

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

***March 13, 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)  
260-463-1111

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Patty Seutter  
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Dani Rittermeyer  
[dani@alwaysre.com](mailto:dani@alwaysre.com)  
260-499-1334

**2023**

**MLS Board of  
Directors**

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

### QUOTE OF THE WEEK

"St. Patrick's Day is an enchanted time – a day to begin transforming winter's dreams into summer's magic."

*~Adrienne Cook*



### MARK YOUR CALENDARS

**March 16 – Lunch-n- Learn. See Flyer on page 5.**

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

**March 17 – March 20 – Board Office Closed.**

**March 20 – Spring Begins!**

**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!

### 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: Eric D’Angelo

Brokerage: Hosler

Date/Time: Thursday March 16, 4:00-6:00

See flyer on page 9!

Retiring – Bob Muller – Hometown Realty

New Affiliate Member – Joe Mishak – Aardvark

Nathan Geyer – Ruoff Mtg.

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** NMLS# 556303

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

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Kristy Couch

[kcouch@guardiantitleinc.com](mailto:kcouch@guardiantitleinc.com)  
260-665-5770

**CLOSE IN DAYS NOT WEEKS! | MORTGAGES IN A SNAP!**

**TOP 1% MORTGAGE ORIGINATORS** In America  
2020 2021 2022

**Steve Hostetter**  
NMLS#454458  
**260.403.8642**

**Bailey & Wood**  
MORTGAGE LENDER

**Bailey & Wood**  
MORTGAGE LENDER

**CLOSE IN DAYS NOT WEEKS!**

**TOP 1% MORTGAGE ORIGINATORS** In America  
2021 2022

**Paul Lang**  
NMLS# 10122707 IN: 4870027  
**260.905.6689**

**PLEASE TAKE A MOMENT TO COMPLETE THIS VERY IMPORTANT FEATURE.**

If you do not choose a phone number or email address, your listings that display on other office's websites **WILL NOT** have any contact information.



**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 is a navigation menu with a tree view. The "System Preferences" item is highlighted with a green box and a green arrow pointing to it. Below it, the "IDX / VOW Contact Info" item is also highlighted with a green box and a green arrow pointing to it. On the right is the "IDX / VOW CONTACT INFO" form. At the top of the form is a "Save" button. Below the button is a text area with instructions: "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." Below this text is a dropdown menu labeled "Attribution Contact:". The dropdown menu is open, showing a list of 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 -". A green arrow points to the dropdown menu.



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

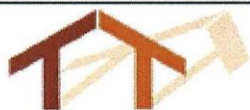


**Speaker: Amber Gaskill Trademark Title**

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

**260-347-1593**

**Lunch is provided by our sponsor:**



**TRADEMARK TITLE**

**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.

### Attend & Learn:

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





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!



Get ready and head for the beach this summer!!

Bailey & Wood  
Paul Lang (pictured) &  
Steve Hostetter have  
donated a lily pad and  
filled beach bag! It's  
gonna be a fun time!



**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



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





# Broker Open House

**0945 N 150 E LAGRANGE, IN 46761**

Thursday March 16, 2023

4-6pm

**LISTED AT: \$849,000**

## ABOUT THIS PROPERTY:

Come and see this luxurious custom built home in Lagrange on 2.25 acres over looking a private pond. Call me for more information.



## FEATURES:

- ✓ 3 bedrooms
- ✓ 4 full baths
- ✓ 4905sq. ft.



**Eric D'Angello Holser Realty**

(260) 226- 5381 dangeloeric@yahoo.com

**Hosler**  
REALTY INC



# RPAC COMMITTEE MEETING



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## 2023 BOD & MLS MARCH MEETINGS





**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**



## Upcoming Paragon Connect Training Webinars for March 2023

All of this month's webinars will focus on Paragon Connect!

Click on "Register" to see a full description of each class.

**Results and Distribution** | Tuesday, March 14th | 1 p.m. CT [REGISTER >>](#)

**Buyer's Side** | Thursday, March 16th | 1 p.m. CT [REGISTER >>](#)

**Seller's Side** | Friday, March 17th | 1 p.m. CT [REGISTER >>](#)

**Add A Listing** | Monday, March 20th | 1 p.m. CT [REGISTER >>](#)

**Listing Maintenance** | Friday, March 31st | 1 p.m. CT [REGISTER >>](#)

### Paragon for New Users - March 22nd CST @ 1p

This one-hour webinar will take a high-level look at Paragon and introduce new users on a generic sandbox version of Paragon.

We will cover the home page, searches & results, and an introduction to the contact manager.

**Register Here:** [Paragon for New Users](#)





# MLS Connect for Paragon

The “live” launch date for Paragon Connect will be Wednesday, March 29<sup>th</sup>!

We have several “live” on Zoom training sessions available.

