

nsbar.org REALTOR® News
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 Association of REALTORS®
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**The vision of the North Shore –
 Barrington Association of
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 Gateway to Education,
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In the Spotlight: 150 Years of Baird and Warner

By: Chris Huizenga, NSBAR Director of Marketing/Education

Chicago, 1855. Levi D. Boone has been elected mayor. Sixty people have been arrested protesting the prohibition against the sale of beer on Sunday. And on March 28, Lucius Duncan Olmsted has loaned \$5,000 to Edward Casey & Brothers for a property in what is now Chicago's South Loop. Thus begins an era not only in Chicago history, but in the overall history of real estate and Baird and Warner.

Chicago burns in 1871. Homes, businesses, hospitals – all gone. Streets are lost beneath the crumbling frameworks of the old buildings. 90,000 are homeless, and no one knows where one property begins and another begins; the rebuilding process cannot begin. Sifting through the rubble and ash, workers find a safe in the remains of Baird and Warner's gutted office. Inside are the only surviving documents that show Chicago's property grids. The rebirth of the city begins from these documents.

Today, the Chicago grid documents are now old and brittle and await electronic scanning and filing in the Baird and Warner Marketing office. Andrew Hayes, Director of Communications and Community Relations, flips through some pages as I stand there, looking at an old ledger that helped shape the early real estate market in Chicago, and further documents a \$5,000 mortgage awarded in 1855. It has been 150 years since that first mortgage went out from that tiny office, and Baird and Warner is amongst the largest and healthiest brokerages in the world today.

Earlier this month I had the pleasure of meeting members of the Baird and Warner team, as well as the opportunity to speak with President & CEO Stephen Baird. From his office on the 20th floor, Stephen Baird looks out across a cityscape that time and again has been touched by a family legacy and the entrepreneurial spirit of Baird and Warner's corporate culture. So quite frankly, I ask him how an independent brokerage survives 150 years.

Sitting back in his chair, Stephen Baird tells me that for a company to survive, it must "change the right amount." While admitting the longevity is part luck, he tells me that part of it is reinventing the business just enough to accommodate the consumer. Consumers today are leaning towards a more simplified process of real estate buying/selling, and any company that wants to survive cannot lose focus on their wants. For example, studies show that consumers are using the internet more and more for real estate data gathering. The Internet can breed person-to-person service, as it helps facilitate the transaction. Putting that knowledge into practice, Baird and Warner launched HomeFinder, an online property-search service accumulating 62,000 users in three years.

One hundred fifty years in business, as well as being the fourteenth largest brokerage in the country, are not the only great accomplishments of the brokerage. The success is as human as it is tangible. Stephen Baird tells me that one of the greatest accomplishments is the depth of Baird and Warner's agents and employees. We spoke about the company's culture, the teamwork, the feel of the office, and the family environment. And it shows. To spend time with the Baird and Warner team was to be treated like an old friend. There is a very human side to the corporate culture at work here, a reverence and a sense of accomplishment residing with everyone I spoke with.

I asked Baird to describe the relationship the company has with its brokers, and how that has attributed to the growth and lifespan of the company. He tells me that there is a great relationship there, a trust and an honor. The brokerages have learned to trust the corporate office, and the main office reciprocates. Everyone has to take ownership for their decisions. Everyone has to be honest. "You have to lean on the trust," says Baird.

Amidst some of the tougher challenges for the company has been dealing with the size of the organization and the maintenance of its culture. Baird tells me that it is challenging for any company to continue to motivate and grow the employees and business. Staying vigilant amidst challenging market conditions, reinventing the energy that is required to stay aloft, staying unique and investing in brand equity are some of the other challenges faced not just by Baird and Warner, but by every brokerage.

In 150 years, many other brokerages have come and gone. According to Baird, the costliest mistakes that lead to downfall are made when the brokerages stop listening to customers. "You have to ask yourself: what is right for the customer, and what is the right thing to do?". Stephen tells me that by taking care of the customer, by doing what is right for them, the rest of the business benefits.

There are 150 years behind Baird and Warner, and a bright future ahead. Looking forward, Stephen Baird sees an integrated real estate market driven by the internet and one-stop service. Seldom can any American company boast 150 years of service, but surviving the Civil War, the Great Fire, the Great Depression, and two World Wars tells me that there is something stronger and more inert behind Baird and Warner: good will, growth, innovation, and adaptation; four attributes which I see repeatedly as I look at the history of Baird and Warner.

Perhaps the best advice on corporate survival is etched into a placard which greets both staff and guests alike as they step off the elevator into the main office of Baird and Warner: "Good will is something we cannot buy in the open market. It has to be earned – and nothing will acquire it quite so rapidly as Courtesy, Cheerfulness and Respect."

**Member Benefit
 Reference Index**

Health Insurance
 National Assoc. of Self-Employed
 Ron Shapero 312-337-7133
 Castle Group 559-8100
 NAR www.narhealth.com

Investment Counseling
 GCG Financial, Inc
 Mark Tauber 847-457-3073
 mark.tauber@gcgonline.com

Car Purchase
 Chrysler/Jeep
 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

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Education Update - Director of Marketing / Education Chris Huizenga

(As seen in Real Estate Executive Magazine, March 2005)

What's Up With Your E-Mail Address?

I'll cut to the chase: Lose the unprofessional e-mail addresses. Whenever I get an e-mail from a REALTOR® using a Yahoo account, I cringe. I have nothing against Yahoo, Hotmail, or MSN – in fact I use Yahoo for my personal e-mail account to communicate with my wife, friends and family. However, you better believe that I do not use it to e-mail members in the NSBAR association, or anyone else with whom I have a professional relationship.

Why don't I use a generic e-mail address for that? Because it's generic! And please don't get overly-silly with your e-mail addresses. Try to imagine that EquestrianNinja@woopdeedoo.net wants to represent you in your quest to purchase an \$850,000 house. Seriously.

The Real Estate industry is absolutely no different than any other industry when it comes to *branding*. Branding is the perception that the consumers have of you and your company and *not* what you think about you. So often we forget that, and consequently our brand gets tarnished. Using a professional e-mail address is one way to maintain, or in some cases, to upgrade your brand.

E-mail has inadvertently become a brand, a representation, of our professional selves. Your brand should reflect your professional stance. I strongly suggest you take advantage of the account provided to you by your broker. Technically, you're already paying for it, so you might as well use it to present yourself in a more electronically professional light.

Consider that in Northern Illinois alone, there are over 45,000 real estate agents. What separates you from the rest of them? While I suggest using the email provided to you by your brokerage, you can begin differentiating yourself by purchasing your own domain name. To have your own domain name is one way to start generating some leads, as well as a means of providing your clients with more information about you. More and more clients rely on the internet and e-mail as a mode of information gathering and communication for real estate transactions. The more informed the consumer, the better your chances to do some business.

Although I suggest using the e-mail address provided to you by the brokerage, there may be some who still want their own site. If you are one of those agents, check out www.godaddy.com or www.tophostingsolutions.com to see if you can buy a domain name for yourself. You do not necessarily need your own homepage, but a personal homepage can be a cost-effective way to inform clients (and potential clients) about you and your skill sets. It is important to note that you can leave your webpage blank, but still lock down the branded email address. This way you can give yourself time to creatively brainstorm how you want your page to look and navigate.

