[kdhprop@charter.net](mailto:kdhprop@charter.net)

**Treasurer –**

Barb Stockwell – 374-5206  
[barbsellsrealestate@yahoo.com](mailto:barbsellsrealestate@yahoo.com)

**Local Director –**

Joy Frederiksen - 374-5206  
[joysellsthelake@gmail.com](mailto:joysellsthelake@gmail.com)

**Local Director –**

Vicki Brown – 372-5549  
[lakeozarkproperty@yahoo.com](mailto:lakeozarkproperty@yahoo.com)

**Local Director-**

Phyllis Flinn – 374-5400  
[Phyllis.flinn@yahoo.com](mailto:Phyllis.flinn@yahoo.com)

**Local Director –**

Bill Johnson – 374-0769  
[eaglesnestrealty@aol.com](mailto:eaglesnestrealty@aol.com)

**State Director –**

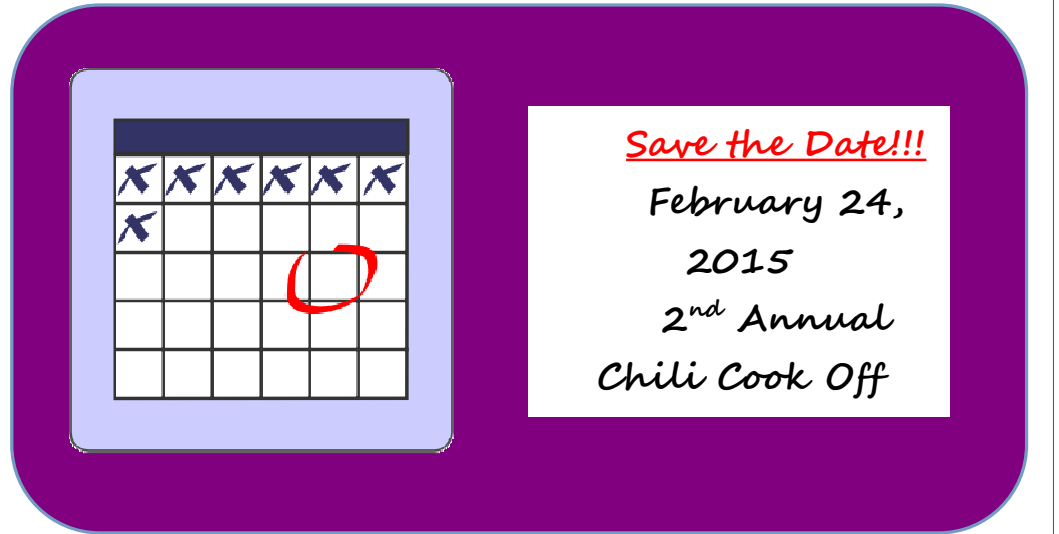
Nancy Rogers- 374-1331  
[Nancy@lakebuy.com](mailto:Nancy@lakebuy.com)

**State Director –**

Mickey LaFerla – 552-8625  
[mlaferla@gmail.com](mailto:mlaferla@gmail.com)

**State Director -**

Beth Riggins - 374-5206  
[Briggins1960@yahoo.com](mailto:Briggins1960@yahoo.com)



## **MEMBER UPDATES**

### **NEW MEMBERS**

Margo Witte, Coldwell Banker Lake Country

### **NEW AFFILIATES**

Stonegate Mortgage, Gerry Phillips

### **TRANSFERRED**

### **RE-ACTIVATED**

### **DROPPED**

Shyanne Culpepper, Reece & Nichols Golden Key  
Jame Vannoy, Reece & Nichols Golden Key  
James Graham, Coldwell Banker Lake Country  
Nick Hudelson, C21 Land & Shores  
Sherri Moe, Lake Ozark Property & Dev  
Andrea Windes, Mid Mo Realty REO Services  
Scott Dolson, Peregrine Realty Group  
Alysia Maschino, Jason Whittle All Pro  
Dennis Frisch, Reece & Nichols Golden Key  
Barb Stauch, United Country Lake Area Properties  
Gary Bachman, RE/MAX at the Lake