**MLS Connect for Paragon Training – Registration is required but you can register right through to the start of the training.**

03/28 at 2 PM EST - <https://events.teams.microsoft.com/event/3e6982b0-d199-4c4d-b74a-4a469bb5a21c@a38a5730-ba78-4a8e-bb06-250a43171bee>

03/29 at 10 AM EST - <https://events.teams.microsoft.com/event/2cdd00e9-d7fe-4d2e-b958-9318ea72f722@a38a5730-ba78-4a8e-bb06-250a43171bee>

03/29 at 2 PM EST - <https://events.teams.microsoft.com/event/d267d466-8a7d-46ef-8d49-9075d87ecc4b@a38a5730-ba78-4a8e-bb06-250a43171bee>

03/30 at 10 AM EST - <https://events.teams.microsoft.com/event/e592d617-2997-40bf-a09f-59a980eb1e9a@a38a5730-ba78-4a8e-bb06-250a43171bee>

## Description:

Learn to create a Transaction in the Transaction Management System ZipForm.

1. Creating a Transaction
2. Using Transaction Features
3. Transaction Dashboard
4. Listing Partners
5. Setting up an e-Sign
6. Adding Signing Parties
7. Preparing Documents for Signing
8. Sending the e-Sign



## IRMLS Presents: MLS-CONNECT for PARAGON

Got a new transaction ? IRMLS now provides members with MLS Connect for Paragon at no additional charge. Members can manually enter all their listing details—or let MLSCoconnect<sup>®</sup> do it instead. Just log in TO zipFORMS, enter the listing ID, and watch your listing information show up in your transaction with accurate data from Paragon. OR login to Paragon; and push/pull data to and from Paragon. With MLSCoconnect<sup>®</sup> for Paragon; members can not only save time, but also reduce data entry errors throughout the entire transaction creation process.

MLSCoconnect for Paragon includes two access points in Paragon and two access points in zipForm<sup>®</sup> Plus. This Quick Guide outlines the integration points between the two products.

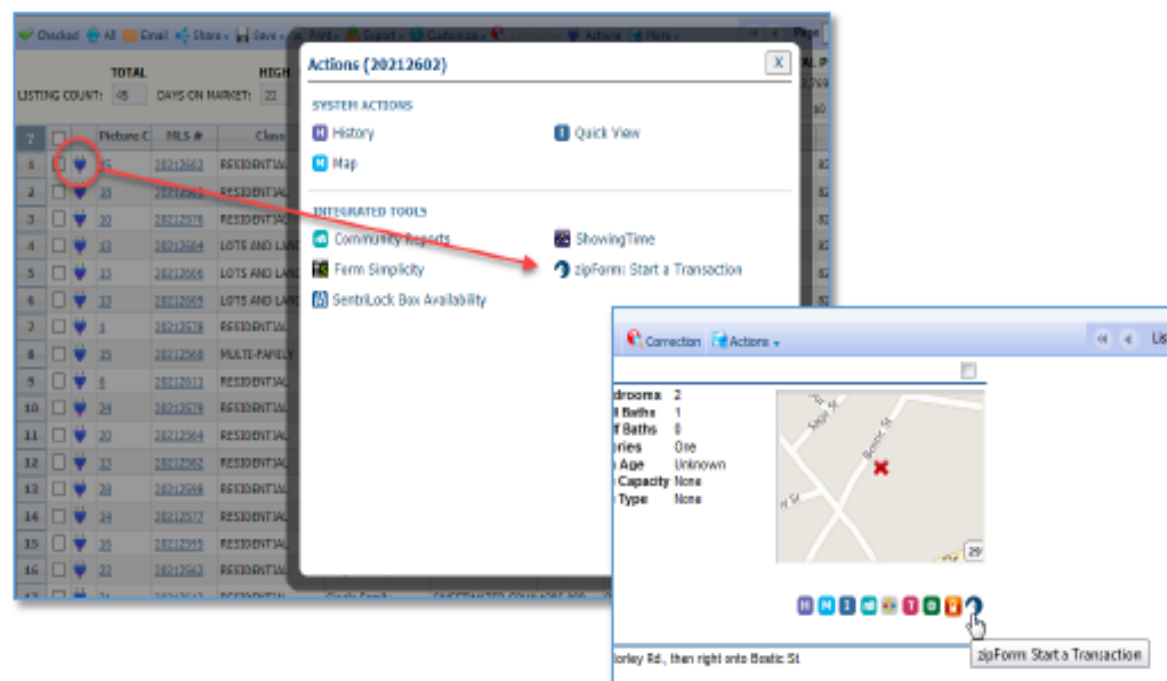
### Paragon: Resource Link

There is an SSO (Single Sign On) link under the Resources menu, which launches a new browser/tab and seamlessly logs the user into zipForm and lands them on a dashboard.



