

### nsbar.org REALTOR® News

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Association of REALTORS®  
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#### Vision

The vision of the North Shore - Barrington Association of REALTORS® is to serve as The Gateway to Education, Information and Technology.

#### Notice

Under the long established policy of the North Shore - Barrington Association of REALTORS®, IAR and NAR:

1. The broker's compensation for services rendered in respect to any listing is solely a matter of negotiation between the broker and his or her client, and is not fixed, controlled, recommended, or maintained by any persons not a party to the listing agreement.
2. The compensation paid by a listing broker to a cooperating broker in respect to any listing is established by the listing broker and is not fixed, controlled, recommended or maintained by any persons other than the listing broker.

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Daniel Schermerhorn	847-869-4200
Leslie Stein	847-272-9880

#### Northbrook Office

450 Skokie Blvd, Building 1200  
Northbrook, IL 60062-7920  
847-480-7177 Fax 847-480-7362  
Reservations [www.nsbar.org](http://www.nsbar.org)

#### President/Chief Executive Officer

Terese (Terry) Penza, RCE, CAE, e-PRO  
MailTo:[terry@nsbar.org](mailto:terry@nsbar.org)

#### Director of Marketing/Education

Chris Huizenga

#### Education/Membership Administrator

Becky Shapleigh

#### Director of Information Systems

Steve Volkodav, e-PRO

#### Technical Support

Mike Gazdzik

#### Office Administrator

Rachel Struchen

#### Accounting/Membership

Kimberley Davis

#### Barrington Office

1250 Grove Avenue  
Barrington, IL 60010-3027  
847-381-7827 Fax 847-381-7899

#### Technical Advisor

Alice Roth, GRI, CRB, e-PRO

## NEXT GENERATION REAL ESTATE

By J. Lennox Scott  
Chairman and CEO  
John L. Scott Real Estate



As the real estate industry continues to evolve in new, exciting directions the basics have remained the same. Technology continues to enhance the real estate process; but what remains the same is the trusted relationship that exists between the agent and the client. Now more than ever, this relationship is vital to an agent's real estate career.

In the next five years, the real estate industry will be bombarded with media companies vying to compete with real estate professionals for their clients. They want to intercept clients through advertising and then sell these clients back to the real estate professionals.

With that being said, agents will win listings, meet buyers, earn referrals, and enhance their client's experience by becoming relationship focused and technologically empowered through the use of information source marketing. Clients want agents who are market savvy and who will act as an advocate on their behalf. In essence, what they really want is an agent who specializes in personalized service enhanced with the power of technology.

A concept known as *real time real estate* provides the opportunity and enhances the relationship that exists between the agent and the client. Real time is now, it's instant, and it's all about offering the ultimate level of client service. In real time, what formerly took three or four days now takes only seconds thanks to the Internet. The Internet is the ultimate 'accelerator' in the relationship between the agent and the client. Accelerators enhance the speed of completing tasks while creating a higher level of agent productivity.

As is in any profession, it is essential for agents to have a business plan, but even more importantly, the agent needs to develop a life plan. In this business, it is very common to get wrapped up in the career and not take time to enjoy life. It's important to not lose perspective of having a balanced life. A life plan addresses not only a business plan, but all elements of an individual's personal life including the following five areas:

1. Spiritual Life
2. Personal Life (growth, relationships, health, hobby, passion)
3. Family and Friends (raising children)
4. Work Life (contribution of service, finances, investments)
5. Community Life (helping those in need, enhancing the community, protecting the environment, teaching future generations)

Once your life plan has been created, the next step is to focus on a business plan. An agent business plan leads to a great, long-term career. It focuses on business development activities, client relationship management, transaction management, integrated marketing strategies, becoming a quick response agent, and offering premium services to the client.

**Client Relationship Management:** Client Relationship Management is the number one, core agent activity and it's the key element to establishing long-term relationships with clients. Client Relationship Management (CRM) is the perpetuation and ongoing communication between the agent and client that works to deepen and maintain client loyalty. CRM is an essential business investment because it is proven to generate repeat and referral business. It allows agents to send targeted information to niches within their client base. By providing this level of service, agents enhance and deepen the relationship with their clients. In addition, by keeping in contact, it elevates top-of-mind awareness level to perspective clients.

**Transaction Management:** Real estate agents have three primary functions: client relationship management, business development, and real estate transactions. With all of these demands, the secret to higher productivity and creating a more balanced life is using a personal assistant or transaction coordinator. The purpose for doing this is to enhance the level of service for clients and to make the overall real estate process more efficient for all involved. It's estimated that transaction management frees up about 30 percent of an agent's time which can lead to a more balanced work-life plan.

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#### Member Benefit Reference Index

#### Health Insurance

National Assoc. of Self-Employed  
Ron Shapero 312-337-7133  
Castle Group 559-8100  
NAR [www.narhealth.com](http://www.narhealth.com)

#### Investment Counseling

GCG Financial, Inc  
Mark Tauber 847-457-3073  
[mark.tauber@gcgonline.com](mailto:mark.tauber@gcgonline.com)

#### Car Purchase

Chrysler/Jeep  
[www.realtor.org](http://www.realtor.org)

#### Car Rental

Alamo Rent-A-Car 800-539-2322  
Rate Code BY ID#BY428299

#### Client Closing Gifts

Chicago Botanic Garden Memberships  
Nancy Koberstein  
847-835-8215; 847-835-8923 fax

#### Courier Service

Timely Courier  
Michele DiMaio/Fred Cisarik  
847-434-1090

#### Need Information?

Call Northbrook, 847-480-7177  
or Barrington, 847-381-7827  
or visit [www.nsbar.org](http://www.nsbar.org)

## EDUCATION UPDATE

DIRECTOR OF MARKETING/ EDUCATION CHRIS HUIZENGA

### NAR Ethics Requirement Deadline Fast Approaching

If you have not yet completed the NAR Quadrennial Ethics Requirement, you must do so by Dec 31. NSBAR is mandated by NAR to suspend the services of members that do not comply with this requirement. **NO ONE IS EXEMPT FROM THIS!** To accommodate those with busy schedules, NSBAR has several FREE, non-CE video courses available. Please see the following list of video courses:

Tue	Dec 7	6PM - 9PM	Night Course - Northbrook Only	Mon	Dec 27	1PM-4PM	Northbrook Only
Mon	Dec 13	1 PM - 4 PM	Northbrook / Barrington	Tue	Dec 28	9AM-12pm	Northbrook Only
Tue	Dec 14	6PM - 9PM	Night Course - Northbrook Only	Tue	Dec 28	1PM-4PM	Northbrook Only
Thur	Dec 16	9AM-12PM	Northbrook Only	Tue	Dec 28	6PM - 9PM	Night Course - Northbrook Only
Fri	Dec 17	9 AM - Noon	Northbrook / Barrington	Wed	Dec 29	9AM-12pm	Northbrook Only
Thur	Dec 23	9AM-12pm	Northbrook Only	Wed	Dec 29	1PM-4PM	Northbrook Only
Thur	Dec 23	1PM-4PM	Northbrook Only	Thur	Dec 30	9AM-12pm	Northbrook Only
Tue	Dec 21	6PM - 9PM	Night Course - Northbrook Only	Thur	Dec 30	1PM-4PM	Northbrook Only
Mon	Dec 27	9AM-12pm	Northbrook Only				



### REALTOR® News Goes Electronic

NSBAR is excited to bring you an electronic version of REALTOR® News! This new method is designed to bring you relevant NSBAR information in a quick and clean format that you can share with your friends and other REALTORS®. The e-newsletter will be a supplement to the print version you currently enjoy. In order to make sure you receive this, please be sure that you do not have your NSBAR email correspondence filtering into Bulk or Spam mail.

