



MARCH LBOR & LHBA JOINT LUNCHEON



The March 27th Luncheon will be held jointly with the Lawrence Homebuilders Association.

Plan now to attend and be one of the first groups in the Community to hear from our new Superintendent of Schools.

Dr. Anthony Lewis
Our New Superintendent of Schools
for USD 497

Tuesday, March 27th
11:45 am @ Maceli's—\$7

Member Price—\$7.00
Non-Member Price—\$15.00



RESERVATIONS FOR THIS LUNCHEON
CAN BE PURCHASED ONLINE AT
https://lborstore.com/LBOR-Luncheons_c7.htm

Dr. Anthony Lewis:

Originally from Talladega, Ala., Dr. Anthony Lewis and his wife, Tiffany, are the proud parents of six children: Jasmine, Akirah, Anthony II, Sierra, Kailey, and Braxton. Dr. Anthony Lewis began his career in public education as a special education teacher at Jefferson Davis High School (2002-2006), and in educational leadership, as an assistant principal, and then principal, of E. D. Nixon Elementary School (2006-2011). While at E. D. Nixon, discipline decreased by more than 50%, daily student attendance increased, and the school became an Alabama Torchbearer School during the 2007-2008 school year - one of only nine in the state, and again during the 2010-2011 school year - one of only eleven in the state. The school was ranked number 18 out of 706 schools in the state of Alabama, and was recognized as a 90/90/90 School (90% students of low socio-economic status, 90% students of color, and 90% students scoring highly on achievement tests).

Dr. Anthony Lewis Biography is Continued on Page 4

MARKET UPDATE...Includes residential sales data in the MLS for Lawrence & Douglas County only

SALES JAN 1-FEB 28, 2018



LIST PRICE:
SOLD PRICE:
DOM:

HIGH	LOW	AVERAGE	MEDIAN	TOTAL PRICE	CLOSED SALES
\$1,100,000	\$56,000	\$259,352	\$207,500	\$37.1 million	143
\$950,000	\$61,000	\$253,525	\$207,500	\$36.2 million	- 1.3 % Units + 16.0 % Volume
388	0	70	31	97.6% of List	

SALES JAN 1- FEB 28, 2017

LIST PRICE:
SOLD PRICE:
DOM:

HIGH	LOW	AVERAGE	MEDIAN	TOTAL PRICE	CLOSED SALES
\$599,900	\$25,000	\$220,189	\$194,900	\$31.9 million	145
\$555,000	\$25,000	\$215,525	\$187,900	\$31.2 million	
431	0	65	29	97.8% of List	



Your ENCORE to Ready Set Spring

APRIL 3rd — TOOLS TRAINING DAY

FREE

The Education Committee Listened to your feedback following “Ready Set Spring,” and has planned this full day of training on the tools that you use everyday in your business!

11:00am—Your New Mobile MLS App HomeSnap Pro!



Run your business from wherever you are. **Homesnap Pro** allows you to stay connected with clients and access all of your MLS data while you’re on the go.

Instructor: Gary Arnett, Paragon Trainer
LBOR Education Room



12:00pm—Paragon’s Online Collaboration Center



Discover the power of the **Collaboration Center in Paragon**. You and your clients will love the new and interactive features. Invite clients to view real-time property information.

Instructor: Gary Arnett, Paragon Trainer
LBOR Education Room



2:00pm—CSS Camp with Kirstie Kamp (Advanced Features)



A class focused on CSS Schedulers advance features. Learn **Best Practices, Advanced CSS Listing Options, Seller Communication Options, Reports, and Using the Mobile App.**

Instructor: Kirstie Kamp, CSS Corporate Trainer
LBOR Education Room

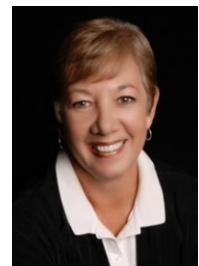


3:00pm—Not Enough Inventory? Check Out These Tips For Finding New Listings Using RPR



Looking to build your listing inventory? Many REALTORS® are using RPR as a great resource for prospecting. Join us for this class where you will learn effective ways to leverage RPR to target potential sellers and build inventory.

Instructor: Jo Teeter, RPR Certified Trainer
LBOR Education Room

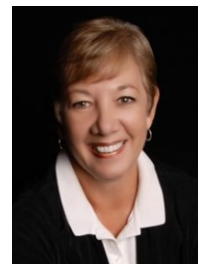


4:00pm—Reach and Retain Prospects at Your Next Open House Using RPR.



An open house needs to be about more than staging, baked cookies, scented candles and smooth jazz. Serious homebuyers want the facts about your listing and the area. RPR’s dynamic data, impressive reporting tools, and one-of-a-kind app will engage, capture and retain clients.

Instructor: Jo Teeter, RPR Certified Trainer
LBOR Education Room





Your ENCORE to Ready Set Spring TOOLS TRAINING—DAY 2 WEBINAR TRAINING FOR BROKERS / AGENTS / STAFF

FREE



Wednesday April 4, 9:30am—**ZipForms Plus & MLS Connect**



Zip Forms Plus is a Member Benefit provided by NAR, and MLS Connect is a Member Benefit provided by the Lawrence MLS. Learn how to maximize the use of the tools to do more, in less time!



Register for *Private Session for members of the Lawrence Board of REALTORS® Inc - zipForm®Plus Basic Training Webinar!*

<https://attendee.gotowebinar.com/register/1695066888111806465>

Learn how easy it is to manage your business with the new zipForm® Plus platform design.

