

In the Know....

April 3, 2023

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

2023 EXECUTIVE BOARD OF DIRECTORS

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Patty Seutter, President Elect
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260-302-1899
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Board of Directors

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Shala Cook-Hoover
Leyth Al-Mohammedawi
Dani Rittermeyer

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

2023 MLS BOARD OF DIRECTORS

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2023

**MLS Board of
Directors**

Mark Hansbarger
Dawn Miller
Shala Cook-Hoover
Patty Seutter
Jennifer Streich
Michele Guin
Dominic Jackson
Dani Rittermeyer

QUOTE OF THE WEEK

"The very first Easter taught us this: that life never ends and love never dies."

~Kate McGahan



MARK YOUR CALENDARS

April 7 – Good Friday – Board Office Closed.

April 9 – Happy Easter!

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

April 13 – MLS BOD meeting 10:15 a.m. at the Board Office.

April 20 – RPAC Auction – The Woods II from 11:00 – 1:00. See flyer of page 5&6 for more details!

May 24 & 25 C/E Class – In person at NEIAOR Board Office. See flyer on page 7.

June 2 – Riding with The Brand 11:30-2:00

Come celebrate the REALTOR® Brand with NAR & IAR Leadership at the Indiana REALTOR® Building in Downtown Indianapolis!

MEMBER NEWS:

REALTORS®

Doing good in the community

“That’s who we R”

We would like to showcase the good you do in our communities!

Please send 1 photo or video of a community event,

IAR or NAR event

to niaor1@mchsi.com to be posted on our Facebook page!

LICENSE RENEWAL INFORMATION:

Please check your emails! IPLA sent your renewal information via email on March 30.

You must have all 3 years of your C/E completed before you can renew!

If you still need to take your C/E we have an in person class available on May 24&25. See flyer on page 8 for details!

If you need previous courses, you can complete those classes online thru RECP for a nominal fee.

The deadline to renew is June 30, 2023.

DID YOU KNOW?

The MLS has tutorials and short training videos for all members to access at any time! Check it out! It’s a great resource that is offered to you as part of your MLS dues!




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



Eric Smothermon
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esmothermon@trfcu.org
NMLS# 586065

3 RIVERS  NMLS# 556303

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



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260-665-5770

CLOSE IN DAYS NOT WEEKS! | MORTGAGES IN A SNAP!

 **2020 2021 2022 TOP 1% MORTGAGE ORIGINATORS In America**

Steve Hostetter
NMLS#454458
260.403.8642

 **Bailey & Wood**
MORTGAGE LENDER

 **Bailey & Wood**
MORTGAGE LENDER

CLOSE IN DAYS NOT WEEKS!

 **2021 2022 TOP 1% MORTGAGE ORIGINATORS In America**


Paul Lang
NMLS# 10122707 IN AR70027
260.905.6689

PLEASE TAKE A MOMENT TO COMPLETE THIS VERY IMPORTANT FEATURE.

If you do not choose a phone number or email address, your listings that display on other office's websites **WILL NOT** have any contact information.



Attention Managing Brokers!
Now You Can select YOUR email or phone number to display on IDX listings!

Effective September 1st, NAR's Broker Attribution Policy requires the display of the Listing Office Name and the email or phone number provided by the MLS Participant to display on IDX listings. IRMLS also requires the name of Listing Agent. In order to comply with this policy, Black Knight recently updated Paragon to allow Managing Brokers to select a phone number or email for display on their IDX listings. However, in order for a specific phone number or email to display, the Managing Broker must take **ACTION**.

Black Knight is not allowed to select a specific contact on behalf of the Broker so the system is set to "No Value selected". Managing Brokers must log into Paragon and follow the directions below to select their contact preferences for IDX display.

Log into Paragon > select Preferences > System Preferences > IDX/Vow Contact Info. A dropdown has been added labeled "Attribution Contact" that includes the following options:

- No value selected
- Agent Preferred Phone
- Agent Email
- Office Broker Preferred Phone
- Office Phone #1
- Office Phone #2
- Office Email

If a Managing Broker is assigned to multiple offices, each office will appear with a separate dropdown so the Managing Broker can select a specific contact for each office.