### NSBAR Computer Club Dec 16

The NSBAR Computer Club is open to all members who wish to know more about leveraging the power of their computer and the internet to increase their returns. Bring your computer questions on the 16<sup>th</sup> to NSBAR Northbrook. No registration necessary. Meeting goes from 9:00 – 10:30AM.

### EasyShow™ at NAR Expo

Steve Volkodav and Chris Huizenga were displaying the EasyShow lockbox at the NAR Expo from Nov 5-9 in Orlando. Thank you to all our members that came by to say "hello". Go see the new EasyShow website at [www.easyshowlockbox.com](http://www.easyshowlockbox.com).

### Star Track November 1

On Nov 1, 40 new NSBAR members attended the Star Track Orientation program. The new members were greeted by NSBAR's Director of Marketing/Education Chris Huizenga, who also made a presentation on the NAR Code of Ethics. The students were given a very insightful program on marketing by Allyson Hoffman ([www.allyson.com](http://www.allyson.com)). The lunch sponsor for the program was Peter Specht, Majestic Mortgage, who presented tips on how to pre-qualify buyers. The new members were then given basic instruction on how to use MLS systems by NSBAR Director of Information Systems Steve Volkodav. The next Star Track Orientation class will be December 6 and again on January 10.

### December Class Update at NSBAR

#### Star Track New Member Orientation

(Fulfills Mandatory Ethics Requirement) Instructors: Chris Huizenga, Director of Marketing/Education; Steve Volkodav, *e-Pro*; 8:30 - 4:00 in Northbrook. Register online at [www.nsbar.org](http://www.nsbar.org), or call 847-480-7177.

#### ETH 1508: Black, White or Gray: Ethical Dilemmas

Instructed by Marilyn Glazer, GRI, CRS, CRB. Thur Dec 2 from 1PM-4PM in Northbrook. 3 hrs. C.E. This course uses case studies to illustrate moral/ethical dilemmas. The course illustrates different ways of handling ethical issues that arise in life and business. This class also fulfills the NAR Ethics requirement.

#### CORE 1601: Agency and Fair Housing

Instructed by Marilyn Glazer, GRI, CRS, CRB. Fri Dec 3 in Northbrook from 1PM-4PM, and Dec 10 from 1:30-4:30 at Barrington Area Library. 3 CORE B hrs. C.E. This is the second of two courses that renewing licensees must take in addition to six hours of elective courses. This class covers agency law, including contractual relationships, fiduciary rights and obligations, legal and ethical responsibilities of brokers, and disclosure. It also covers Fair Housing laws.

#### Brokerage Administration

Instructed by Marilyn Glazer, GRI, CRS, CRB. Dec 13 and 20. 8:30-5:00 at NSBAR Northbrook. 3 hrs. C.E. Contracts and Conveyances. 3 Core hours CE credit covers deeds, fixtures, contracts, real estate closings, foreclosure and redemption, land use controls, landlord/tenant relationship, cooperatives and condominiums.

#### CORE 1600: License Law and Escrow

Instructed by Marilyn Glazer, GRI, CRS, CRB. Fri Dec 10 from 9:30-12:30. 3 CORE A hrs. C.E. Barrington Area Library. This is the first of two courses that renewing licensees must take in addition to six hours of elective courses. This class covers The Real Estate License Act of 2000, administrative rules and changes, and escrow accounts.

#### Foundations For Success

Instructed by Lynn Madison, ABR, GRI. January 6-7 and 13-14. Learn the ins-and-outs of buyer counseling, marketing to friends and family, writing offers, holding effective open houses, presenting and negotiating, preparing CMS's and more! Register online or call 847-480-7177.

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## REALTOR® NEWS

Keeping REALTORS® at the center of the transaction also is the principal objective of the Strategic Planning Committee's new strategic plan. The plan articulates three core objectives that are key to maintaining the first point of contact with consumers: expanding the REALTOR® role in the transaction; supporting member efforts to offer a package of services to consumers; and recognizing the value of specialty groups and the need to provide products and services to those groups. Other strategic objectives include taking the lead on data security; being a strong advocate for property rights and other real estate issues in the federal legislative and regulatory arena; and strengthening NAR's role in promoting diversity in homeownership and in NAR membership.

Homestore CEO Mike Long told board members of the need for the industry to increase the number of salespeople and brokers using REALTOR.com services in order to battle online intermediaries and interlopers trying to come between salespeople and consumers. Long said millions of consumers start their search through just a few portals, and REALTOR.com must continue to compete on behalf of REALTORS®. "A weak REALTOR.com cannot compete with [those portals] for consumer traffic," said Long. "The site must maintain its market value proposition. Only REALTOR.com stands between them and control of millions of consumers."

#### Illinois' new law regarding minimum services in the spotlight at the NAR Conference in Orlando.

The new law (*Illinois Public Act 93-957*) was featured in discussions held at the state leadership forum, the legal issues update for state associations and local board legal counsels, and at a risk management panel session. It was noted that Texas, Michigan, and Missouri are among other associations

looking to possibly take similar steps. Read more about the *NAR risk management panel* and find *Minimum Services FAQs* drafted by IAR legal counsel on the IAR Web site. (NAR/IAR, 11/08/04)

**Latinos are looking for a "trusted advisor."** According to a new survey released at the NAR Conference, more than half of Latino home buyers report that one of their chief barriers to homeownership is finding a trustworthy advisor who can guide them through the home-buying process. Conducted by the *Tomas Rivera Policy Institute* of the University of Southern California, the survey of 1,400 Mexican Americans in Atlanta, Houston, and Los Angeles showed that at least 1.5 million Latino households will buy homes by 2010. But the report indicated that the housing industry could help another 700,000 families become homeowners by providing Latino renters with bilingual outreach, counseling and access to innovative mortgage products. Read the *NAR release* and visit IAR's *International Resources* Section for more resources. (NAR, 11/08/03)

**IAR's Business Conference for Owners and Managers features Tuccillo and Moats Kennedy.** Mark your calendar for Feb. 2 in Schaumburg for the IAR Business Conference, which affords owners and managers the opportunity to study industry trends, legal and regulatory issues and technology to better address the business needs that stem from a changing marketplace. On the packed, one-day program are economist John Tuccillo who will cover real estate trends and Marilyn Moats Kennedy, who will share her extensive research on selling to Generations X and Y. IAR CEO Gary Clayton and IAR's Chief Legal Counsel Steve Bochenek also are on the program. *Learn more.*

## DIRECTOR OF INFORMATION SYSTEMS /STEVE VOLKODAV, E-PRO

Have you seen the "members only" section of our site lately? It's filled with all kinds of information that you have immediate access to. For instance, you can Pay/View your invoices online, register for classes, check out your education history, view the education calendar, view your committee schedule, shop the Board Store, and check to see if you have met your ethics requirement. Ethics requirement deadline is December 31, 2004.

