

In the Know....

September 8, 2021

Northeastern Indiana Association of
Realtors BOD and MLS BOD Leadership

2021 EXECUTIVE BOARD OF DIRECTORS

Dani Rittermeyer, President

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Mike Patka, Past-President

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Mark Hansbarger, Incoming President

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260-316-3192

Dawn Miller, Secretary/Treasurer

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

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Patty Seutter

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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:

"I can't change the direction of the wind, but I can adjust my sails to always reach my destination."

-Jimmy Dean

MARK YOUR CALENDARS

- September 9 –** BOD Meeting – 9:00 a.m. Board Office
- September 15 -** New Member Orientation Via Zoom thru Upstar
- September 16 –** RPAC Auction –
Where: The Woods Too
6500 S. 1170 E. Hudson, IN
RSVP at niaor1@mchsi.com or 260-347-1593
For more information see flyer on page 5
- September 20 -** 2021 Indiana Realtor Stakeholder Meeting Via Zoom. Time: TBD
Updates will be posted as they become available.



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

MEMBER NEWS:

IAR STAKEHOLDERS MEETING ON SEPTEMBER 20 HAS BEEN MOVED FROM IN-PERSON TO ZOOM FORMAT. WATCH FOR MORE DETAILS AS THEY BECOME AVAILABLE.

+++++

New NEIAOR Member Benefit!

Check out our new Agent Open House page. (This week's sample addition is on page 11.)

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.

New Member Orientation:

Please be looking for an email from Ashley at Upstar on upcoming new member orientation classes that are being offered on Sept. 15 and Dec. 16. You will be receiving an email if you still need to take the class.



<https://www.dignitymemorial.com/obituaries/fremont-in/stanley-kunce-10327553>

We would like to extend our sympathy to Kay Kuncé (Coldwell Banker Real Estate Group) and her family in the recent loss of Kay's Father-in-Law Stanley "Bud" Kuncé.



Jeremy High
Mortgage Consultant | NMLS# 506027
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260.240.4797
jhigh@bawfg.com
www.bawfg.com/jhigh
10514 Coldwater Rd, Fort Wayne, IN 46825 | Fax: 260.366.4904

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NMLS# 586065


3 RIVERS  NMLS# 556303

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



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www.bawfg.com/shostetter

Bailey & Wood
MORTGAGE LENDER
NMLS# 42334
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10514 Coldwater Rd, Fort Wayne, IN 46845
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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 FOR
SEPTEMBER 16th!
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

EVENT PARTNERS



Farmers State Bank



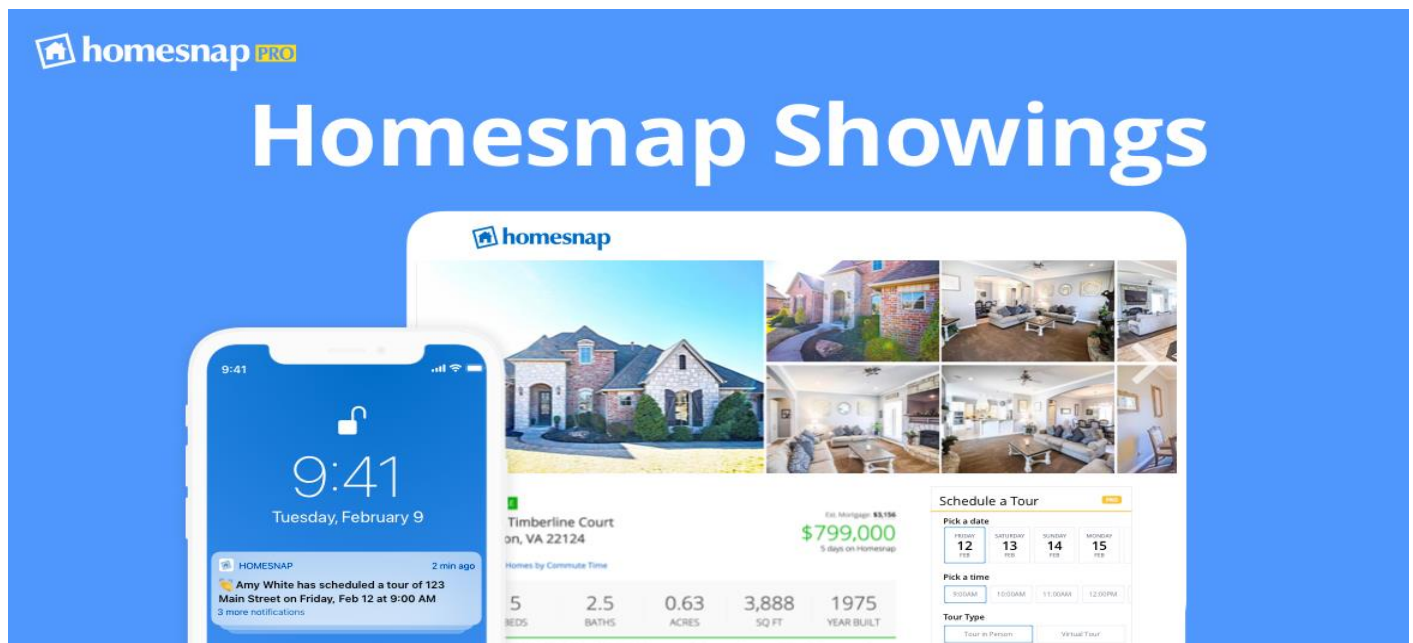
[Click here to view it online](#)



Webinar Announcement with Homesnap

Let the Showings Begin!

An Exclusive Pre-Launch Look at Homesnap Showings



Built for the productive agent, Homesnap Showings is packed with astonishing features to help you be more valuable to clients, efficiently manage showings for multiple listings, easily control approvals, and so much more through a simple intuitive design.

