

The Voice of Real Estate in Stark, Carroll, and Trumbull Counties

# STAR Network News

October 2021

YOUR Association YOUR County YOUR Career



## Celebrating Our STAR Members

**Congratulations and Celebrations!**

Page 15

**Howland volunteer still going after  
60 years**

Page 17

**Past STAR Events**

Page 22



# Your REALTOR® *Benefits*



## Right Tools Right Now Initiative

In light of the challenges presented by COVID-19, and its impact on the real estate industry, NAR is taking steps to support members through these uncertain times. The Right Tools, Right Now initiative, which was activated once before in 2009, makes new and existing NAR products and services available for **FREE or at significant discounts** – right now – and is available to REALTORS®.

The program includes products, resources and services from all areas of the Association, including:

[Webinars](#) to help you manage your finances;

[Education courses](#) to expand your skills;

Timely [market reports](#) to inform your business and clients.

[Digital tools](#) for transactions and marketing

## Free Legal Assistance

One of the primary benefits of Ohio REALTORS® membership is the ability for all principal brokers and office managers to have access to Ohio REALTORS®' Legal Assistance Hotline. A password is required. If you've forgotten your password contact Arica Jones at [Jones@ohiorealtors.org](mailto:Jones@ohiorealtors.org).

[click here](#)

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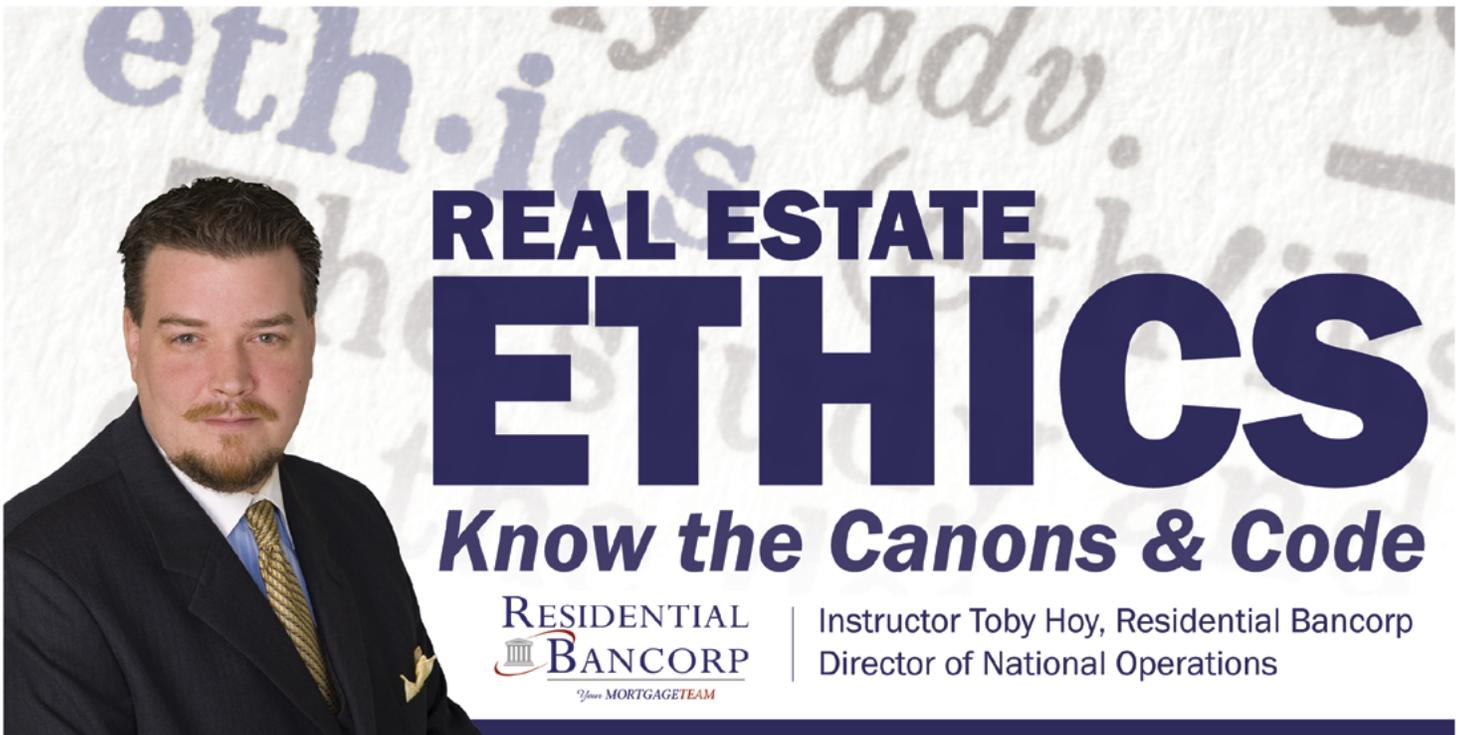
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# REAL ESTATE ETHICS

## *Know the Canons & Code*



Instructor Toby Hoy, Residential Bancorp  
Director of National Operations

Stark Trumbull Area REALTORS® Education & Events Committee  
invite you to attend our FREE 3 Hour CE Offering

**Wed, November 3, 2021**

**6:00 pm - 9:15 pm**

**in Person at our North Canton Office**

**7110 Whipple Avenue, NW, North Canton 44720**

**Registration begins at 5:30 pm**

**Class Begins promptly at 6:00 pm**

Registration Deadline is NOON on Tuesday, November 2, 2021. STAR Members can register via our website [www.STAR.REALTOR](http://www.STAR.REALTOR). FREE for STAR Members, \$15 Non-STAR Member Fee. This will satisfy the NAR Cycle 6 Code of Ethics Requirement!