### Paragon: Action Icons

An Action icon will appear in the Actions modal from the Spreadsheet view, All Fields Detail, & All Fields Customizable reports by default. Clicking on the icon will launch a new browser window/tab and the user will be logged into Zipforms and can begin a new transaction.



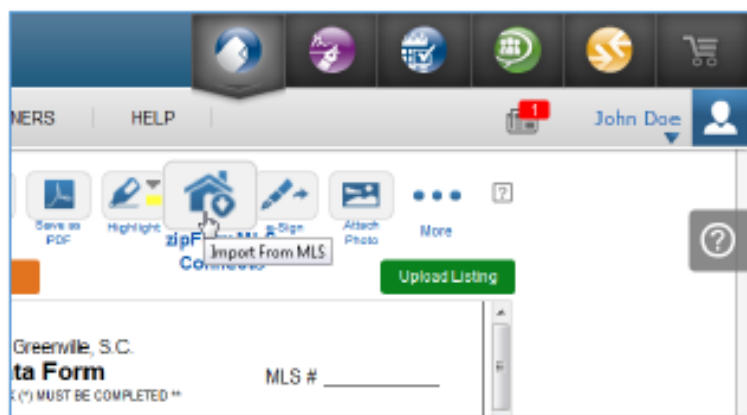




In addition to the action icons, IRMLS will add the icon & test to additional reports in Paragon as shown on the left. The icon with Text works the same as the icon without text.

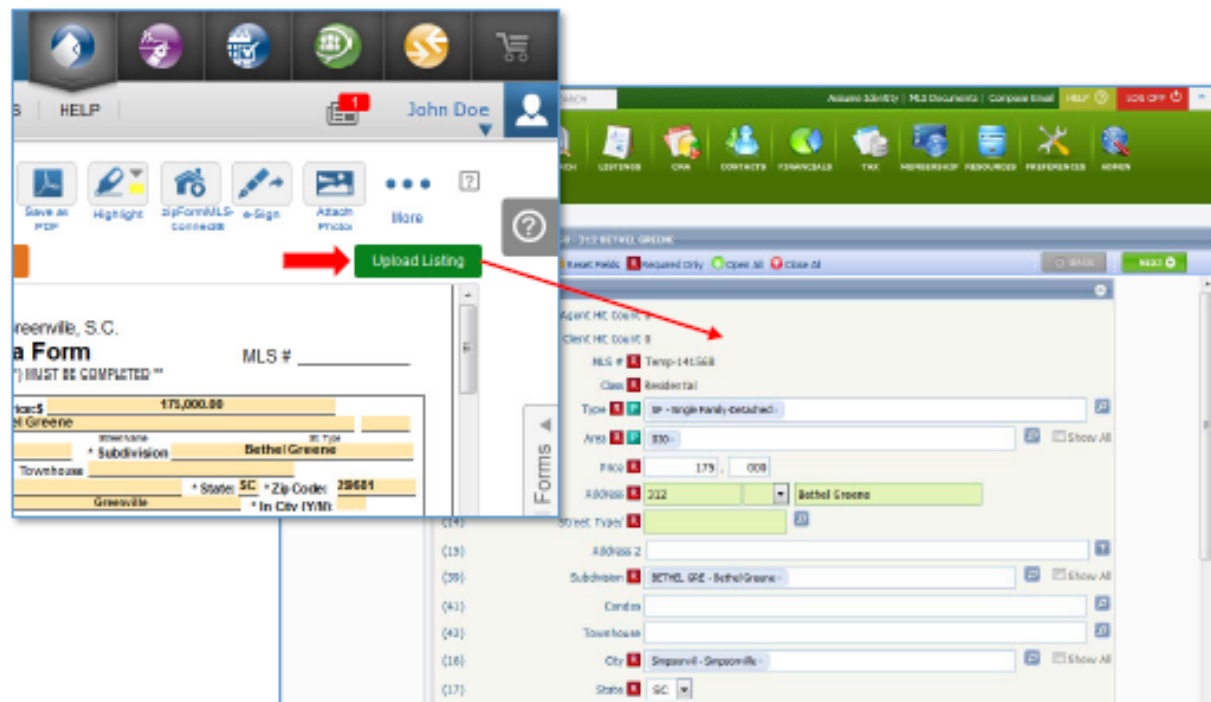
### zipForm: Import From MLS

In zipForm Plus, users can push and/or pull data to and from Paragon. To pull data, the user will open a form and select **Import From MLS**. This launches a control to allow the user to enter the MLS # so the data will flow into zipForm from Paragon via RETS.



### zipForm: Upload Listing

After completing a Listing Input Form in zipForm, users can click the **Upload Listing** button to send the data to Paragon and create a Partial Listing via RETS. The user can pull up the Partial Listing in Paragon and complete any additional fields and save as a Full Listing.



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.**

