

Your OMCAR Weekly Newsletter is here!



## **May 17, 2018 Weekly News**

**FEATURED CLASS OF THE WEEK: "HOW TO MAKE THE MOST OUT OF YOUR PROPERTY MANAGEMENT BUSINESS"**

# HOW TO MAKE THE MOST OUT OF YOUR PROPERTY MANAGEMENT BUSINESS

MAY 23, 2018  
1:00PM-5:00PM (4 HOURS CE)



Instructor:  
Cynthia Deluca

This course was designed for the determined property manager to take advantage of everything the market has to offer and grow their business. It will provide tips on how to increase profit by adding income and decreasing expenses. Students will learn how to maximize their time and resources, as well as lower their vacancy rates. In turn, they will be able to better serve their customers, secure higher yields on their investments, and thrive as property managers in today's economy.

**In addition to the skills listed above, students at the completion of this course will be able to:**

- List three sources to find rentable properties
- Calculate a fair and competitive rent value
- List 3 ways to avoid vacancies whenever possible
- Know how to deal with notification of upcoming vacancies and how to handle re-renting the property.
- Explain how to secure a new tenant through an application and screening process.
- Give solutions to normal maintenance issues that arise.
- List the cons of on-site management.
- State the importance of walk-thru inspections
- List where you can anticipate referrals to come from.



**FREE to Passport Members**

**\$10 Non-Passport/ \$15 Non-Primary/ \$25 Non-REALTOR®**

**Register by logging in to your Member Portal**

<https://omcar.getlamps.net>



[How to Make the Most Out of Your Property Management Business Flyer](#)

**Register today by logging in to your Member Portal:**

<https://omcar.getlamps.net>

**or by emailing [Mikhalea@omcar.com](mailto:Mikhalea@omcar.com)**

## **T.I.P. TAX INFORMATION PUBLICATION- 2018 DISASTER PREPAREDNESS SALES TAX HOLIDAY IS RIGHT AROUND THE CORNER!**

The 2018 Disaster Preparedness Sales Tax Holiday begins on Friday, June 1st and ends on Thursday, June 7th. During this sales tax holiday period, qualifying items related to disaster preparedness are exempt from sales tax.

The sales tax holiday does not apply to:

- the rental or repair of any of the qualifying items
- sales in a theme park, entertainment complex, public lodging establishment, or airport.

[2018 Disaster Preparedness Sales Tax Holiday Qualifying Items](#)

## **FLEXMLS UPDATE: SQUINT NO MORE!**

The newest version of Flexmls Pro for iOS is now optimized to work with the larger screen of the iPhone X and will support Dynamic Font for all iPhones running iOS 10 or later, ensuring that you can make your text readable regardless of which version of the iPhone you're using. Better yet, this update will fill the entire screen of the iPhone X allowing you to see more content on the screen. [Read More](#)

## **REALTORS PROPERTY RESOURCE (RPR®): 8 POWERFUL RESOURCES FOR BUILDING A LEAD CAPTURE SYSTEM**

Building a high-converting lead capture system doesn't have to be complex. These eight form builders and landing page tools each provide their own benefits. Choose the one that best aligns with your project. [Click Here](#)

## **WEBINAR TRAINING AVAILABLE FOR NEW IMAPP PRODUCT**

Webinar trainings have been scheduled for the month of May for our new tax product, iMAPP. There will be two (2) different training sessions, "Property Reports, Market Analysis and Comparable's" and iMAPP Search Screens, Prospecting and Direct Mailing" that will be available the entire month of May on Tuesdays and

Wednesdays at two different time slots. There is no limit on registrations through out the month of May.

Please click on the link provided below to register:

<https://attendeegototraining.com/0j2j6/catalog/2513342134438539776>

After the month of May, iMAPP will continue to offer statewide, weekly webinar training, which will be available every Thursday.

Please see the link provided below for weekly webinar training to start June 7th and continue every Thursday.

<https://attendeegototraining.com/0j2j6/catalog/6388083782260406528>

## **DEADLINE TO COMPLETE THE OMCAR AND OCALA MLS BOARD OF DIRECTOR APPLICATION IS JUNE 30TH!**

The 2019 OMCAR and Ocala MLS Board of Director applications are now available and will need to be submitted no later than June 30, 2018!

Applications are available below, or on the OMCAR website under the "Form Center".

### **2019 OMCAR Board of Director Applications:**

[2019 Application for OMCAR Officer](#)

[2019 Application for OMCAR Director](#)

[2019 Application for NAR\\_FR Society Council or Institute Affiliate](#)

[2019 Application for FR Director](#)

### **2019 Ocala MLS Board of Director Applications:**

[2019 Application for MLS Officer](#)

[2019 Application for MLS Director](#)

## **FLORIDA REALTORS® TAKE 5: BARBARA CORCORAN- 5 WAYS TO BUILD A BETTER BUSINESS**

Building a better business takes time, so start with the basics and stick to them. You'll make sales. For instance, play the part if you want to come across as a seasoned professional.

[Watch the video](#)

## **DISTRICT VII CONFERENCE & TRADE EXPO**



The 2018 District VII Conference & Trade Expo will be held on Monday, June 18, 2018 from 9:30AM-2:00PM at the Citrus Hills Country Club. Registration is now available as well as Vendor registration for Strategic Business Partners.

View/Print: [District VII Conference & Trade Expo Flyer](#)

View/Print: [District VII Conference Vendor Registration Form](#)

RSVP by May 24, 2018 Email: [Communications@raccfl.com](mailto:Communications@raccfl.com) or fax to (352) 746-3223

**DISTRICT VII CONFERENCE & TRADE EXPO**

**MONDAY, JUNE 18, 2018 ~ 9:30AM – 2:00PM**



**Citrus Hills  
County Club  
Hampton Room  
509 E Hartford St.  
Hernando, FL 34442**



## SAVE THE DATE! FLORIDA REALTORS® 2018 CONVENTION & TRADE EXPO



**What:** Florida Realtors® Convention & Trade Expo

**When:** August 8-9, 2018/ Governance Meetings  
August 10-12, 2018

**Where:** Rosen Shingle Creek, Orlando, FL

**FREE REGISTRATION** The first 300 first-time attendees will be charged at the time of registration. Once the convention is over, those first-timers will be fully refunded. [Register Now](#)

[Florida Realtors Convention & Trade Expo Flyer](#)

# SAVE THE DATE !

10th Annual



Proceeds to benefit

**Hands of Mercy  
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[www.handsofmercyeverywhere.org](http://www.handsofmercyeverywhere.org)

For information on becoming an event sponsor,  
email [YPN@omcar.com](mailto:YPN@omcar.com)  
More Information Coming Soon!



*Friday, September 14, 2018*  
at the ocala/marion county association of REALTORS®

**6:00 PM-9:00 PM**  
3105 NE 14th street, ocala, FL



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**Ocala/Marion County Association of Realtors®**  
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*Our Mission Statement:*

*To advance the local real estate industry by shaping public policy, adhering to the REALTOR® Code of Ethics, and to provide the information and tools our members need to succeed.*

Ocala Marion County Association of Realtors®, 3105 NE 14 Street, Ocala, FL 34470

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