In summary, lose the generic e-mail address. Either use the one that is provided to you by your broker, or get one of your own. Seriously consider developing your own webpage as an information resource to clients. But PLEASE - lose the unprofessional e-mail address!

Education Course Update

Class	Date	Start/End	Instructor	Location
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	1PM - 4PM	Kerry Kidwell	Northbrook Classrm
CE: Core A: License Law/Escrow	Mar 19	9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: Core B: Agency / Fair Housing	Mar 19	1PM-4PM	Marilyn Glazer	Northbrook Classrm
Broker PreLicense: Sales/Brokerage	Mar21 & 28	830AM-500PM	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 25	930AM–1230PM	Bill Schiller	Barrington Library
CE: Cyber Real Estate Part II	Mar 25	130PM – 430PM	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
CE: ABR: Accredited Buyer Rep.	Mar 31/Apr 1	8:30-5PM	Lori Lasday-Cox	Northbrook Classrm
CE: Negotiating Contracts	Apr 8	9AM - 12PM	Lynn Madison	Northbrook Classrm
CE: Risk Reduction	Apr 8	1PM – 4PM	Lynn Madison	Northbrook Classrm
CE: Commercial Leasing Alternatives	Apr 11	9AM-12PM	Frank Bella	Northbrook Classrm
FREE: Intro to E-Pro	Apr 12	3PM_5PM	Rosemary Hurni	Northbrook Classrm
CE: Disclose Disclose Disclose	Apr 14	9AM – 12PM	Kerry Kidwell	Northbrook Classrm
CE: 12 Ways to get Sued	Apr 14	1PM – 4PM	Kerry Kidwell	Northbrook Classrm
CE: Core A: Titanic Realty	Apr 15	9AM – 12PM	Kerry Kidwell	Northbrook Classrm
CE: Core B: Agency / Fair Housing	Apr 15	1PM – 4PM	Kerry Kidwell	Northbrook Classrm
Broker PreLicense: Sales/Brokerage	Apr 18 & 25	830AM-500PM	Marilyn Glazer	Northbrook Classrm
CE: Core A	Apr 21	9AM – 12PM	Marilyn Glazer	Northbrook Classrm
CE: Core B	Apr 21	1PM – 4PM	Marilyn Glazer	Northbrook Classrm
Wisconsin License Prep Course	May 5-6	8:30-5:00	Video Prep Course	Northbrook Classrm
CE: Commercial Getting the Job Done	May 9	9AM - 12PM	Chuck Wiercinski	Northbrook Classrm
CE: Financial Decisions of Divorce	May 13	9AM - 12PM	Sara Stolberg	Northbrook Classrm
CE: Construction Law	May 14	9AM - 12PM	Stanley Sklar	Northbrook Classrm
Broker PreLicense: Sales/Brokerage	May 16 & 23	830AM-500PM	Marilyn Glazer	Northbrook Classrm
CE: ABR: Negotiating	May 20	8:30AM-5PM	Lori Lasday-Cox	Northbrook Classrm

Price per 3-hr CE class is \$39 members/\$54 non-member REALTORS®/\$69 non-REALTORS®. Register online at www.nsbar.org or call the Automated Registration Desk at 847-714-0292. Call or go online for rates on ABR courses, Broker PreLicense and Wisconsin classes.

TECHNOLOGY SEMINAR

The Women's Council of Realtors® North Shore Chapter and the North Shore-Barrington Association of Realtors® invite you to attend "Technology for Today – Using Technology to Manage & Grow Your Business".

When:
Thursday, March 10, 2005
11:30 A.M. Registration and Networking
12:00 Noon Luncheon and Meeting

Where:
The Birchwood Club(847-831-2040)
1174 Park Avenue West
Highland Park, IL 60035

Directions: Rt. 41 N of Central/Deerfield Rd. to Park Ave W. Go East on Park Avenue West approx. ¼ mile to Club entrance on south side of street)

Cost: \$30 Per Person
Reservations: Due by Friday, March 4, 2005
By Phone to: Patricia Ortseifen, Coldwell Banker, 740 Waukegan Rd., Deerfield (847-940-2753)
By Email to: Patricia@Ortseifen.com

Please Note: Policy states that if you make a reservation and you do not attend, you will be billed unless you cancel at least 72 hours prior to the event. If you do not make a reservation you may not be accommodated at the door.

Please thank the Sponsors for this special joint meeting:
Brian Jessen (Harris Bank Lake Forest)
Carol Lord (Wall Street Journal)

About the Program...

Technology changes happen so fast that it's difficult for us to know what we need to effectively serve our clients and, at the same time, develop a system to assist us in working more efficiently. Our knowledgeable panel of Technology Experts will address some of the issues facing us today in our industry and will give us their insights about how the effective use of technology can help us to expand our businesses, manage our time more effectively and provide us with the tools to provide a high level of service to our clients and customers.

Our Panel of Experts...



Joan Murphy, Director of Business Technology for Coldwell Banker Residential Brokerage, Midwest Region, has been actively working with computers and technology for over 20 years and in the real estate industry for the last 11 years. With extensive background in marketing, sales, design and human resource development, Ms. Murphy entered the field of corporate training to blend those talents with unique and specialized programs. She has also been on the circuit as a motivational speaker since 1989. A recognized expert in adult learning and technology education, Ms. Murphy is committed to helping sales associates learn the latest technology and incorporate it to enhance and increase business.



Charlie Melidosian, Vice President and Chief Information Officer for Baird & Warner Residential, Inc., heads both the firm's Information Technology and the eBusiness areas. His leadership in these areas is fundamentally transforming the firm's systems and business processes at every level. In a unique marriage of marketing and information technology, he has implemented a suite of content-rich, consumer-centric web sites that employ the latest technology to totally empower clients to conduct their real estate research online. Mr. Melidosian speaks nationally on the topics of Real Estate Internet Lead management, Best Practices in the Real Estate Industry and Technology Tools for Realtors®. He sits on the Board of Directors for the National Association of REALTORS®, Multiple Listing Service of Northern Illinois (MLSNI), and the Association of Information Technology Professionals. He is a licensed Realtor® and a member of the North Shore-Barrington Association of REALTORS®.



Chris Bolling, Information Technology Manager for Koenig & Strey GMAC Real Estate, is responsible for managing IT operations for the central US region of GMAC Home Services. He has been with Koenig & Strey for over 8 years as a field support technician, as a network administrator and as a manager. Holding many different positions in his time with the company has given Mr. Bolling in-depth knowledge of how real estate agents use technology. Chris is now serving a larger role for GMAC managing IT operations in Houston, Detroit and Chicago.

COMMERCIAL

REAL ESTATE CERTIFICATE



3 CE HRS. 9AM-12PM

APRIL 11, HOW TO ANALYZE LEASING ALTERNATIVES
MAY 9, GETTING THE JOB DONE
JUNE 13, EFFECTIVE TECHNIQUES FOR SELLING A BUSINESS

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

REGISTER ONLINE AT
nsbar.org



It's the Rule - President & CEO Terese (Terry) Penza, CAE, RCE, e-Pro

Commission, rates and fees

When talking to someone or the press and you are asked what is the going commission rate in the area the proper answer is "my companies fees are ____". I would like to remind you we do not fix, control, recommend, suggest or maintain commission rates, splits or fees. Saying the usual fee, the going rate, a rule, etc could be construed that there are fixed commissions, rates or fees in this area and that is just not correct! What can be the consequences? The Justice department could start an investigation or file a suit against the association and it's members, huge fines, etc.

