

In the Know....

April 5, 2021

The successful warrior is the average man, with laser like focus.

-Bruce Lee

MARK YOUR CALENDARS

APRIL 8 – BOD Meeting 9:00 a.m.

APRIL 13 & 14 – CE Class – Zoom – CLASS IS FULL

APRIL 15 – Lunch-N-Learn 11:00 – 12:00 Zoom.

Speaker: Richelle Cohen Mossler, Esq. from IAR

Sponsored by Horizon Bank

For more information see flyer on page 4.

Please RSVP at niaor1@mchsi.com or 260-347-1593 to receive a zoom meeting link.

APRIL 27 & 28 – CE Class – Zoom – Registration form on page 3.



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Visit our website at www.neindianarealtors.com

2021

2021 EXECUTIVE BOARD OF DIRECTORS

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UPSTAR 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.)

Tuesday, April 27, 2021 - via ZOOM

UPSTAR | 3403 E. Dupont Road, Fort Wayne, IN

- ☐ The Ins and Outs of New Construction and Updates on Code (2CE) 8 AM–10 AM
- ☐ *Professionalism and Real Estate (2CE) 10–12 PM
(* This class does NOT count toward the NAR Code of Ethics Requirement.)
- ☐ Soooo You Want to be an Investor (2CE) 1–3 PM
- ☐ Till Death Do Us Part (2CE) 3–5 PM

Wednesday, April 28, 2021 - via ZOOM

UPSTAR | 3403 E. Dupont Road, Fort Wayne, IN

- ☐ **Hot Topics for Managing Brokers (4CE) 8 AM–12 PM
(** This class is for Brokers & Managing Brokers.)

CLASS FEES:

ZOOM DEAL!

\$50

CE PACKAGE

for UPSTAR & NEIAOR
REALTOR® Members!



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 ONLINE: UPSTAR members (only) may register online at www.UpstarIndiana.com with a MasterCard of Visa

REGISTER BY PHONE: Call the UPSTAR office at (260) 426-4700 with a MasterCard of Visa

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: _____ Signature: _____

Lunch n' Learn

State Level Violations & Fines



Richelle Cohen Mossler, Esq.
Indiana Association of REALTORS®

Thursday, April 15, 2021

Format: Via Zoom

Time: 11AM - 12 PM

Hosted by: NEIAOR

521 Professional Way
Kendallville, Indiana

RSVP:

Due to recent COVID-19 restrictions in our area, we will be holding the Lunch n' Learn via Zoom. Please RSVP to niaor1@mchsi.com or 260-347-1593 to receive a Zoom meeting link.

ATTEND & LEARN:

Richelle is the General Counsel for Legal affairs at the Indiana Association of REALTORS®.

Join us as she discusses violations and fines that they see at the state level.

Participants will have an opportunity to ask questions during this session!

Event Sponsored by:





We have rebranded our app for buyers and sellers* to Home by ShowingTime.

Please access the link below for more information:

marketing.showingtime.com/newsletter/2021/march/st4mlsagents.html

RPAC MOMENT

Please think about what you and/or your office would like to contribute for the silent and live auctions.

WE ARE TAKING DONATIONS AND PLANNING THE EVENT FOR SEPTEMBER 16!!

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

Contact:

Dawn Miller, 260-367-1778

Cyndi Andrew, 260-466-5757

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 Suetter 260-302-1899

The Board Office 260-347-1593

Thank you





RPR Shortcuts - Time Saving Tips to Get the Most out of RPR

In this webinar, we'll demonstrate how the new Shortcut tours help you maximize your time in RPR.

[Save Your Seat →](#)

[New to RPR? Start here to Boost Your Business](#)

[Drill Down & Zone In With RPR Property Searches](#)

[Make Lasting Impressions With Listing Presentations](#)

[RPR & Transactions \(zipForms Edition\)](#)

[RPR Shortcuts—Get the Most out of RPR](#)

[Maximizing your Commercial Business](#)

[How to Follow RPR Maps to Success](#)

[Keep That Pipeline Pumping! Prospect with RPR](#)

[RPR Mobile for Buyers](#)

[View all webinars here](#)

Leadership Training for Members

[The Vision Course: Executing Your Leadership Vision](#) is different from other leadership training because it's developed specifically for REALTORS® by REALTORS®, including past NAR presidents and thought leaders. Learn how to create a vision, strengthen leadership skills, and more.



SENTRICARD ALERT:

Effective January 1, 2022, agents will no longer have the ability to use the Sentricard for lockbox access. Switching to the app is very easy! Contact the Board Office with your cell phone number to start using the app today!

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Do you have defective lockboxes at your office?
Call Sentrilock support at 1-877-736-8745.
Give them the lockbox number and they will
process a ticket for the box and help you
determine what you need to do to get it fixed!



PLEASE HELP ME KEEP YOUR RECORDS UP-TO-DATE!

Contact me at niaor1@mchsi.com if you have changed your home or office address, cell or address. It is so updated

office phone or email important to have your information!



3 RIVERS[®]





TRAINING



[All About Contacts in Paragon](#)

[Adding a Contact](#) | Wednesday, April 7 | 12 p.m. CT

[Searching for Contact Info](#) | Wednesday, April 7 | 1 p.m. CT

[Messaging History, More Info, Notes, Tasks, Docs & Financials](#) | Wed, April 7 | 2 p.m. CT

[Managing Groups for Mass Emailing](#) | Thursday, April 8 | 11 a.m. CT

[Reverse Prospecting - Buyer Match Report](#) | Thursday, April 8 | 12 p.m. CT

[Import & Export Contacts](#) | Thursday, April 8 | 1 p.m. CT

[Contact Spreadsheet - Client Prospecting Info](#) | Thursday, April 8 | 2 p.m. CT



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PARAGON 5.82 RELEASE NOTIFICATION

Updates to Paragon, including new features and functionality, will be applied to your MLS system **via a downtime deployment.**

Update window

Start: April 6, 10:00 PM CT

End: April 7, 6:00 AM CT

During this downtime window Paragon will be unavailable. Data Share, Parallel, and Membership Import tasks will be disabled and websites that rely on Paragon data, such as photos, may be affected.

Black Knight MLS