The screenshot shows the Paragon system interface. On the left is a navigation menu with a tree view. The "System Preferences" item is highlighted with a green box and a green arrow points to it. Below it, the "IDX / VOW Contact Info" item is also highlighted with a green box and a green arrow points to it. On the right is the "IDX / VOW CONTACT INFO" form. It has a "Save" button at the top. Below the button is a text area with instructions: "As a broker, select the appropriate email or phone number to display as the Attribution Contact on your office's listings in IDX and VOW data feeds." Below this is a dropdown menu labeled "Attribution Contact:". The dropdown is currently set to "No Value Selected" and is highlighted with a green box and a green arrow points to it. The dropdown menu is open, showing the following options: "No Value Selected", "Agent Preferred Phone", "Agent Email", "Office Broker Preferred Phone - Offc", "Office Phone #1 - Office:", "Office Phone #2 - Office 2:", and "Office Email -".

Northeastern Indiana Association of REALTORS®



RPAC Fundraiser & Auction

Date:
Thursday
April 20
2023
11 a.m. - 1 p.m.

Address:
The Woods Too
6500 S 1170 E
Hudson, IN

RSVP by April 14
(260)347-1593
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:



Two Awesome Door Prizes

RPAC FUNDRAISER AND AUCTION EVENT HAPPENINGS

April 20th will be here before we know it!

Please finalize your auction item contributions and drop them off at the Board office or contact an RPAC committee member and they will be glad to pick them up!!

Get excited! This is going to be a great year!!



Don't leave home!
Have a drive-in
movie night right in
your own back
yard!

Donated by:
Campbell & Fetter
Bank



**THANK
YOU**

Committee Member Contacts:

Dawn Miller: 260-367-1778

Kelly Grimes: 260-318-1770

Shala Cook-Hoover: 260-463-1111

Dani Rittermeyer: 260-499-1334

Kay Kunc: 260-316-1422

Keith Forbes: 260-318-2788

Patty Seutter: 260-302-1899

Jennifer Streich: 260-302-5200

Paul Lang: 260-905-6689

The Board Office: 260-347-1593

WOW! A money jar!
Cash is King!!

Donated by:
Dawn Miller
Lakeland Realty



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.

Wednesday, May 24, 2023

NEIAOR Office | 521 Professional Way, Kendallville, IN

- ☐ Learning the Lay of the Land of New Construction (2CE)
8 AM—10 AM (Instructors: Jamie Lancia)
- ☐ Dig Deep: Home Inspection and Homeowner's Insurance (2CE)
10 AM—12 PM (Instructor: Joe Mishak)
- ☐ Knock, Knock! Who's There? Keeping You and Your Client SAFE! (2CE)
1—3 PM (Instructor: Renee Cox)
- ☐ Assumptions about Assumptions (2CE)
3—5 PM (Instructor: Margaret Sklenar)

Thursday, May 25, 2023

NEIAOR Office | 521 Professional Way, Kendallville, IN

- ☐ Keeping Your Real Estate Brokers on Track** (4CE)
8 AM—12 PM (Instructor: Jennifer Reiff)

** 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 or Visa Only)

REGISTER VIA THIS FORM: ☐ VISA ☐ 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): _____

NRDS#: _____ License#: _____

Phone: _____ Email: _____

Company Name: _____

Company Address: _____

Total Payment: \$ _____ Check No. (if paying by check) _____

CREDIT CARD INFORMATION

Name on Card: _____ Acct#: _____

Exp: _____ Billing Zip Code: _____ Signature: _____

A circular image featuring a wooden cross standing on a mountain peak. A vibrant rainbow arches across the sky behind the cross. The foreground is adorned with a bouquet of colorful flowers, including red roses, pink daisies, and yellow daisies. The background shows a deep valley with a river and distant mountains under a blue sky with soft clouds.

Happy
Easter

I am the resurrection and the life.

~John 11:25

We would like to extend a big thank you to Mark Fisher, our CEO at IAR for the valuable information he shared with us and for taking time out of his busy schedule to visit with us!



ARE YOU LOOKING FOR AN IN-PERSON 30 HOUR POST COURSE?

ECBOR has partnered with IUSB to offer a 30 Hour In-Person Post Course and has extended an invitation to all Indiana Association members!

ECBOR & IUSB 30 Hour Post License Real Estate Broker Course

All new ACTIVE real estate licensees have two years from the date of their license being issued to take 30 hours of required post education.

ECBOR has partnered with IUSB to offer the 30 hour course “in-person” at the ECBOR office located at 57225 Alpha Dr., Goshen, IN 46528.

The 30-Hour Indiana Broker Post Licensing course covers the topics essential to the development of a real estate broker.

