

In the Know....

September 21, 2021

Northeastern Indiana Association of
Realtors BOD and MLS BOD Leadership

2021 EXECUTIVE BOARD OF DIRECTORS

Dani Rittermeyer, President

dani@alwaysre.com

260-499-1334

Mike Patka, Past-President

imbidone@yahoo.com

260-350-8603

Mark Hansbarger, Incoming President

mark@hansbarger.com

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

Mark Hansbarger

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260-316-3192

Becky Maldeney

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260-570-5894

Trent Curtis

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260-350-4477

Shala Cook-Hoover

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260-463-1111

Mike Patka

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260-350-8603

Patty Seutter

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:

"Nothing is impossible. The word itself says 'I'm possible!'"

— Audrey Hepburn

MARK YOUR CALENDARS

- September 21 -** 2022 Report of the Nominating committee in this issue.
- October 4 -** Voting ballots will be emailed.
- October 7 -** MLS BOD meeting – 9:00 a.m. Board Office.
- October 11 -** Annual dues will be emailed this week. Watch your in-box.
- October 14 -** BOD Meeting – 9:00 a.m. Board Office.
- October 21 -** Lunch-n-Learn 11:00 – 1:00
Where: Board Office
Topic: Taxes
RSVP at niaor1@mchsi.com or 260-347-1593
Watch for more details in next weeks newsletter



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

ATTENTION BROKER/OWNERS:

PLEASE EMAIL YOUR COMPLETED RECERTIFICATION IRMLS PARTICIPATION AGREEMENT TO THE BOARD AT [NIAOR1@MCHSI.COM](mailto:niaor1@mchsi.com) ASAP!

MEMBER NEWS:

New NEIAOR Member Benefit!

Check out our new Agent Open House page. (This week's sample addition is on page 14.)

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.

SUPRA LOCKBOX INFORMATION:

Check out page 10 for new instructions on Supra Lockbox access.

REPORT OF THE NOMINATING COMMITTEE:

Get to know your 2022 candidates! Look for the reports on pages 4, 5 and 6

RPAC FUN PAGE 7!

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### **NEW MEMBER-**

Chandler Miller - Hoosierland Realty LLC

### **NEW AFFILIATE MEMBER -**


Jamie Wall - Rural 1<sup>st</sup>






**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**  
260.609.4622  
esmothermon@trfcu.org  
NMLS# 586065


**3 RIVERS**  NMLS# 556303

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



**Steve Hostetter**  
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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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**NORTHEASTERN  
INDIANA  
ASSOCIATION  
OF REALTORS®**

## **Report of the Nominating Committee:**

### **2022 CANDIDATES**

#### **Association Board of Directors**



**President— Mark Hansbarger (Steuben Co.)** - Mark grew up in the resort and rental business at Clear Lake which his family began in 1948. He has been in real estate since 1973 and is broker-owner of Realty PRO Hansbarger Realty in Angola, as a Realtor, Consultant, property manager and developer, building/developing some 80 homes in his lifetime (so far). The company at one time had offices at Clear Lake, Angola, Auburn, and Fort Wayne with over 100 associates. Graduate of Fremont High School ('71), Tri-State University, now Trine ('73), and Ball State University ('75), he has been a member of NAR since 1979; on the NEIAOR board of directors for 12 years, received distinguished service award for 1995-96, served as Secretary and Treasurer multiple times, was elected as NEIAOR President-Elect in 2020, and attended NAR 2021 Leadership Summit. He has served on bylaws committees, is an IRMLS director, and an RPAC contributor. He volunteered and worked with the Muscular Dystrophy Association, Habitat for Humanity; taught Junior Achievement, real estate license law, and attended numerous international training and conventions on residential, multi-family, commercial and industrial real estate, and management, attaining designations, and certifications as a trainer. He was also an auctioneer selling both real estate and personal property. Mark has 3 children, 5 grandchildren; is now married to wife Stella; enjoys photography and travel; is an extra class ham radio operator, a private pilot with his own aerobatic plane; has a commercial drone certification; and he still helps with the family's Clear Lake Resort with guests returning for nearly 70 years.



