### In the Know....

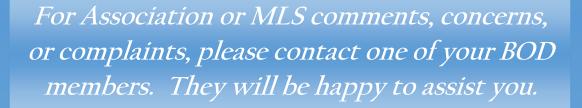
# February 13, 2023

Northeastern Indiana Association of Realtors BOD and MLS BOD Leadership

#### **2023 EXECUTIVE BOARD OF DIRECTORS**

Dawn Miller, President
4dawnmiller@gmail.com
260-367-1778

Mark Hansbarger, Immediate Past-President
mark@hansbarger.com
260-316-3192
Patty Seutter, President Elect
pattys@c21bradley.com
260-302-1899
Jennifer Streich, Secretary/Treasurer
jstreich@hoslerrealty.com
260-302-5200



#### **2023 MLS BOARD OF DIRECTORS**

Mark Hansbarger-President mark@hansbarger.com 260-316-3192

Shala Cook-Hoover-Secretary <a href="mailto:shalacook@hotmail.com">shalacook@hotmail.com</a> 260-463-1111

Dawn Miller 4dawnmiller@gmail.com 260-367-1778

Patty Seutter pattys@c21bradley.com 260-302-1899

Jennifer Streich <a href="mailto:jstreich@hoslerrealty.com">jstreich@hoslerrealty.com</a>

260-302-5200

Michele Guin micheleg@c21bradley.com 260-579-7316

Dominic Jackson djackson@hoslerrealty.com 260-446-7650



#### **Board of Directors**

Kay Kunce Keith Forbes Joe Sells Shala Cook-Hoover Leyth Al-Mohammedawi Dani Rittermeyer

*2023* 

## MLS Board of Directors

Mark Hansbarger Dawn Miller Shala Cook-Hoover Patty Seutter Jennifer Streich Michele Guin Dominic Jackson

# QUOTE OF THE WEEK

"Where there is love, there is life."

~Mahatma Gandhí



#### MARK YOUR CALENDARS

<mark>February 14 –</mark> Happy Valentines Day!

February 16 – Lunch-n-Learn 11:00-1:00 at Board Office. See flyer on page 4.

February 20 – Board Office Closed for meetings.

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

March 9 - MLS BOD meeting 10:15 a.m. at the Board Office

**March 12 –** Daylight Savings time begins

April 20 – RPAC Auction – The Woods II from 11:00 - 1:00. See flyer of page 5&6 for more details!

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

June 2 – Riding with The Brand 11:30-2:00

Come celebrate the REALTOR® Brand with NAR & IAR Leadership at the Indiana REALTOR® Building in Downtown Indianapolis!

#### **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 or NAR event

to <a href="mailto:niaor1@mchsi.com">niaor1@mchsi.com</a> to be posted on our Facebook page!

\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*

#### **REALTOR License Plates!**

Last week, the IAR Board of Directors approved a resolution supporting staff efforts to create a REALTOR® Specialty License Plate. In order to get this approved by the BMV, we need 500 signatures by April 1. Please go to the link below to sign the petition to insure the approval of our new REALTOR® plate in 2024. Proceeds from the plate will go to the IAR Foundation to support statewide homeownership & financial literacy education.



#### **License Plate Petition:**

REALTOR® License Plate | Indiana Association of Realtors (indianarealtors.com)