Case #3-10: Disclose Accepted Offers with Unresolved Contingencies (Adopted May, 2004.)

REALTOR® A listed Seller S's house and placed the listing in the local association's MLS. Within a matter of days, REALTOR® X procured a full price offer from Buyer B. The offer specified that Buyer B's offer was contingent on the sale of Buyer B's current home. Seller S, anxious to sell, accepted Buyer B's offer but instructed REALTOR® A to continue marketing the property in hope that an offer that was not contingent on the sale of an existing home would be made.

A week later, REALTOR® Q, another cooperating broker working with an out-of-state transferee on a company-paid visit, contacted REALTOR® A to arrange a showing of Seller S's house for Buyer T. REALTOR® A contacted Seller S to advise him of the showing and then called REALTOR® Q to confirm that he and Buyer T could visit the property that evening. REALTOR® A said nothing about the previously-accepted purchase offer.

REALTOR® Q showed the property to Buyer T that evening and Buyer T signed a purchase offer for the full listed price. REALTOR® Q left the purchase offer at REALTOR® A's office.

REALTOR® A informed Seller S about this second offer. At Seller S's instruction, Buyer B was informed of the second offer, and Buyer B waived the contingency in his purchase offer. REALTOR® A then informed REALTOR® Q that Seller S and Buyer B intended to close on their contract and the property was not available for purchase by Buyer T.

REALTOR® Q, believing that REALTOR® A's failure to disclose the existence of the accepted offer between Seller S and Buyer B at the time REALTOR® Q contacted REALTOR® A was in violation of Article 3 of the Code of Ethics, as interpreted by Standard of Practice 3-6, filed an ethics complaint with the association of REALTOR®.

At the hearing called to consider the complaint, REALTOR® A defended his actions noting that while Buyer B's offer had been accepted by Seller S, it had been contingent on the sale of Buyer B's current home. It was possible that Buyer B, if faced with a second offer, could have elected to withdraw from the contract. REALTOR® A argued that continuing to market the property and not making other brokers aware that the property was under contract promoted his client's best interests by continuing to attract potential buyers.

The Hearing Panel disagreed with REALTOR® A's justification, pointing to the specific wording of Standard of Practice 3-6 which requires disclosure of accepted offers, including those with unresolved contingencies. REALTOR® A was found in violation of Article 3. (Source: NAR)

The following message comes to NSBAR from Laura Paz:

Dear Terry,
I just wanted to let you know that Steve helped me today with a problem that i have spent hours and hours with comcast and pc access. I couldn't email listings from PCAccess and spent 2 frustrating days trying to do something. Coincidentally, since I was at a seminar yesterday, I spoke with Michael and Steve. Michael gave me another PC Access to download and Steve walked me through it today and it's working again!! Steve and your tech crew is worth every penny I spend on my dues!! Thanks, Laura Paz

Georgia Real Estate Commission conducted a survey on why the public filed complaints. Here is what they found:

Question: Why did you decide to file this complaint?

- Broker wouldn't return my phone calls
- Didn't address us as Mr. and Mrs.
- Stopped by unannounced
- Don't know why she waited X days to present our offer
- Showed up in a running suit – dressed inappropriately
- Talked down to me
- Late for every appointment
- Turned me over to someone else for everything
- Didn't explain what that meant
- Rude about everything
- Wasted our time showing houses we had no interest in
- Never could reach her
- Never seemed to care about the problem

Source: Georgia Real Estate Commission, 1999

IAR Legal Hot line topics

- Top ten topics for 2004 of the IAR legal hotline
- Agency
- Contracts to purchase
- Advertising
- Listing agreements
- Escrow accounts
- License law – scope
- License law - Business practices
- Disclosure – defects
- Commission disputes
- License law - corporate structure

For your information you might want to view the licensing departments frequently asked questions <http://www.obre.state.il.us/REALEST/REFAQ.htm>

There's an empty seat with your name on it.

Success in real estate comes from networking.

NSBAR Committees:

- Commercial
- Diversity
- Membership
- Contracts / Forms
- Technology
- Political and Community Affairs

Attend roundtables, seminars, events and network.

For more information, go to www.nsbar.org/memberinfo/committees.asp

MARCH BIRTHDAYS

Mar 1

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[Stephanie Seplowin](#)
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[Lynette Crosby](#)
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[Thomas Loftus](#)
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[Andrew Mabadi](#)
[Linda K Martin](#)
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[Marcia Rowley](#)
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[Maria Pierson](#)

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Mar 9

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[Michael Levin](#)
[Paul Starck-King](#)
[Andreea Dirjan](#)
[Susan Cooney](#)
[Susan Wittig](#)
[Carol Hunt](#)
[Walter T. Son](#)

Mar 19

[Monica Childs](#)

[Joan Pedicini](#)
[Joseph P. Goodman](#)
[Beverly Temkin](#)
[Bill Bertram](#)
[Janis Harman](#)
[Beverly Temkin](#)
[Gordon Smith](#)
[Margie Brooks](#)

Mar 20

[Sue L. Nordstrom](#)
[Miguel A. Pichardo](#)
[Mary Summerville](#)
[Russi Gore](#)
[Leslie Stein](#)
[Nancy Doyle](#)
[Linda Rosenberg](#)

Mar 21

[Retta Glavin](#)
[Reina S. Diamond](#)
[Dawn Miller, ABR](#)
[Nadia B. Appel](#)
[Chris Foss](#)
[Judy Casey](#)
[Marie O. Levin](#)
[Gus Galanis](#)
[Alla Haham](#)
[Jennifer C. Chung](#)
[Susie Raffel](#)

Mar 22

[Glen H. Forby](#)
[K Kim](#)
[Douglas Gordon](#)
[Chris Manning](#)
[Suprapha Sullivan](#)
[Michelle Bobart](#)
[Elaine B. Madden](#)
[Sharon Friedman](#)
[Emery Moorehead](#)
[James K. Lee](#)
[Ellen M. Sider](#)
[Susan Frankenstein](#)

Mar 23

[Sara Stolberg Krakauer](#)
[Susan Goldman](#)
[Melissa Leasia](#)
[Fricke Willard](#)
[Ellen Ronan](#)
[Donna L. Hartenstine](#)
[Jay Chandran](#)

Mar 24

[Jill Burgin](#)
[Jason Lee](#)
[Peter R. Moulton](#)
[Kurt Wittenberg](#)
[Laura M. Bulger](#)
[Jane Ruschli](#)
[Mickie Berman](#)

Mar 25

[Laurie Baker Foster](#)
[Vilma Dubininkaite](#)
[Pam Weinert](#)
[Elizabeth C. Galfer](#)
[Katharine C. Pinkus](#)
[Patricia McGuinness](#)
[Edward Hyland](#)
[Nancy A London](#)
[Jack Schuffreider](#)
[Evelyn Leberis](#)

