

In the Know....

May 31, 2023

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

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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
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jstreich@hoslerrealty.com
260-302-5200



Board of Directors

Kay Kunce
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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

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

Michele Guin
micheleg@c21bradley.com
260-579-7316

Dominic Jackson
djackson@hoslerrealty.com
260-446-7650

Dani Rittermeyer
dani@alwaysre.com
260-499-1334

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

"Spring being a tough act to follow, God created June."

- Al Bernstein



MARK YOUR CALENDAR

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! See flyer on page 11.

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

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

June 18 – Happy Fathers Day!

June 20 – Sentrilock mobile app security feature enabled. More information to come.

June 30 – 12 Hour C/E class deadline.

June 30 – License Renewal deadline.

MEMBER NEWS:

A Message from NAR

During the May Legislative meetings in Washington D.C., NAR approved that the annual dues payment will be adjusted from \$150.00 to \$156.00 and will be implemented for the 2024 dues billing cycle.

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!



This year's **NAR NXT** will be in Anaheim, California, November 14-16 and governance meetings will be 14-17. The link to registration as well as critical event information is available at narnxt.realtor




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



Eric Smothermon
260.609.4622
esmothermon@trfcu.org
NMLS# 586065

3 RIVERS  NMLS# 556303

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Northeastern IN Association
of REALTORS®!!



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

 **TOP 1%** 
MORTGAGE ORIGINATORS
In America

Steve Hostetter
NMLS#454458
260.403.8642

 **Bailey & Wood**
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NMLS# 10122707 IN 46702
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 -".



TIME IS RUNNING OUT!!!

C/E and License Renewal deadline is JUNE 30, 2023. You must have your C/E completed before you can renew your license with IPLA. **(YES, ORDER MATTERS!)** You can complete your free class online by logging into <https://recp.org/>.

You can complete your License Renewal thru the email that was sent to you from IPLA on March 30. If you did not receive an email, contact IPLA at 317-232-2960. Remember, if you do not renew by the deadline or if the process was completed in the wrong order, you could be subject to a fine or disciplinary action.





A chance to change someone's life in one day!

Please consider volunteering for one or all of these worthy projects. Contact the board office if you would like to sign up for one of these dates! We love to send groups as well! As always, Habitat will provide coffee, water, breakfast snacks and lunch. Habitat will provide the tools and their amazing project managers, so we just need to see your smiling faces! All projects begin at 9 am, and we are usually finished by 2-3p.m.

June 9	-Friday	900 Autumn Hills Dr. #20 - Avilla
June 30	- Friday	502 Red Oak Dr., Kendallville
July 8	- Saturday	52E Edgewater Dr., Garrett
July 15	-Saturday	83N Music Dr., Garrett
July 21	-Friday	1889 Rochester Rd., Ligonier



We are seeing an uptick in Active Listings flagged as “No showings” in the Remarks. However, agents are now using words like No Viewings/No Access etc. so those words/phases were recently added to the ListDiv “No Showings” Rule.



Remember, delayed showing listings can be entered into the Listed Coming Soon status for up to 21 days. If the seller exceeds the 21 days, the listing can be placed in temp off market. As a reminder, LCS listings are included in the IDX/VOW and syndication data feeds, however, it is up to the client and/or vendor to decide if the LCS status is displayed.



SUGGESTED STANDARDS FOR REALTOR OF THE YEAR (ROY) AWARD

1. **REALTOR® SPIRIT:** High principles of integrity, adherence to the REALTOR® Code of Ethics, and furtherance of the principles of good real estate practice among brokers, agents, and the general public
2. **CIVIC ACTIVITY:** Local, state, and national level participation in civic and service clubs, charitable activities, political commissions, or fraternal or religious groups
3. **BUSINESS ACCOMPLISHMENTS:** Public recognition of business conduct, service to clients, imaginative and creative advertising programs, rehabilitation work, land utilization, etc.
4. **LOCAL ASSOCIATION/BOARD ACTIVITY:** Local offices held and committee work, special assignments, seminar activity and educational work, membership, and offices held in local chapters of Institutes, Societies, and Councils
5. **STATE ASSOCIATION ACTIVITY:** State offices held and committee work, attendance and participation in state conventions, director's meetings, and educational conferences
6. **NATIONAL ASSOCIATION ACTIVITY:** National offices and committee work, membership, and work in Institutes, Societies, and Councils, attendance at national conventions and directors' meetings

Deadline

Applications open June 1, 2023

Applications due by 6 p.m. ET July 1, 2023

Please contact a board member if you have someone you would like to nominate for Realtor of the Year.

