

In the Know....

March 27, 2023

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

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260-316-3192
Patty Seutter, President Elect
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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

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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

"The great gift of Easter is hope."

~Basil C. Hume



MARK YOUR CALENDARS

March 29 – Broker/Owner Meeting – 9:00 a.m. at the Board Office.

April 1 – April Fool's Day.

April 7 – Good Friday – Board Office Closed.

April 9 – Happy Easter!

April 13 – BOD Meeting 9:00 a.m. at the Board Office.

April 13 – MLS BOD meeting 10:15 a.m. at the Board Office.

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 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)

New Office–

Right Key Realty – Coreen Miller

New Office/New Member–

Thorpe Real Estate – Ralph Thorpe

New Member–

Seth Fish – Century 21

New Affiliate –

Metropolitan Title – Dylan Simcox

Welcome Back –

Houston Pattee – Century 21-Kendallville



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

Eric Smothermon
260.609.4622
esmothermon@trfcu.org
NMLS# 586065

3 RIVERS NMLS# 556303

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

ATC ASSURANCE TITLE COMPANY
Through integrity and trust, we will continue to support the title needs of the clients we serve.

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Kristy Couch

kcouch@guardiantitleinc.com
260-665-5770

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

TOP 1%
MORTGAGE ORIGINATORS
In America

Steve Hostetter
NMLS#454458
260.403.8642

Bailey & Wood
MORTGAGE LENDER

Bailey & Wood
MORTGAGE LENDER

CLOSE IN DAYS NOT WEEKS!

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MORTGAGE ORIGINATORS
In America

Paul Lang
NMLS# 10122707 IN AR70002
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 points to it. Below it, the "IDX / VOW Contact Info" item is also highlighted with a green box and a green arrow points to it. On the right is the "IDX / VOW CONTACT INFO" form. It has a "Save" button at the top. 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 is a dropdown menu labeled "Attribution Contact:". The dropdown is currently set to "No Value Selected" and is highlighted with a green box and a green arrow points to it. 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 -".

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!



Ohh so comfy!!
Add these 2 rocker
Patio chairs to your
outdoor paradise!

Donated by:
Abby Hood
Assurance Title Co.



**THANK
YOU**

Committee Member Contacts:

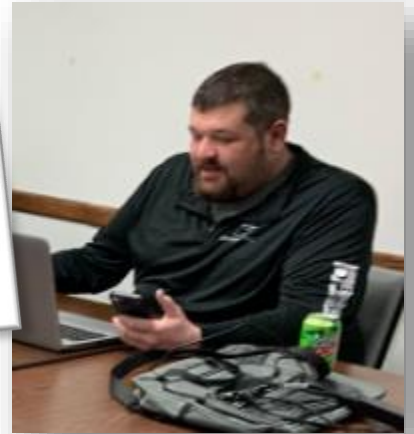
Dawn Miller: 260-367-1778
Kelly Grimes: 260-318-1770
Shala Cook-Hoover: 260-463-1111
Dani Rittermeyer: 260-499-1334
Kay Kunc: 260-316-1422
Keith Forbes: 260-318-2788
Patty Seutter: 260-302-1899
Jennifer Streich: 260-302-5200
Paul Lang: 260-905-6689
The Board Office: 260-347-1593

Ohh so easy!!
No time to vacuum?
No worries! This
Robot vacuum
cleaner is just for
you!

Donated by:
Suzanne Corkins
Allstate Insurance Co.



RPAC COMMITTEE GETTING READY FOR THE BIG DAY!



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: _____



March Lunch-n-Learn
A big Thanks to Amber from
Trademark Title for speaking
on Short Sales &
Foreclosures and providing a
fantastic lunch!



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.

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

MLS Connect for Paragon

The "live" launch date for Paragon Connect will be Wednesday, March 29th!