YOU MAY BE CHARGED A \$20 NO-SHOW/CANCELLATION FEE IF YOU DO NOT CANCEL YOUR REGISTRATION 24 HOURS PRIOR TO THE CLASS

**QUESTIONS? Contact Trisha Adams, Education & Events Coordinator**  
**tadams@star.realtor | 330.494.5630**



Visit us online at [www.STAR.REALTOR](http://www.STAR.REALTOR) for more information!



# October President's Message

*Welcome October! From Rich Cosgrove, 2021 President*



Welcome October 2021! I am so excited to be back in person for R-Day! I hope to see everyone at the vendor fair and annual meeting. We have a lot of updates for you as the Association has had many successes and I am excited to share our progress.

While at R-Day please consider signing up for a 2022 committee. Information and sign-up sheets will be on the tables during the annual membership meeting.

I want to highlight a class we have coming up on October 14, 2021 at 10 am. The hour long class will be held at both the Stark and Trumbull locations – RSVP at [www.star.realtor](http://www.star.realtor) as space is limited. This class will go over non-Supra member access. This is a huge topic as REALTORS® and inspectors alike will learn how to provide access/gain access to the Supra lockbox. The process is easy and access can be given for up to 72 consecutive hours! RSVP and learn how to keep your clients' homes secure with Supra while still offering convenience to agents, inspectors, appraisers, etc.

The 2021 interim board will be completing their service at the end of 2022 with elections being held in October of 2022. In the mean time, as we move into 2022 the board has voted to elect Kyle Oberlin to the position of 1st Vice President. We have appointed two new board members: Steve Ferrebee and Andrea Lupton from the former Warren Area Board of REALTORS® - each serving till the end of 2022. Marlin Palich will succeed Rich Cosgrove as President moving Rich to Immediate Past President.

At the end of September, we attended the Ohio REALTORS® Convention in Columbus and attended a legal issues update class where we learned about issues with wording on back up offers, escalation clauses and appraisal gap addendums. We were reminded that as REALTORS® we should not be drafting legal language for our clients, and how to keep ourselves and our clients out of trouble. We learned about inspection issues and how advising clients to waive all inspections could land us in hot water. I encourage members to check out the [Ohio REALTORS®](http://Ohio REALTORS®) website to learn more on how to protect ourselves and our clients.

Have you downloaded the Forewarn app? Thank you to our Affiliates for sponsoring this app and keeping our members safe.



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# In Memory

## Wade J. Foltz

Wade Foltz, a STAR Broker member with Wade Foltz and Associates, passed away on Wednesday, March 24, 2021. Foltz is survived by his wife, Mickie; his brothers, Douglas Foltz of Hubbard, Thomas (Carol) Foltz, and William "Fritz" (Kathryn) Foltz, and brother-in-law, Andy Kovach For more information [click here](#).

## Jeremy Baltzly

Jeremy Baltzly, a STAR REALTOR member with Howard Hanna, passed away on Tuesday, August 24, 2021. He is survived by his loving wife, Dr. Angela Barber, mother, Sandra Baltzly; brothers, Milton (Bonnie) Baltzly IV, and Christopher Baltzly. For more information [click here](#).



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# STAR Network News

October 2021



## FEATURES

Howland volunteer still going after 60 years  
Page 17

Past STAR Events  
Page 22

## NEED TO KNOW

NAR Code of Ethics  
Page 13

## NEWS

Welcome Stanley STAR  
Page 10

Upcoming STAR  
Events  
Page 11

Congratulations and  
Celebrations!  
Page 15



### Association Hours:

Mon - Fri 8 a.m. - 4:30 p.m.  
**Supra Lockbox Services**  
9 a.m. - 4 p.m.

### Office Locations

North Canton Office: 7110 Whipple Ave NW, Suite B  
North Canton, Ohio 44720

Warren Office: 311 Niles Cortland Rd NE, Suite C  
Warren, OH 44484

### FIND US ONLINE:

[www.STAR.realtor](http://www.STAR.realtor)

**Twitter:** @STAR\_Realtors

**Facebook:** @StarkTrumbullAreaRealtors

**Instagram:** @StarkTrumbullAreaRealtors

# STAR Member Resources

*Tools, resources, and reminders to help keep you business-ready.*



Have you taken the NAR Commitment to Excellence Program yet? C2EX is a program that empowers REALTORS® to demonstrate their professionalism and commitment to conducting business at the highest standards.

