

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

***June 14, 2022***

*Northeastern Indiana Association of  
Realtors BOD and MLS BOD Leadership*

**2022 EXECUTIVE BOARD OF DIRECTORS**

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**Board of Directors**

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Jennifer Streich  
Joe Sells  
Matt Stezowski  
Shala Cook-Hoover

*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**

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***2022***

**MLS Board of  
Directors**

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

QUOTE OF THE WEEK:

"The older I get, the smarter my father seems to get."

- Tim Russert

**MARK YOUR CALENDARS**

**June 1** – Leadership Academy applications open.

**June 16** – Lunch-n—Learn 11:00-1:00 at Board Office. See page 4 for more details!

**June 17** – Board Office Closed

**June 19** – Happy Father's Day!

**June 21** – New Member Orientation 10:00 – 4:30 at Upstar. New members be watching your inbox for more information.

**June 28** – CRS Tax Launch – See page 6&7 for more information!

**June 30** – C/E Class deadline!

**July 19,20,21** – Offer Manager Training – See pages 8&9 for more details!

**August 1** – Leadership Academy applications close.

**ASSURANCE  
TIOLE  
COMPANY**

## MEMBER NEWS:

## C/E CERTIFICATION

**TIME IS RUNNING OUT! DEADLINE: JUNE 30, 2022**

## Online classes still available thru IAR!

**Log into [recp.org](https://recp.org) to complete the free course.**

[illegible]

## NEW MEMBER ORIENTATION:

New member orientation will be held on June 21 from 10:00 – 4:30 at Upstar. All new members please keep a lookout in your inbox for more information from Ashley at Upstar.

AA

## LEADERSHIP ACADEMY ACCEPTING APPLICATIONS

See pages 10&11 for information on Leadership Academy and the link to apply.

[illegible]

**BREAKING NEWS FROM NATIONAL IMAGE  
CAMPAIGN**

Despite increasing media inflation rates, the special assessment for the consumer ad campaign has remained flat at \$35 per year since 2009.

NAR's Budget Review Team and Finance Committee recommended an increase to continue to keep the brand top of mind with consumers and to drive home the REALTOR® difference. NAR's Board of Directors approved the \$10 per year increase at its May 6 meeting.

The \$10 increase will begin with the 2023 annual billing and will remain in place through 2027.

See full report on page 5.

ΛΛ



We are the **#1 place** to  
**BUILD, BUY, or Remodel.**



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 NMLS# 586065




**3 RIVERS**  
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of REALTORS®!!**



## -ATC-

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**2021**

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In America

**2021**

*Paul Lang*  
NMLS ID #27037141 #470857

**260.905.6689**

LUNCH & LEARN

# Wire Fraud



NORTHEASTERN  
INDIANA  
ASSOCIATION  
OF REALTORS®

THURSDAY  
JUNE 16

11 am - 1 pm

NEIAOR  
OFFICE

521 Professional Way  
Kendallville, IN

RSVP  
TODAY

(260) 347-1593  
[niaorl@mchsi.com](mailto:niaorl@mchsi.com)

EVENT PARTNER



Margaret Sklenar

## ATTEND & LEARN

Our speaker, Margaret Sklenar from Metropolitan Title, will share vital information on how to protect your clients from wire fraud.

Lunch Provided, Courtesy of Metropolitan Title





### **Breaking News from National Images Campaign**

The member assessment used to fund That's Who We R—the national ad campaign from the National Association of REALTORS®—will be \$45 per year beginning in 2023.

Since it was launched in 2009, That's Who We R has won 42 advertising industry awards. Using the REALTOR® Code of Ethics as its foundation, the campaign demonstrates that REALTORS® provide unparalleled service and a higher-level commitment that consumers can't experience through listing apps and non-member agents. The campaign's television and radio ads, social media placements, content partnerships, and more combine to give REALTORS® brand exposure on a national scale.

Despite increasing media inflation rates, the special assessment for the consumer ad campaign has remained flat at \$35 per year since 2009. NAR's Budget Review Team and Finance Committee, meeting in March, recommended an increase to continue to keep the brand top of mind with consumers and to drive home the REALTOR® difference. NAR's Board of Directors approved the \$10 per year increase at its May 6 meeting.

The \$45 per year remains in place through 2027.



## Innovative Property Data Backed By Real People

CRS Data's MLS Tax Suite delivers the most current and accurate property data in a beautiful, intuitive platform. Data is our passion.



Continuous Product  
Enhancements



Innovative Customization  
Options



30 Years Perfecting Our  
Tax Data Features



Comparables Include MLS  
and Off Market Sales



Seamless Integration With  
Your MLS System

- The MLS Tax Suite by CRS will be integrated seamlessly into the MLS on Tuesday June 28 and will provide IRMLS members with current tax data, detailed maps and robust features that are available on all browsers and devices. Members can quickly find comparables, including FSBO's, and evaluate the data effectively to create professional presentations for your clients. CRS Tax is integrated into many areas of Paragon and will support the Tax Autofill feature.
- IRMLS is working with the CRS team to set up member training dates on Zoom prior to the June 28 launch date. We will send out the Member training dates as soon as they are confirmed.