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#### **New Office/Member**

Anthony Giglio/ Homestory Real Estate Services

#### **New Member**

Crystal Everge – Century 21- Kendallville Rick Hammer – Mike Thomas – Angola





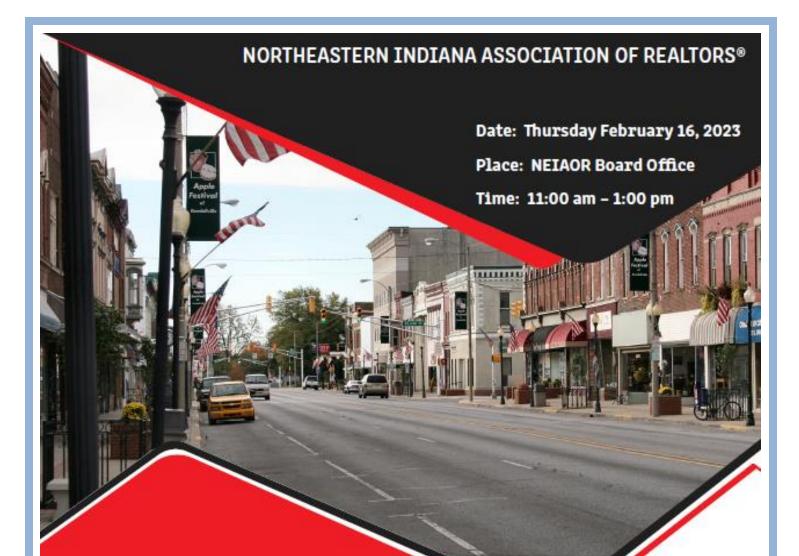
#### "Like" us on Facebook at Northeastern IN Association of REALTORS®!!





# Visit our website at: www.neindianarealtors.com





Q&A: MLS mistakes and misconceptions

Speaker: Joe Gugelman
From UPSTAR

Lunch will be provided by our sponsor:
NORTHEASTERN INDIANA
ASSOCIATION OF REALTORS\*

RSVP: niaor1@mchsi.com or 260-347-1593

#### Attend & Learn:

Joe Gugelman, MLS/Technology Director from USPTAR, will be conducting a Q&A on MLS mistakes and misconceptions. Bring your MLS questions, no matter how big or small! Do you have a question on listing input, Paragon updates & customizations, or creating a CMA? Great! Joe will be happy to discuss any feature that has you stumped!

#### DON'T MISS YOUR CHANCE TO WIN FREE MLS USAGE!

Please bring your business card for a chance to win six months of free MLS (a value of \$306). To qualify you must attend at least one Lunch-n-Learn. We will draw for two (2) winners during the November 2023 Inaugural. You must be present to win.

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:













#### RPAC FUNDRAISER AND AUCTION EVENT HAPPENINGS

We are taking donations and planning the event for April 20! Please be thinking about what you and/or your office would like to contribute for the silent and live auctions this year.

Auction items can be dropped off at the Board office or contact an RPAC committee member and they will be glad to pick them up!





#### **Committee Member Contacts:**

Dawn Miller: 260-367-1778 Kelly Grimes: 260-318-1770

Shala Cook-Hoover: 260-463-1111 Dani Rittermeyer: 260-499-1334

Kay Kunce: 260-316-1422 Keith Forbes: 260-318-2788 Patty Seutter: 260-302-1899 Jennifer Streich: 260-302-5200 Paul Lang: 260-905-6689

The Board Office: 260-347-1593



# **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 of Visa Only)

REGISTER VIA THIS FORM: USA 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): \_\_\_\_\_\_ License#: \_\_\_\_\_\_

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

Company Name:

Company Address:

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

#### CREDIT CARD INFORMATION

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

# Here We Grow Again!



Mike Howard, a Northeast Indiana native, joined the Chamber membership. Mike received his real estate license in 2007 while living in Corunna, a small town just east of Kendallville.

Mike decided to join the Chamber Membership after Hosler Realty opened an office in Ligonier. Mike is looking forward to reestablishing connections throughout LaGrange County.

If you are in the market for a new home, you can reach Mike at mike@realtormikehoward.com or by phone at 260.343.1225.





Come celebrate the REALTOR® Brand with NAR & IAR Leadership at the Indiana REALTOR®

Building in Downtown Indianapolis on June 2 from 11:30-2:00! Contact Dawn Miller or the Board Office for more information!

#### **REALTOR License Plates!**

Last week, the IAR Board of Directors approved a resolution supporting staff efforts to create a REALTOR® Specialty License Plate. In order to get this approved by the BMV, we need 500 signatures by April 1. Please go to the link below to sign the petition to insure the approval of our new REALTOR® plate in 2024. Proceeds from the plate will go to the IAR Foundation to support statewide homeownership & financial literacy education.