**President Elect—Dawn Miller (LaGrange Co.)** - Dawn states, it is her honor to currently serve on the NEIAOR Board of Directors as Secretary/Treasurer. She is a Past Realtor of the Year, currently the Chair the RPAC Committee, Co-Chair the RPAC Trustees Committee and Education / Program Committee. Dawn has served as President, President Elect, Secretary / Treasurer, IAR Board of Directors, and several other committees as needed. She has been a REALTOR since 1998. She believes in our association and members. Dawn feels that, serving on this Board is an important commitment and she is willing to continue



**Treasurer / Secretary—Patty Seutter (DeKalb Co.)** - Patty joined our Realtor family in 2017 and is a Broker with Century 21 Bradley. She lives in Waterloo with her husband and 2 little dogs. Patty grew up in Kendallville but is proud to serve all of Indiana for real estate needs. She is a proud mother of 2 and an even prouder Grandmother of one. Patty loves to travel, enjoys camping and attend any event she can for kids she knows. Patty is currently active on the Board of Directors, MLS Board, Election Committee and RPAC Committee. She is active and supports Kendallville Chamber of Commerce and Waterloo Main Street Board. Patty has a strong desire to serve. She is looking forward to continuing to be an active Board member and getting to know our incredible Membership.



**Immediate Past President—Dani Rittermeyer, SRES (LaGrange Co.)** - Dani has been serving the 4 county area as a Realtor since 1998 and as a Broker Owner since 2000. She has always been a REALTOR champion and feels it an honor and duty to help the community she serves as well as the Realtor family, wherever needed. She has served our Association for many years. Dani was elected to President in 2008 and again in 2020. She has served at the state level as Chairman of Technology, and as a member of the Education and Risk Reduction committees. Dani is a 2011 graduate of the Indiana Association Leadership Academy and currently serves on the Professional Standards committee as a trained Mediator. Her goal is to continue to help our members realize increasing value for their membership.



**Report of the Nominating Committee:  
2022 CANDIDATES  
Association Board of Directors**



**Board Seat (1 Year) - Joe Sells (Noble Co)** - Joe was raised in South Milford and attended Prairie Heights High School. He and his wife Kassie have four sons, from age 26 to 4 years old, along with two grandsons. In 1999, he entered the insurance business, which he said was also a great learning opportunity. Later he gained sales and leadership experience with Centennial Wireless and AT&T and then began working on the side as a Realtor/broker with Hosler Realty. He fell in love with the real estate business and transitioned to a full-time Realtor/broker and business partner, acquiring 50 percent of Holser Realty. He and Jennifer Streich share ownership.

**Board Seat ( 4 Years) -Available**

**Board Seat ( 4 Years) -Available**

This is the Report of the Nominating Committee for the 2022 Candidates for the Association and MLS Board of Directors. Additional candidates for the offices to be filled may be placed in nomination by petitions signed by at least twenty (20) percent of the Members eligible to vote. The petition shall be filed with the Chief Staff Executive at least two (2) weeks before the election. The Chief Staff Executive shall send notice of such additional nominations to all Members eligible to vote before the election.



## Report of the Nominating Committee: 2022 CANDIDATES MLS Board of Directors



**MLS Board Seat (4 Years) - Becky Maldeney (DeKalb Co)** - Becky has been licensed since 2003. She worked for Lane Development and Indiana Real Estate before starting her own business, North East Indiana Realty in 2012. She lives in Auburn with her 7 year old daughter, Maggie and her dog-brother, Snickers. When she is not working, she spends time taking care of family, gardening and canoeing/kayaking.



**MLS Board Seat (4 Years) - Jennifer Streich (Noble Co)** - She resides in Noble County calling Kendallville home for many years. She became a Realtor® in 2018 joining the longest established real estate office in Noble County founded in 1938, Hosler Realty Inc. She became Co-Owner in 2020. She is serving on the Association Board of Directors and is looking forward to continuing to be involved with various Realtor boards and learning the impact they have on the real estate industry. She is very grateful to have the opportunity to work alongside so many amazing Realtors in Northeast Indiana and serve on the boards with them while educating herself on the ever-changing real estate market. She finds great importance in being involved in her community and having a pay it forward mindset. She is a part of the Kendallville (EHK) Board and Economic Improvement District (EID) Board.



**MLS Board Seat (3 Years) - Vinnie Crump (Noble Co)** - My name is Vinnie Crump, and I am an Associate Broker with Hosler Realty. I have been a part of the Kendallville Community since 2000, when I was then, newly employed by Courier Corporation. After 14 years of the printing factory setting, and ready to explore new heights, I journeyed into the trailer factory, for a short year or so, until discovering the need for automation. In early 2015, I began assembling automated equipment, along with programming 6-Axis Robots. A love I thought I could never top, until early 2017, when I had the opportunity to finally make my way into Real Estate. It didn't take long to go all-in, and enjoy the amazing parts & beauties of what Real Estate truly has to offer. I have been with Hosler Realty since I obtained my license in 2017, and plan to continue to grow with the company, and be a big part of Real Estate, as long as I am able.

