

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

***August 30, 2021***

Northeastern Indiana Association of  
Realtors BOD and MLS BOD Leadership

**2021 EXECUTIVE BOARD OF DIRECTORS**

Dani Rittermeyer, President

[dani@alwaysre.com](mailto:dani@alwaysre.com)

260-499-1334

Mike Patka, Past-President

[imbidone@yahoo.com](mailto:imbidone@yahoo.com)

260-350-8603

Mark Hansbarger, Incoming President

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

260-316-3192

Dawn Miller, Secretary/Treasurer

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

260-367-1778



**Board of Directors**

Trent Curtis

Kay Kunce

Mark Pontecorvo

Erica Amans

Keith Forbes

Patty Seutter

Amy Demske

Jennifer Streich

*For Association or MLS comments, concerns or complaints, please contact one of your BOD members. They will be happy to assist you.*

**2021 MLS BOARD OF DIRECTORS**

Mark Hansbarger

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

260-316-3192

Becky Maldeney

[beckymaldeney@gmail.com](mailto:beckymaldeney@gmail.com)

260-570-5894

Trent Curtis

[trent@trentcurtis.com](mailto:trent@trentcurtis.com)

260-350-4477

Shala Cook-Hoover

[shalacook@hotmail.com](mailto:shalacook@hotmail.com)

260-463-1111

Mike Patka

[imbidone@yahoo.com](mailto:imbidone@yahoo.com)

260-350-8603

Patty Seutter

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

260-302-1899

**2021**

**MLS Board of  
Directors**

Becky Maldeney

Mark Hansbarger

Trent Curtis

Shala Cook-Hoover

Mike Patka

Patty Seutter

## QUOTE OF THE WEEK:

"Yesterday is history, tomorrow is a mystery, today is a gift of God, which is why we call it the present."

-- Bill Keane

## MARK YOUR CALENDARS

**September 1 – AE Meeting Indianapolis - Board Office Closed**

**September 2 – MLS BOD meeting – 9:00 a.m. Board Office**

**September 6 – Labor Day Holiday - Board Office Closed**

**September 9 – BOD Meeting – 9:00 a.m. Board Office**

**September 16 – RPAC Auction –  
Where: The Woods Too  
6500 S. 1170 E. Hudson, IN  
RSVP at [niaor1@mchsi.com](mailto:niaor1@mchsi.com) or 260-347-1593  
For more information see flyer on page 6**

## News from the Nominating Committee

The nominating Committee will be accepting nominations for Board positions and MLS Board positions until September 1. Please contact any board member or the board office at [niaor1@mchsi.com](mailto:niaor1@mchsi.com) or 260-347-1593 with your nomination.



## MEMBER NEWS:

*Realtor of the Year:  
Dani Rittermeyer!*

**REGISTER NOW FOR IAR STAKEHOLDERS MEETING  
to be there with Dani for the Awards Luncheon!**

*More on Page 7*

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**Meet 2022 President Elect Mark Hansbarger!**

*More on page 6*

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### **New NEIAOR Member Benefit!**

Check out our new Agent Open House page. (This week's addition is on page 9.)

To advertise your open house please submit:

- Agent name
- Firm name
- Property address
- Date and time of open house

Advertisement must be submitted Tuesday before the newsletter run date that the open house will appear in. The open house will run for 1 week only. We will also post to NEIAOR Facebook page.

\*\*\*\*\*

### **RPAC MOMENT:**

Have a donation for the RPAC event? You can drop it off at the Board Office M-F 9:00 a.m.– 4:30 p.m. or contact an RPAC committee member to arrange a pick-up. For more information, see flyer on page 6.



**September is Realtor Safety Month. Check out  
NAR Website and our newsletter for great  
Realtor Safety Tips and Information!**



**Jeremy High**  
Mortgage Consultant | NMLS# 5850627  
260.999.7619  
260.240.4797  
jhigh@bawfg.com  
www.bawfg.com/jhigh  
10514 Coldwater Rd, Fort Wayne, IN 46825 | Fax: 260.366.4904

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®!!**



**Steve Hostetter**  
BRANCH MANAGER  
NMLS# 8454468  
260.403.8642  
shostetter@bawfg.com  
www.bawfg.com/shostetter

**Bailey & Wood**  
MORTGAGE LENDER  
NMLS# 60338

265 Duessenberg Dr, Auburn, IN 46706  
10514 Coldwater Rd, Fort Wayne, IN 46845  
O: 260.570.4114  
F: 260.344.2838



**Abbie Hood, Owner**  
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www.assurancecompany.com  
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**Visit our website at:  
[www.neindianarealtors.com](http://www.neindianarealtors.com)**

## **RPAC MOMENT**

Please think about what you and/or your office would like to contribute for the silent and live auctions. Here is another item we have received. Keep sending your donations in. It is going to be a great auction!!