#### **License Plate Petition:**

REALTOR® License Plate | Indiana Association of Realtors (indianarealtors.com)





#### **DOJ** may step into another NAR antitrust case

The Department of Justice said it plans to file a brief in an appeal by the Top Agent Network over NAR's Clear Cooperation policy.



Linda F. Hersey

February 1, 2023 3 minutes





The Department of Justice has until March 13 to weigh in on a second antitrust suit against the National Association of Realtors after the U.S. Supreme Court ruled a similar case brought by former private pocket listings company PLS can proceed.

The DOJ last month filed a motion in the Ninth Circuit Court of Appeals asking for more time to file an amicus brief over antitrust claims against NAR filed by the Top Agent Network. The San Francisco Association of Realtors is also named as a defendant.

The DOJ asked for a two-week extension to file its brief by Feb. 10, instead of the original deadline of Jan. 27, indicating that it intends to file a brief in support of the plaintiff or as a neutral party.

That request was granted, according to a schedule published by the Ninth Circuit Court of Appeals, which stated that "the government may file an amicus brief on or before March 13."

The court also wrote that NAR and the San Francisco Association of Realtors, as defendants in the case, may file briefs by April 20.

The three-year-old lawsuit brought by the Top Agent Network is another challenge against the trade association's Clear Cooperation policy. In its private pocket listings case, The PLS also alleged antitrust violations against NAR. The case was remanded after the Supreme Court refused to hear it. The DOJ also had filed an amicus brief in that lawsuit.

Top Agent Network is appealing its case in California, which was dismissed with prejudice by a district court in August 2021, claiming that the Clear Cooperation policy restricts consumer choice. The NAR policy, adopted in January 2020, requires that within one business day after a property is publicly marketed, it must be published on the MLS.

"We cannot speculate regarding DOJ's actions, however, we believe that the district court properly dismissed this case back in August 2021," said the National Association of Realtors in a statement.

"The Clear Cooperation Policy (CCP) ensures brokers and agents serve the best interest of their consumers and promote equal opportunity for all. The CCP advances equal access and opportunity in housing by ensuring listings are widely available and accessible to all consumers and requires MLS participants to submit their listings within one business day of marketing the property to the public. Without the protections from the CCP, consumers would be disadvantaged because agents could refuse to give agents or customers access to those listings," said NAR.

The DOJ previously investigated NAR's Clear Cooperation policy, agreeing to settle the case in 2021. The agency later rescinded that decision, but a judge ruled last month that the DOJ could not reopen the investigation in light of the settlement agreement.



# marketing made easy



#### customize your video with music.

Photofy's newest version on iOS Now Allows you to
Add Royalty-free Background Music. We give you
complete control over volume levels for your original
sound and your new music additions.

It's been proven, Videos Catch Attention and Drive Engagement Better than Still Images, so check it out!

Currently available only on iOS. Coming soon for Android!

CREATE TEMPLATES OR CUSTOM

# video with music.

**WATCH NOW** 

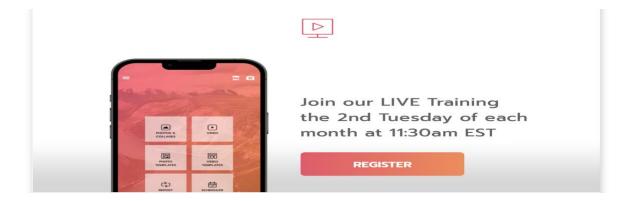




# marketing made easy

IT'S NOT MAGIC. IT'S PHOTOFY.

Market Smarter with Photofy. Join our LIVE Training Snapshot to learn more about tips, tricks and ideas behind building your brand, growing your community and elevating your business.



Join Photofy Users Facebook group, we've created a space for community to come together to learn how to grow your business through Photofy.

JOIN FACEBOOK GROUP

#### 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 nation-wide 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 to enter.

\*\*Winner will be announced during the General Session during NAR

NXT on November 16th, 2023.