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



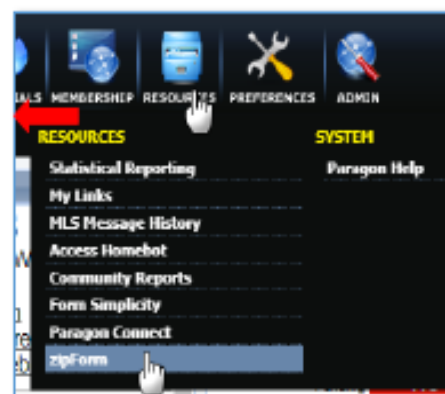
IRMLS Presents: MLS-CONNECT for PARAGON

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 MLSCONNECT[®] 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 MLSCONNECT[®] for Paragon; members can not only save time, but also reduce data entry errors throughout the entire transaction creation process.

MLSCONNECT for Paragon includes two access points in Paragon and two access points in zipForm[®] Plus. This Quick Guide outlines the integration points between the two products.

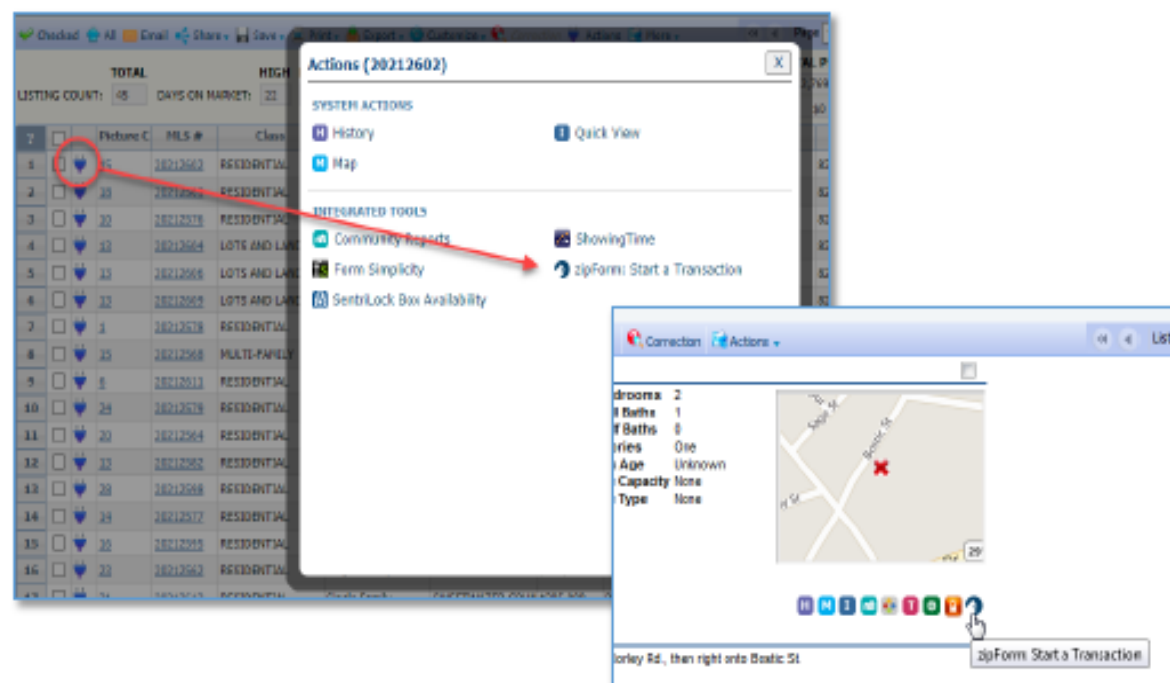
Paragon: Resource Link

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.