Go to <http://nsbar.org> and point your mouse to "Members only". A drop down list will appear, click on "Member Login". Enter your North Shore-Barrington Association member number and then enter your password. If you have never entered this site before and are not sure what your password is, click on "Forgot your password?" If you have given us a valid email address you should receive your password in a matter of minutes. If you don't receive your password you can email me [steve@nsbar.org](mailto:steve@nsbar.org) and I personally send you your password.

Once you are logged in scroll down to "Other Services" and click on "Education History". Then click on "Education Tracking" and you should be looking for "4 Year Ethics Req". At the end of that line there is a column labeled "Completed" with the date you completed your Ethics class. If you haven't completed this requirement please contact the Education Dept and schedule yourself in one of the classes as soon as possible.

### MSLNI Tips

New Listing Input sheets for Property Types 1-3 & 5 will be loaded onto MSLNI's Intranet site by November 13. These new forms reflect the removal of the Entry Only/Limited Service feature bit in the Special Compensation Information field. All other Listing Input sheets have also been updated to reflect the removal of www.MLSNI.com as an Internet Display field.

### Tax Notes

Cook County has notified FNIS that they are running behind in the compilation of tax data for the 2004 tax year. Therefore, tax data for Cook County will not be available on Compass® or RE/Xplorer™ until December 2004 or January 2005.

All other counties in the MSLNI area have provided FNIS with 2004 tax data, and the updates are reflected in the current database.

### Photo Notes

A note to all brokers/agents who are members of both MSLNI and MAP –

Please remember that, when you order a virtual tour, you must order it with an MSLNI listing number for it to be posted on one of the MSLNI systems (i.e. connectMLS™, MLXchange, RE/Xplorer™). Virtual tours that are ordered with only a MAP listing number will find no match in the MSLNI database, and therefore will not be posted. So please, if you wish your tour to post on both MSLNI and MAP systems, use both listing numbers on the request.

### MAP Tips

The Listing Entry function is found under the Add/Edit module.

- DO NOT USE either the Backspace Key or Enter Key; Use the Tab Key; Shift +Tab, or Mouse
- Required fields are BLUE on the input screen and Black boxes with WHITE lettering on the input forms
- Table Values in List Boxes are contact sensitive to the first letter
- Enter all information in Upper and Lower case
- Enter the Mailing Address for the property. Actual Corporate Limits are entered on the "Long Form"

Go to "MY PAGE" on the black navigation bar — select "Add/Edit"

After the "Add/Edit" module displays — click on the "New Listing" Tab

This will display the SHORT SCREEN which contains all the fields at the top of the front side of the listing input form. Once the required fields for the SHORT SCREEN are filled in, the listing may be saved as an "Incomplete" listing or the user can continue to the long form and fill in the remaining fields.

Once all the REQUIRED fields are entered, this listing may be Saved as Incomplete and finished at a later date or cloned/copied and completed at a later date. REMEMBER: Listings must be entered within 48 hours of the date of the listing agreement.

### Cool Sites

If you made copies of your personal files using my computer's CD-RW drive there is a way for you to password protect these CDs. You will need to do this especially if there is a lot of financial or private data on them.

You may already have what you need. Check the documentation that came with your CD-RW drive and its associated software. Some CD-RW drives, such as Plextor's PlexWriter, have a feature that allows you to password-protect CDs when burned. But if your drive does not, there are other ways to get this job done. You could use your backup software program. Almost all programs allow you to password protect a backup. Consider what you are putting on the disc. For example, if the CD contains a Microsoft Word file, you can password-protect a file from within Word. Open the Tools menu, select Options and Security. Almost all software programs allow you to password protect files.

You could also compress the files and put them into a password protected ZIP file on the disc using a program like WinZip: <http://www.winzip.com>

First, create a ZIP file that contains all the files in the folder. Give the file a password by selecting Options and Password. Afterwards, if you want or feel a need to, you can delete the original folder on your computer's hard disk. Save this password protected ZIP file on a CD. When you try to open the files in the ZIP file, you will be asked for a password.

Or if you prefer, use a program like Pretty Good Privacy <http://www.pgpi.org> to encrypt the files before burning.

Finally, there are software programs that encrypt and password protect files saved on a CD. Be careful which program that you use.

Freelock (<http://www.geocities.com/SiliconValley/Code/6061/>) is a free program that will protect the CD. But, as the author states, it is very easy to re-create such CDs by copying the contents to your hard drive and then re-mastering the CD from the files copied.

Other programs include:

CryptCD 3:

<http://www.timesavesoftware.com/products.php>

EncryptionPlus:

[http://www.pcguardianttechnologies.com/Encryption\\_Plus\\_CD-ROM/](http://www.pcguardianttechnologies.com/Encryption_Plus_CD-ROM/)



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America's Luxury Home Builder

## Toll Brothers offers beautiful luxury homes for your clients. Here's what we offer you...



- Gated community surrounded by an 18-hole Arnold Palmer Signature golf course
- Relax with resort-style living, including: golf, tennis, swimming and fitness center
- Magnificent clubhouse with pro-shop, locker rooms, dining room and lounge

Tournament Collection priced from the mid-\$300,000s  
Executive Collection priced from the mid-\$400,000s  
Golf Villas Collection priced from the low \$500,000s  
Masters Collection priced from the mid-\$500,000s  
Signature Collection priced from the mid-\$600,000s

**Directions:** From the intersection of Rt. 22 & 83, proceed north 3/4 of a mile on Rt. 83 to Gilmer Road, go west 4-1/2 miles to Schwerman Road. Proceed 3/4 of a mile to the Hawthorn Woods Country Club main entrance. Turn left onto Tournament Drive. The Welcome Center is on the left. (847) 550-0400

### PALATINE STATION

- Spacious, flowing floorplans in a combination of 1, 2, and 3 bedroom designs
- Large living areas with voluminous 9ft. and 10ft. ceilings
- One and two car attached garages
- Rooftop deck option (per plan)

1 bedroom from the mid-\$200,000s  
2 & 3 bedrooms from the mid-\$300,000s

**Directions:** From I-90 take Rt. 53 north for 4-1/2 miles to Palatine Road west exit. Proceed west on Palatine Road and make a right onto Smith St. Proceed north on Smith St. 2 blocks to Wilson St. Turn left onto Wilson St. and immediately turn right to Sales Center. (847) 934-4800

### THE ESTATES AT Inverness Ridge

- Luxury gated community with homes offering generous first or second-floor master suites with 3 to 5-bedrooms and 2-1/2 to 4-1/2 baths
- Spacious ranch plans with soaring 10ft. ceilings available
- Tour our fully decorated Middleton model home today

Priced from the mid-\$600,000s

**Directions:** Located at Palatine & Barrington Roads, 3 miles north of I-90. Enter off of Palatine Road, 1/4 mile east of Barrington Road. (847) 277-1800

3% Commission on the base price of the home  
50% advance commission paid at the Agreement of Sale (remainder at closing)  
Corporate Relocation Reimbursement program, call for details

The Chesapeake at Hawthorn Woods Country Club



### Coming Soon!

THE WOODS  
of South Barrington

- Homes ranging from 3,000 to 6,000 sq. ft.
- Walking trails and preserved open spaces
- Barrington School District