Mar 26

[Audra M. Kubilius](#)
[Soong G. Lee](#)
[Elaine Ferdkoff](#)
[Melina Kubbs](#)
[Adam Rafalo](#)
[Brian L. Bickerton](#)
[Julie Tolmatsky](#)
[Carol Prieto](#)
[Yvonne Dickerson](#)

Mar 27

[Joanne Lubin](#)
[Marcia Shanin](#)
[Susan Baby](#)
[Samuel M. Grill](#)
[Kiki H. Clark](#)
[Edie Love](#)
[Eugene Beck](#)
[Bryan Mullen](#)
[Thomas Downey](#)
[Raya Shvartsman](#)
[Dee Moran](#)

Mar 28

[Daniel Suarez](#)
[Daniel Delozier](#)
[Lyudmila Gordinskaya](#)
[Rex Tobias](#)
[James E. Mackey](#)
[Judith DeRicco](#)
[Nancy L. Young](#)
[Pam Bernat](#)
[Betty Finn](#)
[Chris Kravetz](#)
[Harriet B Servos](#)

Mar 29

[Yuriy Kadukov](#)
[Jean M. Chapman](#)
[Dan J. Karalis](#)
[Kelly A. Lundin](#)
[Gerry Q. Galano](#)

[Laura Bales](#)
[Mary Ann Boland](#)
[Michael R. Schrauth](#)
[Krystyna Kaczor](#)
[Linda Fink](#)

Mar 30

[Barry Mann](#)
[Victoria Polotsky](#)
[Kenneth Previti](#)
[Michael Alan Wojtkiewicz](#)
[Jennifer Cloud](#)
[Colin Gubbins](#)
[Edward J. Kurnick](#)
[Arlene Anthony](#)
[JoEllen Lidov](#)
[Josefina De Leon](#)

Mar 31

[Martha J. Rudy](#)
[Muriel Fortunato](#)
[Vera Purcell](#)
[Joseph Marella](#)
[James R. Booth](#)
[Tim E. Johnson](#)
[Frank Johnson](#)
[Patricia Gluth](#)

Terminations

- Rene Brodacz, Century 21 American Sketchbook, 100 E. Main Street, Lake Zurich
- Diana Berman, Coldwell Banker Residential Brokerage, 1420 Waukegan Road, Glenview
- Bradley Kennedy, Prudential Preferred Property, 850 Green Bay Rd, Winnetka
- Debra L. Koller, Koenig & Strey GMAC Real Estate, 800 Waukegan Road, Deerfield
- Andrew J. Korn, HomePage Realty, 1215 Washington, #204, Wilmette
- James F. Mitchel, RE/MAX United, 81-B S. Milwaukee, Wheeling
- George V. Nyhart, Koenig & Strey GMAC Real Estate, 825 S Waukegan Road, Lake Forest
- Beaty Nathan Solomon, Beatrice Nathan-Solomon, 2458 Augusta Way, Highland Park (office too)
- Loren Stone, Touchstone Realty, Inc., 373 Lincolnwood Road, Highland Park (office too)
- Julie Stone, Touchstone Realty, Inc., 373 Lincolnwood Road, Highland Park
- Sue Ewers, Baird & Warner Residential Sales, 714 Elm St, Winnetka
- Julie Slutsky, Baird & Warner Residential Sales, 714 Elm St, Winnetka
- Mahnaz Farhadieh, Real Estate Professionals, 1707 Benson Avenue, Evanston
- Jeffrey B. Miller, Koenig & Strey GMAC Real Estate, 600 N Western Avenue, Lake Forest
- Catherine Foss, A-Three Services Agency, Ltd., 3125 Commercial Avenue, Northbrook (affiliate)
- Vera Case, Baird & Warner Residential Sales, 754 W. Northwest Hwy., Barrington
- Soo H Kim, Best Choice Real Estate, Inc., 1216 E Central Road, Ste 100, Arlington Heights
- David J. Gordon, Wachovia, 500 Lake Cook Road, #100, Deerfield
- Baojun Liu, Coldwell Banker Residential Brokerage, 586 Lincoln Avenue, Winnetka
- Andrew Kieffer, RE/MAX of Barrington, 306 W Northwest Highway, Barrington
- Betterose Widran, Coldwell Banker Residential Brokerage, 640 Vernon Avenue, Glencoe
- Caitlin A. Martin, Arthur Hill & Co. Realty Serv., 900 Clark St., Evanston
- Anna Kempisty, Coldwell Banker Residential Brokerage, 552 Lincoln Ave., Winnetka
- Rimma Goodfriend, Century 21 EAG Capital, 3100 Dundee Rd, Ste 107, Northbrook
- Laura Marchetta, Koenig & Strey GMAC Real Estate, 1009 Waukegan Road, Glenview
- YouPu Zhang, Century 21 Marino, Inc, 5800 Dempster Street, Morton Grove
- Richard E. Darrell, Century 21 Marino, Inc, 5800 Dempster Street, Morton Grove
- Mary Jo Bowers, Coldwell Banker Residential Brokerage, 2929 Central Street, Evanston
- Sarah Attanasio, Prudential Preferred Property, 1600 Orrington, Evanston
- Glen Sunahara, HRP Realty, Inc, 1635 W. Montrose Avenue, Chicago (office too)
- Kenneth Yoshida, HRP Realty, Inc, 1635 W. Montrose Avenue, Chicago
- Baojun Liu, Coldwell Banker Residential Brokerage, 586 Lincoln Avenue, Winnetka
- Joan Field, Prudential Preferred Property, 1890 First Street, Highland Park
- Kerstin Stenlund, Coldwell Banker M&M, 4632 Church Street, Skokie
- Tom Nicolateas, Majestic Mortgage Corp, 309 N Seymour Avenue, Mundelein (office too)
- James M Flanagan, Heil, Heil, Smart & Golee, 1515 Chicago Avenue, Evanston (office too)
- Stephanie J. Kozler, G & A Realty Inc, 2847 Pfingsten, Glenview
- Elizabeth J Smith, Koenig & Strey GMAC Real Estate, 1009 Waukegan Road, Glenview
- Vicki Cienkowski, Koenig & Strey GMAC Real Estate, 1009 Waukegan Road, Glenview
- Fernando R. Paloma, Koenig & Strey GMAC Real Estate, 1925 Cherry, Northbrook
(cont. on page 7)



Steve's Street – Director of Information Systems Steve Volkodav, e-Pro

NSBAR.ORG

Want to find information regarding the transfer tax? Go to <http://nsbar.org> and click on "Member Info" located on the top right of the screen. Once in the "Member Info" section click on "Transfer Taxes". You will find the taxing body, amount of tax, place for purchase and party liable.

MSLNI Tips

MSLNI's Board of Directors recently voted to raise the amount of the fine for improperly divulging your MLSNI password. As of February 1, 2005, an automatic fine of \$2500 will be handed out to MLSNI subscribers who give out their password to any unauthorized person. This includes giving your password to web designers, former co-workers, customers, family members, or any other people who are not MLSNI subscribers. For more information, review the MLSNI Rules and Regulations document online at www.MLSNI.com > Members Only > Member Info > Rules and Regulations. Properties with "For Sale By Owner" signs will

not be photographed until the sign has been removed. If you have a listing where a scheduled photo has not been taken due to a lingering FSBO sign, please have the property owner remove the sign, then contact the photo department at MLSNI (630-955-0011) for the picture to be rescheduled. Also, make sure that you provide correct street name (Street, Avenue, Place, Court, Drive, etc.). This will insure that the photo of the correct property is taken.