[Click here](#) to access the program

## Supra Reminder:

Ohio License law requires that anyone not holding a valid real estate license may not access a listed property unless accompanied by a real estate licensee, or unless the owner of the property has provided informed, written permission or consent for such person(s) to enter the property unaccompanied by a real estate licensee.

[Click here for instructions for Affiliate Non-Member Supra Access.](#)

## Division of Real Estate Forms:

[Click here](#) for Preferred Name Registration

[Click here](#) for the change form (address, name change, etc.)

## STAR Affiliate Service Guide

Find contact information for STAR Affiliate

Members: [STAR Affiliate Service Guide](#)

Advertising space is available for Affiliate members in the STAR newsletter.

Contact Administrative Assistant/Communications, Alana Watkins  
via email at [awatkins@STAR.realtor](mailto:awatkins@STAR.realtor) for information.

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# Membership Report

## A STAR is Born!

Brian Jones, Keller Williams Legacy Group Rty  
Christopher Kamp, Keller Williams Legacy Group Rty  
Isaac Thatcher, Berkshire Hathaway HomeServ Prof  
Jennifer Wittensoldner, Keller Williams Chervenik Realty  
Jordon Garofalo, Cutler Real Estate  
Joshua Tomor, Keller Williams Legacy Group Rty  
Karissa Porter, Keller Williams Legacy Group Rty  
Kim Double, BHHS Stouffer Realty  
Lyndsay Thomas, Real Living Brokers Realty Group  
Natalie Baker, Berkshire Hathaway HomeServ Prof  
Sean Nye, Hayes Realty  
Stephen Welsh, Coldwell Banker Schmidt Realty

## Office Transfer

Amanthus McConnell, Keller Williams Legacy Group  
Jacki DiPietro, Howard Hanna- Canton  
Katherine Steiger, Keller Williams Elevate  
Rachel Wolfe, Keller Williams Legacy Group  
Rick Wiley, Cutler Real Estate  
Wakenda Johnson, Howard Hanna  
William Garman, Howard Hanna- Canton

## New Affiliate Office

Top Flite Financial, Inc  
Samuel Vera /Ryan Cuffle

Virus Busters Sanitization Services LTD  
Kelly Christiansen

## Membership Cancellations

Annette Garfield  
Atcha Wilkoff  
Bryan Beloptosky  
Craig Harrison  
Darlene Mink-Crouse  
James Smilek  
Jeffrey Miller  
Jeremy Baltzly  
Joshua Davis  
Lawrence Devine  
Rosemary Horvath  
Sylvia Templeton  
Tracy Morrisson

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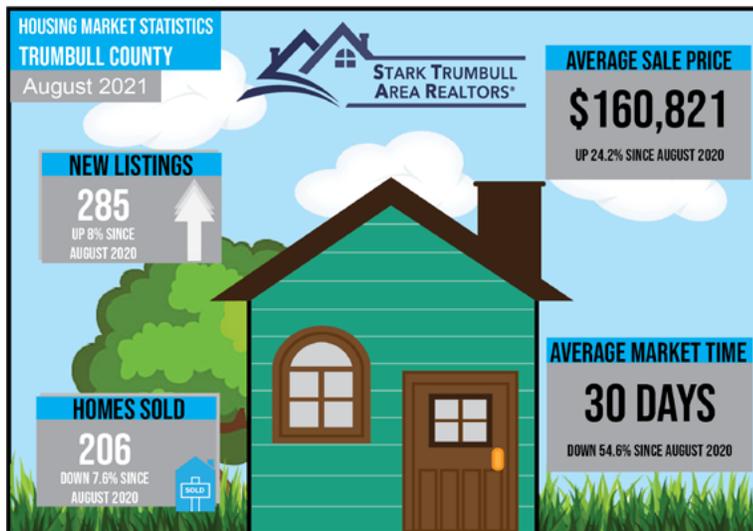
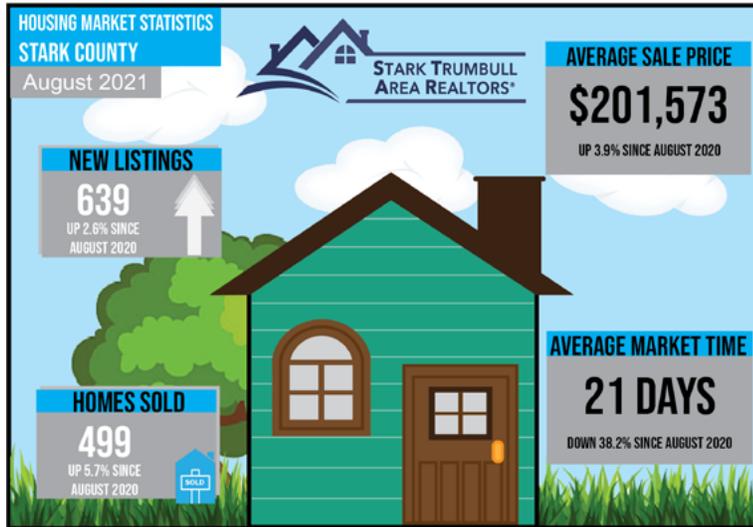
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# Market Statistics

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- Early Delivery of Closing Documents & Loan Funds**  
Our Closing Department is committed to consistently providing early delivery of closing documents and loan funds whenever possible.
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Our dedication to responding quickly is second to none. Every member of the Fairway team is committed to fast response times. This effort across all teams gives our business associates and borrowers the support they need when it matters.