Join Lou Mintzer, Homesnap SVP of Product Development, Lynn Matthyse, Homesnap Director of Product Management, and Allison Varnes, Homesnap Product Manager, for an exclusive pre-launch demo to explore how hundreds of hours of agent interviews helped Homesnap build the most industry and agent-friendly tool for showings management.

Register for this webinar on Sept 15 at 11 am PST/2 pm EST by clicking on the button below.

[Reserve Your Spot Now!](#)

CENTER FOR REALTOR® DEVELOPMENT SEPTEMBER PROMOTIONS



20% OFF
CIPS DESIGNATION
COURSES



20% OFF
MRP CERTIFICATION
COURSE



In September, continue your education with the featured designation [Certified International Property Specialist \(CIPS\)](#) and the featured certification, [Military Relocation Professional \(MRP\)](#). These online courses leading to these official NAR credentials will be on sale for 20% off all month long, so sign up today! To celebrate your continuing education and September Safety Month, the Course of the Month [Real Estate: Safety Matters](#) – is FREE (through September 30). For more information about these informative courses, see the description below.

COURSE OF THE MONTH



Real Estate Safety Matters: Safe Business = Smart Business

Sale Price: **FREE (until September 30)**
(regularly \$29.95)

[Real Estate: Safety Matters](#) is a three-hour online course that teaches real estate professionals to limit risk and increase safety for themselves and their clients. This course will also guide students through data security strategies, including protecting personal and electronic information for real estate professionals and their clients. As a practical resource, this course offers easy-to-remember strategies for responding to threats and attacks and when faced with potentially dangerous situations.

[BUY NOW](#)





INDIANA
ASSOCIATION
OF REALTORS®



Addendum to Purchase Agreement Back-Up Offer

Important Reminder: IAR forms are for IAR members only. We will prosecute any unauthorized user or supplier of the forms to an unauthorized user.

IAR Forms Video Series

[Escalation Clause Addendum \(5:54\)](#)

[As-Is Addendum \(3:49\)](#)

[Multiple Offer Notification \(3:40\)](#)

[Mutual Release from Purchase Agreement \(6:18\)](#)

Due to new Covid concerns, the Stakeholder meeting scheduled for Monday September 16 will be moved from a live in-person event to a Zoom format. Check your emails for the registration, schedule and zoom link information.



2021 INDIANA REALTOR® STAKEHOLDER MEETING

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

Register Now at 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






Katie Carlson
Roger Landy
Bill Dedman
Alexis Smokler



2021 INDIANA REALTOR® STAKEHOLDER MEETING

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

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 Z 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

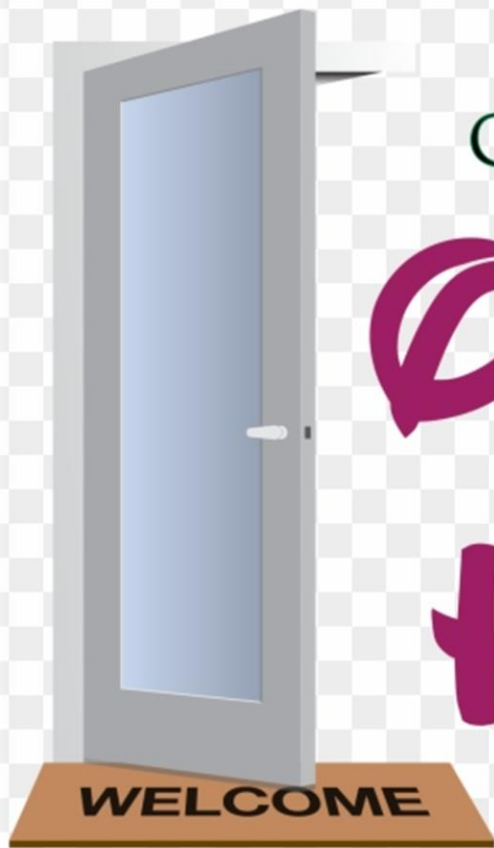
2021 President **Roger Landy** will bring us back together to review the day and prepare for tomorrow, sharing the "Two Minute Rule for Having a Great Day."

2020 Award Honorees & Program Leaders






Randy Schmidt
Bruce Bright
Dr. Jessica Lantz
Beth Ziesonis



COME ON IN

OPEN
HOUSE



Agent: John Smith

Firm: XYZ Realty

Home Address: 123 Home Drive

Date: Today

Time: Now



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 22nd 1:00-4:00

October 19th 1:00-4:00

November 16th 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

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We have a quick update to share. There will soon be a new face in the top spot at your state association. The search committee has finalized its work and selected **Mark Fisher** as the next Chief Executive Officer of the Indiana Association of REALTORS®.

Fisher comes to the association from the Indy Chamber where he served as Chief Policy Officer since 2012. Before that, Fisher led Develop Indy, the local economic development corporation, through its merger with the Chamber and oversaw business development for The Hagerman Group, a construction company headquartered in Fort Wayne with offices in Fishers and Louisville, Kentucky.



Mark Fisher

317-408-7822 call/text
mfisher@indianarealtors.com

Fisher takes over September 7 for the retiring Karl Berron, who served in the CEO role since 2007 and previously as Vice President of Government Relations since 1989.

“Realtors work every day to bring people home. But they do so much more than that. Realtors are community builders and problem solvers,” said Mark Fisher. “I am honored to join the Indiana Association of Realtors team and look forward to getting started on the agenda of protecting private property rights and strengthening the fabric of neighborhoods across the state.”

[Read Full Press Release](#)

Join us at the [Stakeholder Meeting](#) in September to meet Mark and officially welcome him aboard.

The Indiana Association of REALTORS® -- We're in business to help *your* business.



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.

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!](#)





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	

