In the Know....

March 16, 2022

Northeastern Indiana Association of Realtors BOD and MLS BOD Leadership

2022 EXECUTIVE BOARD OF DIRECTORS

Mark Hansbarger, President

mark@hansbarger.com

260-316-3192

Dani Rittermeyer, Immediate Past-President

dani@alwaysre.com

260-499-1334

Dawn Miller, Incoming President

4dawnmiller@gmail.com

260-367-1778

Patty Seutter, Secretary/Treasurer

pattys@c21bradley.com

260-302-1899

For Association or MLS comments, concerns, or complaints, please contact one of your BOD members. They will be happy to assist you.

2022 MLS BOARD OF DIRECTORS

Dani Rittermeyer-President dani@alwaysre.com

260-499-1334

Trent Curtis -Vice President trent@trentcurtis.com

260-350-4477

Shala Cook-Hoover-Secretary

shalacook@hotmail.com

260-463-1111

Becky Maldeney

beckymaldeney@gmail.com

260-570-5894

Mark Hansbarger

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260-316-3192

Patty Seutter

pattys@c21bradley.com

260-302-1899

Jennifer Streich

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260-302-5200

Vinnie Crump

vincecrump1@gmail.com

260-318-4990

Michele Guin

micguin@aol.com

260-579-7316



Board of Directors

Trent Curtis
Kay Kunce
Keith Forbes
Jennifer Streich
Joe Sells
Matt Stezowski

2022

MLS Board of Directors

Becky Maldeney Mark Hansbarger Trent Curtis Shala Cook-Hoover Patty Seutter Dani Rittermeyer Jennifer Streich Vinnie Crump Michele Guin

QUOTE OF THE WEEK:

Remember that sometimes not getting what you want is a wonderful stroke of luck!

-Unknown

MARK YOUR CALENDARS

March 17 – Lunch-n-Learn 11:00-1:00 at Board Office. See flyer on page 6

March 17 – Happy St. Patrick's Day!

March 21 - Board Office Closed

April 12 & 13 – C/E Class – in person at NEIAOR Board Office. See flyer on page 7.

April 21 – RPAC Auction 11:00 – 1:00 at The Moxie (formerly the Woods Too). See flyer on page 4.



MEMBER NEWS:

C/E Classes:

IN PERSON CLASSES NOW AVAILABLE AT THE BOARD OFFICE!

See flyers on pages 7 & 8 for more details!

RPAC Moment:

We are now accepting donations for the 2022 RPAC Auction. Please drop donations off at the Board Office or to any RPAC Committee Member. See the flyers on page 4 and page 5 for more details!

Retiring-

Mary Malle – Bayside Realty

New Affiliates -

Shawn Landez - Vandyk Mortgage Stephanie Weldy – Interra Credit Union Lori Bolyard – Interra Credit Union Cory Brown – Interra Credit Union Gina Champion – Interra Credit Union

OBITUARY

Joseph Vernard Shively - former local realtor MARCH 23, 1931 – MARCH 12, 2022 Beams Funeral Home



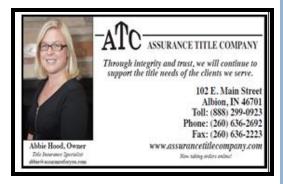






"Like" us on Facebook at Northeastern IN Association of REALTORS®!!





Visit our website at: www.neindianarealtors.com



Thursday April 21

11 AM - 1 PM

The Moxie

Formerly The Woods Too

6500 S 1170 E Hudson, IN RSVP by April 15

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



WHY RPAC

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.

LUNCH PROVIDED BY THE EVENT PARTNERS











Farmers State Bank



TWO AWESOME DOOR PRIZES

RPAC FUNDRAISER AND AUCTION EVENT HAPPENINGS

We are taking donations and planning the event for April 21! Please be thinking about what you and/or your office would like to contribute for the silent and live auctions this year.

Auction items can be dropped off at the Board office or contact an RPAC committee

member and they will be glad to pick them up!





If you like lemons this is your basket!!!

"Squeeze" you at the auction!