Class Dates:

Tuesday, May 2nd

Tuesday, May 9th

Tuesday, May 23rd

Tuesday, May 30th

Thursday, June 1st

Class Times: 9 am to 12 pm & 1 pm to 5 pm

COST: \$275.00 (Includes book)

Instructor: Gary Decker

Gary is an experienced Real Estate Broker (over 40 years) with a demonstrated history of working in the real estate industry with a Bachelor's Degree focused in Organizational Leadership from Purdue University.

Class will be held at the Elkhart County Board of Realtor office - 57225 Alpha Drive, Goshen, IN 46528

To register and pay for course; click the link below.

<https://www.iusb.edu/professional-development/post-license-real-estate.html>



Come celebrate the REALTOR® Brand with NAR & IAR Leadership at the Indiana REALTOR® Building in Downtown Indianapolis on June 2 from 11:30-2:00! Contact Dawn Miller or the Board Office for more information.



**ASSURANCE
TITLE
COMPANY**



**HAZARDOUS CONDITION DISCLOSURE
PRIOR TO PROPERTY ACCESS**

Legal Update: Hazardous Homesteads



No-Cost Broker Continuing Education

An Indiana Association of REALTORS® Member Benefit



Courses available July 2022 – June 2023; Curriculum developed by Real Estate Certification Program

Don't Be an April Fool: Finish your CE before license renewal season

The renewal window for Indiana real estate licenses opens in April (90 days before the June 30th deadline) and it's natural to want to get the jump on the application process.

But don't start thinking about the Sweet Sixteen before making it out of the second round – **brokers must complete all required Continuing Education for the three-year licensing cycle – 36 hours of CE total – before submitting their license renewal application.**

Don't press your luck when it comes to your license status. Brokers who are audited and found to have filed for renewal without wrapping up their CE (including the current 12 hours also due by June 30th) risk a fine and/or license suspension by the Professional Licensing Agency.

This year's Final Four tips off on Saturday, April 1st, so think of it this way – you have the rest of college basketball season to get the jump on any outstanding CE before you need to even start thinking about your license (and again, you have another three months to actually wrap up your requirements and submit your renewal by June 30th).

Don't delay: Brokers are required to complete all CE before license renewal – good intentions don't count. Submitting your renewal before finishing your CE hours risks a fine or other disciplinary action.

Here's a quick checklist for winning the renewal season:

- **Don't start the renewal process until you get the official green light:** *Renewals can't be filed until 90 days before the June 30th deadline, and PLA won't accept applications until the 'renewal window' officially opens. (In the meantime, make sure PLA has an active and up-to-date e-mail so you don't miss updates.)*
- **Complete all required Continuing Education before submitting your** *Yeah, we're going to keep repeating this point.*

- **Remember – REALTORS® have access to member-benefit CE (online and on-demand) through RECP:** *IAR offers member-benefit CE through our Real Estate Certification Program (RECP) at RECP.org.*
- *Access high-quality content from industry experts that meets CE and other professional requirements (like NAR's Code of Ethics course), delivered online and on-demand for maximum flexibility and convenience. Best of all – it's already included in your membership.*
- **RECP also offers a download guarantee to confirm your CE completion:** *You can also prepare for license renewal by gathering documentation for your completed courses – if you use RECP, our team guarantees easy download of your course certificates! (And dedicated support at our help desk - 1-800-742-4067 – or info@recp.org.)*
- **You can play catch up:** *CE must be completed on schedule, so brokers who missed hours in the 2020-2021 or 2021-2022 cycles are technically out of compliance. But brokers who complete the total 36 hours – even if some are late and pushed into the wrong year – often only face a fine and not a license suspension. (Previous courses can be accessed through RECP for a nominal fee.)*
- **If it's your first license renewal, read this:** *Your annual CE requirement doesn't kick in for two years (because you should be focused on completing your 30-hour post-licensing course). So double-check the issue date of your license – you likely don't have CE to complete before the June 30th deadline, or you may only need to complete the current twelve hours.*

More questions? E-mail our team at info@RECP.org or give us a call at 1-800-742-4067.

START/CONTINUE NO-COST CE





Registration is OPEN for the first-ever
Indiana Rural Housing Summit

June 5 – 6 at the French Lick Resort

REGISTER NOW!

Get details on the agenda, accommodations and what to expect from this special event.

We're thinking bigger about Indiana's small towns and rural communities. Did you know:

- The national percentage of homes sold in rural areas grew to a forty-year high last year (NAR); and
- The majority of Indiana's rural counties have increased migration of new residents since 2019 – **but**:
- Residential inventory in rural Indiana has dropped **25%** since 2018 (and these counties are adding new housing units at less than half the statewide growth rate); and
- One of every four homes in rural Indiana was built before World War II?



