

In the Know....

September, 14 2021

Northeastern Indiana Association of
Realtors BOD and MLS BOD Leadership

2021 EXECUTIVE BOARD OF DIRECTORS

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Dawn Miller, Secretary/Treasurer

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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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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 be changed by what happens to me. But I refuse to be reduced by it."

-Maya Angelou

MARK YOUR CALENDARS

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
****RSVP HAS BEEN EXTENDED UNTIL WEDNESDAY 9/15 AT 5:00 P.M.!!****
For more information see flyer on page 5

September 20 - 2021 Indiana Realtor Stakeholder Meeting Via Zoom.
Time: Morning session – 9:45-11:45
Afternoon session – 12:15-2:30
See flyer on page 6 for full details

September 20 - 2022 nominating committee report will be posted



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

ATTENTION BROKER/OWNERS:

PLEASE RETURN YOUR RECERTIFICATION IRMLS PARTICIPATION AGREEMENT TO THE BOARD OFFICE ASAP!

MEMBER NEWS:

IAR STAKEHOLDERS MEETING ON SEPTEMBER 20 HAS BEEN MOVED FROM IN-PERSON TO ZOOM FORMAT. SEE FLYER ON PAGE 6 FOR MORE DETAILS.

New NEIAOR Member Benefit!

Check out our new Agent Open House page. (This week's sample addition is on page 12.)

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.

SUPRA LOCKBOX INFORMATION:

Check out page 7 for new instructions on Supra Lockbox access

NEW OFFICE/BROKER MEMBER-

Hoosierland Realty LLC

Michael Knepper





Jeremy High
Mortgage Consultant | NMLS# 506027
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
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esmothermon@trfcu.org
NMLS# 586065

3 RIVERS  NMLS# 556303

“Like” us on Facebook

**at Northeastern IN
Association
of REALTORS®!!**



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Bailey & Wood
MORTGAGE LENDER
NMLS# 42334
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10514 Coldwater Rd, Fort Wayne, IN 46845
O: 260.570.4114
F: 260.344.2838



Abbie Hood, Owner
Title Insurance Specialist
abbie@assurancecompany.com

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www.neindianarealtors.com

RPAC MOMENT

The auction is this Thursday! If you still have an auction item, please drop it off at the Board Office or contact an RPAC committee person.

Here is the last item that will be showcased before the auction! Thanks to everyone who donated! It is going to be a great auction!!

**PLEASE DROP OFF YOUR
DONATIONS AT THE BOARD
OFFICE OR CONTACT A
COMMITTEE MEMBER!**



**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

REALTOR PARTY

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

Beacon
TITLE COMPANY

HORIZON
BANK

FSB
Farmers State Bank

RUOFF
HOME MORTGAGE

Join us at the RPAC Auction and enjoy a free lunch and enter to win one of our awesome door prizes!

A big THANKS to our Sponsors:

Beacon C. Union

Horizon Bank

Farmers State Bank

Assurance Title

Ruoff Mortgage

The 2021 RPAC auction is this Thursday 9/16/21!

Keep your RSVP's coming! Reservation time has been extended!

Contact the Board office at 260-347-1593 or niaor1@mchsi.com.

We can't wait to see you there!



2021 INDIANA REALTOR® STAKEHOLDER MEETING

Monday, September 20 | Online via Zoom Meetings

Morning Sessions, 9:45 – 11:45 am ET

Welcome

Roger Lundy, 2021 IAR President

Would You Pass the Test? Lessons Learned from *Long Island Divided*

Bill Dedman, Pulitzer Prize winner and No. 1 bestselling author

NAR's ACT! Fair Housing Plan

Alexia Smokler, Senior Policy Representative for Fair Housing, National Association of REALTORS®