Committee Member Contacts:

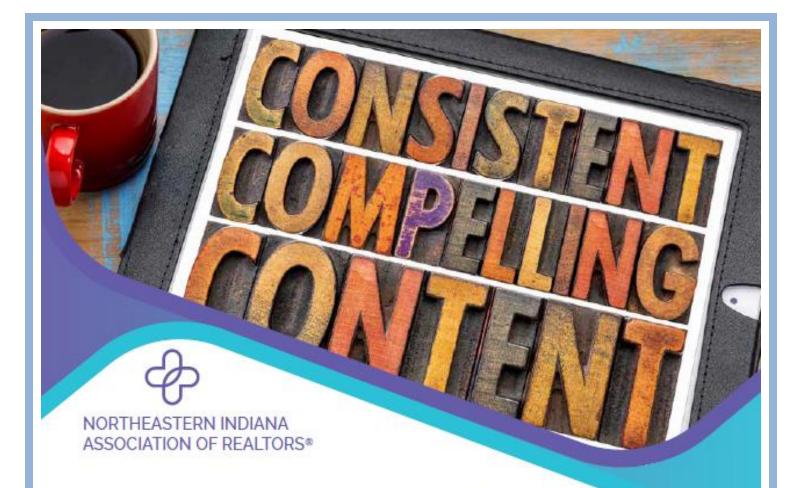
Dawn Miller: 260-367-1778 Cyndi Andrew: 260-466-5757 Kelly Grimes: 260-318-1770

Shala Cook-Hoover: 260-463-1111 Dani Rittermeyer: 260-499-1334

Kay Kunce: 260-316-1422 Keith Forbes: 260-318-2788 Patty Seutter: 260-302-1899 The Board Office: 260-347-1593







Grassroots Marketing

Customizing compelling content for your target audience

Thursday, March 17 11 am—1 pm

NEIAOR Office

521 Professional Way Kendallville, IN

Discussion Topics

- The Client Cycle & How to Win the DAY!
- The Center of Success—Your database referral system at a glance.
- Steps you can take on a daily basis to help improve and continuously grow your business.

Our Speaker

JESSICA MAXWELL

Account Manager Trademark Title



RSVP by phone or email to:

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

LUNCH PROVIDED FREE Courtesy of our event partner



NEIAOR 12HR CE BROKERS & MANAGING BROKERS

REGISTRATION FORM

12-HOUR CE COURSE - FOR BROKERS & MANAGERS

Indiana licensees must complete 12 hours of approved CE by June 30th every year. (Managing Brokers must have 4 of the 12 hours in an approved management course. This two-day course satisfies Indiana's 12-hour CE requirement for both Brokers & Managing Brokers.

Tuesday, April 12, 2022

NEIAOR Office | 521 Professional Way, Kendallville, IN

- ☐ How NOT to Get Sued (4CE) 8 AM −12 PM (Instructors: Joe Mishak & Renee Cox)
- □ Safeguarding You and Your Real Estate Transactions (2CE) 1-3 PM (Instructor: Margaret Sklenar)
- □ Understanding Real Estate and Mortgage Fraud (2CE) 3—5 pm (Instructor: Margaret Sklenar)

Wednesday, April 13, 2022

NEIAOR Office | 521 Professional Way, Kendallville, IN

**Anti-Trust & Fair Housing Case Law Updates and Analysis (4CE) 8 AM—12 PM (Instructor: Matt Hunter) ** This class is for Brokers & Managing Brokers.

CLASS FEES:

Our Best Deal! \$75 package

for Northeast REALTOR® Members!

- Hourly Class Rate:
 - Northeast Members: \$10 per hour
 - REALTORS® from other associations: \$15 per hour
 - All other non-member licensees:
 \$20 per hour
- Package Rate (Includes all 12 hours)
 - REALTORS* from other associations: \$135
 - All other non-member licensees: \$190

Call Ashley Lanning at UPSTAR, (260) 426-4700, for questions regarding continuing education. All classes are held at the Upstate Alliance of REALTORS® (UPSTAR) office or at a specified offsite location. Pre-registration is encouraged for all continuing education programs shown above. You may register with UPSTAR via phone, or submit this form via email, fax, mail or in-person. Checks, cash, or credit cards (Visa & MasterCard) are accepted. Limited seating is available for walk-ins—taken on a first come, first served basis. CANCELLATION POLICY: You must cancel in writing 24 hours in advance to receive a refund.

REGISTRATION AND PAYMENT No reservations will be taken without payment.

REGISTER BY PHONE: Call the UPSTAR office at (260) 426-4700 (MasterCard of Visa Only)

REGISTER VIA THIS FORM: UVISA MASTERCARD CHECK ENCLOSED (Make check payable to UPSTAR)

Submit form via: MAIL: 3403 E. Dupont Rd, Fort Wayne, IN 46825 FAX: (260) 422-9966 or EMAIL: Ashley@UpstarIndiana.com

Name (Please print): _		
		License#:
Phone:	Ema	il:
Company Name:		
Total Payment: \$		Check No. (If paying by check)
CREDIT CARD INFORMAT	ION	
Name on Card:	Accti	t:
Exp:	Billing Zip Code:	Signature:

NEIAOR 12HR CE BROKERS & MANAGING BROKERS

REGISTRATION FORM

12-HOUR CE COURSE - FOR BROKERS & MANAGERS

Indiana licensees must complete 12 hours of approved CE by June 30th every year. (Managing Brokers must have 4 of the 12 hours in an approved management course. This two-day course satisfies Indiana's 12-hour CE requirement for both Brokers & Managing Brokers.