### Video Links:

- [Discover the Power of CRS Data's MLS Tax Suite](#)
- [MLS Tax Suite](#)
- [Where We've Been, Where we are Headed](#)
- [Introducing ADA Compliance and Bilingual Reporting](#)



NORTHEASTERN  
INDIANA  
ASSOCIATION  
OF REALTORS®



## We're committed to one thing: creating the best property tax data experience.

Our MLS Tax Suite provides customizable and comprehensive access to property records, prospecting tools, neighborhood comparables and extensive mapping layers. We constantly improve our MLS Tax Suite based on user feedback - and then deliver with personable customer support.



**Ask Us Anything:** Our team will tell you exactly where your data is coming from and how we keep it updated.



**Continuous Product Enhancements**



**30 Years Perfecting Our Tax Data Features**



**All the Tools You Need (No Upselling)**



**Innovative Customization Options**



**Comparables Include MLS and Off Market Sales**

**LET'S START A CONVERSATION**

**Rob Williamson**  
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[rwilliamson@crsdata.com](mailto:rwilliamson@crsdata.com)

**Nikki Morgan**  
336. 965. 9597  
[nmorgan@crsdata.com](mailto:nmorgan@crsdata.com)



**CRSDATA.COM**



## NEWS FROM IRMLS



JUNE 14, 2022

We're excited to announce the upcoming launch of IRMLS'S newest member benefit, [Offer Manager by ShowingTime](#). The launch is scheduled for Wednesday, July 20<sup>th</sup>. Once launched, Offer Manager will be integrated within your ShowingTime account on both mobile and desktop.

Offer Manager brings improved efficiency and communication to a critical part of the real estate process. Its integration with the ShowingTime platform provides agents significant benefits without disrupting their current workflow and communication styles.

### Benefits for Buyer's Agents:

- **Submit Offers via the MLS** – Just click on the green arrow on the MLS listing that you want to submit an offer. Your offer will be submitted to the listing agent and/or co-listing agent by email and text, based on their preferences.
- **Offer Received Read-Receipt** – You will automatically receive a date/time stamped read-receipt once the listing agent has opened your offer. You can easily forward this to your buyers.

### Benefits for Listing Agents:

- **All Offers in One Place** - All offer documents, offer summary and buyer's agent contact information will be automatically organized by listing directly in your ShowingTime account.
- **Customize How Offers Are Delivered** – For teams and agents with assistants, you can customize who gets notified of the offers for each listing.
- **Easy Buyer's Agent Communication** - You can text, call or email agents in 1-touch or mass update all buyer's agents on a listing.

### Offer Manager by ShowingTime – IRMLS Member Training Schedule

Member Training webinars will be offered on the follow dates & times. Webinars are 30-minutes.

- Tuesday, July 19<sup>th</sup> at 11:00am EDT
- Wednesday, July 20<sup>th</sup> at 2:00pm EDT
- Thursday, July 21<sup>st</sup> at 10:00am EDT

**Training Registration Link:** <https://register.gotowebinar.com/rt/3118983958564436240>

**Reserve your spot today!**

[View system requirements here.](#)





**NEWS FROM IRMLS**



## **Offer Manager by ShowingTime Training for Indiana Regional MLS Members**

This webinar occurs several times. Please register for the date and time that works best for you.

**Reserve your spot today!**

Starting Wednesday, July 20th, Offer Manager by ShowingTime will be available 24/7 to all members courtesy of Indiana Regional MLS! Offer Manager brings a boost of efficiency and improved communication to a critical part of the real estate process so agents can better serve their clients, regardless of their communication style or transaction management platform.

Offer Manager provides many time saving benefits for both listing agents and buyer's agents. Please join us for this brief 30-minute online webinar where you will learn as:

### Buyer's Agents

- Easily submit offers from multiple integration points in your MLS system and ShowingTime for the MLS
- Include all offer documents with your offer submission like purchase contract, proof of funds, agency disclosure, etc.
- Get offer received notifications which include the exact date and time the listing agent opened the offer and can be forwarded to the buyer letting them know their offer was officially received
- Receive updates from the listing agent keeping you more informed throughout the whole process and better service your buyers

### Listing Agents

- Customize how you receive offers including setting multiple people to receive offers by both email and text, making sure everyone is notified of a new offer
- Update your offer instructions and get more complete offers
- Easily keep buyer's agents updated by using our time-saving mass update capability

We encourage all Indiana Regional MLS agents to register for one of our quick online training sessions so you can get started with Offer Manager by ShowingTime!

After registering, you will receive a confirmation email containing information about joining the webinar



## Indiana REALTORS® Leadership Academy Commitment Form

### Class of 2023

Attendance at all retreats and sessions is mandatory. Members of the class are expected to be punctual as well as be active participants in the program. **You are allowed one excused absence; The October session is mandatory.** A second absence will result in the participant not graduating from their class. The second absence may be made up during the following year's program, and the participant will then graduate with the next class.