REGISTER NOW!

- Connect with fellow REALTORS®, state and local elected officials, regional employers and economic development leaders, and industry representatives from across the housing sector.
- Learn about rural residential projects made possible by Indiana's READI program – and new resources for housing infrastructure being considered by the General Assembly.
- Dive into the unique issue impacting real estate – and property values – in rural areas, from broadband access to floodplain protection.
- Get engaged with the public and private partners already working to attract new residents to the rural communities that more than one million Hoosiers already call home.

**Don't miss this unique event at the beautiful and historic French Lick Resort
– register today!**

IRMLS Presents: MLS-CONNECT for PARAGON

Got a new transaction ? IRMLS now provides members with MLS Connect for Paragon at no additional charge. Members can manually enter all their listing details—or let MLSCONNECT[®] do it instead. Just log in TO zipFORMS, enter the listing ID, and watch your listing information show up in your transaction with accurate data from Paragon. OR login to Paragon; and push/pull data to and from Paragon. With MLSCONNECT[®] for Paragon; members can not only save time, but also reduce data entry errors throughout the entire transaction creation process.

MLSCONNECT for Paragon includes two access points in Paragon and two access points in zipForm[®] Plus. This Quick Guide outlines the integration points between the two products.

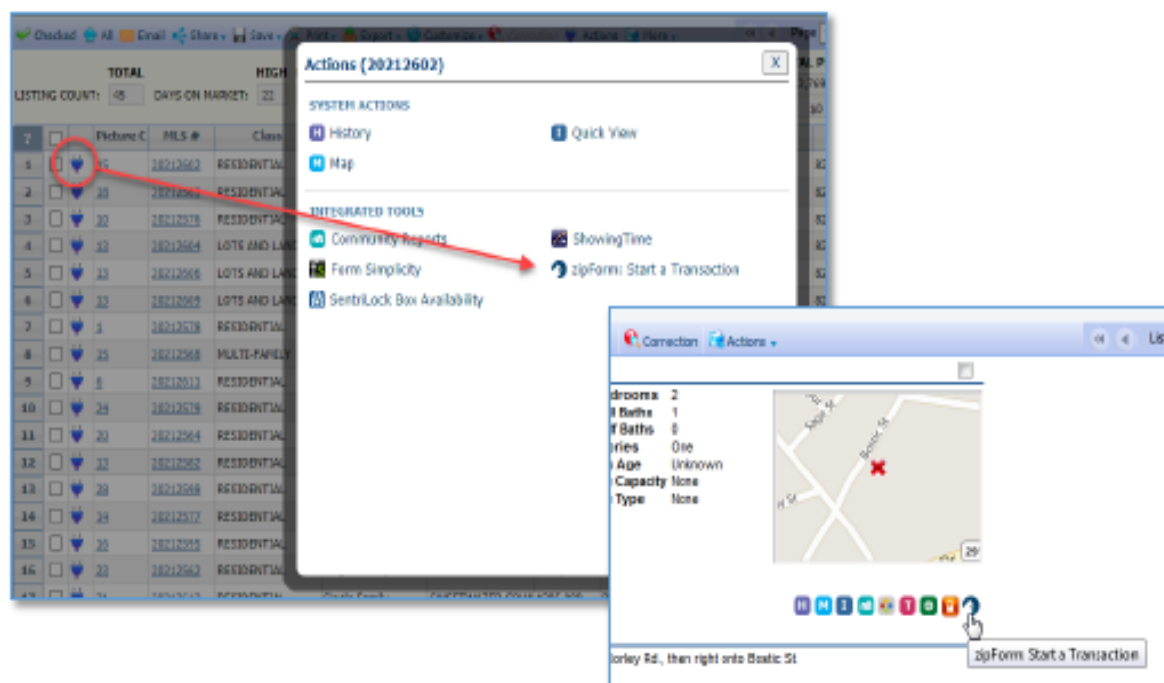
Paragon: Resource Link

There is an SSO (Single Sign On) link under the Resources menu, which launches a new browser/tab and seamlessly logs the user into zipForm and lands them on a dashboard.



Paragon: Action Icons

An Action icon will appear in the Actions modal from the Spreadsheet view, All Fields Detail, & All Fields Customizable reports by default. Clicking on the icon will launch a new browser window/tab and the user will be logged into Zipforms and can begin a new transaction.