Single-family homes priced from the \$600,000s

REGENCY  
The Woods of South Barrington

- A perfect blend of privacy and convenience for active adults 55+
- Homes ranging from 2,000 to 2,600 sq. ft.
- Gated community featuring a clubhouse with fitness center and outdoor pool

Single-family homes priced from the \$500,000s  
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**TRANSFERS**

Renee Kim, from RE/MAX United, 81-B S. Milwaukee, Wheeling to Major Enterprises, Inc., 707 Skokie Blvd, #600, Northbrook

Babu M. Philip, from Century 21 Marino, Inc, 5800 Dempster Street, Morton Grove to Coldwell Banker Leader Realty, 4021 Oakton Street, Skokie

Kenneth J. Gaidas, from Baird & Warner, 207 E Westminster, Lake Forest to Coldwell Banker, 280 E. Deerpath, Lake Forest

Harvey Hoffman, from Koenig & Strey GMAC, 825 S Waukegan Road, Lake Forest to Prudential Preferred Property, 850 Green Bay Rd, Winnetka

Christine Landsberger, from RE/MAX of Barrington, 306 W Northwest Highway, Barrington to Keller Williams Success Realty, 600 Hart Road, Suite 105, Barrington

Patricia Carlson, from Coldwell Banker, 303 E. Main St. #101, Barrington to Keller Williams Success Realty, 600 Hart Road, Suite 105, Barrington

Bonnie Smith, from Realty Executives Prestige, 1335 E. Davis, Arlington Heights to RE/MAX Showcase, 810 S. Waukegan Rd, Lake Forest

Arkady Goltsfarb, from G & A Realty Inc, 2847 Pfingsten, Glenview to Prospective Realty, 440 Lake Cook Road, Deerfield

Cathleen Cascia, from Coldwell Banker, 1420 Waukegan Road, Glenview to Koenig & Strey GMAC, 2630 Valor Drive, Glenview

Eileen Campbell, from Prudential Preferred Property, 1890 First Street, Highland Park to Koenig & Strey GMAC, 1925 Cherry, Northbrook

John Morrison, from Coldwell Banker, 303 E. Main St. #101, Barrington to RE/MAX of Barrington, 306 W Northwest Highway, Barrington

Jane Pickus, from Prudential Preferred Property, 1890 First Street, Highland Park to Koenig & Strey GMAC, 1925 Cherry, Northbrook

Yeong-Suk Lee, from Champions Realty Group, Inc, 4908 Dempster Street, Skokie to Grand Real Estate Inc, 4001 W. Devon, #344, Chicago

Gloria Loukas, from Coldwell Banker Residential Brokerage, 280 E. Deerpath, Lake Forest to Renaissance Realty Partners, 225 E. Deerpath, Suite 132, Lake Forest

**Reinstatements**

Earl Goldsmith, Earl Goldsmith, 1653 McCraren, Highland Park

Jose N. Cyriac, REA Realty, 9410 Waukegan Rd, Morton Grove

Nataliya Gorenjuk, RE/MAX United, 81-B S. Milwaukee, Wheeling

Silvi Freedson, Coldwell Banker, 640 Vernon Avenue, Glencoe

George Prigorskiy, RE/MAX United, 81-B S. Milwaukee, Wheeling

Ramesh Patel, B R Realty Group, 9333 Lowell Ave, Skokie (reinstated office only)

Michael P. Krieger, Gerald Cote & Associates, 17 E Palatine Road, Palatine

Feliks Faynshteyn, Major Enterprises, Inc., 707 Skokie Blvd, #600, Northbrook (from CAR)

**Office Changes**

Steve Rotblatt is now the managing broker of the Coldwell Banker Martin & Marby offices.

studying the broker's pre-licensing  
is a bright idea

Instructed by Marilyn Glazer,  
GRI, CRS, CRB

Advanced Real Estate Principles  
01/24/05, 01/31/05  
08/15/05, 08/22/05

Finance  
02/14/05, 02/28/05  
09/19/05, 09/26/05

Sales and Brokerage  
03/21/05, 03/28/05  
10/17/05, 10/24/05

Brokerage Administration  
04/18/05, 04/25/05  
11/11/05, 11/21/05

Contracts and Conveyances  
12/13/04, 12/20/04  
05/16/05, 05/23/05  
12/12/05, 12/19/05

\$175 per class

register online at [www.nsbar.org](http://www.nsbar.org)

**T'S THE RULE** CEO TERESE (TERRY) PENZA, CAE, RCE, E-PRO

There is no rule, law, requirement, policy, etc that gives an agent automatic right to part of a commission. Of course, all monies go through the sponsoring broker – the sponsoring broker can offer and receive compensation. To get a commission someone has to offer it to you and you have to accept. MLS is NOT an advertising vehicle but an agreement of compensation therefore if you have legal access to a MLS and you sell a property in THAT MLS you can get a coop commission barring any requests for arbitration. If a listing is in MLS but you do not have legal access to that MLS then if you want to show the property AND you want to get paid you will have to ask the listing office BOTH questions and then they can decide if they will grant your wish. The listing office has the responsibility to tell their owner if they decide they do NOT want to work with you – they would do that just prior to the owner signing the listing agreement.



How much do I get paid? What ever the other office offers. Where did someone get the idea that the selling office gets half of the commission? Well, no matter where it came from because it is erroneous! Sometime people ask for a copy of the listing contract in an arbitration hearing which is totally irrelevant – the total commission has absolutely nothing to the amount you earn. An offer of compensation is offered to you and you decide if you want to accept it or find another listing. Of course, you have to tell your buyer if you are going to walk away from a potential home for the buyer if you have a written agreement with the buyer.

If you put a listing in MLS then you must write the check to the coop office. Your seller is not and cannot write the commission check to the coop office.

**Standard of Practice 3-2**

REALTORS® shall, with respect to offers of compensation to another REALTOR®, timely communicate any change of compensation for cooperative services to the other REALTOR® prior to the time such REALTOR® produces an offer to purchase/lease the property. (Amended 1/94)

**New Members**

John Russillo, Northshore Properties, 1450 Dartmouth Lane, Deerfield (new office too)

David Weinstein, G & A Realty Inc, 2847 Pfingsten, Glenview (from CAR)

Irina Maron, RE/MAX United, 81-B S. Milwaukee, Wheeling (new office only)

Elisa Young, New Century Realty Inc, 1921 Lake Ave, Ste D, Wilmette

Patricia J. Brophy, Coldwell Banker, 640 Vernon Avenue, Glencoe

Maggie Finks, Coldwell Banker, 552 Lincoln Ave., Winnetka

Jennifer Levinson, Koenig & Strey GMAC, 1925 Cherry, Northbrook (from CAR)

Pamela Morris, RE/MAX Showcase, 810 S. Waukegan Rd, Lake Forest (from RANWC)

David Lempke, Coldwell Banker, 1025 W Everett Road, Lake Forest

Katherine Rogulski, Coldwell Banker, 552 Lincoln Ave., Winnetka

Brian Kossof, Koenig & Strey GMAC, 800 Waukegan Road, Deerfield

Marianne Savaiano Fleisher, Law Office of Marianne Savaian, 321 Rivershire Court, Lincolnshire (affiliate office)

Yakov Goldin, New Century Realty Inc, 1921 Lake Ave, Ste D, Wilmette (from CAR)

Anthony M. Papa, Anthony M. Papa, 325 Hidden Creek Road, Lake Zurich (new office only)