MAP Tips

Prospecting update.

ON THE GATEWAY/PORTAL SITE:

The search results list is displayed with 10 listings per page. A menu at the top allows the prospect to re-sort the list if desired. Sort Options – Newest, Highest \$, Lowest \$, Bedrooms, Square Feet Listings that are new or changed since the last time the prospect viewed their search results are highlighted with change flags and listed at the top: Just Listed, Price Decrease!, Price Increase, Back on Market. Now – The ability to have more than 5 favorites! Listings no longer on market – Pending, Expired, Temporarily Off Market, Withdrawn, Sold – will be removed from the portal site. (The client has to view each page of the portal, seeing the note stating that the listing is no longer available and then it will be removed overnight.) This will clean up the old portal sites that have Closed and Expired listings on them. The off market listings will be flagged for 10 days for the client to see. If the client does not log onto the portal and see the flag during the 10 day period, the listings will automatically be deleted from portal at the end of the 10 days. Thumbnail summary view displays 10 listings per page. There is now a Next button at the top and bottom of the page. Also, the listing status has been added to the thumbnail view. Client has the ability to save listings into Favorites, Possibilities, Rejects. (Rejects allows the client to remove listings from the portal that do not interest them). Both the Agents and Clients have the ability to add notes to the listings. On the results list of any property search, the Agent has the ability to select individual listings and select the Send to Prospect button. These listings are then added to the Agent Recommendations category on the prospect's portal home page, which only appears if the agent has sent listings to the portal.

PROSPECT SET-UP IN TEMPO:

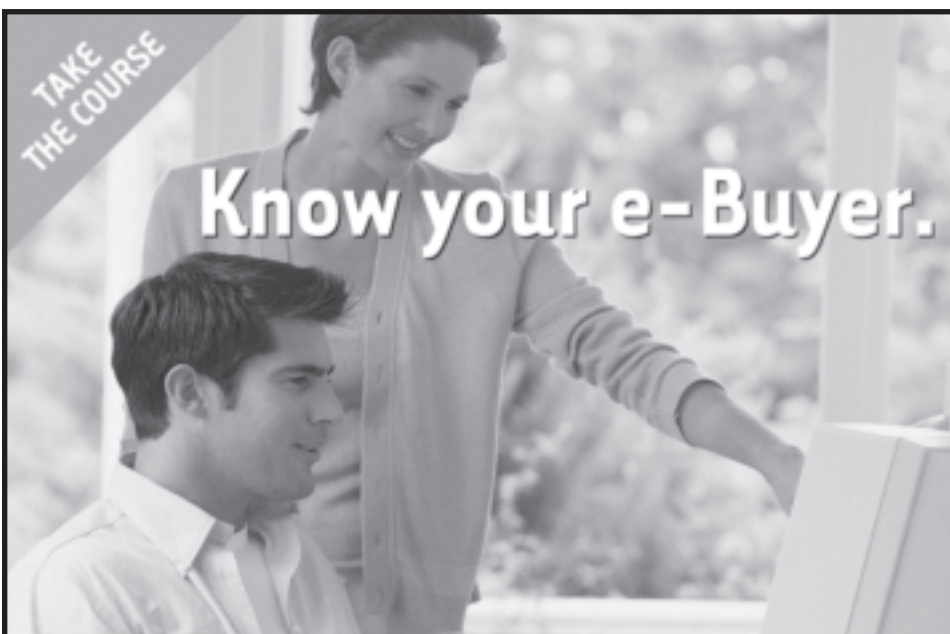
The Gateway or Portal Site is intended for Buyer-oriented clients and not Sellers.

It is meant to display only "on market" listings. If an agent wishes to notify a prospect of sales in their neighborhood, they should set that prospect up to email listings via property reports. Still two options to update a prospect on new or changed listings:

Auto-Notification – the Tempo system automatically runs a search each night or

Manual Notification – the Agent personally runs the search as often or seldom as desired and selects which listings to email. Ability to save a prospect with contact info only without a search associated. Have the ability to add an existing search or create a new search for a prospect. The email address should be thought of as a required field when creating a prospect, even though it is not explicitly required. User friendly using the Save and Continue button. No statistics button at bottom of custom search in prospects. Just click Search and the number of matching listings is displayed and lets you add them to a

Property Report you are about to email. If there are a large number of listings, you may wish to narrow them down to just recently modified listings within a date selected from the drop down list.



COURSE: e-Buyer

Friday March 4 from 9AM-4PM at NSBAR Northbrook

Learn how internet-savvy buyers are using online sources and prepare yourself to transact business with an emerging market segment. Don't let technology keep you from marketing to a growing niche.

- Tools of the New Economy
- E-Business
- A Changing Market Demographic
- Predictive Modeling
- Finding the e-Buyer
- Customer Confidentiality

Just \$155

Three Elective Credits

Instructed by Bill Schiller, ABR, CRS, GRI, RECS, e-Pro



To register, call 847-480-7177, or go online to www.nsbar.org

Discover your online niche. Succeed as an ABR.

You can set your prospect to expire and receive email notification of upcoming expiration seven days in advance. When a prospect expires, it will NOT be removed from the agent's list; it will just no longer receive automatic updates or have access to the Client Gateway/Portal. The search function at the top of the Prospect List allows you to quickly locate a prospect instead of scrolling through a list. If a prospect has listings saved as Favorites, Possibilities, etc on their Gateway, a "Saved Listings" link will be displayed on the Prospect List. If the prospect has saved listings since the last time the Agent visited the Gateway/Portal, then the link is highlighted and says "New Saved Listings." The Agent can View the Client Web site, by clicking on an icon from the View Prospect list in Tempo, as well as the links in the copy of the Auto-Notification emails. The "agent links" are slightly different than the links emailed to your prospects: the links you have identify you as the agent. You can view their comments and saved listings, as well as your own comments. A new feature for the Agent is a link to View Agent Report for any listing on the Gateway/Portal. This is for the convenience of the agent giving them list office information. The Agent Report link is not available to the Prospect. If you change a search's criteria, the Auto-Notification process will completely rebuild its result set the next time it runs, to include only currently matching listings. If you have a prospect set-up to receive Property Reports and not the Portal Web site, do not flag the Tickler Message to be sent to the prospect. The tickler message contains a link to the portal site, which no longer displays listings for that client as it has in the past. To clarify an additional note: When a client is set up for portal link, the email they receive comes from monitor@marketlinx.com. When a client is set up to receive a report link, the email they receive comes from the agent email address.

Cool Sites

New research shows that identity theft is more prevalent offline with paper than online. In half of the cases where the perpetrator is known, identity fraud is committed by someone close to the victim. <http://bbb.org/alerts/article.asp?ID=565>

FREE. Loan Calculator is an extremely easy-to-use program for calculating your mortgage amortization payments and optimizing your loan amortization schedule.