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## Meet Stanley STAR

The Association's First Virtual Member of the All STAR Team!

We are excited to announce our first Virtual All STAR Team Member... **Stanley STAR!**

Stanley's role with us is assisting our members online and keeping you up to date with all of the Association affairs.

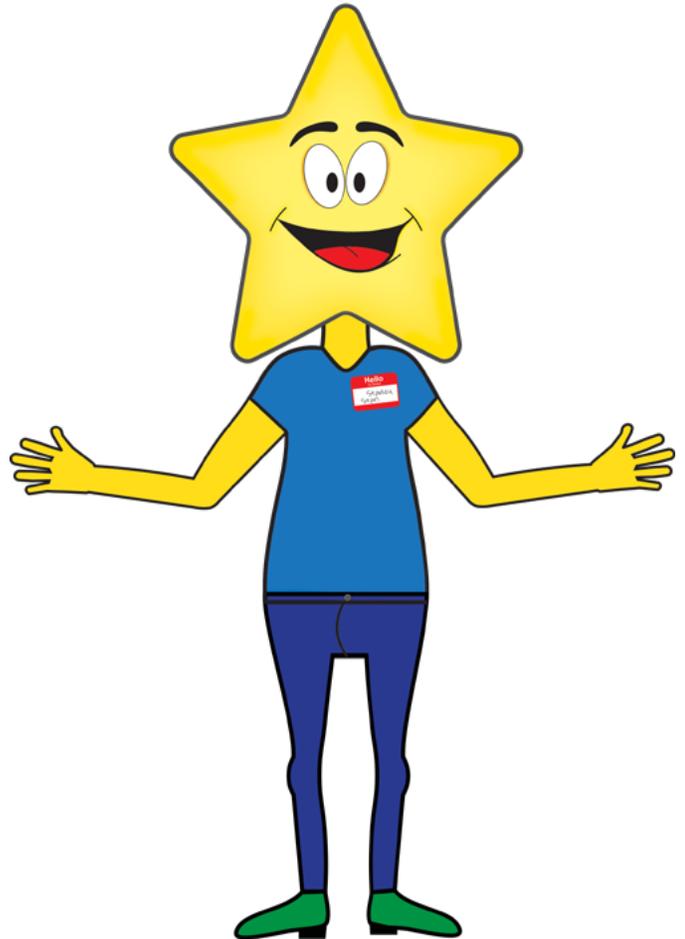
You can find Stanley on our social media platforms and our website throughout the week.

If you ever have questions or concerns, look for Stanley and he will point you in the right direction!

Make sure to tag him on your social media at #StanleySTAR

Are you interested in being more involved with the Association? Would you like to pursue a leadership position, but don't know where to start?

Join one of our 2022 committees today! You **WON'T** regret it! **CLICK HERE** to get started, or email Collene Burgess at [cburgess@STAR.realtor](mailto:cburgess@STAR.realtor) for more information.



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# Upcoming STAR Events

R-Day – **October 6, 2021 10 AM - 2:30 PM**

Supra Training - Non-Member Access (NMA) Explained - **October 14, 2021 10 - 11 AM**

Halloween Karaoke for RPAC - **October 27, 2021 7-9 PM**

Real Estate Ethics - Know the Canons & Code - **November 3, 2021 6 - 9:15 PM**

SHAKER - **November 9, 2021 5 PM - 7:30 PM**

Fair Housing: Basics and Beyond - **November 11, 2021 1 PM - 4:15 PM**

Wake Up YPN - **November 24, 2021 - 9:30 AM - 10:30 AM**

# State/National Events

Keep an eye out for these Ohio REALTORS® and the National Association of REALTORS® upcoming events:

OR Diversity Equity & Inclusion Summit - **October 12, 9 AM - 4 PM**

OR Broker Summit - **Oct. 26, 9 AM - 4:30 PM**

NAR Annual Conference & Expo - **Nov. 12-15**

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# Director's Actions

The following action was taken at the September 22, 2021 meeting of the Interim Board of Directors:

1. Approved Agenda
2. Approved Minutes
3. Approved Accounts Payable subject to Audit
4. Approved New Member Report
5. Approved Committee Minutes
6. Andrea Lupton will serve on the Interim BOD

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## NAR Code of Ethics Deadline December 31, 2021

### Get Started Today!

**DON'T FORGET!**

As required for REALTOR® membership, you must complete your Code of Ethics training by Dec 31st!