Indiana REALTOR® of the Year Announcement

Bernice Helman, Recognition Committee Chair and 2020 IAR President

Afternoon Sessions, 12:15 – 2:30 pm ET

Powered Productivity: *Super Tech Tools to Get Stuff Done*

Beth Z., Your Nerdy Best Friend

Membership & Market Trends

Dr. Jessica Lautz, Vice President of Demographics and Behavioral Insights, National Association of REALTORS®

Closing

Roger Lundy, 2021 IAR President



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

Non-Member Supra Lockbox Access Quick Start Instructions

Quick Start Instructions for Non Member Access

Update 9/9/21

One-Time Only: Install eKEY App and Setup Account

The first time an ECBOR MLS Agent allows a NonMember access to an iBox, the NonMember will receive two text messages; an approval text with setup instructions and a text with a one-time authorization code. As long as the eKey app remains on the Smart Phone, additional authorization codes will not be needed.

Follow the 4 Steps:

1. Select the link in the text message and download the eKEY app to your Smart Phone (Supra eKey).
2. Accept the terms & conditions
3. Set up the account information. The NonMember will be asked to create a 4-digit pin code. The code will be required to access the current iBox and on any future iBox accesses.
4. Enter the authorization code from the text message into eKEY app. One authorization code is issued per Smart Phone setup. If the eKey app is deleted from the Smart Phone, a new authorization code will be required.

Open an iBox BT using your Smartphone

The keys to the property are in the iBox Key container located on the bottom of the box. To Open the iBox, please follow these steps:

1. Confirm the Smart Phone's Bluetooth is turned on.
2. Select the eKey application on Smart Phone.
3. Select Obtain Key and enter the 4-digit Pin code. (Note most Smart Phones will automatically begin to connect while some users may need to select Begin or OK to activate the connection)
4. Turn on the iBox Bluetooth signal by **pressing up on the bottom of the iBox**. A red light will begin flashing on the front of the iBox. (For Smart Phones that requires an adapter, turn on the eKey adapter and point the infrared lens on the adapter to the infrared lens on the front of the iBox)
5. Upon success, press up on the bottom of the iBox to release the key container.
6. Remove the Keys.
7. At the conclusion of the showing, replace the keys in the key container and insert into the iBox.

REALTOR SAFETY TIP

ALWAYS make sure someone knows where you're going and who you plan to meet there – including the client's name and phone number.



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

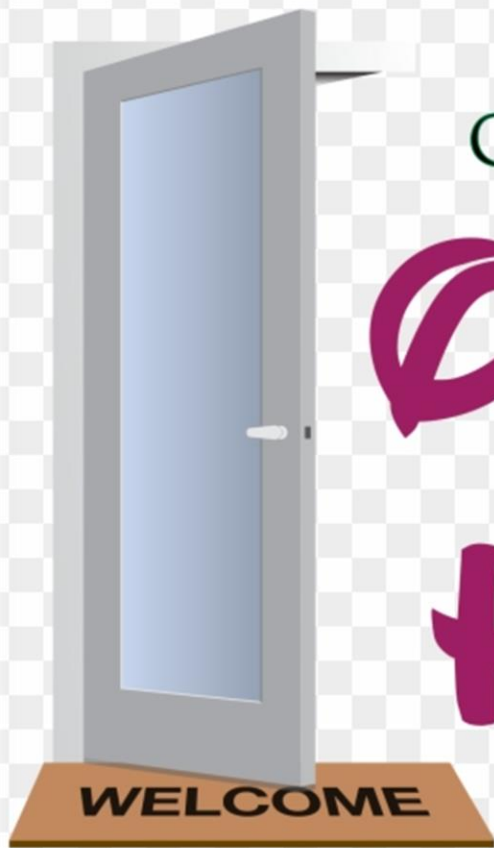
Escalation Clause Addendum (5:54)

As-Is Addendum (3:49)

Multiple Offer Notification (3:40)

Mutual Release from Purchase Agreement (6:18)





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

**ASSURANCE
TITLE
COMPANY**

ATC



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.

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	