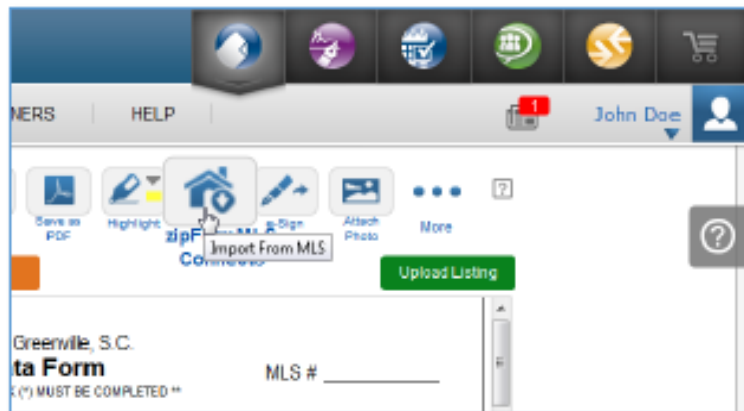




In addition to the action icons, IRMLS will add the icon & test to additional reports in Paragon as shown on the left. The icon with Text works the same as the icon without text.

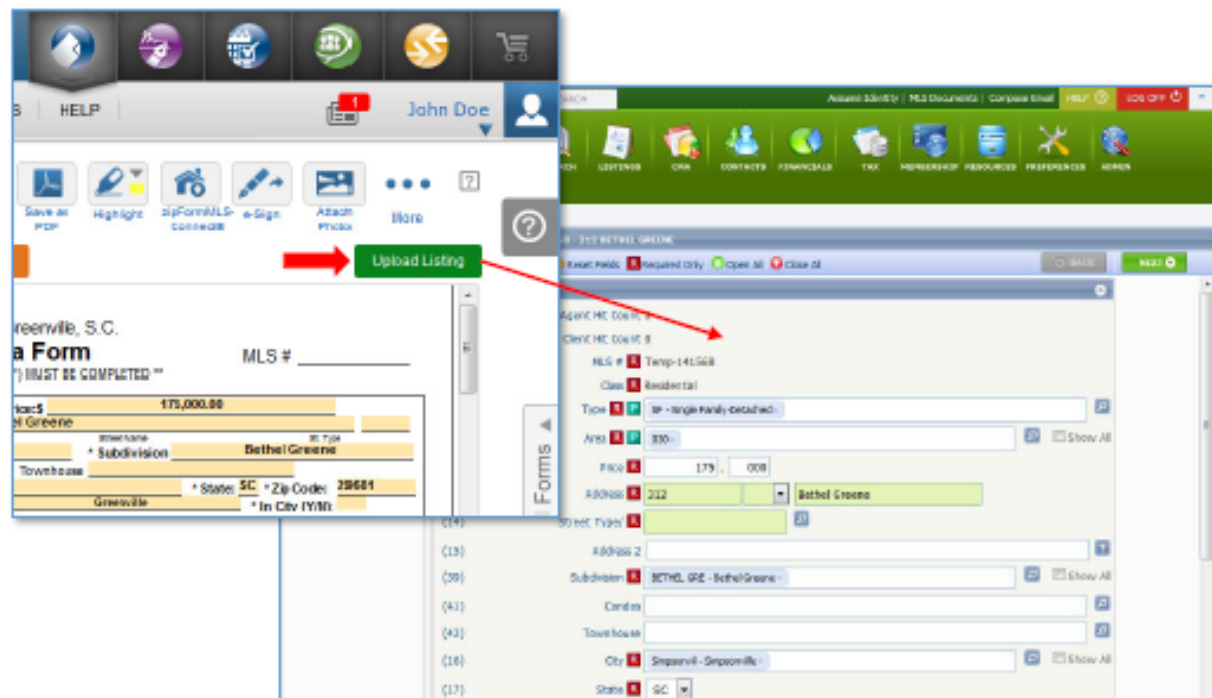
zipForm: Import From MLS

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 to enter.

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





No-Cost Broker Continuing Education

An Indiana Association of REALTORS® Member Benefit



Courses available July 2022 – June 2023; Curriculum developed by Real Estate Certification Program

Don't Be an April Fool: Finish your CE before license renewal season

The renewal window for Indiana real estate licenses opens in April (90 days before the June 30th deadline) and it's natural to want to get the jump on the application process.