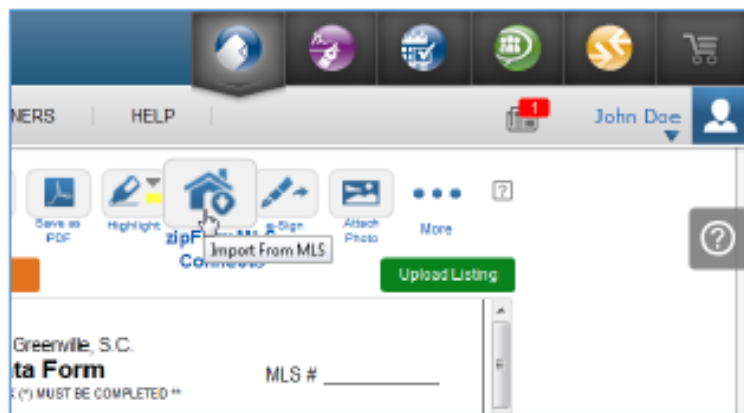




In addition to the action icons, IRMLS will add the icon & test to additional reports in Paragon as shown on the left. The icon with Text works the same as the icon without text.

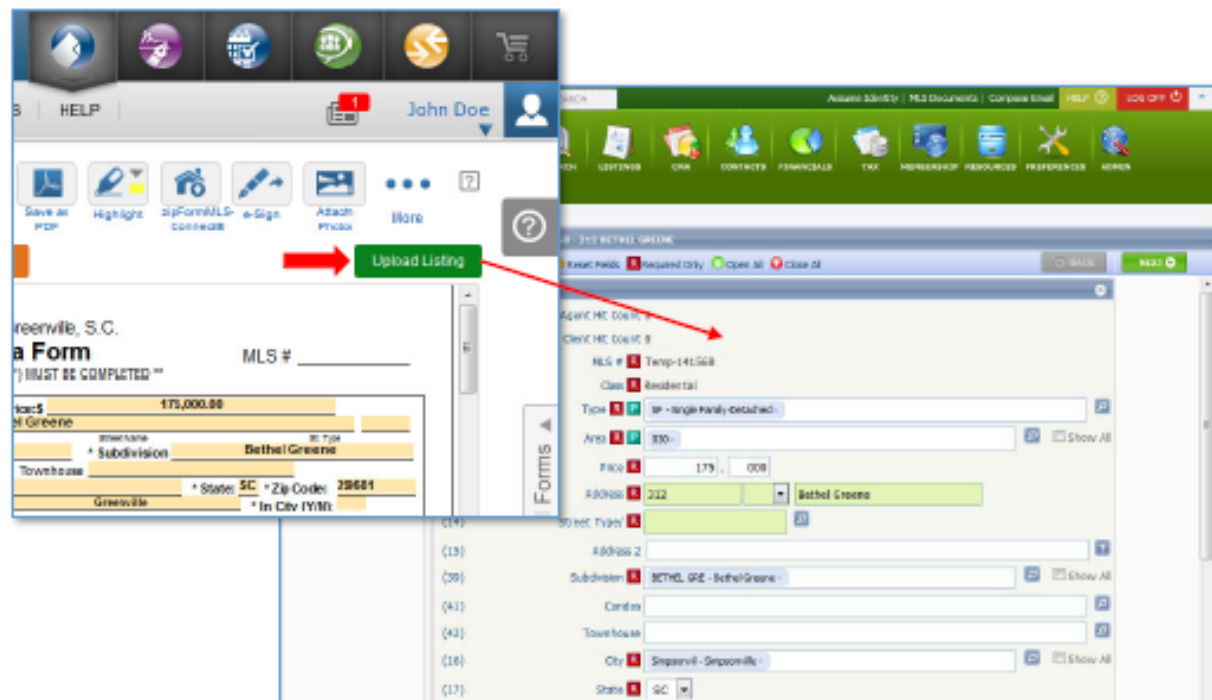
zipForm: Import From MLS

In zipForm Plus, users can push and/or pull data to and from Paragon. To pull data, the user will open a form and select **Import From MLS**. This launches a control to allow the user to enter the MLS # so the data will flow into zipForm from Paragon via RETS.



zipForm: Upload Listing

After completing a Listing Input Form in zipForm, users can click the **Upload Listing** button to send the data to Paragon and create a Partial Listing via RETS. The user can pull up the Partial Listing in Paragon and complete any additional fields and save as a Full Listing.



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.**

