

In the Know....

October 4, 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

mark@hansbarger.com

260-316-3192

Becky Maldeney

beckymaldeney@gmail.com

260-570-5894

Trent Curtis

trent@trentcurtis.com

260-350-4477

Shala Cook-Hoover

shalacook@hotmail.com

260-463-1111

Mike Patka

imbidone@yahoo.com

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:

"When we strive to become better than we are, everything around us becomes better too."

- Paulo Coelho

MARK YOUR CALENDARS

- October 4 – 8** 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
See flyer on page 7.

ATTENTION BROKER/OWNERS:

PLEASE TAKE A FEW MINUTES TO COMPLETE AND EMAIL YOUR IRMLS RECERTIFICATION PARTICIPATION AGREEMENT TO THE BOARD AT NIAOR1@MCHSI.COM. THIS MUST BE COMPLETED TO UPDATE THE IRMLS WITH YOUR CHOICE OF COPYRIGHT PROTECTION. PLEASE COMPLETE ASAP TO INSURE YOUR COPYRIGHT PROTECTION!



MEMBER NEWS:

New NEIAOR Member Benefit!

Agent Open House page.

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.

REPORT OF THE NOMINATING COMMITTEE:

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

CHANGE A
CHILD'S STORY.™



We are happy to announce that we will be resuming our suitcase donations to CASA! What a great way to help the children in our community! See page 8 for more details!

AT HOME WITH DIVERSITY

Consider taking the At Home With Diversity Course to work effectively with and within today's increasingly diverse pool of homebuyers. See more information on pages 9 & 10.

ASSURANCE TITLE COMPANY

October
Happenings



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

BRANCH MANAGER

NMLS# 454468

260.403.8642

shostetter@bawfg.com

www.bawfg.com/shostetter

Bailey & Wood
MORTGAGE LENDER
NMLS# 40334

265 Duessenberg Dr, Auburn, IN 46706
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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support the title needs of the clients we serve.

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Visit our website at:
www.neindianarealtors.com



**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

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Do's and Don'ts for Tax Reporting

Thursday, October 21, 2021

TIME: 11AM - 1PM

NIAOR Office
521 Professional Way
Kendallville, Indiana

LUNCH PROVIDED
Ruoff Mortgage

RSVP

(260) 347-1593 or
niaor1@mchsi.com

LUNCH & LEARN:

Stephen Pierre II, CPA, CVA, CGMA, with Stephen Pierre & Associates, LLC will be presenting the Lunch & Learn program on "Do's and Don'ts for Tax Reporting". He will discuss what can and can't be written off, write-offs that are easily missed, closing gifts vs. contributions, and more. Bring any CPA-related questions you may have to the session.



**NORTHEASTERN
INDIANA
ASSOCIATION
OF REALTORS®**

Event sponsorship and lunch provided by:



**CHANGE A
CHILD'S STORY.™**



CASA

Court Appointed Special Advocates
FOR CHILDREN

NORTHEASTERN INDIANA CASA, INC

CASA PROVIDES A VOICE FOR POWERLESS CHILDREN INVOLVED IN JUDICIAL PROCEEDINGS; ADVOCATES FOR THEIR BEST INTERESTS; AND STRIVES TO IMPROVE THEIR CIRCUMSTANCES AND QUALITY OF LIFE.

We serve in DeKalb, LaGrange, Noble, Steuben, and Whitley counties. Northeastern Indiana CASA is proudly supported by United Way of DeKalb, Noble, Steuben, Whitley, and United Way of Elkhart and LaGrange Counties! Please support your United Ways!



We are happy to announce that we will be resuming our suitcase donations to CASA! What a great way to help the children in our community!

Please drop off your donation at the Board Office any time M-F 9:00 – 5:00 or when you are coming for a Lunch-n-Learn!

Please make sure that when you are making your purchase, it is a child size suitcase not a backpack.



At Home With Diversity®

At Home With Diversity® (AHWD) is an NAR certification program designed to present a picture of the changing face of the real estate industry. Since 1998, the At Home With Diversity® program has prepared over 20,000 REALTORS® to work effectively with and within today's increasingly diverse pool of homebuyers.

The At Home with Diversity® course is a 6 to 7-hour class that can be taken online or in person and addresses the topics of diversity, fair housing, and business planning development. After successfully completing the course, REALTORS® are eligible to apply for the official AHWD certification, which conveys to clients they're working with a dynamic real estate professional with expertise that transcends cultural barriers.

