

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

***March 07, 2023***

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

**2023 EXECUTIVE BOARD OF DIRECTORS**

Dawn Miller, President

[4dawnmiller@gmail.com](mailto:4dawnmiller@gmail.com)

260-367-1778

Mark Hansbarger, Immediate Past-President

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

260-316-3192

Patty Seutter, President Elect

[pattys@c21bradley.com](mailto:pattys@c21bradley.com)

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

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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Dawn Miller

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Dominic Jackson

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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

"Imagination is everything. It is the preview of life's coming attractions."

~Albert Einstein



## MARK YOUR CALENDARS

**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 5.**

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

**April 20 – RPAC Auction – The Woods II from 11:00 – 1:00. See flyer of page 6&7 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))



**Agent:** *Beverly Hile*

**Firm:** *Heritage Group Real Estate, P.C.*

**Home Address:** *323 S. Oak St.*

*Albion, IN 46701*

**Date:** *Sunday, March 12*

**Time:** *1:00 – 4:00*

*See flyer for more information on page 9!*

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®!!



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

**ATC**

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Through integrity and trust, we will continue to  
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2022

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In America

2020  
2021  
2022

**Steve Hostetter**

NMLS#454468

**260.403.8642**



**Bailey & Wood**  
MORTGAGE LENDER

Visit our website at:

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

**Bailey & Wood**  
MORTGAGE LENDER

**CLOSE IN DAYS NOT WEEKS!**



2021  
2022

**TOP 1%**  
MORTGAGE ORIGINATORS  
In America

2021



*Paul Long*  
NMLS# 322707 IN: 0470002

**260.905.6689**



## Attention Managing Brokers!

### Now You Can select YOUR email or phone number to display on IDX listings!

Effective September 1st, NAR's Broker Attribution Policy requires the display of the Listing Office Name and the email or phone number provided by the MLS Participant to display on IDX listings. IRMLS also requires the name of Listing Agent. In order to comply with this policy, Black Knight recently updated Paragon to allow Managing Brokers to select a phone number or email for display on their IDX listings. However, in order for a specific phone number or email to display, the Managing Broker must take **ACTION**.

Black Knight is not allowed to select a specific contact on behalf of the Broker so the system is set to "No Value selected". Managing Brokers must log into Paragon and follow the directions below to select their contact preferences for IDX display.

Log into Paragon > select Preferences > System Preferences > IDX/Vow Contact Info. A dropdown has been added labeled "Attribution Contact" that includes the following options:

- No value selected
- Agent Preferred Phone
- Agent Email
- Office Broker Preferred Phone
- Office Phone #1
- Office Phone #2
- Office Email

If a Managing Broker is assigned to multiple offices, each office will appear with a separate dropdown so the Managing Broker can select a specific contact for each office.

The screenshot shows the Paragon system interface. On the left, a navigation menu is visible with the following items: System Preferences (highlighted with a green box and a green arrow), Market Monitor Filter, Search Options, Result Options, User Interface, Contact Manager, Time Zone, Calendar, IDX / Vow Contact Info (highlighted with a green box and a green arrow), Report Views, Email, Collab Center, and Tax Reports. On the right, the 'IDX / VOW CONTACT INFO' page is displayed. It has a 'Save' button at the top. Below the button, there is a text instruction: 'As a broker, select the appropriate email or phone number to display as the Attribution Contact on your office's listings in IDX and VOW data feeds.' Underneath this instruction is a dropdown menu labeled 'Attribution Contact:' with 'No Value Selected' selected. A green arrow points to this dropdown. The dropdown menu is open, showing the following options: No Value Selected, Agent Preferred Phone, Agent Email, Office Broker Preferred Phone - Offc, Office Phone #1 - Office:, Office Phone #2 - Office 2:, and Office Email -.



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®**

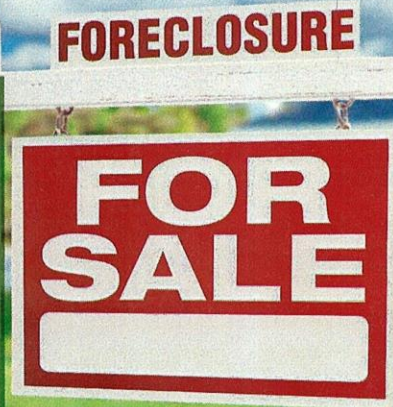
## Lunch-n-Learn

Topic: Short Sales and Foreclosures

Date: Thursday March 16, 2023

Place: NEIAOR Board Office

Time: 11:00 am — 1:00 pm



**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 2 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 Kunc: 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!*



# 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 ON IN

OPEN  
HOUSE



**Agent:** *Beverly Hile*

**Firm:** *Heritage Group Real Estate, P.C.*

**Home Address:** *323 S. Oak St.*

*Albion, IN 46701*

**Date:** *Sunday, March 12*

**Time:** *1:00 – 4:00*

**MLS #** *202302881*

**ABOUT:** *3 Bedroom, 2 Bath, 1794 sq ft*

**Renovated by**

***Yoder Roofing and Construction***





**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**



## REALTOR License Plates!

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### License Plate Petition:

[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 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](https://nar.realtor/riding) to enter.

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