**Link to Roster of active Affiliate Members:**

<http://www.lobr.net/ftp/AffiliateRoster.pdf>

**Committee Chairs**

Award/Programs

Community  
Involvement

Education

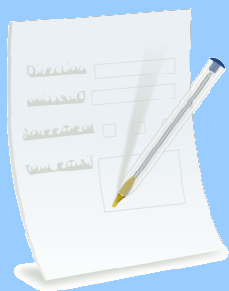
Finance  
Barb Stockwell

Legislative/Bylaws

MLS  
Beth Riggins

RPAC  
Diana Sutherland

Technology



**BEST PEST CONTROL, INC.**  
Ken J. Schaumburg

*Always call the Best!* **Voted #1**

**Termite Inspections**  
Completed within 48 hours

Serving the Entire Lake Area for over 24 years.  
State certified, insured & bonded

**Inspections & Treatments**  
Phone: 573-873-1118  
Fax: 573-873-1222  
Email: bestpest1@hotmail.com

A cartoon spider with a speech bubble that says "Yikes! The Bug Man!". The spider is black with red eyes and is positioned to the right of the main text.

## There's a Form For That!!

Everyone could use a refresher on the contract forms - here's your chance to here it from the expert. Steve Graham from Missouri REALTORS® will be teaching the classes.

We will have 2 classes on January 22 at the board office. Each class qualifies for 3 hours of elective CE credit.

The morning class will be Understanding Seller Brokerage Relationships (Pre-Listing to Post-Closing) and will include filling out the Listing Contract.

The afternoon class will be Understanding the Residential Real Estate Transaction from Contract to Closing and will include filling out the Contract for Sale.

Cost will be \$35 per class, or both classes for \$60. Complete the [Registration Form](#) and return it to the Board Office along with payment.

*Lake of the Ozarks Board of REALTORS*  
Board of Directors Meeting  
December 10, 2014

The meeting was called to order by Beth Riggins at 9:00 a.m.

Present: Beth Riggins, Nancy Rogers, Phyllis Flinn, Susan Stoltman, Kevin Winters, Anita Horn, Barb Stockwell, Bill Johnson, Vicki Brown, Linda Yelton, and Joy Fredericksen.

Absent: Mickey LaFerla

The minutes of the October 15, 2014 meeting were approved.

Roger Corbin (City Planner for Sunrise Beach) addressed the BOD regarding a proposed feasibility analysis being done on the Community Bridge. It is projected this study/analysis will cost \$4,000. After he left the meeting, Linda mentioned that NAR has grant money for Boards to request for use in community issues. A motion was made, seconded and passed to have Linda look into this to see if we could get a \$2,500 grant to help fund the study.

The Board of Directors approved the following **MLS Committee recommendations:**

- Change Dock Slip Size to a "high/low" range with width and length. MarketLinx will make change using 2014's last free 12 hours.
- Not to allow a change to the Listing History that denotes a modification in the commission field.

The Board of Directors approved NAR's required changes to the IDX section of the MLS Rules and Regulations.

**New Offices:** None

**New Members:** A motion was made, seconded and passed to accept the following new members: Chelsea Rusan, Coldwell Banker Lake Country; Julie Farris, Coldwell Banker Lake Country, and Vivian Watts, Gold Star Realty.

Bill Johnson will look at various options for additional domain names for the Board website and report back to the BOD.

A motion was made, seconded and passed to donate \$200 to each of the following food pantries: Ivy Bend, Share the Harvest (Greenview), and Morgan County.

The issue of road repairs on Oddo Drive was discussed. Beth said she and Dave Schultz will speak to Tony Oddo.

