



May 2011

### Professional Development Dates to Remember – 2011

#### IRWA Courses:

603 Environmental Contamination in Real Estate  
Oklahoma City, OK  
**May 9, 2011**

104 Standards of Practice for the R/W Professional  
Oklahoma City, OK  
**September 12, 2011**

#### Non-IRWA Courses:

The NAIFA appraisal course *Court Testimony for the Real Estate Professional* will be presented on May 23<sup>rd</sup> in Tulsa and led by Chapter 33 member John Story III. CE credits for IRWA are authorized. Please call John at (918) 610-1135 for more information.

### MAY MEETING

The May meeting of Chapter 33 is Saturday, May 14, 2011 at Remington Park in Oklahoma City.

The board will meet at 4:30 p.m. with the regular meeting at 5:00 p.m. After the meeting and dinner, everyone who is interested can enjoy horseracing.

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### Negotiation Tip

Ed Opstein, SR/WA, R/W-NAC, R/W-RAC

#### Price and Value

Do you buy things solely on the basis of Price or do you consider Value? When you are dealing with a property owner or tenant on an acquisition or relocation issue, do they deal solely on the basis of price? Value is important to them, too.

Consider all the ways you can bring value as well as price to the table. Examples of value in the transaction might be your ability to help explore and solve problems, explain technical issues, relate to them in a professional and friendly way, expedite paperwork and solutions, and offer them respect. Sometimes, people fight for price when they're not getting anything else. Expand the offer to include non-price value! *Be an Integrative Negotiator!*

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**SOONER CHAPTER 33  
2009 - 2010 OFFICERS & DIRECTORS**

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Thank you for your service!

Frequently visit the Chapter 33 website  
located at [www.irwach33.org](http://www.irwach33.org) for useful  
information!



## Message from the President May 2011

Sooner Chapter 33 Members:

April has nearly come and gone this year without bringing one shower to the Oklahoma City metro and other areas of the state. We are desperately dry and in need of a week's worth of steady rain. The Art's Festival in downtown OKC starts next week and usually brings some rain so our fingers are crossed. Hopefully Tulsa and Northeast Oklahoma have enjoyed some moisture without damaging storms.

My tenure as President of the Chapter is coming to a close. We will have our final meeting Saturday, May 14<sup>th</sup> and the new slate of officers will be installed. They'll be official in their capacities after the Annual Conference in June. *Your new officers for 2011-12 are: **Bill Sanders – President, Lori Vernon – Vice President, Aaron Adkins – Treasurer and Sara Wyly – Secretary.*** I will become the 2 year Director and **Kevin Stout** will be Director 1 year. Please wish these volunteers well and support them as a new year unfolds for the Chapter.

Our most recent meeting was held March 25<sup>th</sup> at the Red Pin Lounge and Bowl in Bricktown. It was a nice and fun place but not recommended for future meetings due to the noise level. We had a good turnout and were able to vote on approving the officers for 2011-12.

We were also able to make a little Chapter 33 history by voting to approve the first ever scholarship program. If you have comments,

suggestions, or questions regarding the program, please send them to **Sara Wyly** at [swyly@ufsrw.com](mailto:swyly@ufsrw.com). Your inaugural committee members are **Sara Wyly, JoAnn Harris, Andy Sachs and Bryan Young**.

I want to thank you for your support over the last year. We have had good attendance at all of our meetings and we've accomplished some things outside of the usual Chapter business.

Our next meeting and officer installation banquet is Saturday, May 14<sup>th</sup>, 5:00 p.m. at Remington Park, on Martin Luther King Blvd. just south of I-44 in Oklahoma City. A short board business meeting will begin at 4:30 with the regular meeting and installation at 5, followed by dinner and live horse racing at 6 pm. It's always been a good time at Remington so come out and join us!

Alex Souder, SR/WA  
Chapter 33 President

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### IRWA CHAPTER 33 MINUTES OF MEETING RedPin Lounge and Bowling Center Oklahoma City, OK March 25, 2011

President **Alex Souder** called the meeting to order at 11:40 a.m. Membership Chair **Sara Wyly** reported 26 members and two guests for a total of 28 present. Attendees introduced themselves and their guests. The member discussed the published minutes of the January 21, 2011 meeting. **Joe Coates** moved to accept the minutes as shown. **Kevin Stout** seconded the motion. The minutes were approved as published.

#### COMMITTEE REPORTS

##### Treasurer

Treasurer, **Lori Vernon**, reported balances of:  
\$ 57,941.93 in the checking account,  
11,231.22 in one CD,  
32,142.35 in another CD for total liquid assets of,  
\$101,315.50 for the chapter.

##### Membership

Membership Chair, **Sara Wyly**, reported the Chapter has two new applicants: **Scott Burnett**, Global Land Partners, LLC and **Philip Capeheart**, Coates Field Service. **Tamara Benson** moved to approve the new applicants. **Lori Vernon** seconded the motion. The applicants were approved as members of Chapter #33.

**Sara Wyly** also notified the Chapter that **Sandy Bowen**, Smith Roberts Land Services, Inc., had transferred to Chapter 33 from Chapter 74 in Region 2.