Tuesday, June 7, 2022

NEIAOR Office | 521 Professional Way, Kendallville, IN

- ☐ How NOT to Get Sued (4CE) 8 AM −12 PM (Instructors: Joe Mishak & Renee Cox)
- □ Safeguarding You and Your Real Estate Transactions (2CE) 1-3 PM (Instructor: Margaret Sklenar)
- □ Understanding Real Estate and Mortgage Fraud (2CE) 3−5 pm (Instructor: Margaret Sklenar)

Wednesday, June 8, 2022

NEIAOR Office | 521 Professional Way, Kendallville, IN

**Anti-Trust & Fair Housing Case Law Updates and Analysis (4CE) 8 AM—12 PM (Instructor: Matt Hunter) ** This class is for Brokers & Managing Brokers.

CLASS FEES:

Our Best Deal! \$75 package

for Northeast REALTOR® Members!

- Hourly Class Rate:
 - Northeast Members: \$10 per hour
 - REALTORS® from other associations: \$15 per hour
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 \$20 per hour
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 - All other non-member licensees: \$190

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Submit form via: MAIL: 3403 E. Dupont Rd, Fort Wayne, IN 46825 FAX: (260) 422-9966 or EMAIL: Ashley@UpstarIndiana.com

Name (Please print):			
NRDS#:			License#:
Phone:		_ Email:	
Company Name:			
Total Payment: \$			Check No. (If paying by check)
CREDIT CARD INFORMAT	TION		
Name on Card:		Acct#:	
Ехр:	Billing Zip Code:		Signature:



Introducing Account Toggle

Tired of continually signing in and out of multiple accounts on the SentriKey Real Estate website and app? Those days are gone. We're thrilled to announce our new Account Toggle feature.

We're here to make your life easier through technology and we are excited to announce our new Account Toggle feature available in both the SentriKey Real Estate website and app. If you are a REALTOR® with multiple accounts you can now easily toggle between them – no more signing out, signing back in, trying to remember multiple passwords and trying to remember what is in which account.



It's easy to use this feature. Here's how:

- 1. Sign into your SentriKey® Real Estate account.
- 2. Go to your Account Settings and click on your Profile.
- 3. Your current account that you are actively logged into will be shown and below that will be an "Add Account" option.
- 4. To add existing accounts, select "Add Account" and log into an additional account with those credentials.

- Once you successfully login to the account you'd like to add, a success message will be displayed showing that account has been added to your profile.
- 6. The coordinating information (including all assets for each account lockboxes, listings, account information, message center notifications) will appear after you toggle to your other account, and you can toggle back and forth between accounts within your profile settings.

*Please note that the agent safety feature will not be impacted by this change.

What's App-ening!



What's New?

We are constantly innovating to bring you new and improved features to your SentriKey Real Estate App. Click on the links below to find out about these new features.

- Touch-N-Show®
- Account Toggle
- SentriKey® Real Estate Apple Watch App



Do You Need a Personal Assistant?

We all find ourselves in need of a personal assistant right? Well with SentriKey Showing Service® you have one in your pocket!

SAM, the SentriKey® Assistant for Mobile will help you adjust your busy day on the fly.

SAM™ Features:



- Reschedules showings
- Push notification reminders to leave for your appointment
- Cancel appointments that have gone pending and reschedules remaining appointments in your itinerary



Attention Members who use custom reports/views in Paragon

- Make sure to add the Broker compensation field to your reports
- Update your disclaimer
- Review your fields displayed on your reports. Reports may have inactive fields and outdated disclaimers.

Add the following fields to your custom reports

Add Broker Compensation field to your Reports -

Field Names: Tenant Brkr Compensation – Commercial & Residential Lease

Field Name: Rfr. Broker Compensation – Commercial & Residential Lease

Field Name: Buyer Broker Compensation – Residential, Investment, Lots/Land, Commercial, Farms/Ranch

Add Disclaimer – IRMLS standard disclaimer for 2022

Information is not guaranteed. Included properties may not be listed by the Office/Agent presenting this report. Report may not contain all available data. Offer of compensation is made only to participants of the Indiana Regional Multiple Listing Service, LLC (IRMLS). © 2022 IRMLS. All Rights Reserved.

Please maintain your reports on a regular basis!