Nak H. Kim, Stone Realty Inc., 9216 Waukegan Road, Morton Grove

Stefanie Antoniou, Coldwell Banker, 1330 Shermer Road, Northbrook

Cathleen Walker, Koenig & Strey GMAC, 825 S Waukegan Road, Lake Forest (from RANWC)

JoAnne Julian, Barrington Realty Company, 145 W Main Street, Barrington

Marc C. Lowry, Benson Appraisals, 4 Crystal Street, Cary

Jennifer Kissane, New Castle Realty Group, 1821 Walden Office Sq, Ste 105, Schaumburg (from RWSSC)

Alexandra Gordin, Coldwell Banker, 740 Waukegan, Deerfield

Sarah Han, Koenig & Strey GMAC, 1925 Cherry, Northbrook

Luybov Kleiman, Koenig & Strey GMAC, 2630 Valor Drive, Glenview

Judy Avedon Gibbons, Baird & Warner, 754 W. Northwest Hwy., Barrington

Santino Abbinante, ERA Countrywood Realty, Inc, 39 S Barrington Road, Barrington

Vicki Jarosch, Coldwell Banker, 303 E. Main St. #101, Barrington

Cheonggi Byun, Coldwell Banker, 1420 Waukegan Road, Glenview

Susan Vecchione, Prudential Preferred Property, 1600 Orrington, Evanston

Jennifer Williams, Prudential Preferred Property, 1600 Orrington, Evanston

Nancy Falcone Wiley, Coldwell Banker, 552 Lincoln Ave., Winnetka

Miro Skowronski, Prime Realty Group Inc., 1766 Hintz Road, Wheeling

Denise Gaffney, Baird & Warner, 754 W. Northwest Hwy., Barrington

David Burns, Baird & Warner, 714 Elm St, Winnetka

Marigale Walsh, Get Settled,(affiliate)

Sandy Radojevich, REA Realty, 9410 Waukegan Rd, Morton Grove

Ed Kowalczyk, Coldwell Banker, 1508 Sherman Avenue, Evanston

Talla Zhitnitsky, Prospective Realty, 440 Lake Cook Road, Deerfield (secondary membership--from CAR)

Melanie Parsons, Keller Williams Success Realty, 600 Hart Road, Suite 105, Barrington

Robert A. Kukla, Gerald Cote & Associates, 17 E Palatine Road, Palatine

Jeanine Gillen, Keller Williams Success Realty, 600 Hart Road, Suite 105, Barrington

Susan J. Maman, Coldwell Banker, 640 Vernon Avenue, Glenview

Grazyna Frys, Prestige Realty Group Inc, 2025 Johns Drive, Ste F-1, Glenview

Jorge R. Russe, Keller Williams Success Realty, 600 Hart Road, Suite 105, Barrington

Selwyn Skevin, Laika Mortgages, Inc., 1245 Milwaukee Ave., Suite 202, Glenview (affiliate)

Michael G. Lane, New Century Realty Inc, 1921 Lake Ave, Ste D, Wilmette (from CAR)

George J. Grimelli, Baird & Warner, 754 W. Northwest Hwy., Barrington

Hanna Zieba, Silvertown Realty, Inc, 201 E. Park St. # D, Mundelein

David J. Gordon, Wachovia, 500 Lake Cook Road, #100, Deerfield (new office too)

Philip C. Liang, Prudential Stonegate Realty, 33 W. Higgins Rd, Suite 500, South Barrington (from RANWC)

Sharon L. Otteman, Koenig & Strey GMAC, 1009 Waukegan Road, Glenview

William Griffin, Griffith, Grant & Lackie, 678 N Western Avenue, Lake Forest

Evelina Hamilton, Estate Properties, 333 Skokie Blvd, #103, Northbrook

Kathy Hartsig, Coldwell Banker Residential Brokerage, 552 Lincoln Ave., Winnetka

Kathryn Mangel, Coldwell Banker Residential Brokerage, 552 Lincoln Ave., Winnetka

Robert Koo, Northwestern Investment Group, 9526 N. Leamington, Skokie (new office too)

Grazyna Frys Prestige Realty Group Inc 2025 Johns Drive, Ste F-1  
Glenview, IL 60025

#### NSBAR Honors

Simeon Spirrisson for earning the CCIM designation.

#### Terminations

Christine Kirk, Rubloff Development Group, Inc, RDG, Inc, P.O. Box 398, Wilmette (office too)

Gerald H. Weber Jr, Rubloff Development Group, Inc, RDG, Inc, P.O. Box 398, Wilmette

Nancy Kavanagh, Rubloff Development Group, Inc, RDG, Inc, P.O. Box 398, Wilmette

Cindy Eich, RE/MAX Unlimited Northwest, 1 First Bank Plaza - Suite 103, Lake Zurich

Charles B. Barsamian, Koenig & Strey GMAC, 1009 Waukegan Road, Glenview

Ana L. Pulido, North Shore Realty Group Ltd, 3412 Milwaukee Ave, Northbrook

John Garrity, Realty One, Inc, 9231 Waukegan Road, Morton Grove

Jamie Jeanne Waryck, Keller Williams Success Realty, 600 Hart Road, Suite 105, Barrington

Holly Benson, Keller Williams Success Realty, 600 Hart Road, Suite 105, Barrington

Felica Looper, Keller Williams Success Realty, 600 Hart Road, Suite 105, Barrington

Kelly Kleszynski, Keller Williams Success Realty, 600 Hart Road, Suite 105, Barrington

William Clark, Koenig & Strey GMAC, 601 Green Bay Road, Wilmette

Assya Vareljan, Koenig & Strey GMAC, 1009 Waukegan Road, Glenview

Frank G. Belline, Baird & Warner Residential, Inc, 314 McHenry, Buffalo Grove

Geri Barborek, Koenig & Strey GMAC, 2630 Valor Drive, Glenview

Steven Schwab, Century 21 Care Real Estate, 141A S. Northwest Highway, Barrington

Patricia M. DeWaal, Keller Williams Success Realty, 600 Hart Road, Suite 105, Barrington

Norma Tan, Century 21 Marino, Inc, 5800 Dempster Street, Morton Grove

Melida Skenderi, Coldwell Banker, 1420 Waukegan Road, Glenview

Sam Tousi, Coldwell Banker, 1330 Shermer Road, Northbrook

Diane B. Dalbke, Baird & Warner, 754 W. Northwest Hwy., Barrington

Daniel A. Russo, Baird & Warner, 1900 Waukegan Rd, Glenview

Dennis Melton, Century 21 Care Real Estate, 141A S. Northwest Highway, Barrington

Michael Martin, Coldwell Banker M&M, 4632 Church Street, Skokie

Arlene Warshawsky, Coldwell Banker, 5404 W Devon Avenue, Chicago

Adele O'Brien Bensinger, Baird & Warner, 1920 Sheridan Road, Highland Park

Dee Kahnweiler, Coldwell Banker Residential Br, 1893 Sheridan Road, Highland Park

Natalia Komarovskaia, Century 21 Sketch Book, 20 Northwest Hwy., Cary

#### Deceased

Carol Payson, Fee Simple, Realtor, 181 E Westminster Road, Lake Forest

Herbert Walbaum, Barrington Realty Company, 145 W Main Street, Barrington

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**Core 1600 (Core A)**  
Discusses the Real Estate License Act,  
Administrative Rules and Escrow Accounts  
9AM - 12PM