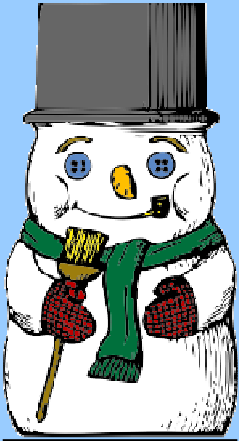
Due to the Capital Conference, the next BOD meeting will be moved to January 21<sup>st</sup>.

The BOD members were provided with copies of Strategic Plan for 2015 and the Finance Policy to look over. Discussion was tabled until the January 2015 BOD meeting.

Brochures were handed out that explain the different affiliate tiers. BOD members who would like to do so will contact affiliates to explain the new program.

Linda requested that the Board office be closed Christmas Day and the day after rather than on Christmas Eve and Christmas Day. The BOD agreed.

Meeting adjourned at 10:45a.m.





## Attention Affiliate Members

You should have received information about our new “tiered” Affiliate Membership opportunities in the mail. If you have not received the information, please contact the board office (374-6646) so that you can select your level and activate your 2015 membership.

**A Concealed Carry class** will be held at the Board Office on January 29<sup>th</sup>, beginning at 8:00 am. The instructor will be Matt Canovi and the course is hosted by Herman Page. Cost is \$120. For more information read the [Concealed Carry Flyer](#). This class is open to all REALTOR® and Affiliate Members.

# Here's a toast to our sponsors of the Installation Dinner!!



Thank you to Bank of Versailles for providing the DJ

Thank you to Bank Star One, Central Bank and First State Bank for the door prizes



Thank you to 2014 Pres, Beth Riggins



Installation of 2015 Pres, Kevin Winters



Secretary, Treasurer, and Vice President



Local Directors



State Directors



2014 RPAC \$100 Club Members





## REALTOR® PARTY CORNER 2015

**We'll start our chart of 2015 RPAC Contributors next month? Will you be on the list?**

**Why MHQ?** 573.302.9990

**Flexible Lending Options**  
Conventional, FHA, VA, USDA, Reverse  
Mortgages, Jumbo, Co-Signer Loans

**Self Employed Loan Specialists**

**2 Hour Pre-Qualifications**  
Automated underwriting systems (DU/LP)

**We are a Direct Lender**  
We close and fund our own loans

**MHQ**  
Financial Services  
MORTGAGE HEADQUARTERS

**Nicholas & Tami Sutterer**  
NMLS: 283150/306049



December 30, 2014  
 Lake of the Ozarks Board of Realtors, Inc.  
 Monthly Financial Status Report

**Education**

**Classroom-**

**January 22**, Board Office:

9:00 am  
 Understanding Seller Brokerage Relationships

1:00 pm  
 Understanding the Residential Real Estate Transaction from Contract to Closing

**January 29**, Board Office:

8:00 am  
 Concealed Carry Plus

Online Ce-

<http://lobr.theceshop.com>

**December Activity**

**LOBR (CB 124 Checking)**

Balance Reported November 28	\$33,758.95
Income	\$63,358.25
Expense	<u>-\$20,611.46</u>
Balance December 30, 2014	\$76,505.74

**Total Cash On Hand as of December 30, 2014:**

CBOLO 126 CD	\$36,157.97
CBOLO 128 Cash Management	\$9,836.36
CBOLO 124 Checking	\$76,505.74
<b>Subtotal</b>	<b>\$122,500.07</b>

BOV Cash Mgmt	\$16,688.14
BOV 127 Flex Account	\$507.95
<b>Subtotal</b>	<b>\$17,196.09</b>

**TOTAL \$139,696.16**

**Cash Liabilities as of December 30, 2014:**

Payroll Taxes Payable	-\$1,609.02
MAR, NAR, StateProfStds, Prepaid Dues	-\$67,282.56
Apx. 2014 Principle Payable	\$0.00

**Total Cash Liabilities -\$68,891.58**

**NET CASH TOTAL \$70,804.58**