

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

***October 11, 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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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**

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**2021**

**MLS Board of  
Directors**

Becky Maldeney

Mark Hansbarger

Trent Curtis

Shala Cook-Hoover

Mike Patka

Patty Seutter

QUOTE OF THE WEEK:

*A great man is always willing to be little.*

- Ralph Waldo Emerson

**MARK YOUR CALENDARS**

**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](mailto:niaor1@mchsi.com) or 260-347-1593  
See flyer on page 4.

**ATTENTION BROKER/OWNERS:**

**PLEASE TAKE A FEW MINUTES TO COMPLETE AND EMAIL YOUR IRMLS RECERTIFICATION PARTICIPATION AGREEMENT TO THE BOARD AT [NIAOR1@MCHSI.COM](mailto: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.

### VOTING BALLOTS

Voting ballots were emailed on Friday 10/8/21. Your vote matters!! Voting ends at 4:30 on Friday 10/15/21. Thank you for your vote!

\*\*\*\*\*

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 5 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 6 & 7.

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# ASSURANCE TITLE COMPANY

October  
Happenings



Jeremy High

Mortgage Consultant | NMLS# 550627

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

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Bailey & Wood  
MORTGAGE LENDER

265 Duessenberg Dr, Auburn, IN 46706  
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O: 260.570.4114  
F: 260.344.2838



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

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Through integrity and trust, we will continue to  
support the title needs of the clients we serve.

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www.assurancetitlecompany.com

Now taking orders online!

Visit our website at:  
[www.neindianarealtors.com](http://www.neindianarealtors.com)





# **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](mailto: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](#)

### 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](http://indianarealtors.com)



**In 2022, the following forms access products will be part of your IAR membership regardless of whether you are a primary or secondary member with us:**

- **zipForm® Plus** – transaction management and document storage software
- **zipLogix Digital Ink®** – electronic signature solution
- **zipForm® Mobile** – manage transactions on-the-go

We want to clear up any confusion that may have been caused by a message in your zipForm® Plus account. Here is some history:

**IAR attorneys have ALWAYS drafted your Indiana forms.** And up until several years ago, when NAR decided to contract with Lone Wolf Technologies (formerly zipLogix™) to provide zipForm® Plus to all members nationwide, IAR provided its members with this transaction management and document storage software. The NAR contract expires at the end of 2021. NAR is not renewing the contract. IAR Directors decided to pick up this contract and once again provide zipForm® Plus as an IAR member benefit. This is not true in every state. IAR Directors also included Digital Ink® and zipForm® Mobile.

**Bottom line: Forms content plus forms access is entirely a function of your state association in 2022.** Just click the 'x' in the upper right corner of the screen in your zipForm® Plus account and do not pay for the products above.

If you paid for any of the products above, please call Lone Wolf at 1-800-383-9805 to request a refund.



 **IAR Legal Hotline**  
**Save Money, Reduce Risk.**

**1-800-444-5472**  
**Mon – Fri; 9am – 5pm ET**

**Available to Managing Brokers  
and Designated Agents**

**Calls are answered in the order they are received, usually by phone,  
and within 24 hours.**

Need new appliances for your home? Check out the GE Appliance Store. Another great NAR Member Benefit! Get quality appliances and save!



[GE Appliances Store \(nar.realtor\)](http://nar.realtor/geappliancesstore)



#### ***REALTOR BENEFITS® PROGRAM OFFER***

#### **Fall into Savings With GE Appliances**

Receive free delivery on orders over \$299 and additional savings on select appliances through Oct. 20 at the GE Appliances Store. Plus, register today to get a link to share discounts with your clients, friends, and family.

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## **Did you know? MLS Rules FAQ**



### **Use of Marketing in Remarks Field:**

It is the policy of the MLS that the Listing Remarks Section in the MLS system must only be used for information that is descriptive and relevant to an accurate description of the listed property. The MLS does not permit the placement of any contact information including listing agent, broker name, phone number, company names, email addresses, web addresses, or other information of this nature that does not serve to describe the listed property is a violation. Any violation of this policy shall be considered a violation of the MLS Rules and IDX Policies.



## **EARN YOUR REAL ESTATE LICENSE HOW YOU WANT!**

**Evening | Virtual | OnDemand | Accelerated**

### **15-Day Accelerated Prelicensing Course**

This course is offered daytime live at RECP Indianapolis classroom

**Oct 12-Nov 1, 2021 (Live Indpls)**

**Nov 2-22, 2021 (Live Indpls)**

**Nov 30-Dec 20, 2021 (Live Indpls)**

**Classes are weekdays, Monday through Friday**

**8:30 am to 3:30 pm**

**[REGISTER HERE](#)**

# 10-Week ZOOM Prelicensing Course

This course is offered virtually on ZOOM three evenings per week

Jan 24-Mar 31, 2022 (ZOOM)

Classes are Mon, Tues & Thurs

6 pm to 9 pm

**[REGISTER HERE](#)**

## Online/OnDemand Prelicensing Course

This course allows you to complete modules online, on your own and at your own pace.

**[REGISTER HERE](#)**

*Online/OnDemand option must be completed within one year of purchase.*

**Call or email with questions:**

**1-800-742-4067 | [info@recp.org](mailto:info@recp.org)**







## *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 19<sup>th</sup> 1:00-4:00

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

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

October 13, 20, 28

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



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	