About the Course

The At Home With Diversity® Course teaches REALTORS® how to:

- Assess and understand attributes of diversity in local markets and their impact on the real estate industry
- Understand basic competencies to earn the confidence of potential buyers and sellers, regardless of race, ethnicity, religion, gender, handicaps, familial status, or national origin
- Build a business plan that minimizes risk and successfully services all types of clients

[See the course goals and objectives.](#)

Additional Course Benefits

- Eligibility for the AHWD certification
- Continuing Education credit potential (depending on your state)
- Elective credit toward the ABR®, GRI (depending on your state), and CIPS designations
- The AHWD certification counts as a Task in the C2EX Program

Take the Course

- [In a classroom](#)(link is external)
- [Online](#)(link is external)

Apply for the AHWD Certification

AHWD application requirements:

- Take the AHWD course and pass the final exam, if required*
- Be an active NAR member in good standing
- The [AHWD application fee](#) (link is external), normally priced at \$75 has been discounted to \$40 to REALTORS® as a part of the Right Tools, Right Now Program. Take advantage now through December 31, 2021.

*The exam is required for the online course, and a few states require it for continuing education (CE) credit.

AHWD Certification Benefits

- At Home With Diversity® Certification certificate of achievement
- Updated education records on nar.realtor and NRDS directory listings
- Congratulatory letter from the National Association of REALTORS®
- Exclusive access to At Home With Diversity® marketing tools and resources
- Networking and referral opportunities in the official At Home With Diversity® Certification Holders Facebook group



Diversity

The REALTOR® commitment to diversity and equality is perhaps the strongest in real estate, going even further than the federal Fair Housing Act.



October Paragon Webinars

Our training schedule has picked up with the return to on-site training. We are excited to offer these Paragon Training Webinars during the month of October!

If you want to catch up on other topics, our webinars are recorded and available anytime here:

[Current Recorded Paragon Webinars](#)

Paragon Connect

Friday, October 8th | 1 p.m. CT | [REGISTER >>](#)

Listing Input & Maintenance

Monday, October 11th | 1 p.m. CT | [REGISTER >>](#)

Appraisers & Paragon

Monday, October 18th | 1 p.m. CT | [REGISTER >>](#)

Collab Center - Prospect Experience

Wednesday, October 20th | 1 p.m. CT | [REGISTER >>](#)

Reverse Prospecting

Thursday, October 21st | 1 p.m. CT | [REGISTER >>](#)



INDIANA ASSOCIATION OF REALTORS®

143 W Market St, Ste 100, Indianapolis, IN 46204
(800) 284-0084 | indianarealtors.com



Buyers Exclusive Agency Contract

IAR BOARD OF DIRECTORS ACTION ON FORMS

IAR attorneys have *always* drafted your forms and up until several years ago, when NAR decided to contract with Lone Wolf Technologies (formerly zipLogix™) to provide zipForm® to all REALTORS® nationwide, IAR also provided members with this forms software. NAR's contract expires this year. **IAR Directors last week approved a budget that once again provides zipForm® as an IAR member benefit. The electronic signature product Digital Ink 2.0 and zipForm® Mobile are also included.** Forms content plus forms access is now entirely a function of your state association.

Q2 2021 VIOLATION STATION

Catch up on the sanctions most recently handed out by the Indiana Real Estate Commission (IREC). Understanding these case scenarios will help you stay compliant with license law and keep you in business.

[Q2 2021 IREC Sanctions](#)

Every year in the month of October we have Fire Prevention Week usually in the first full

FIRE PREVENTION WEEK

OCTOBER 3-9, 2021

In a fire, seconds count.

- Practice your home fire drill with all occupants twice a year (visit each room and find two ways out)
- Make sure your home has working smoke alarms
- Teach children how to escape in case you can't help them
- Close doors behind you as you leave — this may slow the spread of smoke and fire
- Once you get outside, stay outside