Why wait?  
Visit [nar.realtor/code-of-ethics-training](http://nar.realtor/code-of-ethics-training) to check your status and view training options today.



As required for REALTOR® membership, all REALTORS® must complete at least 2.5 hours of ethics training that meets specific learning objectives and criteria. The current cycle deadline is Dec. 31, 2021. This ethics requirement is separate from your State Licensing CE requirements. However you may have taken an Ethics Course that will satisfy this requirement - [CHECK eLICENSE](#) - if you've taken a 3 hour Ohio Ethics, taken between January 1, 2019 and now, email a copy of the certificate to [tadams@star.realtor](mailto:tadams@star.realtor) for confirmation on whether it meets the NAR requirement. Additionally, STAR will be offering a virtual Ethics class in September via ZOOM, and we are tentatively planning an in person class for later in the year.

### Here are some other options for completing the NAR Ethics course:

NAR Website Anytime! | [CLICK HERE](#) to navigate to the NAR Website Code of Ethics Page. You can check your status, and follow links to complete a FREE NON CE Ethics, or there is an option to take a CE version which has a fee.

If you have questions, or need help checking your education record, please call the office at 330.494-5630, or email Trisha Adams [tadams@star.realtor](mailto:tadams@star.realtor).

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# Norma L. Good Scholarship Fund

## Stark Trumbull Area REALTORS®

### Norma L. Good Scholarship (NLG) Fund

If you are a REALTOR® in good standing of the Stark Trumbull Area REALTORS® for at least one year and have served on an active STAR committee for at least a year, you may be eligible for Scholarship funds to help further your Leadership Skills & Business Opportunities! The Norma L. Good Scholarship Fund pays up to \$1,000 for qualified agents who are seeking:

- Any NAR Designation or Certification Class
- Courses for the Ohio Broker's License
- Ohio REALTORS® Leadership Academy!

To check the Eligibility Requirements and view the Application, visit [www.star.realtor](http://www.star.realtor). Log into the website and select Norma L. Good Scholarship under the "MEMBER LOGIN" drop down menu.



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# Congratulations and Celebrations!

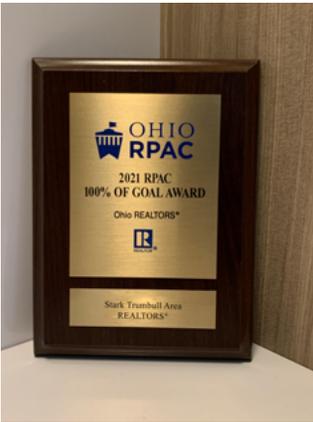
## 2021 RPAC Hall of Honor Award Recipient



Stark Trumbull Area REALTORS® is proud to congratulate Steve Ferreebe on being named the 2021 RPAC Hall of Honor Award recipient during the Ohio REALTORS® Convention in Columbus, Ohio.

Ferreebe, who has been a licensed agent since 2003, is a Branch Manager with BHHS Stouffer Realty in Trumbull County. He is a certified Seniors Real Estate Specialist, Accredited Buyer Representative, and ABR Manager, in addition to acting as the Vice President of Trumbull Neighborhood Partnership.

Congratulations Steve!



It was announced at Ohio REALTORS® 2021 Convention and Expo in Columbus, Ohio that Stark Trumbull Area REALTORS® has successfully met our RPAC goal in 2021.

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**Stark Trumbull Area REALTORS®**  
Education & Events Committee Invite you to have

# **FUN** in **2021** **at R-DAY!**

**Wednesday, October 6, 2021**  
**at La Pizzeria (Piazza Room)**  
**3656 Dressler Rd. NW, Canton OH, 44718**

**It's a REALTOR® Party and You're Invited!**  
Join us for our "Fun in 2021" Theme with  
**FREE FOOD, PRIZES & EDUCATION**

### **R-Day Schedule**

10:00 am - 12:00 pm Affiliate Vendor Fair  
12:00 pm - 1:00 pm Lunch and Annual Business Meeting  
1:00 pm - 1:15 pm Affiliate Vendor Give-A-Way Drawings  
1:30 pm - 2:30 pm FREE Continuing Education  
"Generations in Real Estate" w/ Instructor Toby Hoy

There are two R-Day Registrations on our website. Members must register for Lunch/ Annual Business Meeting, AND the CE Class if planning to attend both. Anyone may attend the CE Class which is FREE for STAR Members and \$10 for Non-Members.

QUESTIONS: Contact Trisha Adams (330) 394-4001 or [tadams@STAR.Realtor](mailto:tadams@STAR.Realtor)

**FREE for STAR Members**  
**Register on our Website Today! [www.STAR.Realtor](http://www.STAR.Realtor)**

# Howland volunteer still going after 60 years

From the Tribune Chronicle



**HOWLAND**— The person most amazed by the number of service organizations Fran Cunningham has served in is Cunningham herself. Reviewing papers last week from more than 60 years of volunteer work, her eyes widened.