- Explore the Agent Dashboard
- Review Guided Help features
- Create a NEW Transaction from the Agent Dashboard
- Pull in listing details from your MLS using zipFormMLS- Connect®
- Explore the Transaction Summary screen
- Add Forms to Transaction
- Explore the zipForm® Plus Tabs & Navigation Bar

Register NOW!

After registering, you will receive a confirmation email containing information about joining the webinar.

Wednesday April 4, 12:00pm—**SupraWeb Account Mngt**



Supra has made some changes to SupraWeb. This class will first focus on Agent Training of the features available, and then will shift to Broker/Staff best practices to manage accounts at the Broker level.

JOIN WEBEX MEETING—Meeting number: 961 905 914

<https://utc.webex.com/utc/j.php?MTID=m5d7ea390a3342d53b234dc84a6cd8113>

Or, JOIN FROM A VIDEO SYSTEM OR APPLICATION

Dial sip:961905914@utc.webex.com

When dialing into AT&T before joining WebEx, link your integrated audio by dialing #91, followed by your Attendee ID, then #

Or, JOIN BY PHONE

Call-in toll-free number (ATT Audio Conference): 1-866-297-2016 (US) Call-in number (ATT Audio Conference): 1-801-828-9910 (US) Show global numbers:

<https://www.teleconference.att.com/servlet/glbAccess?process=1&accessNumber=866-297-2016&accessCode=8394185&accessNumber2=801-828-9910>

Access Code: 839 418 5

Can't join the meeting?

<https://help.webex.com/docs/DOC-5412>

COMMITTEE MEETINGS ARE SHOWN BELOW IN RED

March 19-23 —
USD 497 Spring Break

March 27 —
LBOR Luncheon (with the LHBA),
11:45am, Maceli's, \$7

March 28 —
New Member Orientation,
9am-12pm, LBOR Office

March 28 —
Paragon Training, Basic Navigation
1:00-2:00pm, LBOR Office

April 3 —
Member Tools Training.
Feel free to come and go all day!
See Schedule on Page 2.

April 4 —
Media Relations Committee
Meeting, 10am, LBOR Office

April 5—
Governmental Affairs Committee
Meeting, 1pm, LBOR Officer

April 11 —
Board of Directors Meeting,
8:45am, LBOR

April 12 —
QUICK STUDY—All 12 Hours of
CE in One Day! 8am, 10am, and
1pm, LBOR Office

April 17 —
LBOR Luncheon, 11:45am,
Maceli's, \$7

April 19 —
Education Committee Meeting,
1:30pm, LBOR Office

[Entire Calendar Online](#)



ALL 12 HOURS of CE HERE IN LAWRENCE Quick Study Approach to CE

April 12—Three Classes at 8am, 10am, & 1pm.
ALL 12 HOURS IN JUST 1 DAY for \$72!



8am—10am	Required Salesperson & Broker Core
10am—12pm	Required Broker Core/4M Brokers/4E Salespeople
1pm—3pm	Legal Environment of the Real Estate Professional / 4E, or Code of Ethics

Kansas Real Estate Commission Requirements: M—(Mandatory) / E—(Elective)

[REGISTER AND VIEW COURSE DETAIL THROUGH KAR](#)

Early Enrollment (7 days of more in advance) = \$24

Regular Enrollment (6 days or less in advance) = \$29

On-Site enrollment is Not Available (must enroll at least 2 days prior to class)



RISK MANAGEMENT COMMITTEE CHAIRPERSON

Thirty nine percent of real estate professionals have experienced a situation that made them fear for their personal safety or the safety of their personal information, according to the 2016 Member Safety Report. Having a mantra or a philosophy can help guide your interactions, communications & activities, and keep safety at the forefront of your business.

Here are some quotes from the Little Red Safety Book, courtesy of NAR.

- *Trust your gut. 100 percent of the time. Say no when it feels wrong. Three percent isn't worth your life. ~MARYLOU R., REDMOND, WA*
- *Pay attention to 'the gift of fear' and trust those warning instincts. ~LUNA S-M., WEST BLOOMFIELD, MI*
- *Never assume something won't happen to you personally or in your surroundings. If you have any hesitancy or any doubt regarding your safety with an individual, follow your instincts and don't put yourself in a situation alone with them. ~RENEE L., CANTON, IL*

Do you use an app on your phone that may be helpful to other LBOR members?

If so, what do you like about the app? What don't you like about the app?

Please share your comments with Steve@SteveBerger.Realtor. He'll publish the results next month.



Dr. Anthony Lewis, Continued:

The Kansas City, Missouri school district recruited Lewis to serve as principal of Benjamin Banneker Elementary School (2011-2012), director of elementary education (2012-2016), and assistant superintendent of schools (2016-present).

In his present position, Lewis provides leadership and support to principals, schools, and programs; oversees school planning, implementation, coordination and evaluation of schools; and ensures that program activities comply with district policies, and that Missouri statutes align to the district's strategic plan. Lewis earned bachelor's and master's degrees in special education at Alabama State University in Montgomery and a doctorate in educational leadership and policy from the University of Missouri in Columbia. The School Superintendents Association (AASA) selected him for its Superintendents Academy, recognized as one of the premier programs in the country.

He has served as an advisory board member of the National Principals Academy, Junior Achievement of Greater Kansas City, and Kansas City Chief Derrick Johnson's Defend the Dream Foundation; a certified data teams trainer with Doug Reeves' Leadership and Learning Center, and certified facilitator of the National Institute for School Leadership. Lewis is a member of Phi Delta Kappa (Kappan of the Year in 2007), Who's Who Among American High School Teachers, Who's Who in Black Alabama (Inaugural Edition, 2011), and the National Education Association, among other professional organizations.