### **MLS Board Seat (1 Year) - Available**

This is the Report of the Nominating Committee for the 2022 Candidates for the Association and MLS Board of Directors. Additional candidates for the offices to be filled may be placed in nomination by petitions signed by at least twenty (20) percent of the Members eligible to vote. The petition shall be filed with the Chief Staff Executive at least two (2) weeks before the election. The Chief Staff Executive shall send notice of such additional nominations to all Members eligible to vote before the election.





Marolyn made  
our day even  
more  
**SPECIAL!!!**



**2021**



*A BIG THANK YOU* to  
everyone for supporting this year's  
RPAC event! We had a great time  
and set another record!!

We raised \$7,445.00!!

We couldn't have done it without  
you, our awesome *members and*  
*affiliates!!!*



**RPAC AUCTION**



## Paragon Training Presents: Collaboration Center Academy

Today we launch our new Certification Program - Collaboration Center Academy!

Collaboration Center Academy goes through all of the ins-and-outs of Paragon's customer-interaction platform. The Academy first guides Paragon users through the Buyer and Seller experience. Then, users will learn how to get their customers set up on Collaboration Center. Finally, users will learn how to set up custom settings in the Collab Center Preference Wizard. A certification is offered at the end of the course.

This course uses the same learning platform as our flagship certification, Paragon Academy. Those with Paragon Academy Certifications obtained in the last three months on the new platform can sign up for this new certification without registering again. Otherwise, those who are interested in Collaboration Center Academy will need to register for an account and then sign up for the Academy using a specific Access Code. The most updated Access Codes are always available on our [Help Site](#).

Paragon Academy is NOT a pre-requisite - anyone can complete the Collaboration Center Academy and receive this certification. It is recommended to have a good understanding of how Searches & Results work within Paragon before completing the Collaboration Center Academy.

Register for the Collaboration Center Academy by [Clicking Here](#). As mentioned before, if you have previously logged into our new learning platform, you can use those credentials to log in and sign up for this new course.

When prompted for an access code, [visit our Help Site to find the most up-to-date code](#).

Happy Learning!

**Black Knight MLS**

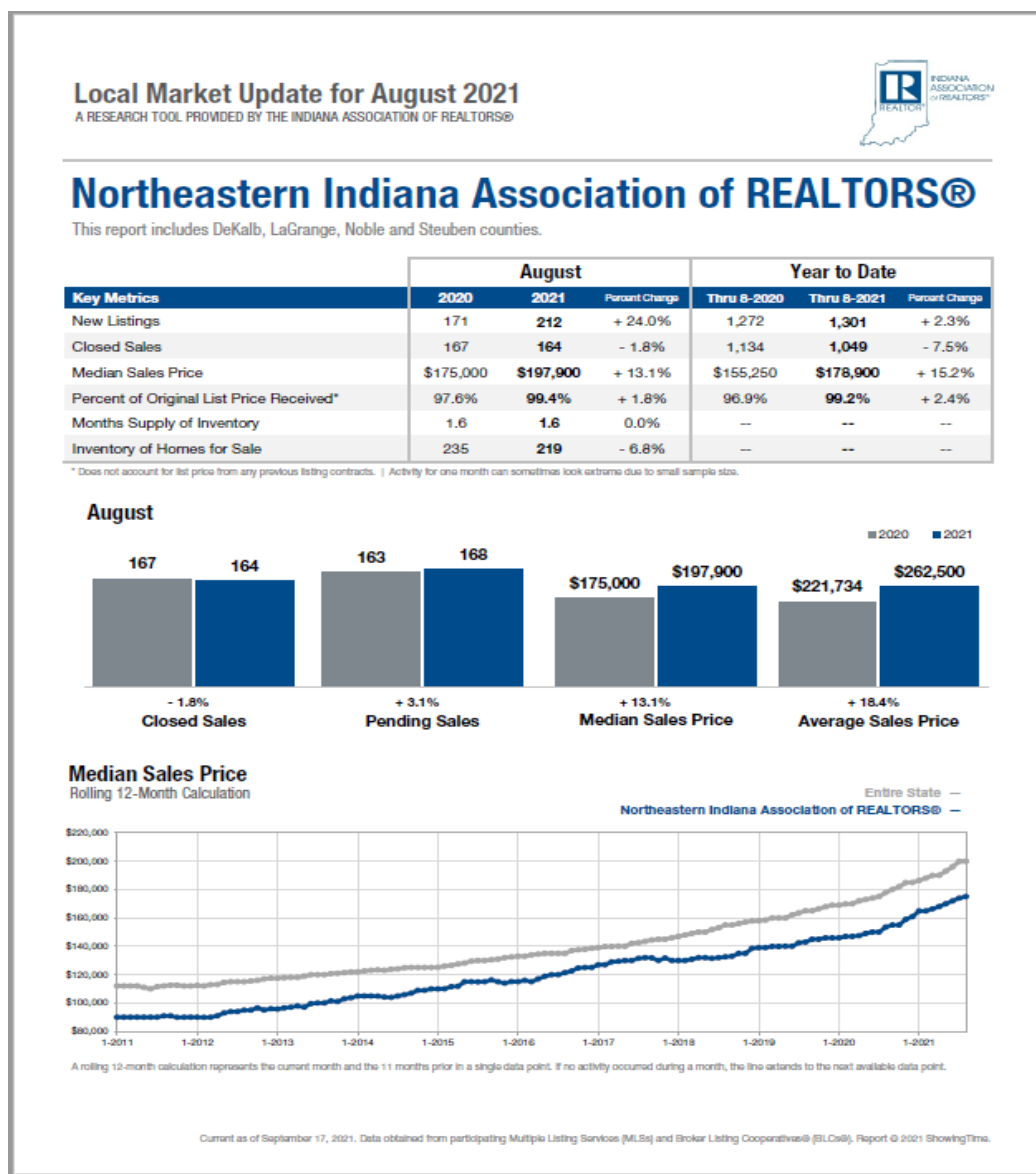
Facebook: [@ParagonMLS](#) || Instagram: [@paragon\\_mls](#)