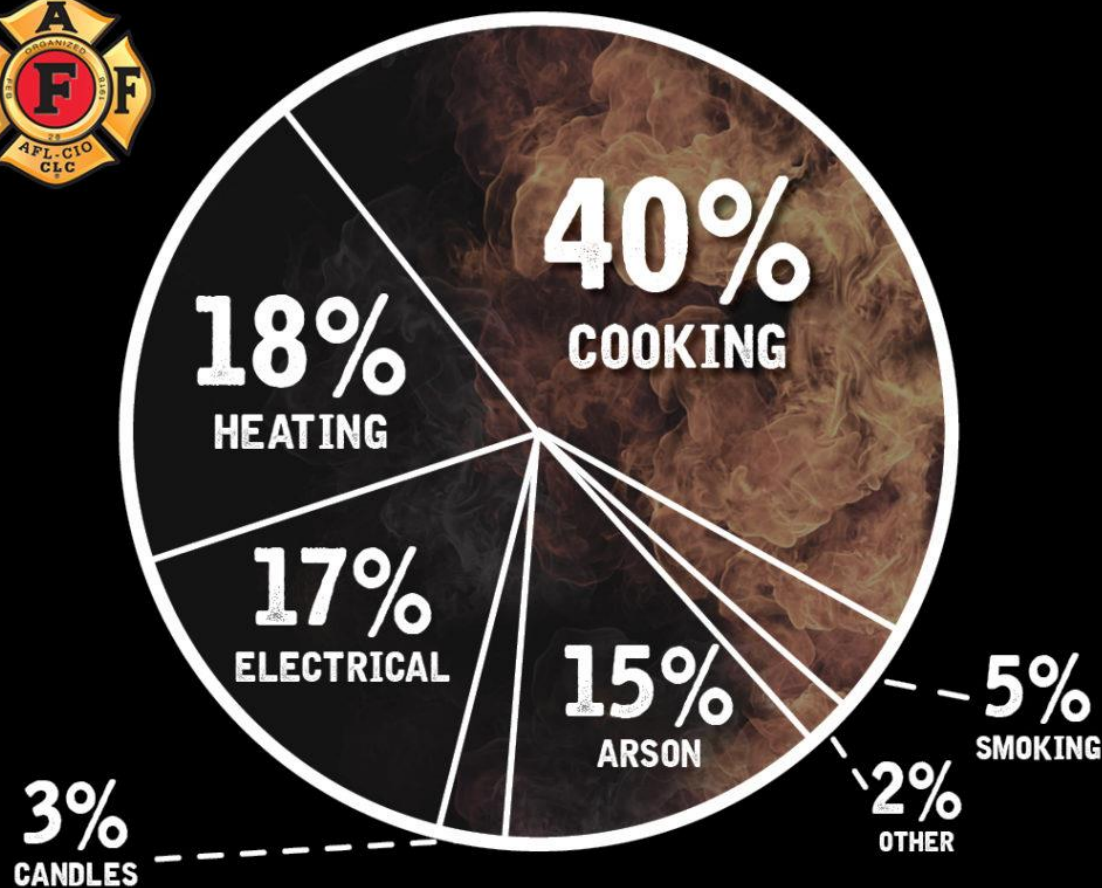
Source: NFPA



week of

the month. During that week most Fire Departments are involved in educating the public through a number of methods and locations. These programs have proven to be effective in reducing civilian fire related deaths. In 1977 there were 7395 deaths and in 2017 that number had dropped to 3400, so we are making progress.

TOP CAUSES OF HOUSE FIRES



A public safety message from the International Association of Fire Fighters

But over the last 15 years that number has remained pretty steady, so what are we missing?

What can we do to bring these numbers down? Obviously, there isn't a simple answer. We know education works so the more areas we can get the message out to, the more effective we will be.

Let's not forget to involve the churches, civic groups, and children service departments, they have the ability to touch families that we might miss. Also, getting materials to hand out to these groups and organizations helps to get the message out.

Last, and most important is smoke detectors, I am shocked at how many homes still don't have working smoke detectors. 70% of fire related deaths occur in homes without a working smoke detector! If your department doesn't have a smoke detector program, consider starting one.



SMOKE ALARMS SAVE LIVES

According to the **National Fire Protection Association**, an average of **1,450 fire deaths** occur every year in homes with missing or non-functioning smoke alarms.



2/3

fire deaths occur in homes with missing or non-functioning smoke alarms.



Use **interconnected smoke alarms** for additional safety and early warning



Low pitch sound, and vibration smoke alarms are available for those who are **hard of hearing**



DO NOT INSTALL near windows, doors, or ducts



NEVER paint smoke alarms

Locations

- Every floor
- Every bedroom
- Outside all sleeping areas
- At least 10 feet from stoves

Smoke Alarms



DID YOU KNOW?

The risk of dying in a home fire is reduced by



50% in homes with working smoke alarms

Test your smoke alarms monthly and replace them if older than 10 years

If you need smoke detectors contact [Indiana State Marshalls Office](#), the [Red Cross](#), or check with some of your local large box stores for donations or discounts. I am sure as a team, we can save lives. I appreciate everything each of you do.

FIRE PREVENTION WEEK

OCTOBER 3-9, 2021

In a fire, seconds count.