**Core 1601 (Core B)**  
Get an in-depth look at Agency Law,  
Legal and Ethical Responsibilities,  
Contractual Relationships and Disclosure  
1PM - 4PM

Instructor: Marilyn Glazer, GRI, CRS, CRB  
dec.3 : dec.10 : feb.4 : mar.3 : mar.19 : mar.24 : mar.25

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FEB 21, PRINCIPLES OF COMMERCIAL RE FINANCE  
APRIL 11, HOW TO ANALYZE LEASING ALTERNATIVES  
MAY 19, GETTING THE JOB DONE  
JUNE 13, EFFECTIVE TECHNIQUES FOR SELLING A BUSINESS

INSTRUCTED BY:  
CHARLES E. WIERCINSKI  
FRANK BELLA  
JAMES ANTHONY KORRECK

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continued from page one

By 2010, I believe we will see all agents using online transaction management. Online transaction management provides a centralized online location for every aspect of the transaction, from the purchase and sale agreement to the property inspection, appraisal, lender approval, and title and escrow work. The various steps involved in the transaction process are managed by transaction coordinators, hired professionals who charge on a per transaction basis.

**Integrated Marketing Strategies:** The Internet is truly the greatest marketing tool in the history of real estate. It allows for each listing to have its own unique web code. Once a client sees a home that they would like to see, all they need to do is access its web code and then they can go right to the listing. Here they can have instant access to virtual tours, multiple photos, audio descriptions, open house information, mapping, and so much more.

Broker Reciprocity which is now commonly referred to by the National Association of Realtors® as Internet Data Exchange (IDX) or Virtual Office Website (VOW), is the process of sharing listing information from competing brokers so that companies can display their competitor's inventories on their own web sites. This concept allows brokerages to increase their exposure. This increased exposure not only can take place on a local competitor's website, but increased exposure can take place on a national level such as Realtor.com as well. This concept has increased real estate activity exponentially and has allowed companies to provide an enhanced level of service that would never be possible without it.

**Wireless World:** Becoming a *quick response agent* has never been easier thanks largely in part to the Internet but more specifically to the wireless world. Agent tools including wireless email, wireless laptop computers, and other forms of technology that adapt to their work environment. Real estate agents rarely sit behind a desk; they spend most of their time in the field, and they need technology that enables them to communicate effectively from the field.

If it's not instant, it's not fast enough. Same day phone calls and emails are crucial to the business because clients don't want to wait for correspondence. If they are forced to wait, chances are they will be lost as clients. In addition, agents need to begin to respond to email in the same fashion that they respond to phone calls. Responding to phone calls and emails throughout the workday is a good way to avoid a backlog of messages at the day's end. However, it's important to remember that the cellular phone has a power button, and that work-related phone calls not be taken during personal time.

**The Complete Transaction:** Real Estate companies will either manage or partner with outside vendors to remain as the trusted advisor throughout the complete transaction. Offering premium service to a client revolves around providing support throughout the entire homeownership experience. Homeownership is a cycle that continues throughout a client's life, and includes buying, selling, and living in the home. Real estate companies should prepare their agents to provide services to their clients through all stages of this homeownership experience which includes a one-stop shopping, premium services concepts. These services include residential mortgage, escrow, title, homeowners insurance, and warranty assistance.

**Political Survival:** We need to protect and enhance our business practices and promote quality of life issues. And, without the support of the Realtor Association these concepts would not be possible. By supporting the Realtor® Political Action Committee (RPAC) Realtor® endorsed candidates are supported. Because dues dollars can't be used for political campaigns, RPAC seeks voluntary donations. By electing Realtor® endorsed candidates, the Realtor® agenda can move forward.

Being a Realtor® is about providing excellent customer service, and so much more—it's about making an impact in society. The Realtor's agenda is America's agenda promoting quality of life issues such as housing opportunity, economic vitality, and good stewardship of the environment. At National, State and Local Associations across America, we are making an impact in society while protecting and enhancing our business practices.

Realtor® J. Lennox Scott is the chairman and CEO of John L. Scott Real Estate. Concepts in this article are taken from his book, *Next Generation Real Estate*, to purchase a copy of his book contact Tera Pederson at [terap@johnlscott.com](mailto:terap@johnlscott.com). Visit his website at [www.johnlscott.com](http://www.johnlscott.com).

## DECEMBER BIRTHDAYS

### Dec 1

Edward L. Karcher  
Lela Theriault  
Irene Groebner  
Simeon Spirrisson  
M. J. McClure  
Sargon Zoudo  
Eric Lulkin  
Denise Akason  
Adel Gurvits

### Dec 2

Julie Morse  
Nancy McCreadie  
Elizabeth Voris

### Dec 3

Bruce W. Peterson  
Mark D. Kolar  
Suzette Sosa  
Stacey Lazer  
Jim Lindeman  
Elizabeth Fejes  
John Creighton  
Matt Vasich

### Dec 4

Michele A. Faul  
Douglas G. Walker  
Penny Lally  
Nanci G. Leigner  
Susan Gipp

### Dec 5

Cassie Hillinger  
Helen Oliveri  
Frances Kiem  
Doreen K. Rau

### Dec 6

Eric Hartman  
Heidi B. Goldblatt  
Jennifer Levinson  
Joseph O. Brogan  
Stanley A. Thoren Jr  
Heather M. Kovac

### Dec 7

Laurie Gross  
Sheila Doyle  
Elizabeth Olszewski  
Gloria V. Rolighed  
Andrea Cano  
Judith Ingram  
Barbara Rocha  
Sarah E. Langridge  
Daniela Johnston

### Dec 8

Carol E. Bohne  
Robert A. Uhland  
Cornelia Sawle  
Terry W. Biesterfeld  
Michael G. Lane

### Dec 9

Michael F. Welsh  
Aldo N. Zinelli  
Ji Young Lee  
Tamara Zoubtchonok  
Angela Christacos  
Susan J. Maman

### Dec 10

Claire C. Ly  
George Sargent  
Colleen C. Strening  
Peter Cummins  
Renee Finucane  
Tim Pareti

### Dec 11

Terry J. Dunn  
Joy A. Yapor  
Nicole Eringis

### Dec 12

Pamela J. Fuller  
Susan Hirano  
Laura Austwick  
Dena Clementi  
Mary E. Maris  
Donna Touzalin  
Abbey Schragger Turilli

### Dec 13

Peter A. Minerva  
Dennis Wilson

Andrea Price  
Thomas W. Ramagnano

### Dec 14

John Nemz  
John Randolph  
Afsha K. Ghumra  
Heidi O. Grumley  
Anthony Frer  
Michael DeSimone  
Fides M. Sabado  
Lior Coresh  
Sheryl Larson  
Joan C. Grodecki  
Evan Harris

### Dec 15

Scott Lombardo  
Tim Wang  
James Min

### Dec 16

Terri Votaneck  
Joyce M. Becker  
Inna Hoffman  
Julie G. Lerner Marcus  
Carol Celarek  
Diane Callahan  
Richard W. Wilde Jr.  
Norman J. Graff  
Diane Cho  
Magdalene George  
Jay Mendes  
Doris Appel

