

***In the Know....***

***January 23, 2023***

*Northeastern Indiana Association of  
Realtors BOD and MLS BOD Leadership*

**2023 EXECUTIVE BOARD OF DIRECTORS**

Dawn Miller, President

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Mark Hansbarger, Immediate Past-President

[mark@hansbarger.com](mailto:mark@hansbarger.com)

260-316-3192

Patty Seutter, President Elect

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260-302-1899

Jennifer Streich, Secretary/Treasurer

[jstreich@hoslerrealty.com](mailto:jstreich@hoslerrealty.com)

260-302-5200



**Board of Directors**

Kay Kunce

Keith Forbes

Joe Sells

Shala Cook-Hoover

Leyth Al-Mohammedawi

Todd Squires

*For Association or MLS comments, concerns,  
or complaints, please contact one of your BOD  
members. They will be happy to assist you.*

**2023 MLS BOARD OF DIRECTORS**

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Shala Cook-Hoover-Secretary

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260-446-7650

**2023**

**MLS Board of  
Directors**

Mark Hansbarger

Dawn Miller

Shala Cook-Hoover

Patty Seutter

Jennifer Streich

Michele Guin

Dominic Jackson

### QUOTE OF THE WEEK

"What good is the warmth of summer,  
without the cold of winter to give it  
sweetness."

*~John Steinbeck*



### MARK YOUR CALENDARS

**January 30 – IAR Legislative Reception. See page 6 for more details.**

**February 2&3 – Board Office closed.**

**February 9 – BOD Meeting 9:00 a.m. at the Board Office**

**February 9 – MLS BOD Meeting 10:15 a.m. at the Board office.**

**February 10 – Board Office Closed for meetings.**

**February 16 – Lunch-n-Learn 11:00-1:00 at Board Office. More information to follow.**

**February 20 – Board Office Closed for meetings.**

**April 20 – RPAC Auction – The Woods II from 11:00 – 1:00. See flyer of page 5 for more details!**

**May 24 & 25 C/E Class – In person at NEIAOR Board Office. See flyer on page 7.**

## MEMBER NEWS:

### REALTORS®

Doing good in the community

“That’s who we R”

We would like to showcase the good you do in our communities!

Please send 1 photo or video of a community event

IAR event

NAR event

to [niaor1@mchsi.com](mailto:niaor1@mchsi.com).

to be posted on our Facebook page!



# ASSURANCE TITLE COMPANY

See the Pictures on the next page of our Lunch-n-Learn!  
We had a great time!  
Thanks to  
Paul Lang with Bailey & Wood for a fantastic lunch!

We are the **#1** place to  
**BUILD, BUY, or Remodel.**



**Eric Smothermon**

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NMLS# 586065



“Like” us on Facebook at  
Northeastern IN Association  
of REALTORS®!!



**Abbie Hood, Owner**  
Title Insurance Specialist  
[abbie@assurancetitlecompany.com](http://abbie@assurancetitlecompany.com)

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**Paul Lang**  
NMLS# 322707 (IN) 6470502

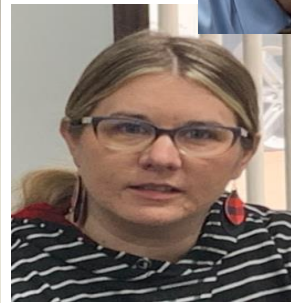
**260.905.6689**

A headshot of Paul Lang, a man with short dark hair, wearing a light-colored shirt and a dark jacket, smiling.





*Lunch  
-N-  
Learn  
Fun!*





Northeastern Indiana Association of REALTORS®



# RPAC Fundraiser & Auction

Date:  
Thursday  
April 20  
2023  
11 a.m. - 1 p.m.

Address:  
The Woods Too  
6500 S 1170 E  
Hudson, IN

RSVP by April 14  
(260)347-1593  
niaor1@mchsi.com



## Why RPAC

RPAC helps us protect our industry. The RPAC objective is to ensure that the individuals who pass the laws, that affect our livelihood, believe in private property rights and the free enterprise system. RPAC is the third largest political advocacy group in the United States.

Lunch Provided By The Event Partners:



Two Awesome Door Prizes

# 2023 IAR Legislative Reception



**Monday, January 30 | 5pm to 7pm ET**

**Registration is OPEN for the IAR Legislative Reception!**

**REGISTER HERE**

*Open to all IAR members*

Join your fellow REALTORS® and members of the Indiana General Assembly to mix, mingle and make your voice heard at our **Legislative Reception**. All IAR members – and all 150 legislators who represent us across the state – are invited to this special event.