### Education

Education Chair, **Kevin Stout**, notified the Chapter of the following upcoming courses in Oklahoma City:

- C803: Eminent Domain Law Basics for ROW Professionals, April 4-5, 2011, 31 people registered to date
- C506: Advanced Business Relocation Assistance, April 18-19, 2011, 14 people registered to date

### Professional Development

Professional Development Chair **Ed Opstein** stated that there was a Chapter 33 member that is looking for an SR/WA to proctor his SR/WA Completion Exam. **Kevin Stout** volunteered to proctor the exam.

**Ed Opstein** stated that if you are a candidate for a certification, there is an expiration date for the candidacy. He encouraged members to contact him to ensure that they are aware of that expiration date.

### Nominations and Elections

Nominations and Elections Chair **Joe Coates** reported that he received the following nominations:

President: **William Sanders**, R/W-NAC, Explorer Pipeline Co.  
Vice President: **Lori Vernon**, SR/WA, R/W-RAC, Universal Field Services, Inc.  
Treasurer: **Aaron Adkins**, R/W-NAC, R/W-RAC, Pinnacle Consulting Management Group, Inc.  
Secretary: **Sara Wyly**, SR/WA, R/W-RAC, Universal Field Services, Inc.  
Director One Year: **Kevin Stout**, SR/WA, Oklahoma DOT  
Director Two Year: **Alex Souder**, SR/WA, R/W-RAC, Pinnacle Consulting Management Group, Inc.

**Donna Roche** moved to approve the nominations. **Colin DuBois** seconded the motion. The nominations were approved.

### Old Business

**Alex Souder** gave a report on the status of the Scholarship Program. He stated that he sent out the guidelines and application to all chapter members for review and comments. All comments that were received from the members will be handled by the Committee. The comments received did not require any changes to the guidelines and application.

### New Business

**Alex Souder** called for a motion to approve the Scholarship Program. **Lori Vernon** moved to approve the new *Chapter 33 Scholarship Program*. **Sara Wyly** seconded the motion. The motion was approved.

**Alex Souder** requested nominations for the Chapter 33 Professional of the Year. **Tamara Benson** moved to nominate **Steve T. Benson**, SR/WA, President of Universal Field Services, Inc. as the Chapter 33 Professional of the Year. **Kevin Stout** seconded the motion. **Alex Souder** asked if there were any other nominations. There were no other nominations. The motion was approved.

There was no guest speaker due to bowling.

A drawing was held for two \$25.00 door prizes. The winners were **Amanda Murrell** and **Donna Roche**.

The next meeting, which is the Chapter 33 Officer and Director Installation Banquet, is set for 4:45 p.m., the middle of May (date TBD), Remington Park Racetrack, 1 Remington Place, Oklahoma City, OK 73111.

**Colin DuBois** moved the meeting be adjourned. **Buzz Haltom** seconded the motion. Membership approved the motion. The meeting was adjourned at 12:30 p.m.

Attest:

Chapter 33 Secretary  
Aaron Adkins

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### New Member Application

**Josh Caldwell**  
Enogex, LLC

**Isaac Cretsinger**  
Global Land Partners, LLC

**Paul J. Koenig**  
Smith Roberts Land Services, Inc.

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### Treasurer's Report

As of April 25, 2011, the Treasurer's report is as follows:

Checking	\$ 64,413.31
CD #1	11,233.12
CD #2	<u>32,142.35</u>
Total	<u>\$107,788.78</u>

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**- Professional Development -**

IRWA has launched a new promotion to encourage its members to enhance their professional development by taking courses and pursuing credentials. *Here's the scoop!*

**Campaign #1**

WHO: everyone who has taken an online class.  
WHAT: 25% online education (because 97% of those that take online classes want more)  
WHEN: April 1 - May 31

**Campaign #2**

WHO: candidates from prior to 7/1/2010  
WHAT: \$25 off any exam fee or completion filing fee (motivating them to finish program)  
WHEN: through June 30, 2011

**Campaign #3**

WHO: new candidates as of 7/1/2010  
WHAT: 25% off any online class (motivating them to take the first step in program)  
WHEN: Through June 30, 2011

*Take advantage of these opportunities to create more opportunities for yourself!*

**Recent Member Developments –**

- **Mark List** has passed the capstone exam for the R/W-NAC certification, and has submitted his Completion Application for the Certification,
- **Tekia Statton** and **Aaron Adkins** have submitted their completion documentation for the SR/WA designation,
- **Ed Opstein** and **Sandra Luegge** have been recertified with the SR/WA designation, and

Congratulations to all! Let me know how I can help you *Learn, Lead and Advance*.

Ed Opstein, SR/WA,  
Chapter 33, PDC Chair  
(800) 447-9191  
[eopstein@ufsrw.com](mailto:eopstein@ufsrw.com)

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<b>IRWA CHAPTER 33 2011 EDUCATION COURSES</b>			
<b>COURSE</b>	<b>NO. DAYS</b>	<b>DATE</b>	<b>LOCATION</b>
603 Environmental Contamination in Real Estate	1	05/09/2011	Oklahoma City
104 Standards of Practice for the R/W Professional	1	09/12/2011	Oklahoma City
402 Introduction to the Income Capitalization Approach	1	11/07/2011	Oklahoma City

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**THANKS TO OUR ADVERTISERS!**

If you are interested in advertising in the 2011 series of Chapter 33 Newsletters, please remit a check for \$75.00 made payable to IRWA Chapter 33 to Lori Vernon, Universal Field Services, Inc., P.O. Box 35666, Tulsa, OK 74153-0666, (918) 494-7600.

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