**WE ARE TAKING  
DONATIONS AND PLANNING  
THE EVENT FOR SEPTEMBER  
16!!  
SEE THE FLYER ON THE NEXT  
PAGE WITH ALL OF THE  
DETAILS!**



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  
Patty Suetter 260-302-1899  
Kay Kunce, 260-316-1422

Shala Cook-Hoover, 260-463-1111  
Dani Rittermeyer, 260-499-1334  
Kelly Grimes, 260-318-1770

Keith Forbes, 260-318-2788  
The Board Office 260-347-1593

Thank you!!





Northeastern Indiana Association of REALTORS®

# 2021 RPAC FUNDRAISER & AUCTION

**AWESOME  
DOOR PRIZES**



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.

**Thursday, Sept. 16**  
**11 AM – 1 PM**

**The Woods, Too**

6500 S 1170 E | Hudson, IN 46747

**RSVP BY SEPT. 10**

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

EVENT PARTNERS



Farmers State Bank





**LEADERSHIP SUMMIT  
2021  
AUGUST 23 & 24**

**PRESIDENT-ELECT  
MARK HANSBARGER  
REALTY PRO  
HANSBARGER REALTY**



**CONGRATULATIONS  
MARK!**

***If you see Mark, make sure  
to wish him well as he assumes his  
new role as 2022 President of NEIAOR!***







***Congratulations Dani Rittermeyer!***

***Dani has been selected as your 2021 NEIAOR realtor  
of the year!***

***Dani will be recognized at IAR's Stakeholder's Meeting awards  
Lunch on Monday September 20 at 12:00 Noon.***

## Registration is open!

Have you signed up yet? Don't miss out on this year's stakeholders meeting! In person downtown Indianapolis for one day only. Monday September 16. Check your emails for the registration and schedule information.



### 2021 INDIANA REALTOR® STAKEHOLDER MEETING

In-person & One Day Only Monday, September 20 Downtown Indianapolis

Register Now at [IndianaRealtors.com](https://indianarealtors.com)

**7 AM** **Yoga** Never miss a Monday! Set the tone for the week ahead by joining **Katie Carlson** for an early morning workout. Yoga offers physical and mental health benefits for people of all ages and abilities. In other words, each attendee is welcome. No experience needed.

**8:30 AM** **Registration** Check in, grab a bite from the continental breakfast, and catch up with fellow REALTORS® from around the state.

**9:05 AM** **Welcome & Ice Breaker** 2021 President **Roger Landy** will recap 2020 activities since the last time we gathered in person and lead us in a fun networking activity.

**10 AM** **Would You Pass the Test?** Pulitzer Prize winner and No. 1 bestselling author **Bill Dedman** developed the methodology and was a lead reporter on America's three-year investigation *Long Island Sound* and its documentary film *Testing the Divide*, which are raising awareness of illegal steering by real estate agents. Dedman will walk us through the investigation from start to finish, answering the following questions: How were the tests conducted? What were the major findings? How do you avoid steering? Can agents talk about schools? How do you ensure fair treatment?

**11:15 AM** **NAR's ACT! Fair Housing Plan** **Alexis Smokler**, Senior Policy Representative for Fair Housing, will discuss NAR's ACT! Fair Housing Action Plan, which emphasizes Accountability, Culture Change, and Training to advance fair housing in the industry. Smokler will give us a peek into FairHaven, NAR's new online fair housing training, and discuss other fair housing resources available to members, associations, and brokers.

**Program Leaders**



**12 PM** **Awards Luncheon** Refuel for the afternoon and celebrate those Realtors who go above and beyond in the real estate industry. Find out who takes the baton from Columbus' **Randy Schmidt** and suite away as the 2021 Indiana REALTOR® of the Year. Also find out who will receive the prestigious Distinguished Service Award like 2020 President **Bruce Bright** did last year for his decades of volunteerism at the local, state, and national levels and within his community.

**1:45 PM** **Membership & Market Trends** America is now in a pressure cooker when it comes to our home lives, our work lives, and trying to stay healthy. The housing market has roared over the last year. Buyers have struggled to find the perfect home and found creative ways to enter the market. Demographics have shifted and many potential buyers have been left out. Where is the housing market now and where does it go from here? Dr. **Jessica Lantz** will explain. She is the Vice President of Demographics and Behavioral Insights at the National Association of REALTORS®.