"I could not believe the things that I did," she said.

She giggled a little bit when she came across a newspaper photo of herself as chairman of the Warren residential area Cancer Crusade with band director Lawrence Welk, who was the 1968 National Crusade chair for the American Cancer Society.

"Isn't that something?" she said.

At 86, Cunningham still is going strong — both as a volunteer and as an active REALTOR®.

"I tell people I'm 68 — with the numbers reversed. God has been good to me," she said. "I'm still in very good health and still have all my marbles, and I'm still working. Not many people still work at my age."

For a few years, she sold houses alongside her daughter, Jill, now of Virginia.

"(Starting out), she said, 'Mom, when I've been in it for 30 years, I'm going to retire,'" Cunningham recalled. "Just before she retired, she sold a \$945,000 house. I thought she'll be changing her mind, but she didn't.

She retired. I'm still here."

Her decades of volunteer work includes serving as council president of the Beta Sigma Phi Sorority in 1958; the board of directors of the Children's Rehabilitation Hospital from 1962 to 1972; a founding member of the Warren Junior Women's League in 1966 and its president for its first two years; and a member of the St. Joseph Warren Hospital Auxiliary since 1970, as well as a member of the hospital's board of trustees and the Foundation Board. ("I was the first woman on the Foundation Board, except for the sisters.")

She's chaired various committees and efforts of the American Cancer Society, the United Way, SCOPE, Family Services and the Warren Area of Chamber of Commerce. The full list of service groups and titles takes up about four typewritten pages.

"I don't know what made me want to volunteer all the time," Cunningham said. "I thoroughly enjoyed it. I enjoy doing that stuff to help people out. Way back then (in Beta Sigma Phi), we used to sell jelly beans for the Children's Rehab Center. They (the center) still sell jelly beans."

Cunningham was born and raised in Warren.

"When I was in high school, I sold football programs. We sold pillows. Thirty-five of them deflated. They were going to throw them out. I said, 'Hold on, we can make money on them.' I sold them for 35 cents instead of \$1. At the end of the school year, I got an award for being the best salesman."

Then known as Fran Walker, she took secretarial classes and after graduation from Warren G. Harding High School in 1952, was a secretary in Warren, eventually landing a secretary's job at Thomas Steel. In 1958, she married William Cunningham, an industrial engineer. Bill Cunningham died Dec. 18, 2020, about three years after they had moved from Warren to a ranch home in Howland.

Continued on next page.

# Howland volunteer still going after 60 years CONT.

Fran Cunningham worked at Thomas Steel until the kids — young Bill and Jill — came along about 60 years ago, 14 months apart.

In those days, most women didn't have careers, so women's clubs thrived, she said. She kept getting involved.

"No matter what organization I was in, we were always fundraising for the community," Cunningham said.

One of her co-volunteers was taking real estate classes and encouraged Cunningham to do the same.

"I went to real estate school when the kids were in school. I became licensed in 1971," she said. She went to work for Zamarelli Real Estate that same year.

She became a life member of the Million Dollar Sales Club, Ohio Association of REALTORS®, in 1974, and was named Realtor of the Year in 1983 and 1985, before she and three other women formed their own Brokers Real Estate Group in 1990.

"We were all involved in the community with different groups," Cunningham said. "The men said that we couldn't do it, but within the first year, we were the No. 1 company."

They remained the top real estate company in the county for several years. Cunningham earned another Realtor of the Year award in 1992 before they merged with Coldwell Banker Eaton Group in 1996 to become Coldwell Brokers Realty Group.

They finally sold their business in 2003. "We didn't really want to sell, but when do you sell? When they want you," she said.

After entertaining several offers, Cunningham re-



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turned to William Zamarelli REALTORS® in 2003, where she remains.

She said doesn't know how many houses she sold in her 50 years and counting as a Realtor. "I never really tabulated that. Hundreds, I know that," she said. "You meet the most wonderful people."

Among her accolades, Cunningham was named Beta Sigma Phi Girl of the Year in 1962; Ohio Federation of Women's Clubs Junior Club Woman of the Year in 1968 and 1972; The Trumbull Business and Professional Women's Trumbull County Mother of the Year, 1972; and the Warren Business and Professional Women's Warren Woman of the Year, 1973.

She's held a variety of offices with the former Warren Area Board of REALTORS®, including president in 1985, 1992 and last year.

Of her volunteer work, Cunningham said she's most proud of being a founding member and first president of the Warren Junior Women's League. She chaired the group's first Paint the Town Pink Follies, which raised as much as \$5,000 a year and helped buy a house to serve as the Someplace Safe domestic violence shelter.

Continued on next page.

# Howland volunteer still going after 60 years CONT.

For more than 50 years, the group has held its annual Champagne Luncheon and Style Show to raise money for the Children's Rehabilitation Center.

"I must have enjoyed doing it," she said. She encourages others to do what they can. "There's always some organization that needs your help. There's a need out there, no matter where you go.