### Dec 17

Susan Silverberg  
Sally Thompson  
Laurie S. Friedeman  
James Kuzynowski  
Dmitriy Vinokurov  
Vassilka Todorova  
Chuck Koenigs  
Galina Isayeva

### Dec 18

Stanley Clark  
Linda M. Lohr  
Les Laufer  
Ed Miehke  
Mila Finkelshtein  
Larisa Maltsev  
Deborah L. Zelten  
Charles Minzenberger

### Dec 19

Kathryn M. Roesner  
Susan Thiess  
Cathleen Walker  
Carol Buss  
Maureen Spriggs

### Dec 20

Sherry Kaplan  
Linda S. Schwartz  
Eleonora Myaskovsky  
Laura Shilov  
Lynn Koenig  
Caroline Melton

### Dec 21

Michelle A. Kramer  
Lena Vazquez  
Lawrence C. Widmayer  
Peter Lipsey  
Kathleen Buffington  
Gene Polyakov  
Jae Myung  
Carol McGregor  
George Spelson  
Mustafa Kamal  
Mary J. Kim  
Douglas M. Wurtzel  
Barbara A. Cochran  
Sally Gerber-Weiland

### Dec 23

Mary Murray  
Christine Landsberger  
Jeffrey R. Lange  
Ryan Elliott  
Seung-Ok Ahn  
Kim R. Kelley  
James H. Hughes  
Niki Tsitsis  
Kyung Hee Campbell

### Dec 24

Susan Beattie  
Deborah Goldsholl  
Maren Olson  
Ewa Sewielski  
Renee Kim  
Maarit Kulmakorpi  
Michael Hobin  
Adam Lukasik

### Dec 25

Susan Solomon  
Feliks Faynshteyn  
Maria DeKelaita  
Silvana Labalestra  
Jane Jung

### Dec 26

Thomas Bentle  
Paula Simon  
Yelena Bondar  
Maureen Welsh  
Dick Christoph Jr  
Isabel Dardick  
Roman Yaremchuk  
Karen Arenson  
David Frankel  
Varghese Maliakal

### Dec 27

Kathy Tyrpak  
Gwen S. Tolson  
Andra O'Neill  
Jennifer Evans  
Philip T. Fogelson  
Greg Rafalo

### Dec 28

George J. Grimelli  
Karen Wilson Carroll  
Marcus Marcus  
Muhammad Farooq Ali

### Dec 28

David J. Steiger  
Eve Glidden  
Julia Clark  
Jane Weeden Hall  
Liling Chung  
Christine McNamara

### Dec 29

Scott Katz  
Judy Pitek  
Dick Danstrom  
Francis Caba  
Michael Bernard  
Ronald Ohr  
Mitchell A. Karbin

### Dec 30

Susan Sylvester  
Kristin Thomas  
Kim Forman  
Judy Rosenberg  
Larry S. Katz  
Mikhail Geyman  
Jason J. Park  
Lioudmila Samochko

### Dec 31


Max Gorenjuk  
Gail Sheldon

## EDUCATION/EVENT UPDATE

<u>Class</u>	<u>Date</u>	<u>Start/End</u>	<u>Speaker</u>	<u>Location</u>
CE: Black, White or Gray: Ethical Dilemmas	Dec 2*	9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: Are You The Weakest Link?	Dec 2	1-4PM	Marilyn Glazer	Northbrook Classrm
CE: CORE A License Law/Escrow	Dec 3	9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: CORE B Agency/Fair Housing	Dec 3	1-4PM	Marilyn Glazer	Northbrook Classrm
Star Track New Member Orientation*	Dec 6	8:30AM-4PM	Chris Huizenga	Northbrook Classrm
CE: CORE A License Law/Escrow	Dec 10	9:30AM-12:30PM	Marilyn Glazer	Barrington Library
CE: CORE B Agency/Fair Housing	Dec 10	1:30-4:30PM	Marilyn Glazer	Barrington Library
Broker Training: Contracts & Convey.	Dec 13,20	8:30AM-5PM	Marilyn Glazer	Northbrook Classrm
<b>2005</b>				
Foundations for Success	Jan 6, 7, 13, 14	8:30AM-5PM	Lynn Madison/Lori Cox	Northbrook Classrm
Star Track New Member Orientation	Jan 10	8:30AM-4PM	Chris Huizenga	Northbrook Classrm
CE: Mold—What Agents and Consumers Need to Know	Jan 21	9AM-12PM	Larry Schwartz	Northbrook Classrm
CE: CORE A License Law/Escrow	Jan 27	9AM-12PM	Kerry Kidwell	Northbrook Classrm
CE: CORE B Agency/Fair Housing	Jan 27	1-4PM	Kerry Kidwell	Northbrook Classrm
CE: CORE A License Law/Escrow	Jan 28	9:30AM-12:30PM	Kerry Kidwell	Barrington Library
CE: CORE B Agency/Fair Housing	Jan 28	1:30-4:30PM	Kerry Kidwell	Barrington Library
CE: Real Estate Survivor	Feb 3	1-4PM	Marilyn Glazer	Northbrook Classrm
CE: AntiTrust		9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: CORE A License Law/Escrow	Feb 4	9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: CORE B Agency/Fair Housing	Feb 4	1-4PM	Marilyn Glazer	Northbrook Classrm
CE: Real Estate Investing 101	Feb 19	9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: AntiTrust	Feb 19	1-4PM	Marilyn Glazer	Northbrook Classrm
CE: Using Technology to Better Serve Consumers	Feb 24	9:30AM-12:30PM	Bill Schiller	Barrington Library
CE: Consumer-Centric Real Estate Web Sites	Feb 24	1:30-4:30PM	Bill Schiller	Barrington Library
CE: Using Technology to Better Serve Consumers	Feb 25	9AM-12PM	Bill Schiller	Northbrook Classrm
CE: Consumer-Centric Real Estate Web Sites	Feb 25	1-4PM	Bill Schiller	Northbrook Classrm
CE: Core B: Agency and Fair Housing	Mar 3	9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: Core A License Law and Escrow	Mar 3	1PM-4PM	Marilyn Glazer	Northbrook Classrm
CE: ABR: Representing the E-Buyer	Mar 4	8:30AM-4PM	Bill Schiller	Northbrook Classrm
CE: Core A: Titanic Realty	Mar 10	9AM-12PM	Kerry Kidwell	Northbrook Classrm
CE: Core B: Agency and Fair Housing	Mar 10	1PM-4PM	Kerry Kidwell	Northbrook Classrm
CE: Disclose! Disclose! Disclose!	Mar 11	9AM-12PM	Kerry Kidwell	Northbrook Classrm
CE: Risk Reduction	Mar 11	9AM-12PM	Kerry Kidwell	Northbrook Classrm
CE: Core B: Agency / Fair Housing	Mar 19	9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: Core A: License Law/Escrow	Mar 19	1PM-4PM	Marilyn Glazer	Northbrook Classrm
CE: Mold: What Consumers Need to Know	Mar 23	9AM-12PM	Larry Schwartz	Northbrook Classrm
CE: Core A: License Law / Escrow	Mar 24	9:30AM-12:30PM	Marilyn Glazer	Barrington Library
CE: Core B: Agency / Fair Housing	Mar 24	1:30PM-4:30PM	Marilyn Glazer	Barrington Library
CE: Cyber Real Estate Part I	Mar 24	9AM – 12PM	Bill Schiller	Northbrook Classrm
CE: Cyber Real Estate Part II	Mar 24	1PM-4PM	Bill Schiller	Northbrook Classrm
CE: Cyber Real Estate Part I	Mar 24	9AM – 12PM	Bill Schiller	Barrington Library
CE: Cyber Real Estate Part II	Mar 24	1PM – 4PM	Bill Schiller	Barrington Library
CE: Core A: License Law / Escrow	Mar 25	9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: Core B: Agency / Fair Housing	Mar 25	1PM_4PM	Marilyn Glazer	Northbrook Classrm

