

In the Know....

July 18, 2022

Northeastern Indiana Association of
Realtors BOD and MLS BOD Leadership

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

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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:

"Keep your face always toward the sunshine, and shadows will fall behind you."

- Walt Whitman

MARK YOUR CALENDARS

July 5 – Indiana Realtor Stakeholder registration opens. See registration information on page 5.

July 19,20,21 – Offer Manager Training – See pages 7&8 for more details!

July 20 – "Paragon for New Users" webinar. See page 11 for more details!

July 21 – Lunch-n-Learn – 11:00 – 1:00 at the Board Office. See flyer on page 4

August 1 – Leadership Academy applications close.

September 19&20 – Indiana Realtor Stakeholder Meeting. See details on page 5.

**ASSURANCE
TITLE
COMPANY**

MEMBER NEWS:

LEADERSHIP ACCADEMY ACCEPTING APPLICATIONS

See pages 9 & 10 for information on Leadership Academy and the link to apply.

Offer Manager By Showingtime

Training dates and times:

Tuesday July 19 11:00a.m.

Wednesday July 20 2:00p.m.

Thursday July 21 10:00a.m.

Register on the MLS home page!

See page 7&8 for more details!

Indiana Realtor Stakeholder Meeting Sept. 19&20

Hilton Indianapolis Hotel & Suites. Registration opens July 5th

See details on page 5.

Paragon for New Users

"Paragon for New Users" webinar will be offered on Wednesday, July 20th at 1p CST.

This one-hour webinar will take a high-level look at Paragon and introduce new users on a generic sandbox version of Paragon. We will cover the home page, searches & results, and an introduction to the contact manager. This webinar will be recorded. See page 11 for more details.

Register on the MLS home page!

New CRS Tax Suite

Member training webinars are still available. Check out the schedule and register on the MLS home page!



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

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260.905.6689

**Northeastern
Indiana
Association of
REALTORS®**

Lunch n'Learn / All About The Lakes

**Thursday July 21, 2022
11am - 1pm**

**521 Professional Way
Kendallville, IN**

ATTEND & LEARN

Jake Carlile, Conservation Officer with the Dept. of Natural Resources, will be speaking to NEIAOR members about lake rights, pier issues, shoreline laws, and more



Carlile has served as a Conservation Officer for Tipton and Henry Counties near Indianapolis from 2006-2012 and for LaGrange County from 2012 to the present. A native of Dowagiac, Michigan, Carlile and his three children currently reside in a rural area of South Milford on 8.5 acres with three barns, chickens, ducks, dogs and a cat.

RSVP: Please RSVP to
niaor1@mchsi.com or
(260) 347 - 1593

Lunch Provided by Event Sponsor:



Michelle Clayton
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MORTGAGE INC.
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REGISTRATION OPENING JULY 5

INDIANA REALTOR® STAKEHOLDER MEETING

SEPTEMBER 19 & 20

Downtown Indy

Registration is OPEN for the 2022 Indiana REALTOR® Stakeholder Meeting, September 19 - 20:

Don't miss the live return of IAR's annual meeting – [register today](#) for the **2022 Indiana REALTOR® Stakeholder Meeting in Indianapolis, September 19-20.**

All members are welcome to attend IAR's first in-person Stakeholder Meeting since 2019. This event is a can't-miss opportunity for:

- Leaders and aspiring leaders seeking ways to get more involved in their local associations, at the state level and in the community.
- REALTORS® looking to maximize their IAR membership and all the resources and benefits it offers their businesses.
- Any member eager for an in-person agenda filled with market insights, professional development, networking opportunities and more.

If any or all of these describe you, [check out the full schedule](#) and [get registered today](#).

Christy Thomson
ReMax Results
Welcomes You!

Open House

July 20th, 11:30 - 1:30 P.M.



Enjoy a pleasant tour AND:

- A Yummy Lunch
- Light Refreshments
- A chance to win a prize!
- My company!

600 LN 105 Lake James

(260)316-9940 Text or Call



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 20th. 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 19th at 11:00am EDT
- Wednesday, July 20th at 2:00pm EDT
- Thursday, July 21st 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.

Signature of Candidate

Date

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



"Paragon for New Users" webinar will be offered again on Wednesday, July 20th at 1p CST. If you are not able to attend the live webinar, click on the link below to view a page on our help site. There you will be able to watch a video introduction to Paragon: [New Paragon Users](#)

If you need help, Paragon has a large library of recorded webinars on their help site: [Recorded Webinars](#)

Paragon for New Users

This one-hour webinar will take a high-level look at Paragon and introduce new users on a generic sandbox version of Paragon. We will cover the home page, searches & results, and an introduction to the contact manager. This webinar will be recorded.

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



Credentials Valid

There has been some confusion as to what the "Credentials Valid Until..." really means. This is NOT a message about your account expiring, it is a notification letting you know that your app will need to be refreshed by connecting with a WIFI connection by the determined date/time.





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!](#)

Take NAR in the car and listen in as fellow REALTORS® share personal stories and discuss the tools, techniques and strategies they've had success with. Tune in today at magazine.realtor/drive or subscribe wherever you get your podcasts!