"I've had a great life, a great marriage," she said. "I thank God every day for life and what he's done for me."

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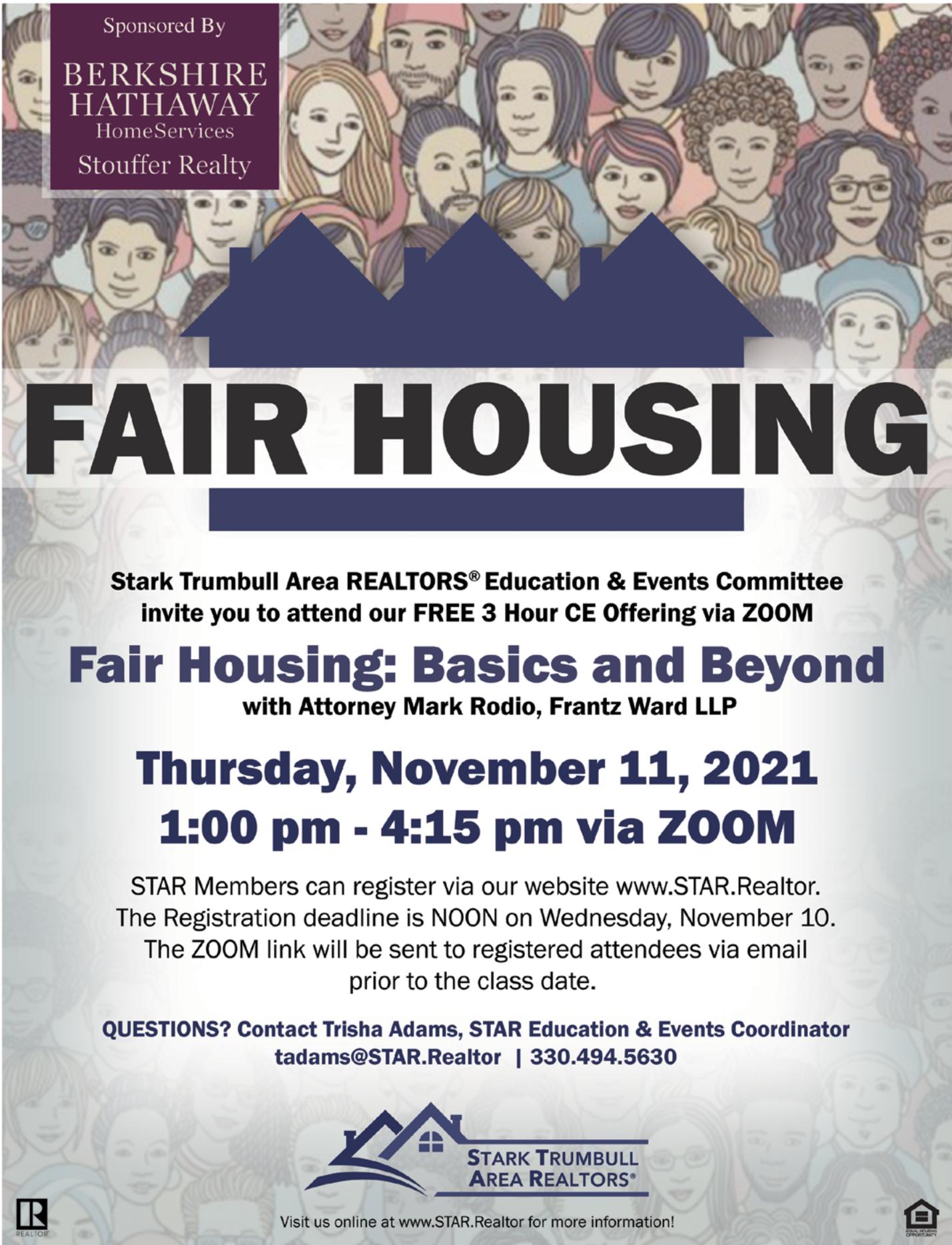
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# FAIR HOUSING

**Stark Trumbull Area REALTORS® Education & Events Committee  
invite you to attend our FREE 3 Hour CE Offering via ZOOM**

**Fair Housing: Basics and Beyond**  
with Attorney Mark Rodio, Frantz Ward LLP

**Thursday, November 11, 2021**  
**1:00 pm - 4:15 pm via ZOOM**

STAR Members can register via our website [www.STAR.Realtor](http://www.STAR.Realtor).  
The Registration deadline is NOON on Wednesday, November 10.  
The ZOOM link will be sent to registered attendees via email  
prior to the class date.

**QUESTIONS? Contact Trisha Adams, STAR Education & Events Coordinator**  
**[tadams@STAR.Realtor](mailto:tadams@STAR.Realtor) | 330.494.5630**



Visit us online at [www.STAR.Realtor](http://www.STAR.Realtor) for more information!