## **Why register for the IAR Legislative Reception?**

**2023 is a big year at the Statehouse.**

Passing the next state budget: \$40+ billion divided over two years, with new housing programs on the agenda.

More debate on sales taxes: Will your customers get hit at the closing table?

Proposed changes to real estate licensing, property assessments and appraisals, homebuyer incentives and more – housing will be a hot topic this session.

Don't be a bystander on issues that matter to your business.

**Register today and join us on January 30th at the Hilton Indianapolis Hotel & Suites.**

**REGISTER HERE**



# NEIAOR 12HR CE **BROKERS & MANAGING BROKERS**

## REGISTRATION FORM

### 12-HOUR CE COURSE - FOR BROKERS & MANAGERS

Indiana licensees must complete 12 hours of approved CE by June 30th every year. (Managing Brokers must have 4 of the 12 hours in an approved management course. This two-day course satisfies Indiana's 12-hour CE requirement for both Brokers & Managing Brokers.

**Wednesday, May 24, 2023**

NEIAOR Office | 521 Professional Way, Kendallville, IN

- ☐ Learning the Lay of the Land of New Construction (2CE)  
8 AM—10 AM (Instructors: Jamie Lancia)
- ☐ Dig Deep: Home Inspection and Homeowner's Insurance (2CE)  
10 AM—12 PM (Instructor: Joe Mishak)
- ☐ Knock, Knock! Who's There? Keeping You and Your Client SAFE! (2CE)  
1—3 PM (Instructor: Renee Cox)
- ☐ Assumptions about Assumptions (2CE)  
3—5 PM (Instructor: Margaret Sklenar)

**Thursday, May 25, 2023**

NEIAOR Office | 521 Professional Way, Kendallville, IN

- ☐ Keeping Your Real Estate Brokers on Track\*\* (4CE)  
8 AM—12 PM (Instructor: Jennifer Reiff)  
\*\* This class is for Brokers & Managing Brokers.

### CLASS FEES:

*Our Best Deal!*  
**\$75 package**

for Northeast REALTOR® Members!

- Hourly Class Rate:
  - Northeast Members: \$10 per hour
  - REALTORS® from other associations: \$15 per hour
  - All other non-member licensees: \$20 per hour
- Package Rate (Includes all 12 hours)
  - REALTORS® from other associations: \$135
  - All other non-member licensees: \$190

Call Ashley Lanning at UPSTAR, (260) 426-4700, for questions regarding continuing education. All classes are held at the Upstate Alliance of REALTORS® (UPSTAR) office or at a specified offsite location. Pre-registration is encouraged for all continuing education programs shown above. You may register with UPSTAR via phone, or submit this form via email, fax, mail or in-person. Checks, cash, or credit cards (Visa & MasterCard) are accepted. Limited seating is available for walk-ins—taken on a first come, first served basis. **CANCELLATION POLICY:** You must cancel in writing 24 hours in advance to receive a refund.

### REGISTRATION AND PAYMENT *No reservations will be taken without payment.*

**REGISTER BY PHONE:** Call the UPSTAR office at (260) 426-4700 (MasterCard or Visa Only)

**REGISTER VIA THIS FORM:** ☐ VISA ☐ MASTERCARD ☐ CHECK ENCLOSED (Make check payable to UPSTAR)

Submit form via: **MAIL:** 3403 E. Dupont Rd, Fort Wayne, IN 46825 **FAX:** (260) 422-9966 or **EMAIL:** Ashley@UpstarIndiana.com

Name (Please print): \_\_\_\_\_

NRDS#: \_\_\_\_\_ License#: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Company Name: \_\_\_\_\_

Company Address: \_\_\_\_\_

Total Payment: \$ \_\_\_\_\_ Check No. (If paying by check) \_\_\_\_\_

#### CREDIT CARD INFORMATION

Name on Card: \_\_\_\_\_ Acct#: \_\_\_\_\_

Exp: \_\_\_\_\_ Billing Zip Code: \_\_\_\_\_ Signature: \_\_\_\_\_

Donate to win - minimum of \$50 required to enter  
Participants can win a custom motorcycle with both the NAR and *Riding with the Brand* campaign themes. Members (anyone with an active REALTORS® M1 number) will have the opportunity to participate in a nationwide sweepstakes for this grand prize. All proceeds raised will funnel directly to the REALTORS® Relief Foundation, which helps U.S. communities rebuild and recover after natural disasters and other destructive events. Go to [nar.realtor/riding](https://nar.realtor/riding) to enter.

**\*\*Winner will be announced during the General Session during NAR NXT on November 16th, 2023.**