When IRMLS makes a change to the fields in Paragon, the reports are **NOT** automatically updated. Suggested areas to review:

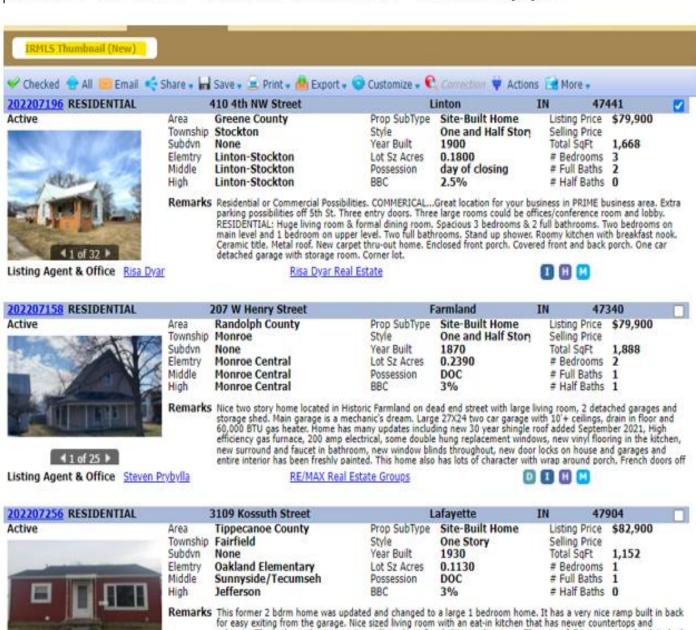
- Copyright date must be updated annually
- Update reports to comply with any policy changes (as needed)
- Review fields and remove inactive fields





IRMLS 3 UP Comparison – The 3 UP Comparison Report has been updated and renamed to the IRMLS 3 Up Comparison Report. The report is scheduled for re-activation on March 8th and will be available for all property classes. **NOTE:** The 3 UP Comparison report was originally inactivated as part of Phase 1.

REPORTS - MULTI-UP - CUSTOM THUMBNAIL - CREATED 3/7/22



Listing Agent & Office Julie K Knight

◀1 of 12 ▶

BerkshireHathaway HS IN Realty

are included.



cabinets. The bedroom has a massive walk-in closet for clothing and storage. There is a full basement and a detached 2 car garage. The home is being sold as is only, but inspections are welcome. Kitchen appliances, and washer/dryer







Paragon Training Webinars for March 2022

Paragon Connect Comprehensive Dates/Times:

Wednesday, March 23rd | 1 p.m. CT <u>REGISTER >></u>

We will also offer the following **Paragon Shorts** this month:

Listing Input & Maintenance - Adding Open House & Broker Tours

Monday, March 21st | 1 p.m. CT REGISTER >>

Listing Input & Maintenance - Saving a Listing

Thursday, March 24th | 1 p.m. CT REGISTER >>

Listing Input & Maintenance - Add. Remarks, Agent Remarks, Driving Dir.

Monday, March 28th | 1 p.m. CT REGISTER >>

Listing Slideshows

Wednesday, March 30th | 1 p.m. CT REGISTER >>

Email - Email Signatures & Message Bodies

Thursday, March 31st | 1 p.m. CT REGISTER >>





CUSTOMER NOTIFICATION

Paragon's New Help Site

We are excited to announce that Paragon's Help Site has a fresh new look and location!

Here is the new help site URL: <u>help.paragonrels.com</u>

You can enjoy updated content and instructions, including written out process and quick videos to show you all of the features of Paragon. Additionally, Help Site information will be added and/or updated as Paragon evolves.

The new Paragon Help Site is hosted on a new platform, which means the updates and improvements will keep coming! You may notice some links within Paragon that still direct to the old help site; we appreciate your patience as we make all of the updates to point to the new help site.

Black Knight MLS





Register Today!

The exclusive 2022 REALTOR® Broker Summit early bird registration rate for NAR members is \$299.00 and will not last for long – ending 1/31/22. Regular pricing becomes \$349.00.

Visit the official REALTOR® Broker Summit site to register or to learn more.

Register for your seat today!





Registration for the **REALTORS® Legislative Meetings** is now open! Event dates are May 1-6, including the REALTORS® Trade Expo which will take place May 3-4.

Attend the REALTORS® Legislative Meetings to get a behind-the-scenes look at today's political environment and get up to speed on NAR's work to improve access to homeownership, protect private property rights, and build strong communities. At this year's meetings, top industry executives, regulatory agency officials, politicians, and political insiders will speak about the issues that matter most to you and your clients.

To register, have your member ID handy, and click on the link below. Registration is free for NAR members, but you must complete the registration process. Be sure to make a hotel choice with your registration. Review safety protocols <u>here</u>.

Register Now