Board Members:

Dawn Miller 260-367-1778

Shala Cook-Hoover 260-463-1111

Patty Seutter 260-302-1899

Leyth Al-Mohammedawi 260-403-8315

Jennifer Streich 260-302-5200

Dani Rittermeyer 260-499-1334

Mark Hansbarger 260-316-3192

Kay Kunce 260-316-1422

Grand Opening & Ribbon Cutting



3875 N. Bay View Rd., Suite #1, Angola, IN 46703

12 pm
Wednesday, May 31st

Please join the Angola Area Chamber of Commerce
and our New Member KW Anchor Realty for their
Grand Opening & Ribbon Cutting



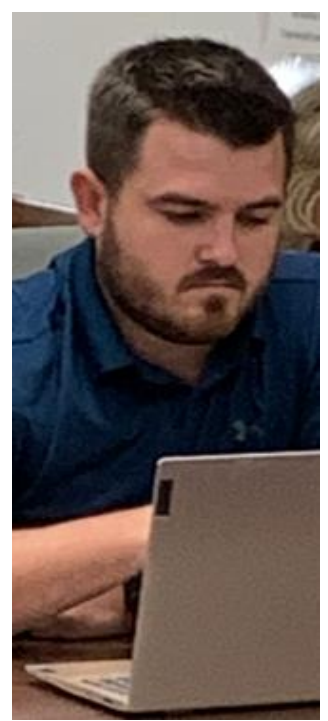
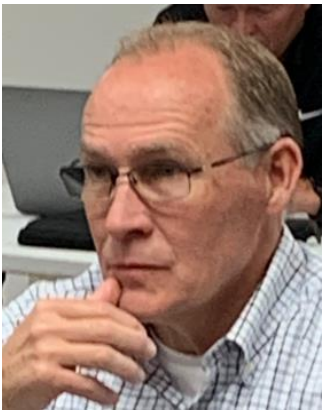
Reminder: Please join the Angola Area Chamber of Commerce and our New Member KW Anchor Realty as they celebrate the opening of their new business with a Ribbon Cutting Ceremony and Open House on Wednesday, May 31st starting at noon. The location is 3875 N. Bay View Rd., Suite #1, Angola, IN 46703.

We invite you to come out and celebrate this new business with KW Anchor Realty.

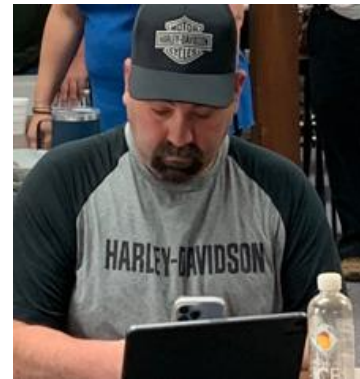
We hope you will join us at the event, look forward to seeing you soon!

Click on the button below to visit their website.

[Visit Website](#)



*May C/E at NEIAOR
Board Office*
Thanks to Cook Insurance &
Consulting for providing the
delicious lunch on
Wednesday!





A big Thank you to the instructors and Ashley at Upstar for preparing and teaching the classes that we need to continue being the best REALTORS® for our brand!



Show your pride NEIAOR!! We are excited to get a BIG group to go to Indy and celebrate who we "R"! Let's come together and tell everyone how our brand sets us apart! We will be carpooling to Indy on June 2 to participate in the Riding with The Brand Event! Contact the Board Office or any Board Member to sign up!

Board Office 260-347-1593 or niaor1@mchsi.com

Dawn Miller - 260-367-1778

Patty Seutter - 260-302-1899

Jennifer Streich - 260-302-5200

Mark Hansbarger - 260-316-3192

Kay Kunce - 260-316-1422

Shala Cook-Hoover - 260-463-1111

Leyth Al-Mohammedawi - 260-403-8315

Dani Rittermeyer - 260-499-1334



Indiana

RIDING WITH THE BRAND

Family-friendly Event

Friday, June 2

11:30am – 2:00pm ET

Indiana REALTOR® Building

143 W Market St, Indianapolis, IN 46204





Upcoming Paragon Training for June 2023

Click on "Register" to see a full description of each class.

All webinars in June will be Shorts (20 min in length) and focus on Paragon Connect.

Access Points & Short Cuts | Thursday, June 1st | 1 p.m. CT [REGISTER >>](#)

Home Page Navigation | Friday, June 2nd | 1 p.m. CT [REGISTER >>](#)

Buyer Side Exploration | Monday, June 12th | 1 p.m. CT [REGISTER >>](#)

Seller Side Exploration | Tuesday, June 13th | 1 p.m. CT [REGISTER >>](#)

Property Searches | Wednesday, June 14th | 1 p.m. CT [REGISTER >>](#)

Location, Hotsheet Searches & Open House/Tours | Thursday, June 15th | 1 p.m. CT [REGISTER >>](#)

Results & Distribution | Friday, June 16th | 1 p.m. CT [REGISTER >>](#)

Contacts | Monday, June 19th | 1 p.m. CT [REGISTER >>](#)

Listing Input & Maintenance | Friday, June 23rd | 1 p.m. CT [REGISTER >>](#)

Members - Agents & Offices | Friday, June 30th | 1 p.m. CT [REGISTER >>](#)

My Content - Listing Carts & Property Watch | Monday, July 3rd | 1 p.m. CT [REGISTER >>](#)





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.



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?

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!](#)

**ASSURANCE
TITLE
COMPANY**

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.**