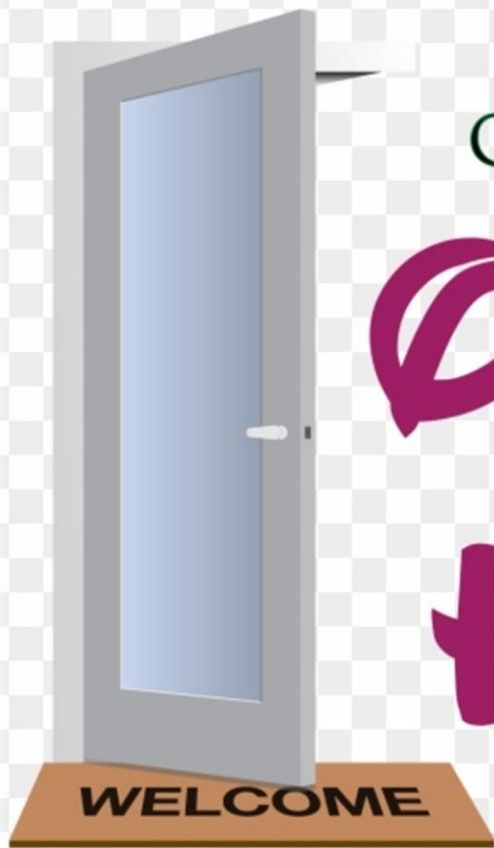
**2:45 PM** **Powered Productivity: Super Tools to Get Stuff Done** Exasperated by email? Fed up about passwords? Tired of tedious tasks? You're not alone. Join "your nerdy best friend", aka author **Beth Ziesonis** or Beth 2 for a research-based look at common productivity problems, followed by the technology to solve them. Discover how to use free and bargain technology tools you never knew existed to work more efficiently with your team, get organized and finally get stuff done.

**4:15 PM** **Closing** 2021 President **Roger Landy** will bring us back together to review the day and prepare for tomorrow, sharing the "Two Minute Rule for Having a Great Day."

**2020 Award Honorees & Program Leaders**







COME ON IN

OPEN  
HOUSE



**Agent:** Don Wise

**Firm:** Coldwell Banker Real Estate Group

**Home Address:** 3108 N. Bayview  
Docksiders Condominium Community

**Date:** September 2, 2021

**Time:** 5:00 – 7:30



## **CODE OF ETHICS INFORMATION** **THE CLOCK IS TICKING!**

As a reminder, the current Code of Ethics (COE) cycle that began January 1, 2019, ends December 31, 2021. Here is a list of approved courses RECP has offered and meet the COE curriculum requirements:

- a. 2021 Role of the Grievance Committee & Citation Panels
- b. 2021 Professional Standards Hearing Panel Training
- c. 2020 Professional Standards Education Seminar
- d. 2019 Professional Standards Workshop
- e. Benefits of Dispute Resolution
- f. Cracking the Code
- g. Where Fair Housing Meets the Code of Ethics
- h. Not Just Another Code of Ethics

### **Upcoming classes still available at Upstar:**

#### **COE at UPSTAR:**

September 22<sup>nd</sup> 1:00-4:00

October 19<sup>th</sup> 1:00-4:00

November 16<sup>th</sup> 1:00-4:00

#### **30-Hour Post:**

October 6, 13, 20, 28

8:00-5:00 except on last day from 8:00-3:00

#### **90-Hour Pre-Licensing Course:**

October 11-November

**ASSURANCE  
TITLE  
COMPANY**  
ATC



The following list of words used in listingdiv were taken from the NAR.REALTOR site.

### **LISTINGDIV FAIR HOUSING WORD LIST**

Able Bodied	Impaired
Adult	Independent Living
Adult Living	Indian
African	Integrated
Aids	Jew
Alcoholics	Jewish
Asian	Jews
Bachelor	Latino
Blacks	Lesbians
Board Approval	Married
Catholic	Membership
Caucasian	Mentally Handicapped
Chicano	Mexican-American
Children	Mormon
Chinese	Mosque
Christian	Nationality
Christians	Newlyweds
Church	Older Person
Crippled	Physically Fit
Deaf	Racial
Drinkers	Religion
Employed	Religious
Empty Nesters	Singles
Ethnic	Spanish
Exclusive Neighborhood	Synagogue
Felons	Temple
Gays	Unemployed
Handicapped	White Only
Healthy	
Heterosexuals	



**As a reminder, Black Knight MLS Customer Care will be closed on Monday, September 6, 2021 in observance of Labor Day. Normal business hours will resume on Tuesday, September 7<sup>th</sup>.**





## Paragon Training Webinars for September 2021

We are excited to be able to bring you free training webinars this September! We have a few rescheduled webinars from tech issues in August. Click the "Register!" link to sign up.