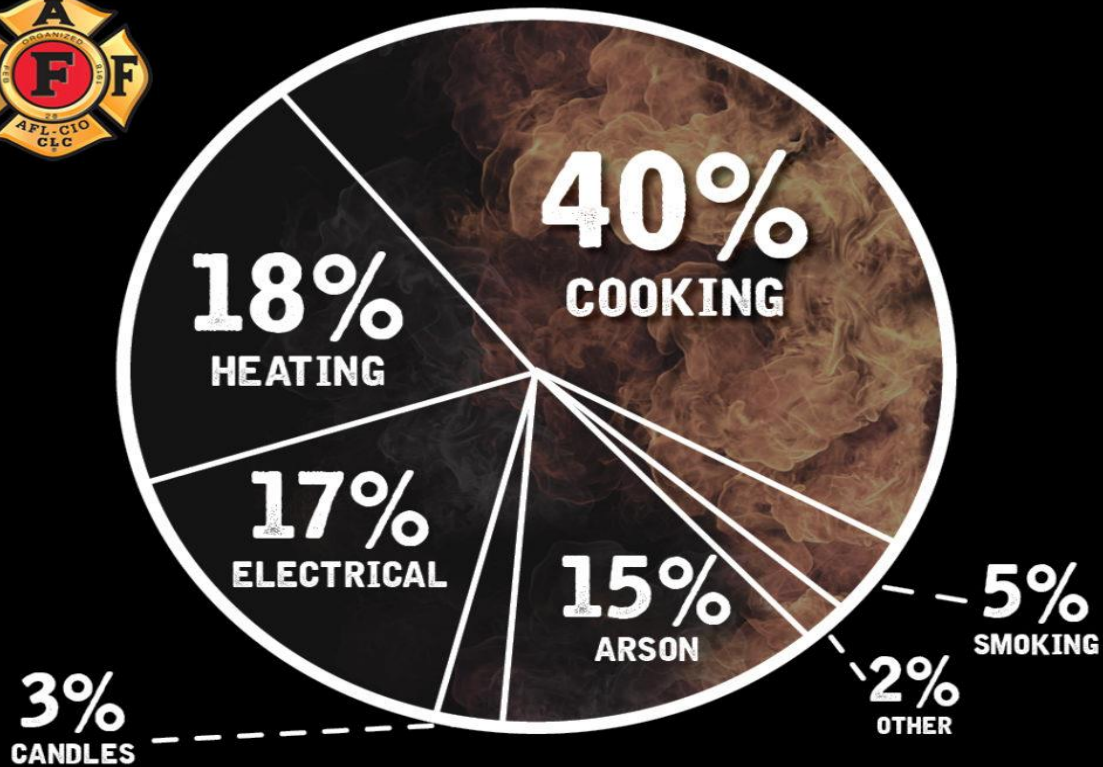
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Source: NFPA



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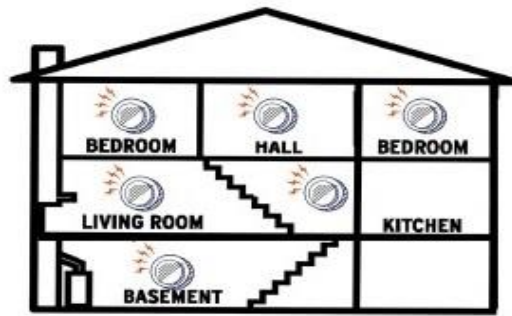


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Locations

Every floor
Every bedroom
Outside all
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At least 10 feet
from stoves

Smoke Alarms



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Test your smoke alarms monthly and replace them if older than 10 years

If you need smoke detectors contact [Indiana State Marshalls Office](#), the [Red Cross](#), or check with some of your local large box stores for donations or discounts. I am sure as a team, we can save lives. I appreciate everything each of you do.

In the event you have a fire, remember [1-800-BOARDUP of Northeast Indiana](#) is ready to help 24/7.

Terry Bradner
Director of Emergency Response
1-800-BoardUp of Northeast Indiana

FIND 1-800-BOARDUP OF NORTHEAST INDIANA

ON OUR WEBSITE AND FACEBOOK

A graphic featuring a blue silhouette of the state of Indiana. A hand is shown pointing to a smoke alarm icon. To the right of the alarm are three red curved lines representing sound waves. The background is a light gray with a faint image of a person's face.

FREE Smoke Alarms!

**GET
ALARMED**

Click for more info!



Get Alarmed Smoke Alarm Program





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:

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



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	