# Supra Training

## Non-Member Access (NMA) Explained...

**Thurs, Oct 14, 2021  
10 am - 11 am**

Join the STAR Education & Events Committee and MLS Now Staff for an informative hour designed to **Unravel the Mystery** of the NMA Feature on the Supra eKey app! This FREE\* Educational Opportunity will be held IN PERSON at the N Canton STAR office and IN PERSON via livestream at the Warren Office. SPACE IS LIMITED at both locations, so please RSVP on our website [www.STAR.REALTOR](http://www.STAR.REALTOR) Today!

### **STAR N Canton Office Location**

7110 Whipple Avenue NW, Suite B, N Canton OH 44720

### **STAR Warren Office Location**

311 Niles Cortland Rd NE, Suite B, Warren OH 44484

Attendees should have downloaded AND authorized their eKey app prior to the class. Please bring a laptop or tablet with you to the classroom in order to best accomplish the training provided by the MLS Now staff - WE HAVE WiFi! You may be charged a \$15 Cancellation/ No Show Fee if you do not cancel your reservation 24 hours prior to the event.

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QUESTIONS: Contact Trisha Adams (330) 494-5630 or [tadams@STAR.Realtor](mailto:tadams@STAR.Realtor)  
\*\*FREE for STAR Members, \$10 charge for Non STAR Members.

# Past STAR Events

## On the Safe Side: REALTOR® Safety and Awareness Course

STAR held our On the Safe Side: REALTOR® Safety and Awareness Course on Wednesday, September 9, 2021, at the North Canton STAR Office from 6 - 8 instructed by Lifestyle Trainer, Michael Walls.



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# Past STAR Events CONT.

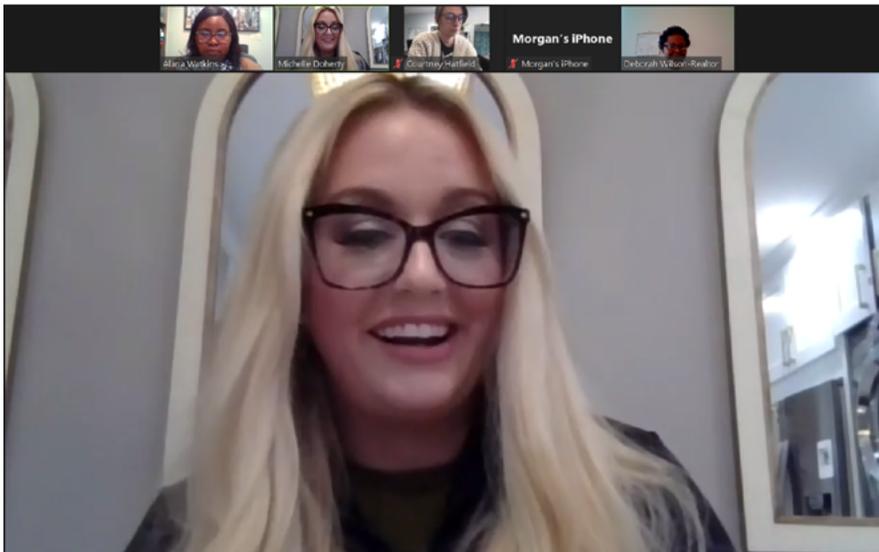
## Chili Cook Off

The STAR Affiliates held their 8th Annual Chili Cook-Off on September 23, 2021 at Dogwood Park in North Canton. Beth Dibell took 1<sup>st</sup> place, followed by Amy McConnell in 2<sup>nd</sup>, and Eric Henry in 3<sup>rd</sup>.



## Wake Up YPN

The YPN Committee held Wake Up YPN Via Zoom on Wednesday, September 29, 2021 with NAR YPN Advisory Board member, Michelle Doherty.





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In November, the National Association of REALTORS® debuted a new interactive training platform designed to help combat discrimination in U.S. real estate markets. Called Fairhaven, the immersive simulation is available free to real estate professionals across the country.

“Fairhaven is a new approach to fair housing training that is unlike anything currently available in the real estate industry,” says Charlie Oppler, CEO of New Jersey-based Prominent Properties Sotheby’s International Realty and 2021 NAR president. “Fairhaven uses the immersive power of storytelling to deliver powerful lessons that will help promote equity in our nation’s housing market.”

Produced in partnership with Ernst & Young, the platform takes real estate professionals to the fictional town of Fairhaven, where agents work to close four deals while confronting situations in which discrimination is a factor. As agents advance through the simulation, they receive feedback on their performance that they can use in real-life situations. The course takes 60 to 100 minutes to complete and can be paused or retaken as necessary.

As a leader in supporting fair housing initiatives, NAR is making Fairhaven available to its 1.4 million members, industry partners, brokerage firms, and REALTOR® associations at no cost online at [fairhaven.realtor](https://fairhaven.realtor) and as a software package for brokerage and association learning management systems.

Get started by visiting [fairhaven.realtor](https://fairhaven.realtor) to explore the fictional town of Fairhaven and assess how well you are adhering to fair housing principles.

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