

In the Know....

September 22, 2022

Northeastern Indiana Association of
Realtors BOD and MLS BOD Leadership

2022 EXECUTIVE BOARD OF DIRECTORS

Mark Hansbarger, President

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Dawn Miller, Incoming President

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Patty Seutter, Secretary/Treasurer

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Board of Directors

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Joe Sells

Matt Stezowski

Shala Cook-Hoover

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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.*

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

Dominic Jackson

QUOTE OF THE WEEK

"It's the first day of autumn! A time of hot chocolatey mornings, and toasty marshmallow evenings, and, best of all, leaping into leaves!"

— Winnie the Pooh,
Pooh's Grand Adventure

MARK YOUR CALENDARS

October 13 – BOD Meeting 9:00 a.m. at the Board Office.

October 13 – MLS BOD Meeting 10:15 a.m. at the Board Office.

October 20 – Lunch-n-Learn – 11:00-1:00 at the Board Office. See flyer on page 5.

November 9 thru 14 – NAR Realtors Conference & Expo. See details on page 11.



MEMBER NEWS:

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>

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.

New Office/Member-

Jody Schlemmer - Schlemmer Appraisal

New Member-

Leslie Williams – Schuler Bauer Real Estate

Elmer Lambright – Schuler Bauer Real Estate

Referral Status-

John Berger from Mike Thomas Angola

Larry Clark from Anchor Realty

September


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



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3 RIVERS  NMLS# 556303

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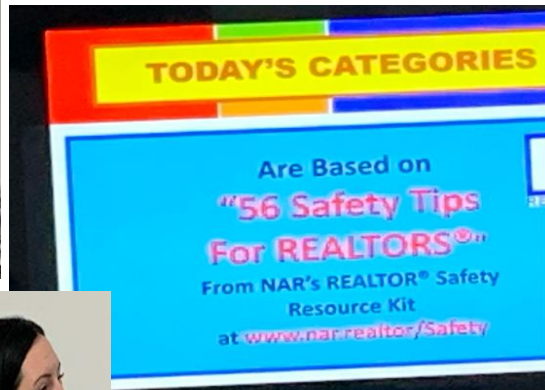


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September Lunch-n-Learn
Realtor Safety Jeopardy fun!



Lunch provided by our sponsor:
Farmers State Bank



**Northeastern
Indiana
Association of
REALTORS®**

Lunch & Learn

**Your commission is not
always your money.**

Stephen Pierre II, CPA, CVA, CGMA, with Stephen Pierre & Associates, LLC will be presenting the Lunch & Learn Program on "Your commission is not always your money". 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.

Thursday, October 20th

2022

Time: 11 a.m. - 1 p.m.

521 Professional Way Kendallville, IN

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

Indiana REALTORS®

STAKEHOLDER MEETING



INDIANA
ASSOCIATION
OF REALTORS®

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



REALTOR® SAFETY TIPS



Be on guard at all times during an open house, especially at the end when one or two people may linger in the property.



Learn more at: NAR.realtor/safety



**NATIONAL
ASSOCIATION OF
REALTORS®**



**REALTOR®
Safety
PROGRAM**

3 RIVERS®

2023 is going to be great!!

We are gearing up for elections! Keep watching for fun pictures and videos!

This year the inaugural well be held at the WoodsII on Thursday November 17.

Our event sponsors are Lakeland Title and Farmers State Bank.

Donations will be collected to help the LaGrange County Clothes & Food Basket.





RE/MAX'S 18TH ANNUAL HALLOWEEN BLOOD DRIVE!

October 26th, Appts 12-6, every 15 mins
Call or text, (260)316-9940 for appt.

**LOCATED AT 100 GROWTH PARKWAY, ACROSS FROM
GAYS HOPS N SCHNAPPS**

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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 nation-wide 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 to enter.

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





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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