<http://loancalculator.ws/software/>

FREE. Need to copy the HTML color code for a certain color you've found and apply it to your webpage or photo background? Pixie is what you're looking for.

<http://www.nattyware.com/pixie.html>

- Rick Cannon, Koenig & Strey GMAC Real Estate, 1925 Cherry, Northbrook
- Christian Jamal, Koenig & Strey GMAC Real Estate, 800 Waukegan Road, Deerfield
- Spero P. Adamis, Coldwell Banker Residential Brokerage, 1420 Waukegan Road, Glenview
- Judith Perkins, Baird & Warner Residential Sales, 714 Elm St, Winnetka
- Michael S. Woldorf, Koenig & Strey GMAC Real Estate, 800 Waukegan Road, Deerfield
- Retta Wilson-Grier, Coldwell Banker Residential Brokerage, 1508 Sherman Avenue, Evanston
- Ryan Starr, Baird & Warner Residential Sales, 2926 Central St, Evanston
- Dena Marina Hamal, Baird & Warner Residential Sales, 2926 Central St, Evanston
- Tony Hebert, Baird & Warner Residential Sales, 2926 Central St, Evanston
- Audrey Chapman, Coldwell Banker Residential Brokerage, 1330 Shermer Road, Northbrook
- Gerrie Geerdes, Koenig & Strey GMAC Real Estate, 800 Waukegan Road, Deerfield
- F.E. Rosenfeld, Baird & Warner Residential Sales, 1920 Sheridan Road, Highland Park

New Members

- Kinga Legg, Coldwell Banker Residential Brokerage, 2929 Central Street, Evanston
- Cindy Matzl, Koenig & Strey GMAC Real Estate, 825 S Waukegan Road, Lake Forest
- Brian Keenan, Keenan Realty of Chicagoland, 922 Tower Road, Winnetka (new office too)
- Prudential Preferred Property, 1445 W. Peterson, Libertyville (new office only)
- David Chen, U S Asia Group, 1132 Waukegan Road - 208, Glenview
- Michael Elterman, Prime Realty Group, Inc, 9351 Milwaukee Avenue, Niles
- Andy Rees, Real Estate Executive - Chicago Magazine, 1258 S. Halsted, #153, Chicago
- David A. Bachmann, Real Estate Marketing Inc, 1214 Meadow Way, Barrington
- Anna Maltsev, Century 21 EAG Capital, 3100 Dundee Rd, Ste 107, Northbrook
- Edward C. Litke, Edward C. Litke, 932 Chaucer Lane, Highland Park (new office too)
- Michael G. Rein, Century 21 American Sketchbook, 100 E. Main Street, Lake Zurich
- Laurie A. Barth, Century 21 American Sketchbook, 100 E. Main Street, Lake Zurich
- Slavica Rajak, Coldwell Banker Leader Realty, 4021 Oakton Street, Skokie
- Lynda Schewe Gries, Starck & Company, REALTORS, 222 E Main Street, Barrington
- Harold W. Nations, Bradbury, Romey, Egan & Partners, 580 Lincoln Ave, Winnetka
- Fran Pease, Baird & Warner Residential Sales, 207 E Westminster, Lake Forest
- Irina Bashko, Prestige Realty, Inc, 840 Wheeling Road, Wheeling (from RANWC)
- Angie Schneider, Koenig & Strey GMAC Real Estate, 2630 Valor Drive, Glenview
- Chris Cain, Homes & Land, 2657 Haddassah Drive, Naperville (affiliate)
- Kie Young Shim, Top Choice Realty, Ltd., 1796 Lancaster Way, Northbrook (office too)
- Gretchen Antinelli, Baird & Warner Residential Sales, 2926 Central St, Evanston
- Sergey Maryanchik, Eugene Tkachenko, 296 Park Avenue, Highland Park
- Patricia Edwards, Coldwell Banker Residential Brokerage, 1025 W Everett Road, Lake Forest
- Pavel Yufa, Prime Realty Group, Inc, 9351 Milwaukee Avenue, Niles
- Jane M. Papadimitriou, Keller Williams Success Realty, 600 Hart Road, Suite 105, Barrington
- Sergei Galperin, G & A Realty Inc, 2847 Pflugsten, Glenview
- Dmitry Lukashock, Prime Realty Group Inc., 1766 Hintz Road, Wheeling
- Aldo N. Zinelli, International Executives Realty, 433 Cardinal Drive, Bartlett (new office only)
- Reid Wettersten, Coldwell Banker Residential Brokerage, 586 Lincoln Avenue, Winnetka
- Michael Novello, HomeDirect Realty, 9069 N Courtland Avenue, Niles
- Gerry Q. Galano, Green Realty, 950 Milwaukee Ave, Ste 331, Glenview
- Carol Munro, Coldwell Banker Residential Brokerage, 586 Lincoln Avenue, Winnetka
- Robert E. O'Grady, Koenig & Strey GMAC Real Estate, 1009 Waukegan Road, Glenview
- Sergiy Shurkhovetskiy, RE/MAX Advanced, 710 Robert York Avenue, Deerfield
- Margaret Lewis, Coldwell Banker Residential Brokerage, 740 Waukegan, Deerfield
- Steve Hoffman, Coldwell Banker Residential Brokerage, 586 Lincoln Avenue, Winnetka
- Jamie Bates, Romanek Residential Prop.LLC, 8410 W Bryn Mawr Avenue - 500, Chicago
- Julie Halap, Coldwell Banker Residential Brokerage, 1330 Shermer Road, Northbrook
- Susan J. Lee, Plaza Realty, Inc, 615 N. Milwaukee Ave, #8, Glenview
- Jim Reynolds, Baird & Warner Residential Sales, 754 W. Northwest Hwy., Barrington
- Richard Valko, New Century Realty Inc, 1921 Lake Ave, Ste D, Wilmette
- Nick Sisarica, Century 21 EAG Capital, 3100 Dundee Rd, Ste 107, Northbrook
- Amy Antonacci, Coldwell Banker Residential Brokerage, 1893 Sheridan Road, Highland Park
- Laura Weber, Keller Williams Success Realty, 600 Hart Road, Suite 105, Barrington
- Stephanie Snow, Coldwell Banker Residential Brokerage, 586 Lincoln Avenue, Winnetka
- Myrna Gassel, Koenig & Strey GMAC Real Estate, 800 Waukegan Road, Deerfield
- Susan Flint Wigdale, Coldwell Banker Residential Brokerage, 586 Lincoln Avenue, Winnetka
- Nataliya Dyachuk, New Century Realty Inc, 1921 Lake Ave, Ste D, Wilmette
- David Yunbae Jung, G & A Realty Inc, 2847 Pflugsten, Glenview
- Romulus Papuc, Century 21 Marino, Inc, 5800 Dempster Street, Morton Grove
- Alex Vorobeychik, New Century Realty Inc, 1921 Lake Ave, Ste D, Wilmette
- Daniel T. McCarthy, McCarthy Realty, 1724 Portage Run, Glenview (new office too)
- Janice Halderson, Barrington Realty Company, 145 W Main Street, Barrington (from CAR)
- Chad Evans, Roger H Evans, REALTOR, Inc, 2188 Inverray Road, Inverness
- Steven Wulfsohn, Prudential Preferred Property, 850 Green Bay Rd, Winnetka
- Susan Bohm, Coldwell Banker Residential Brokerage, 552 Lincoln Ave., Winnetka
- Tamara Vorvuleva, Prime Realty Group Inc., 1766 Hintz Road, Wheeling
- Susan Kocanda, American Home Shield, 1251 Fiore Drive, Lake Forest (affiliate)
- Mary C. Theisen, Coldwell Banker Residential Brokerage, 1420 Waukegan Road, Glenview
- Ryan Yi, Coldwell Banker Residential Brokerage, 1330 Shermer Road, Northbrook
- Brian Driscoll, Coldwell Banker Residential Brokerage, 2929 Central Street, Evanston