## Fair Housing Risk: Rejecting Tenants Using Housing Vouchers

Denying rental applicants because they participate in a Section 8 voucher program could lead to a fair housing violation in states and municipalities that protect tenants from discrimination based on their source of income. Open the link below to understand how to use these best practices to ensure you're complying with fair housing laws.

[Fair Housing Risk: Rejecting Tenants Using Housing Vouchers](#)



# 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 TIPS

NATIONAL ASSOCIATION OF REALTORS®  
**REALTOR® SAFETY**

## REALTOR® SAFETY TIPS

- 1 **Always** make sure someone knows where you're going and who you plan to meet there — including the client's name and phone number.
- 2 **Always** schedule first meetings with new clients in the office, verify their identity, and introduce them to a colleague.
- 3 **Always** keep a charged mobile phone with you, whether you're in the office, on the road or at property showings.

For more valuable safety tips, visit [www.REALTOR.org/Safety](http://www.REALTOR.org/Safety)



NATIONAL ASSOCIATION OF REALTORS®  
*The Voice for Real Estate*

RIGHT TOOLS  
RIGHT NOW





**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.

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## COURSE OF THE MONTH

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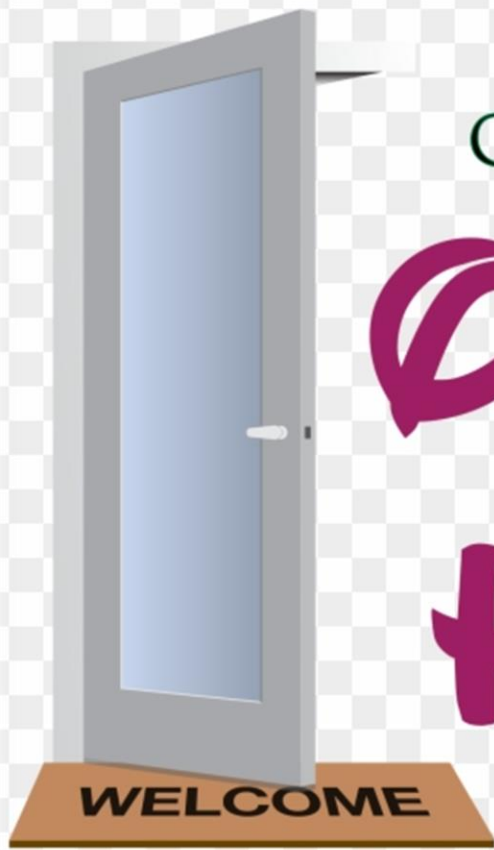
**Real Estate Safety Matters: Safe  
Business = Smart Business**

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](#)





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 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





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          |                      |