All meals, overnight accommodations (double occupancy) for scheduled class sessions, and class materials are included with the program. A nominal tuition fee of \$350 is charged to each participant and may be covered personally or by your local association/board, broker, or any combination. The remaining costs of the program are underwritten by special funding from the Indiana Association of REALTORS®. The Indiana Association of REALTORS® (IAR) will gladly refund registration fees should notice of cancellation be made in writing BEFORE starting the first class.

Attendees will be responsible for travel expenses and room rate differences if single occupancy is desired. An invoice will be sent upon acceptance to the program. Please remit to IAR, attn. Kathy Harbaugh by September 16, 2022. (143 W. Market St., Suite 100, Indianapolis, IN 46204)

We encourage members of the Class of 2023 to attend the 2022 IAR Stakeholders meeting, but it is not mandatory. The meeting will be held on September 19, 2022, at the Hilton in downtown Indianapolis.

Attendees will be sleeping in cabins for the session. Social distancing will be impossible. If you have concerns about being near other people, please consider waiting to apply to a later class.

I understand the purposes of the Indiana REALTORS® Leadership Academy, and I agree to attend all sessions, complete assignments and devote the time and resources necessary to complete the program. I further agree that I will actively pursue an increased level of involvement in my professional and community organizations.

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Signature of Candidate

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Date

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Signature of Moderator

---

Date

Class of 2023- Indiana REALTORS® Leadership Academy

<https://www.cognitoforms.com/IndianaRealtors1/indianarealtorsleadershipacademyalumngroup>



2022-2023 Schedule (Subject to change with notice)		
General Focus	Date	Location
Leadership & Team Building Retreat	October 5 & 6, 2022 (Wednesday & Thursday) Mandatory Attendance	Ransburg Reservation** Bloomington, IN
Inside State Government & IAR	November 30 & December 1, 2022 (Wednesday & Thursday)	The REALTOR® Building Indianapolis, IN
Virtual meeting on Class Project	January 11, 2023 2-hour session on Class Project Via Zoom	Zoom Conferencing Webinar
Advocacy in Action at a Delegation Day	January 2023 Optional -Invite from your local association	The REALTOR® Building Indianapolis, IN
The Media and your communication presentation	March 22 & 23, 2023 (Wednesday & Thursday)	The REALTOR® Building Indianapolis, IN
Governing the Non-Profit	June 14, 2023 (Wednesday)	The REALTOR® Building Indianapolis, IN
Strategic Planning and Non-Profit Finances	August 23, 2023	The REALTOR® Building Indianapolis, IN
Big Picture Leadership and Graduation	September 24 & 25, 2023 In conjunction, with IAR Stakeholders Meeting	Hilton Hotel Indianapolis, IN

Please respond to the following question and return with your signed commitment letter and payment.

***What do you see as the most significant challenge facing the real estate profession today? (Please answer on a separate piece of paper)***

Class of 2023- Indiana REALTORS® Leadership Academy



[Start C2EX](#) (link is external)



It's been an incredible journey... let's keep the momentum going!

Commitment to Excellence (C2EX) from the National Association of REALTORS® empowers REALTORS® to evaluate, enhance and showcase their highest levels of professionalism. It's not a course, class or designation—it's an Endorsement that REALTORS® can promote when serving clients and other REALTORS®.

We are very proud to announce that there are now over 100,000 members participating in the NAR's REALTORS® Commitment to Excellence (C2EX) program! This innovative engagement tool encourages participation in all levels of the REALTOR® organization, and at no additional cost.

C2EX, a multiple award-winning platform, has recently earned a Silver Power of An Award in the Power of Industry/Professional Advancement category from The Center for Association Leadership (ASAE). ASAE's Power of A (association) Awards, the industry's highest honor, recognized the association community's contributions on the local, national, and global levels. C2EX was given this honor as a result of the outstanding accomplishments of associations and industry professionals who work tirelessly to solve problems and strengthen lives in the workforce, the economy, and the world.

Get started on your journey today by logging in to [www.C2EX.realtor](http://www.C2EX.realtor) (link is external) and taking any one of our 11 self-assessments to measure your proficiency in 10 aspects of professionalism (11 for brokers), ranging from customer service to use of technology. The platform generates a customized learning path and recommends experiences and resources to enhance your individual skillset.

Keep in mind, the journey doesn't end there. The Commitment to Excellence program evolves as industry standards and best practices evolve. As new content, reference and resource materials are added to the platform, REALTORS® who have earned their C2EX Endorsement receive a notification inviting them back to engage and keep their skills and knowledge up to date.





### Get Ready, Get Set, GROW at NAR NXT

Be ready for an experience beyond expectation, get set to connect and learn more than you could imagine—it's an experience—made by you, made possible by NAR.

**REALTORS® Conference & Expo** is now **NAR NXT, The REALTOR® Experience.**

Registration is Now Open

At NAR NXT, the innovation is in the experience. You will find fresh, future-focused content, rave-worthy presenters, elevated programming, facilitated networking, exceptional expo, offsite field experiences, and many other features that add value.

[View the complete agenda now!](#)

# Happy FATHER'S DAY



My Daddy, My Hero!

*Have a great day*

**DAD!**