Reinstatements

- Marge Steineke, Baird & Warner Residential Sales, 754 W. Northwest Hwy., Barrington
- Kwang Ho Zyung, Midway Enterprise Realty, 6419 N Cicero Avenue, Lincolnwood (back from CAR)
- Jim Stavros, Anthony Stavros, 227 Church Road, Winnetka (reinstatement of office only)
- Robert J. Hein, Village Square GMAC Real Estate, 455 W Northwest Highway, Barrington
- Andrew Krasno, Andrew Krasno, 569 Vail Colony, Fox Lake

Office Changes

- Marge Steineke is now the managing broker of Baird & Warner Residential Sales in Barrington.
- The office of The Heritage Realty Group, Inc is now at 565 Fox Glen, Barrington.
- Eugene Tkachenko is now Timenet Real Estate, Inc., 296 Park Avenue, Highland Park.
- REA Realty has moved from 9410 Waukegan Rd, Morton Grove to 8725 W. Sunset Road, Niles.H.
- H Randall Errington, 647 Phillip Drive, Bartlett is now Alexander Henry & Co., 105 W. Main Street, West Dundee.
- MBA Properties is now Colfax Realty Group, Inc., 915 Foster Street, Evanston.

Errors and Omissions

The March Commercial Committee meeting will be held March 17 from 1PM-3PM at NSBAR Northbrook.

Faigy Bassman transferred from The Preferred Realty Group Inc, 3924 W Devon, Suite 100, Lincolnwood to Coldwell Banker Residential Brokerage, 1508 Sherman Avenue, Evanston

We apologize for omitting the following birthdays from our February newsletter.

Donald Powell	Feb 5
Emily McClintock	Feb 5
Cheryl Holm	Feb 16
Pat Federicko	Feb 26

Awards

Congratulations to the following NSBAR Members on their recent accomplishments!

ABR	GRI
Barry R Ladehoff	Christina Marino
	Nadia Appel
	Ian Robinson



Transfers

- Helen Madden, from Coldwell Banker Residential Brokerage, 1508 Sherman Avenue, Evanston to TR Realty Workshop, 1415 Sherman, Evanston
- Catherine M. Schulte, from Baird & Warner Residential Sales, 754 W. Northwest Hwy., Barrington to RE/MAX of Barrington, 306 W Northwest Highway, Barrington
- Harvey Hoffman, from Prudential Preferred Property, 850 Green Bay Rd, Winnetka to Prudential Preferred Property, 1445 W. Peterson, Libertyville
- Nancy Bachmann, from Baird & Warner Residential Sales, 754 W. Northwest Hwy., Barrington to Real Estate Marketing Inc, 1214 Meadow Way, Barrington
- Jeri Gordon, from Village Green Realty, 851 Spruce Street, Winnetka to Baird & Warner Residential Sales, 714 Elm St, Winnetka
- Colleen McGinnis, from Bradbury, Romey, Egan & Partners, 580 Lincoln Ave, Winnetka to Baird & Warner Residential Sales, 714 Elm St, Winnetka
- Andrew Kieffer, from RE/MAX of Barrington, 306 W Northwest Highway, Barrington to Century 21 Sketch Book, 20 Northwest Hwy., Cary
- Svetlana Kordonsky, from Coldwell Banker Residential Brokerage, 1420 Waukegan Road, Glenview to Major Enterprises, Inc., 707 Skokie Blvd, #600, Northbrook
- Dee Dee Maloney, from Coldwell Banker Residential Brokerage, 1508 Sherman Avenue, Evanston to TR Realty Workshop, 1572 Maple Ave, #101, Evanston
- Dorothy Goldberg, from Coldwell Banker Residential Brokerage, 1330 Shermer Road, Northbrook to Koenig & Strey GMAC Real Estate, 1925 Cherry, Northbrook
- Klara Perepelitsky, from Century 21 EAG Capital, 3100 Dundee Rd, Ste 107, Northbrook to Prime Realty Group Inc., 1766 Hintz Road, Wheeling
- Seung-Ok Ahn, from G & A Realty Inc, 2847 Pflugsten, Glenview to IT Realty, Inc, 832 E Rand Rd, #22, Mount Prospect
- Charles J. McAllister, from M-G-M Realty, Inc, 4023 Church Street, Skokie to Major Enterprises, Inc., 707 Skokie Blvd, #600, Northbrook
- Belle Jong Shim, from KCC Group, Ltd, 423 Pintail, Deerfield to Top Choice Realty, Ltd., 1796 Lancaster Way, Northbrook
- Lev Novoseletsky, from Coldwell Banker M&M, 4632 Church Street, Skokie to Prime Realty Group, Inc, 9351 Milwaukee Avenue, Niles
- Shelley Lein, from Koenig & Strey GMAC Real Estate, 600 N Western Avenue, Lake Forest to Real Estate Consulting Service, 630 Vernon Avenue, Glencoe
- Jacqui R. Black, from Coldwell Banker Residential Brokerage, 1508 Sherman Avenue, Evanston to Coldwell Banker Residential Br, 350 Linden, Wilmette
- Barbara Klein, from Coldwell Banker Residential Brokerage, 586 Lincoln Avenue, Winnetka to Koenig & Strey GMAC Real Estate, 538 Chestnut Street, Winnetka
- Marian Malmberg, from Baird & Warner Residential Sales, 754 W. Northwest Hwy., Barrington to Baird & Warner, 120 S. LaSalle Street, #2000, Chicago
- James Yoon, from Century 21 Marino, Inc, 5800 Dempster Street, Morton Grove to G & A Realty Inc, 2847 Pflugsten, Glenview
- Adam Goranson, from Endeavor Realty Group LLC, 1181 Lake Cook Rd, Ste G, Deerfield to New Century Realty Inc, 1921 Lake Ave, Ste D, Wilmette
- Robert J. Witt, from Coldwell Banker Residential Brokerage, 1420 Waukegan Road, Glenview to RE/MAX North, 3100 Dundee Road - 915-916, Northbrook
- Julie Englebert, from Coldwell Banker Residential Brokerage, 640 Vernon Avenue, Glencoe to Baird & Warner Residential Sales, 1920 Sheridan Road, Highland Park
- Joan Field, from Prudential Preferred Property, 1890 First Street, Highland Park to Coldwell Banker Residential Brokerage, 740 Waukegan, Deerfield
- Teri Pytel, from Baird & Warner Residential Sales, 754 W. Northwest Hwy., Barrington to RE/MAX Unlimited Northwest, 1 First Bank Plaza - Suite 103, Lake Zurich
- Sunny H. Kim, from Coldwell Banker Residential Brokerage, 1420 Waukegan Road, Glenview to RE/MAX Villager, 1245 Waukegan Road, Glenview
- Jack Schufreider, from Coldwell Banker Residential Brokerage, 1508 Sherman Avenue, Evanston to TR Realty Workshop, 1572 Maple Ave, #101, Evanston
- Frank McCabe, from Coldwell Banker Residential Brokerage, 1508 Sherman Avenue, Evanston to TR Realty Workshop, 1572 Maple Ave, #101, Evanston
- Bernard C. Yoon, from Baird & Warner Residential Sales, 2300 Lehigh Ave, Glenview to Top Realty, Inc, 2622 W. Lake Avenue, Glenview

