

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

***August 31, 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**

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Patty Seutter

Jennifer Streich

Vinnie Crump

Michele Guin

Dominic Jackson

### QUOTE OF THE WEEK

"The best way to find yourself is to lose yourself in the service of others."

— Mahatma Gandhi

### MARK YOUR CALENDARS

**July 5 – Indiana Realtor Stakeholder registration opens. See registration information on page 6.**

**September 1 – Board Office Closed for AE conference.**

**September 5 – Labor Day - Board Office Closed.**

**September 8 – BOD Meeting 9:00 a.m. at the Board Office.**

**September 8 – MLS BOD Meeting 10:15 a.m. at the Board Office.**

**September 14 – New Member Orientation at Upstar.**

**September 15 - Lunch-n-Learn – 11:00-1:00 at the Board Office. See flyer on page 4.**

**September 19&20 – Board Office Closed. Indiana Realtor Stakeholder Meeting. See details on page 6.**

**November 9 thru 14 – NAR Realtors Conference & Expo. See details on page 9.**



## MEMBER NEWS:

### Indiana Realtor Stakeholder Meeting Sept. 19&20

Hilton Indianapolis Hotel & Suites. Registration opens July 5<sup>th</sup>  
See details on page 6.

### New Member Orientation

New member orientation will be held on Wednesday September 14<sup>th</sup> at Upstar. Please watch your email from Ashley Lanning for more details.

### New CRS Tax Suite

If you missed any sessions or need a refresher from the CRS training the recorded links are below:

CRS Data' Just the Basics – Session #1

<https://vimeo.com/739057209>

CRS Data's Beyond the Basics, Lets Talk about Advances Skills – Session #2

<https://vimeo.com/739078722>

Prospecting- It's Just That Easy with the MLS Tax Suite – Session #3

<https://vimeo.com/738730419>

Creating a CMA's Your Way with the MLS Tax Suite – Session #4

<https://vimeo.com/738786587>

### New Webinar Alert!

We have lots of webinars available this month, including a new webinar that focuses on the new Paragon Connect ability to add listings. The Paragon Connect Listing Input & Maintenance Webinar will be offered several times during the week of August 29 - September 2nd, 2022.

The dates for this new webinar are available here:

<https://engage.blackknightinc.com/august-2022-webinars>

### Offer Manager Update:

As of Monday August 29th Offer Manager was reset with the offer option set to "ON". If you do not want to receive offers thru Offer Manager you must manually change your account to "NO".

The step-by-step guide was sent out on Wednesday 8/31 thru constant contact to help you turn off the Offer Manager option.

### Referral License-

John Berger – Mike Thomas-Angola

Larry Clark – Anchor Realty

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**Eric Smothermon**

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**GET READY FOR.....**

**REALTOR® SAFETY**

# **JEOPARDY**

**NORTHEASTERN  
INDIANA  
ASSOCIATION OF  
REALTORS®**



**THURSDAY SEPTEMBER 15, 2022  
11:00 A.M. - 1:00 P.M.**

## **CONTESTANTS**



**MS STACY  
"DOES IT ALL WRONG"  
RODFAHN**



**MS ANITA  
"SAFETY IS MY MIDDLE NAME"  
HESS**

## **YOUR HOST**



**MARK TREBECK AKA MARK BOCH**

### **LUNCH N' LEARN**

**NEIAOR BOARD OFFICE  
521 PROFESSIONAL WAY  
KENDALLVILLE, IN 46755**

**RSVP: 260-347-1593 OR  
NIAOR1@MCSI.COM**

### **LUNCH PROVIDED BY OUR EVENT SPONSOR**







A message from our 2022 NAR President Leslie Rouda Smith

As members of the National Association of REALTORS®, we are unified by the REALTOR® brand and our iconic trademark R. It's who we are – and it's important for consumers to understand that distinction. NAR has an award-winning national advertising campaign to differentiate and elevate the REALTOR® brand with consumers. But, what are WE saying to clients to engage in that conversation and articulate our value? Consumers should also learn that value directly from REALTORS®, and in a consistent way.

As a result, the National Association of REALTORS® developed language and supporting assets at [TheDifference.realtor](https://TheDifference.realtor) to help you, and every NAR member, succinctly articulate the REALTOR® difference. Please leverage these tools with your current and future clients – share it on your website, on social, in your profile and bio, at the bottom of emails and more.

#### Email Signature Banners

Establish and reinforce your value and distinction as a REALTOR® in every email you send.



PNG Download (14 KB)



PNG Download (15 KB)

Distinguish yourself by sharing the value of the REALTOR® brand, which unites us all, so consumers understand the REALTOR® difference.



**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](#).

Indiana REALTORS®

# **STAKEHOLDER MEETING**



INDIANA  
ASSOCIATION  
OF REALTORS®

**September 19 – 20 – Hilton Indianapolis Hotel & Suites, 120 W Market St**

Donate to win - minimum of \$50 required to enter

Participants can win a custom motorcycle with both the NAR and *Riding with the Brand* campaign themes. Members (anyone with an active REALTORS® M1 number) will have the opportunity to participate in a nationwide sweepstakes for this grand prize. All proceeds raised will funnel directly to the REALTORS® Relief Foundation, which helps U.S. communities rebuild and recover after natural disasters and other destructive events. Go to [nar.realtor/riding](https://nar.realtor/riding) to enter.

**\*\*Winner will be announced during the General Session during NAR NXT on November 16th, 2023.**







**HOMES  
FOR DOGS  
PROJECT**

# HELP US FIND **FOREVER HOMES** FOR LOCAL SHELTER PETS

For over 50 years, we've helped countless families, couples and individuals find homes . . . and now, we are directing the same focus to help our furry friends.

**Saturday, September 10<sup>th</sup>**  
**9:00 am – 1:00 pm**

Angola Office  
780 Shelter Lane, Angola, IN

Join us for our family friendly event with raffles, giveaways, photos and give a loving pet a forever home!

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Community Humane Shelter of Steuben  
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### 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!](#)

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