### **Searches** *(Rescheduled)*

**Wednesday, September 1st | 1 p.m. CT | [Register!](#)**

### **Results & Distribution** *(Rescheduled)*

**Thursday, September 2nd | 1 p.m. CT | [Register!](#)**

### **Preference Wizard** *(Rescheduled)*

**Wednesday, September 8th | 1 p.m. CT | [Register!](#)**

### **Paragon Connect** *(Rescheduled)*

**Thursday, September 9th | 1 p.m. CT | [Register!](#)**

### **Collab Center - Prospect Setup**

**Monday, September 13th | 1 p.m. CT | [Register!](#)**

### **CMA Presentation Packet**

**Monday, September 20th | 1 p.m. CT | [Register!](#)**

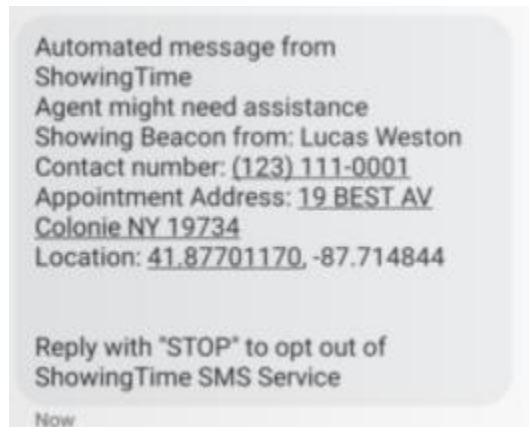
### **CMA Preference Wizard**

**Wednesday, September 22nd | 1 p.m. CT | [Register!](#)**

Showing Time has rolled out Showing Beacon®, an easy to use safety feature, that is designed to give agents peace of mind while at a showing or meeting. Showing Beacon is designed to send an automated alert to the agent's contact should the agent need assistance.

This feature is available at no extra charge in the ShowingTime mobile app (must have latest version of the app), ShowingTime for the MLS, ShowingTime Appointment Center and ShowingTime Front Desk users.

Example of "Alert Text" message - Agent must enter a Contact who will receive the text alert. For set up instructions - See Attached



**Help & Training Article:** <https://showingtimemls.uservoice.com/knowledgebase/articles/1940509-showing-beacon>

**Showing Beacon Video:** <https://vimeo.com/462146788>

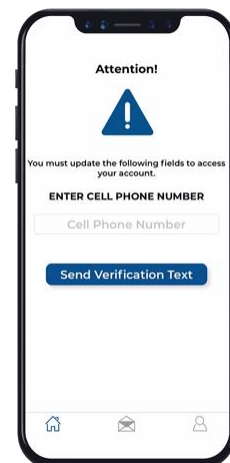
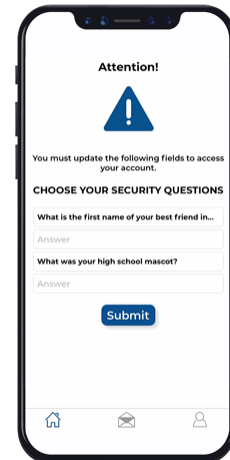


## Dear SentriLock Customer:

Protecting your data is extremely important to us. That's why, effective Wednesday, September 1, 2021, we're implementing an extra layer of security to the SentriKey® Real Estate website and SentriKey® Real Estate mobile app with the addition of account security questions and cell phone verification.

Security questions will offer a secure validation of your account, in addition to your PIN. You will select from 10 predetermined questions and enter your personalized answers. Once those answers are saved, a cell phone verification prompt will be activated.

Customer Support will use these questions to validate your identity if you cannot remember your PIN or password. This will provide you with a faster, more efficient experience and eliminate the need for a PIN/Password reset email.





## Security Questions & Cell Phone Verification Process

### If you are a current customer, you will:

1. Receive a pop-up screen prompting you to make a selection on the SentiKey® Real Estate website or in the SentiKey® Real Estate mobile app.
2. Answer two questions from the predetermined list.
3. Be prompted to verify your cell phone number. *Note:* If your account features a verified cell phone, this step is omitted.
4. Receive a cell phone verification prompt. If your cell phone isn't verified, your security questions will not be saved.

### If you are a new customer, you will:

1. Select and answer two questions from the predetermined list as part of your initial account activation.
2. Receive a cell phone verification prompt once you successfully activate your account.

If you have any questions, call our Customer Support team at 513-618-5800 or email the team at [support@sentrilock.com](mailto:support@sentrilock.com).