\*Fulfills the NAR Ethics Requirement for 2001-2004. OBRE license renewal requirements include CORE A, CORE B and six elective hours. An updated list of continuing education classes currently scheduled through 2004 is available at [www.nsbar.org](http://www.nsbar.org). All C.E. courses are open to both brokers and salespeople. Price per 3-hr C.E. class is \$39 members/\$54 non-member Realtors®/\$69 non-Realtors®. Register online at [www.nsbar.org](http://www.nsbar.org) or call the Automated Registration Desk at 847-714-0292.

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01.28.05	9:30-12:30	04.15.05	9:00-12:00

INSTRUCTED BY KERRY KIDWELL, DREL, ABR, CRS, ARR, E-PRO, GRI

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## WCR NORTH SHORE CHAPTER

### WCR News

Come and celebrate with the WCR at the beautiful Glen Club as the new 2005 officers are installed. It's a great opportunity to thank those who have dedicated themselves to our chapter this past year.

The Glen Club  
2901 West Lake Avenue  
Glenview, IL 60026  
847-724-7272

Our special speaker for this holiday luncheon needs no introduction! Barbara Rinella's energetic book reviews are often described as "Academic Entertainment." In her first-person dramatizations, she brings many characters to life from recent best-seller lists. Barbara has created a lively "living literature" for her enthusiastic audiences! The book she selects especially for us is always a well-guarded secret and is sure to delight us all! If you have never attended one of Barbara's presentations, you should not miss this one! If you have had the privilege of previously enjoying her presentation, you surely don't want to miss this one!

Barbara Rinella graduated from Duke University, chaired the Chicago Area Duke Alumni Advisory Admissions Council, and served on the Duke Alumni Governing Board. She received Duke University's Outstanding Volunteer Award.

Barbara also holds a graduate degree from the University of Michigan. She has taught high school English in Boston and at New Trier High School where she also served a four-year term as an elected member of the New Trier School Board. Barbara has worked as an editor for Putnam Publishing Co. and a researcher for Mademoiselle Magazine. Her community involvements over the years include co-founder of an elementary school creative writing program called "Lunchtime Literature," and chair of a division of Metropolitan Chicago's United Way/Crusade of Mercy.

Pre-Paid reservations must be received by December 3. \$30.00 for members; \$35.00 for non-members. Please make checks payable to:

Patricia Ortseifen  
Coldwell Banker  
740 Waukegan Rd  
Deerfield, IL 60015

### NORTH SHORE - BARRINGTON ASSOCIATION OF REALTORS®

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# REALTOR® News

November 2004

## REALTOR® NEWS

### Chairman of the Board Lisa Hathaway Honored

NSBAR congratulates Lisa Hathaway for being honored with the Sterling "R" for her commitment to the Illinois RPAC. Here she is seen with IAR 2004 President John C. Kmiecik and IAR 2005 President John Veneris at the RPAC Luncheon in October.

**Do-not-call office policies should be in place by now**, a message from the IAR Outreach meetings and seven-stop Legal Caravan, which are underway today in Joliet and conclude tomorrow in East Peoria. The IAR leadership team leads the outreach meetings, covering top issues, a public policy update, new products and alliances and IAR strategic planning. IAR has provided a *Sample Office Policy* plus a *Rider to Brokerage Agreements* (both pdf format) for e-mail, phone and fax communications.

**Check clearing just got faster**. A new federal law, which takes effect Oct. 28, enables banks to clear checks far more quickly than they can today. This means that consumers and businesses will no longer be able to count on that check-clearing lag time to give them a few days to deposit money to cover outstanding checks, such as earnest money deposits. Read more about the *Check Clearing for the 21st Century Act*.

**IAR attorneys have revised four key forms**. The Exclusive Buyer Representation/Exclusive Right to Purchase Contract (forms 388 and 388a) and the Exclusive Right to Sell Contract (form 342 and 342a). All are available in IAR's *REALTOR Forms/Downloads* section of the Web site or for purchase in quantity from the *REALTOR Store*.

**Latin America is the focus of Chicago's Nov. 16 International Transaction Forum**. In conjunction, the Chicago Association of REALTORS is offering a CIPS (Certified International Property Specialist Course) course Nov. 18-19. For more information, link to IAR's *International Resources* section of the Web site.

**Ethics reminder!** The deadline for mandatory ethics training is Dec. 31. Go to *NAR's Online Quadrennial REALTOR Ethics Training Course*.

### Hearings

As of today's writing there are 18 pending ethics/arbitration cases with us. 8 hearings have been set and 1 mediation. The majority of the cases are arbitration cases which are disputes with commissions. Those who serve on the panels must go through instructional courses. The last one NSBAR had was October 12. IAR will have one Jan. 13 - Professional Standards Workshop, Wyndham, Lisle. If you are interested in serving please contact Terry. Setting up hearings are time consuming and when a party to the hearing or a panelist call at the last minute to say they cannot attend they are upsetting at a minimum 6 people. Only those who are willing to consider the hearing as an appointment need apply.

### From the NAR Convention REALTOR® Emeritus Status Reduced.

Reduced from 50 years to 40 years the membership requirement for eligibility for REALTOR® Emeritus status. There's no minimum age requirement. Emeritus members are waived from paying national dues. There were just under 700 REALTOR® Emeritus members at the end of 2004.

Extended the mandatory deadline by six months, to July 1, 2005, for MLSs to adopt the virtual office Web site (VOW) policy approved by the NAR Board of Directors in 2003. The extension was made because of a pending investigation by the U.S. Department of Justice.

## North Shore - Barrington Association of REALTORS® Northbrook and Barrington, IL

### Education Update . . . . . 1

- Star Track November 1
- November Class Update at NSBAR
- Star Track New Member Orientation
- ETH 1508: Black, White or Gray: Ethical Dilemmas
- Real Estate investing 101
- Technologies to Advance Your Business (CRS 206)
- Accredited Buyer's Representative (ABR) Course
- CORE 1600: License Law and Escrow
- CORE 1601: Agency and Fair Housing
- Wisconsin Reciprocity Pre-License Program
- Ethics
- Free Ethics Night Course
- (continued on page 6)
- Other Free Ethics Video Courses
- Two-Day Ethics Fair Oct 28, 29
- Ethics Training Available at Your Site or Ours

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- (continued from cover story)
- It's the Rule** . . . . . 3
- Hearing on Professional Conduct
- Forum on Illinois Affordable Housing Planning and Appeal Act 9/19
- "Grandfather" Continuing Education Exemption Repealed
- Access to contracts online
- Did You Know?
- I had a buyer's agent tell me that it was illegal to "shop" her client's offer, is this true?

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- Transfers
- Office Changes
- Reinstatements
- Terminations
- New Members
- Our Sympathies In Memoriam

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