

In the Know....

April 17, 2023

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

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Patty Seutter, President Elect
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260-302-1899
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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.*

2023 MLS BOARD OF DIRECTORS

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2023

**MLS Board of
Directors**

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

QUOTE OF THE WEEK

"Spring won't let me stay in this house any longer! I must get out and breath the air deeply again"

~Gustav Mahler

MARK YOUR CALENDARS

April 1 thru 30 - Fair Housing Month. Take the fair housing simulation "fairhaven" at <http://fairhaven.realtor/>

April 20 - RPAC Auction - The Woods II from 11:00 - 1:00. Board Office closed. See flyer on page 5 & 6 for more details!

April 25 - Out of town meeting. Board Office closed.

May 1 - Happy May Day!

May 8,9,10 - Board Office Closed.

May 11 - BOD Meeting 9:00 a.m. at the Board Office.

May 11 - MLS BOD meeting 10:15 a.m. at the Board Office.

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

May 29 - Memorial Day Holiday. Board Office closed.

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

 **TOP 1%** 
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In America

Steve Hostetter
NMLS#454458
260.403.8642

 **Bailey & Wood**
MORTGAGE LENDER

 **Bailey & Wood**
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CLOSE IN DAYS NOT WEEKS!

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In America

Paul Lang
NMLS# 10122707 IN AR7002
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

Our RPAC event is in 4 days! This Thursday April 20!
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!!



Great protection
for your important
documents!

Donated by:
Kay Kunce
Coldwell Banker



**THANK
YOU**



A great basket of
booze to forget a
hard day!

Donated by:
Scott Marker
KW Anchor Realty

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

Get cozy and relax
on this portable
hammock at home
or take it with you
to your getaway
vacation spot!

Donated by:
Jaz Singh
Horizon Bank



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: _____



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

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takes a firm stance
against discrimination.

REALTORS® are members of the
National Association of REALTORS®

**THAT'S
WHO
WE**



Let's Welcome Our New Chamber Members!!



3875 N Bayview Rd
ANGOLA, IN,
(260) 402-0744

Anchor Realty has proudly served Steuben County and surrounding areas since 2002. Scott Marker purchased Anchor Realty from Jeff Smith in October 2022 and joined forces with Keller Williams to form KW Anchor Realty. We are a real estate brokerage located at the 4 corners of Lake James! We help our clients buy and sell real estate in NE Indiana. Our goal is to provide a high level of service to give our clients and partners a smooth and enjoyable experience.

[Visit our website](#)





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 www.mylicense.in.gov (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 [here](#)).
- 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 [RECP.org](https://www.recp.org).
- 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 info@recp.org.**

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.

Comparative Market Analysis (CMA) | Wednesday, April 19th | 1 p.m. CT [REGISTER >>](#)

CMA Preference Wizard | Thursday, April 20th | 1 p.m. CT [REGISTER >>](#)

Paragon Professional: [Listing Input & Maintenance](#) | Friday, April 21st | 1 p.m. CT [REGISTER >>](#)

Pricing with a Strategy: Using Price Analysis | Monday, April 24th | 1 p.m. CT [REGISTER >>](#)

[Paragon Connect - Overview](#) | Wednesday, April 26th | 1 p.m. CT [REGISTER >>](#)

[Contact Manager Exploration](#) | Thursday, April 27th | 1 p.m. CT [REGISTER >>](#)

[Appraisers & Paragon](#) | Friday, April 28th | 1 p.m. CT [REGISTER >>](#)

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>



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





**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**



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?

Join us for an agenda focused on rebuilding and revitalizing rural housing markets.

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!](#)

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.**

