

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

***March 01, 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



**Board of Directors**

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

*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**

Mark Hansbarger-President  
[mark@hansbarger.com](mailto:mark@hansbarger.com)  
260-316-3192

Shala Cook-Hoover-Secretary  
[shalacook@hotmail.com](mailto:shalacook@hotmail.com)  
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[djackson@hoslerrealty.com](mailto:djackson@hoslerrealty.com)  
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

"Don't throw away luck on little stuff. Save it up."

~Tim O'Brien



## MARK YOUR CALENDARS

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

**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.**

**March 16 – Lunch-n- Learn. See Flyer on page 4.**

**March 17 – Happy St. Patrick's Day!**

**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 8.**

**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 [niaor1@mchsi.com](mailto:niaor1@mchsi.com) to be posted on our Facebook page!

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#### 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](http://indianarealtors.com))

#### Welcome Back

Zack Swinehart – Hosler Realty

Wendy Petty – Lewis & Lambright

#### New Member

Tsasha Hernandez

#### Office Transfer

Alyssa Buell moving to Indianapolis



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



**Eric Smothermon**

260.609.4622

[esmothermon@trfcu.org](mailto:esmothermon@trfcu.org)

NMLS# 586065

3 RIVERS



NMLA

NMLS# 556303

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



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**Steve Hostetter**

NMLS#454468

**260.403.8642**



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[www.neindianarealtors.com](http://www.neindianarealtors.com)

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MORTGAGE LENDER

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In America

2021

**Paul Lang**  
NMLS# 10132707 IN: 04705027

**260.905.6689**



March Lunch-n-Learn will be held on Thursday 3/16.

We will be switching up the format this month!

Lunch will be served at 11:00

Our speaker: Amber with Trademark Title at 12:00

presenting:

Short Sales & Foreclosures

RSVP at: [niaor1@mchsi.com](mailto:niaor1@mchsi.com) or 260-347-1593

**Northeastern Indiana  
Association of REALTORS®**

## Lunch-n-Learn

Topic: Short Sales and Foreclosures

Date: Thursday March 16, 2023

Place: NEIAOR Board Office

Time: 11:00 am — 1:00 pm

**FORECLOSURE**

**FOR  
SALE**

**Speaker: Amber Gaskill Trademark Title**

**RSVP: [niaor1@mchsi.com](mailto:niaor1@mchsi.com) or**

**260-347-1593**

**Lunch is provided by our sponsor:**



**TRADEMARK TITLE**

### Attend & Learn:

Amber Gaskill, of Trademark Title, will be covering the process of short sales and foreclosures.



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

Please bring your business card for a chance to win six months free MLS fees (\$51.00). To qualify you must attend at least one Lunch-n-Learn. We will draw for winners during the inaugural in November 2023 and 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:



Two Awesome Door Prizes

## **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!



*Your RPAC  
Team*



**THANK  
YOU**

### 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



*hard at work  
planning our event!*







# Habitat for Humanity® of Northeast Indiana



Northeastern in action at the  
LaGrange County Habitat Store!



# 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: \_\_\_\_\_





**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.**



**ASSURANCE  
TITLE  
COMPANY**

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[REALTOR® License Plate | Indiana Association of Realtors \(indianarealtors.com\)](https://indianarealtors.com/realtor-license-plate-petition)



\*Final license plate design may vary\*







## **New Feature Release:**

### **Non-Member Access Scheduling**

If a local association uses our Showing Service but your members do not, your members can now view their member listings for scheduling as long as you have reciprocity. This should make the scheduling process easier and help your members find the perfect listing for their clients.

### **Temporary Access for Out-of-Area Agents**

Listing agents can now set their listing with temporary access options for out-of-area agents that are scheduling showings. You'll find this new Temporary Access setting under My Listings > Appointment Settings on both the web and mobile.

### **Mobile App Home Page Redesign**

We're redesigning the homepage for our mobile app so the features your members use most often will be front and center. No more hunting for your favorite tools!

### **Mobile App Security Update**

We're updating our security features to keep your data safe. After 3 invalid PIN entries on our mobile app, the user will be locked out for 60 minutes. This will help provide increased protection from unauthorized lockbox access if an agent's phone is comprised. Of course, your members can always call our friendly Support Team for help if they need help remembering their PIN.

### **Scheduling Link Update**

Listing agents can generate a unique URL to provide an out-of-area agent a way to schedule an appointment on their listing. The showing agent will be required to provide basic contact information that is passed to the listing agent in the appointment confirmation request. This update will save time for both showing and listing agents by streamlining the scheduling process.

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.**