[Introducing the NSBAR REALTOR® Spotlight](#)

This is a quarterly review to highlight a NSBAR member who stands out from their peers. If you would like to honor a fellow NSBAR agent, broker, or affiliate, nominate them via e-mail to chrish@nsbar.org. Submissions will be reviewed and selected by committee on a quarterly basis.

Guidelines for submission:

1. Submissions for the honor must be submitted by the agent's broker, a fellow REALTOR®, or the broker's agent.
2. The person to be honored must be a member of NSBAR, be they sales agent, broker, or affiliate, etc.
3. Applications must be submitted in essay format via email to chrish@nsbar.org, and will outline recent accomplishments that distinguish this person from others.
4. The essays will be forwarded to committee, who will review the essays and then vote for who shall be in the NSBAR REALTOR® Spotlight.
5. The honoree will be interviewed, and an editorial of them will be run in the following month's NSBAR electronic newsletter. Honorees shall also be awarded a certificate award.

This quarters' REALTOR® Spotlight falls on Baird & Warner, as they celebrate their 150 Anniversary.

**NORTH SHORE - BARRINGTON
ASSOCIATION OF REALTORS®
450 Skokie Blvd, Bldg 1200
Northbrook, IL 60062-7362**



MOLD
what consumers need to know

3 CE Elective Hours
Mar 23, 2005 1PM-4PM
Presented by: Larry Schwartz, BSME, MBA
register online at nsbar.org



March 2005

NSBAR SWITCHING NEWSLETTER FORMAT; HALTING PRINT VERSION

Due to an overwhelming response from Brokers and Managers, NSBAR is doing a trial stop of the printed newsletter. In an effort to streamline the information sent to members, NSBAR will in its place electronically distribute the NSBAR eNews. Arriving to you faster than the print version, the eNews will keep members informed and equipped with the latest news that affects your business. The eNews will arrive in the email address supplied to NSBAR by members, and will go out once a month in a text form that includes an internet address to the online eNews. To see the eNews, go to <http://www.nsbar.org/library/eNews.asp>. Please make sure that NSBAR is not being filtered out thru your SPAM Contact NSBAR's Technical Support if you need help with this issue.

E-Pro taken in Iraq

I'd like to call your attention to the story of a recent graduate of the REALTOR e-PRO® certification course. What makes this special is that this was accomplished through an Internet connection by a soldier serving in Iraq. This underscores how convenient web-based training can be. The press release link below offers additional information and I will be happy to answer additional questions. (Source: REALTOR e-PRO® [<http://nar.ed10.net/html/LE/6W/OY/FW/E89JM/>])

Why was the acceptance date taken off the sale contract?

From Joseph R. Fortunato, Jr.
Legal counsel for the REALTOR Association of the West/South Suburban Chicagoland, President of Illinois Real Estate Lawyers Association and a member of the Common Contracts committee.

"Some have expressed concern about the integrity of the home buying process, a concern I share. They refer to the fact that an agent may inform a buyer that there may be no way of knowing that an offer has been accepted, or even presented. I submit that the requirement of an acceptance by a definite date and time will not prevent listing agents from "pocketing" offers and refusing to present them. We have attempted to prevent such actions by requiring the date and time of contract presentation and the initials of the seller memorializing that the seller rejected the offer. But if a listing agent refuses to present all offers, the requirements of license law notwithstanding, the presence in the contract of a date and time for the voiding of offers will have no effect on such conduct. I do not understand the point about the unattractive alternative the buyer might have when withdrawing an offer. I envisioned, rather, that a buyer would be able to withdraw an offer not to put pressure on a seller to act or not to act, but rather to allow the buyer to make an offer on another property when the first offer had not yet been acted upon by a seller. I guess the presence or absence of the provision in question makes no difference in the situation where a buyer wants to look elsewhere to buy another property, nor would it seem to make any difference if a seller was weighing several offers; and as I stated earlier, it would make no difference if an unethical listing agent refused to present an offer because he or she wanted to present an offer from his or her own buyer. Further, I submit that a buyer does not need acknowledgement from a seller that the buyer's offer has been withdrawn. Why would the seller need to acknowledge anything? Earnest money would not be deposited until after the acceptance of the offer. The buyer would not have to wait until the deadline to move on to another property. Indeed, the presence of the deadline would not require the buyer to wait until the deadline to withdraw the offer and move on.

Map coordinates are wrong

The maps produced by American Maps have the incorrect coordinates for the Glen. Rand McNally has the correct coordinates. To see the incorrect areas, go to http://www.nsbar.org/library/NSBAR_Map.asp

I need your help

Although there is a special group that puts together the sales contract everyone uses, NSBAR does have a host of other forms that must be reviewed and modified from time to time. We are seeking volunteers to serve on the Contracts and Forms Committee. We estimate that this project will take 5 or six meetings at 1 1/2 each. We want your input! Let us know if you would be willing to serve.

Sloppy Tour Times

If you are a member of the North Shore - Barrington Association of REALTORS and you want to use the tours in MAP or MLSNI you MUST follow our tour times (see below)!! If you or your clients want a different time then you can have the tour but CANNOT post it in MLS. Tours are for REALTORS® with licenses ONLY! To send clients, customers, etc to a Tour you must FIRST get permission from the agent holding the Tour. Tours are NOT for the public!

- A. Tours
1. Northfield is in the Wednesday tours
 2. What is expected of the members for Tuesday and Wednesday tours:
 - 1) ON THE SHORE (NOT BARRINGTON) hours are 9:30 am to 12:45 pm on both days. The hours can be more but not less.
 - 2) IN BARRINGTON hours are 10:00 - 2:00 on Tuesdays
 - b) The list of the tour cities will remain as listed in the MLS system.
 - c) Must indicate in the remarks "Drive By" unless opened for touring.
 - d) New construction must say "Drive By" unless opened for touring.
 - e) Notice: If the listing office allows the public to attend the Tuesday or Wednesday tours then the broker must have a licensee sit the open house and that licensee must be sponsored by the listing office broker (not a licensee from a holding company.) This is from the Illinois License Law.
 - 3) No children allowed at broker tour
 - 4) No listing is allowed to have the city changed so a home that is out of the area shows up on the tour. Since there are so many houses on the tour, the members plot their day assuming all houses will be open at the specified times. When they reach a home on tour and it is not opened they become furious and then call the association office demanding we issue a fine. The members have asked for this policy to remain.