But don't start thinking about the Sweet Sixteen before making it out of the second round – **brokers must complete all required Continuing Education for the three-year licensing cycle – 36 hours of CE total – before submitting their license renewal application.**

Don't press your luck when it comes to your license status. Brokers who are audited and found to have filed for renewal without wrapping up their CE (including the current 12 hours also due by June 30th) risk a fine and/or license suspension by the Professional Licensing Agency.

This year's Final Four tips off on Saturday, April 1st, so think of it this way – you have the rest of college basketball season to get the jump on any outstanding CE before you need to even start thinking about your license (and again, you have another three months to actually wrap up your requirements and submit your renewal by June 30th).

Don't delay: Brokers are required to complete all CE before license renewal – good intentions don't count. Submitting your renewal before finishing your CE hours risks a fine or other disciplinary action.

Here's a quick checklist for winning the renewal season:

- **Don't start the renewal process until you get the official green light:** *Renewals can't be filed until 90 days before the June 30th deadline, and PLA won't accept applications until the 'renewal window' officially opens. (In the meantime, make sure PLA has an active and up-to-date e-mail so you don't miss updates.)*
- **Complete all required Continuing Education before submitting your** *Yeah, we're going to keep repeating this point.*

- **Remember – REALTORS® have access to member-benefit CE (online and on-demand) through RECP:** *IAR offers member-benefit CE through our Real Estate Certification Program (RECP) at [RECP.org](https://recp.org).*
- *Access high-quality content from industry experts that meets CE and other professional requirements (like NAR's Code of Ethics course), delivered online and on-demand for maximum flexibility and convenience. Best of all – it's already included in your membership.*
- **RECP also offers a download guarantee to confirm your CE completion:** *You can also prepare for license renewal by gathering documentation for your completed courses – if you use RECP, our team guarantees easy download of your course certificates! (And dedicated support at our help desk - 1-800-742-4067 – or info@recp.org.)*
- **You can play catch up:** *CE must be completed on schedule, so brokers who missed hours in the 2020-2021 or 2021-2022 cycles are technically out of compliance. But brokers who complete the total 36 hours – even if some are late and pushed into the wrong year – often only face a fine and not a license suspension. (Previous courses can be accessed through RECP for a nominal fee.)*
- **If it's your first license renewal, read this:** *Your annual CE requirement doesn't kick in for two years (because you should be focused on completing your 30-hour post-licensing course). So double-check the issue date of your license – you likely don't have CE to complete before the June 30th deadline, or you may only need to complete the current twelve hours.*

More questions? E-mail our team at info@RECP.org or give us a call at 1-800-742-4067.

START/CONTINUE NO-COST CE



Legal Update: Hazardous Homesteads



HAZARDOUS CONDITION DISCLOSURE PRIOR TO PROPERTY ACCESS

Registration is Open: Indiana Rural Housing Summit

We're thinking bigger about the future of small town and rural housing markets - join us in June.

Indiana's 21,000 REALTORS® support Hoosiers on their homeownership journey from our largest cities and metropolitan regions to the rural communities that more than a million of our neighbors call home. Housing inventory is a statewide challenge, but rural Indiana is adding new units at less than half the statewide pace; one of every four homes in rural counties was built before World War II.

IAR is organizing the first-ever **Indiana Rural Housing Summit** to address the unique challenges facing rural real estate and housing markets, coming up on **June 5-6 at the French Lick Resort**. More details will hit your inbox tomorrow, or click below to learn more and sign up to join us:

REGISTER NOW!



BREAKING NEWS FROM NAR:

<https://www.nar.realtor/competition-in-real-estate>

Litigation update: Today, the Department of Justice (DOJ) filed a notice of appeal in an appellate court seeking to overturn the federal judge's original decision from January ruling that the DOJ cannot go back on its previous agreement with NAR. This filing was expected and it will take time before the litigation is fully resolved. We encourage you to continue to refer to the Competition Realtor website where we have recently uploaded three new infographics, which provides a comprehensive overview of how REALTORS® and local MLS broker marketplaces benefit consumers.

