Northeastern Indiana Association of Realtors© 521 Professional Way, Kendallville, IN 46755

In the Know....

April 11, 2023

Northeastern Indíana Association of Realtors BOD and MLS BOD Leadership

2023 EXECUTIVE BOARD OF DIRECTORS

Dawn Miller, President 4dawnmiller@gmail.com 260-367-1778 Mark Hansbarger, Immediate Past-President mark@hansbarger.com 260-316-3192 Patty Seutter, President Elect pattys@c21bradley.com 260-302-1899 Jennifer Streich, Secretary/Treasurer jstreich@hoslerrealty.com 260-302-5200

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

Mark Hansbarger-President mark@hansbarger.com 260-316-3192

Shala Cook-Hoover-Secretary shalacook@hotmail.com 260-463-1111

Dawn Miller 4dawnmiller@gmail.com 260-367-1778

Patty Seutter pattys@c21bradley.com 260-302-1899 Jennifer Streich jstreich@hoslerrealty.com 260-302-5200

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Board of Directors

Kay Kunce Keith Forbes Joe Sells Shala Cook-Hoover Leyth Al-Mohammedawi Dani Rittermeyer

2023

MLS Board of Directors

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

260-347-1593

QUOTE OF THE WEEK

"When one flower blooms, spring awakens everywhere."





MARK YOUR CALENDARS

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:

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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 <u>niaor1@mchsi.com</u> 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

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 tutitorials 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!







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



Visit our website at: www.neindianarealtors.com



Kristy Couch <u>kcouch@guardiantitleinc.com</u> 260-665-5770





PLEASE TAKE A MOMENT TO COMPLETE THIS VERY IMPORTATN FEATURE.

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



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

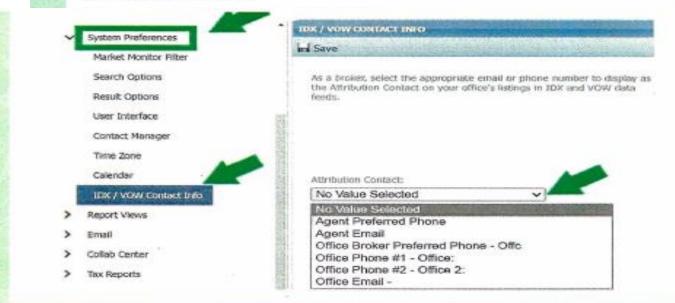
Effective September 1st, NAR's Broker Attribution Policy requires the display of the Listing Office Name and the email or phone number provided by the MLS Participant to display on IDX listings. IRMLS also requires the name of Listing Agent. In order to comply with this policy, Black Knight recently 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.



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.

ASSURANCE

COMPANY

Lunch Provided By The Event Partners:

HORIZON

BANK





Bailey & Wood

MORTGAGE

MARY

REALTOP

THE P.

G

GENEVA

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!!



When life hands you lemons you have options!! So true! Check out this fun filled basket of goodies!

Donated by: Michele Guin Century 21





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 Kunce: 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 Back by popular demand! The extendable Aluminum Ladder is so nice for any job around your home!

Donated by: Matt Bortner Bortner Home Inspections





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

Name (Please print):

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 of Visa Only)

REGISTER VIA THIS FORM: D VISA D 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 (Flease princ).	
NRDS#:	License#:
Phone:	_ Email:
Company Name:	
Company Address:	
Total Payment: \$	
REDIT CARD INFORMATION	
Name on Card:	_ Acct#:
Exp: Billing Zip Code:	Signature:

I SHOW UP. I SPEAK OUT. I STAND FOR FAIR HOUSING.

The REALTOR[®] Code of Ethics takes a firm stance against discrimination.

REALTORS® are members of the National Association of REALTORS®





The License Renewal Window is Open!

Read carefully (and complete your CE) before licking that stamp or hitting send:

Last Thursday, all real estate licensees received official notification from the Professional Licensing Agency that renewal applications for another three-year cycle can be submitted by mail or online by June 30th, 2023.

Online renewal is available at <u>www.mylicense.in.gov</u> (processing fees may apply); the standard renewal fee is \$60 (and there's a \$50 late fee for submissions after 11:59PM on the 30th).

A few tips and reminders on the renewal process and Continuing Education requirements:

- If you didn't get the e-mail notice, check your spam folder first and make sure PLA has an updated e-mail address (account updates can be made online <u>here</u>).
- June 30th is also the CE deadline for Indiana's annual twelve-hour real estate CE requirement (which begins for all brokers two years after they initially earn their real estate license).
- The deadlines are the same but the order matters: All three years of CE for the renewal cycle (36 hours) must be completed before applying for renewal.
- The final question on the license application reads, "Have you completed the required continuing education to renew?" – not completing CE or

applying for renewal before finishing CE hours risks a fine, license suspension or other disciplinary action from the PLA.

- Remember that IAR provides twelve hours of CE each year as a member benefit through our Real Estate Certification Program (RECP) online and on-demand at <u>RECP.org</u>.
- If brokers missed CE hours from previous years in the cycle, they should work to catch up on total hours to minimize any potential sanction from a PLA audit; RECP courses from previous years can be accessed for a nominal reactivation fee.
- And if you need help, we're here call the RECP helpline at 800-742-4067
 or drop up a line at <u>info@recp.org</u>.

Speaking of help: The PLA notification didn't address issues unique to new brokers (less than two years in the business) – **here's some clarification.**

- There are no CE hours required for the first two years after earning a license, to focus on completing the 30-hour post-licensing course requirement during that time.
- Everyone must renew their license, but brokers heading into their first renewal may not have any CE required (or may only need to complete the current 12-hour requirement).
- New brokers should answer "YES" to the final question ("Have you completed the required continuing education to renew?") if they are still in the two-year period for completing the Post Licensing course before annual CE requirements begin.



Upcoming End-User Paragon Training Webinars for April 2023 Click on "Register" to see a full description of each class.

Preference Wizard | Wednesday, April 12th | 1 p.m. CT <u>REGISTER >></u>

Collab Center - Buyer Experience & Setup | Thursday, April 13th | 1 p.m. CT <u>REGISTER</u>

Collab Center - Seller Side Experience & Setup | Friday, April 14th | 1 p.m. CT <u>REGISTER</u> >>

Collab Center - Preference Wizard | Monday, April 17th | 1 p.m. CT <u>REGISTER >></u>

Comparative Market Analysis (CMA) | Wednesday, April 19th | 1 p.m. CT <u>REGISTER >></u>

CMA Preference Wizard | Thursday, April 20th | 1 p.m. CT <u>REGISTER >></u>

Paragon Professional: <u>Listing Input & Maintenance</u> | Friday, April 21st | 1 p.m. CT <u>REGISTER >></u>

Pricing with a Strategy: Using Price Analysis | Monday, April 24th | 1 p.m. CT <u>REGISTER</u> >>

Paragon Connect - Overview | Wednesday, April 26th | 1 p.m. CT REGISTER >>

Contact Manager Exploration | Thursday, April 27th | 1 p.m. CT <u>REGISTER >></u>

Appraisers & Paragon | Friday, April 28th | 1 p.m. CT <u>REGISTER >></u>

Visit our Help Site for recorded Webinars - Click here!

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.







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 <u>info@recp.org</u>.)
- 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





June 5 – 6 at the French Lick Resort

REGISTER NOW!

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

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 – <u>but</u>:
- 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?



- 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 – <u>register today</u>!

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 to enter.

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





