

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

Realtor® News

- New NSBAR Site Rolling Out Soon..... 2
- NAR Dues Increase..... 2
- NSBAR Slate of Directors 2
- Too many For Sale signs?..... 2
- NSBAR on MySpace 2
- Two Lockbox Systems for the Area 2
- May Activity Report..... 3
- Who are your future commercial tenants? 3
- What is Fraud? 3
- The Questions Your Clients Need to Ask 3
- Multicultural Etiquette..... 3

Tech Corner

- MLSNI – ConnectMLS Wireless..... 4
- MAPMLS – Tempo Wireless..... 4

It's the Rule..... 5
By: Terese (Terry) Penza

WCR (Women's Council of REALTORS®)..... 6
WCR North Shore Chapter Honored at Mid-Year Meetings

Help Defeat SB 572 6

July 7-9
New Members
Reinstatements
Office Changes
Transfers
Terminations

Education/Event Update 10

IF IT SOUNDS TOO GOOD TO BE TRUE...

The Greek philosopher, Publilus Syrus, was not a man to take chances, especially when a sure thing was within reachable distance. He understood the importance of sticking with those with good reputations: "A good reputation" he famously posited in his book of maxims, "is more valuable than money." We could learn a lot from this giant of intellectuality, in the Real Estate business in general and in the continuing education business in particular.

As your local Real Estate Association, we at the North Shore-Barrington Board work in tandem with the state and national associations to bring you the greatest variety and the largest number of continuing education courses in the area. Not only are we a known and accredited commodity, but as a NSBAR member, you already trust the Board to meet your MLS and Supra needs. Oddly enough, however, during the 2005-2007 salespersons renewal period, many chose to take their CE at other, non-REALTOR® affiliated institutions. Why?

Although one would hope that these private institutions meet the standards the public demands of their Real Estate Professions, it is worth noting some Real Estate schools don't even offer classes approved for CE credit in Illinois! Before you commit to something which could possibly be a waste of both time and money, do yourself a favor and call the Board and have it checked out. Yes, we're in competition with these places, but our commitment to our members always takes priority. If it's legit, we'll tell you. But we highly encourage you to make the call us.

Here again, the question as to why so many of our members chose to take their CE at other establishment is called into question.

Is it price? True, live classes tend to run a little more than the home studies our competitors offer, (although they are infinitely more educative) but if one chooses to take them, we offer home studies at the Board—often for less than private institutions!

Is it location? Many of our members live south of our Northbrook and Barrington facilities. Talk to NSBAR's education department about hosting a class or bringing home studies to your area.

Epistemologically speaking, there is no substitute for a quality education and NSBAR classes are taught by the best instructors in the state. Use classes as an opportunity to ask the questions you think no one can answer. Come and network like you wouldn't believe. Come for free cookies and treats!

Heed the lions of philosophy, trust those you know.
- Adam White (Adam@nsbar.org)

**VISIT OUR
WEBSITE AT
WWW.NSBAR.ORG**

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New NSBAR Site Rolling Out Soon

The new NSBAR website is rolling out soon! This simple and easy-to-use webpage is a powerful new resource for everyday real estate, automatically tailoring itself to your needs. Powered by a slick new search function, the NSBAR webpage empowers the agent with a list of your own hotlinks, a list of frequently-visited pages, and immediate industry news updates. This site works for you, our member, by arming you with powerful market data, education and training, industry information, technology support, and an interface that customizes to your preferences and settings. Coming Soon! Visit www.nsbar.org today!

NAR Dues Increase

The National Association of REALTORS recently announced they will be increasing their national membership dues by \$16.00. Members will see this increase beginning in November. This is NAR's first dues increase in 13 years; the increase will be used to pay for NAR's year-round public awareness advertising on network TV and radio, a "virtual" credit union providing a full range of financial services to members, and the development of a new company that will invest in and develop REALTOR-centric technology products and services. NSBAR would like to remind members that your local dues have not increased in the past 11 years.

NSBAR Slate of Directors

In accordance with the bylaws of the North Shore – Barrington Association of REALTORS® this is to serve official notice of the slate of officers and directors for 2007-2008. Designated REALTORS® Members can vote for new officers in one of three ways: (1) by being present and voting at a meeting that will take place at 1 PM, Wednesday, August 29, 2007, in the classroom of the Northbrook office, or (2) by mailing an absentee ballot to the Northbrook office, postmarked between August 10 and August 24, 2007, or (3) electronic voting. Petitions to add additional names to the ballot must be signed by 10% of the membership (430) and must be filed by 5 PM, Friday, August 3, 2007 (delivered to either the Northbrook or Barrington office by that time).

- Chairman of the Board, Kris Keller, CCIM, National Realty Network, Barrington
- Chair Elect, Adrienne Han, GRI, ABR, Best Choice Real Estate, Inc. Arlington Heights
- Secretary-Treasurer, Darla Terrell, ABR, CRB, Koenig & Strey GMAC Real Estate, Deerfield

Directors whose terms end 2009

- Dawn McAnaney, Dawn McAnaney, Northbrook
- Peter R. Moulton, Coldwell Banker Residential, Winnetka
- Kurt Penn, BRE Sotheby's International Real Estate
- Daniel Schermerhorn, CPM, Schermerhorn & Co
- Dale Shea, Koenig & Strey GMAC Real Estate, Lake Forest
- Anthony L. Shoemaker, RE/MAX Villager

Returning Directors whose terms end 2008

- Cheryl Chambers, GRI, CRS, Chambers Cross & Associates of Winnetka
- William Coduto, Baird & Warner of Glenview

- Scott Lackie, GRI, Griffith, Grant & Lackie, Lake Forest
- Judy McEvoy, Prairie Shore Properties of Evanston
- Kathy Pinkus, RE/MAX of Barrington, Barrington

Too many For Sale signs?

Once all contingencies are met you are suppose to change the status of the listing from CTG to PEND. Perhaps your stats would look a little better and the public would get a better idea of factual information if your listings reflected the correct information. Some of your communities allow you to place a Pending Closing sign rider. Is it better to take the sign off the property while waiting to close and then putting a SOLD sign back up when it closes? That, of course, is up to you and your company but as far as MLSNI Rules and Regulations are concerned, you ARE to change the status of a listing when the status officially changes (CTG to PEND). We received numerous complaints by the public when they find out a property is listed on the web as active or when a For Sale sign is in the front yard yet when they call to make an appointment they are told the house is sold. That makes everyone look bad. It is your duty to have accurate information.

NSBAR on MySpace

This week's MySpace discussion will be on dispelling the rumors surrounding agent compensation. There is a lot of misconception about how agents are compensated for their time and effort. Chime in with your opinion or share one of your experiences on MySpace. If you have a MySpace account, go to <http://groups.myspace.com/nsbar> and jump into the conversation. If you don't have an account, don't worry - MySpace is free to join, and our page is open to all members wanting to become part of the idea exchange. Join now - it's free, easy, and fun!

Two Lockbox Systems for the Area

Right in the middle of trying to combine two MLS's in the Chicago area, two associations have signed contracts with different lock box systems - one is Sentry Lock Box from NAR which Main Street (DuPage and Southside) and the other is Supra RANWC (Northwest and Lake). This is a sad state for our members and the NSBAR Board of Directors are closely monitoring the situation. NSBAR's contract with Supra ends December 2008. RANWC (the old Northwest and Lake County Boards) is getting ready to trade in the old lock boxes for the new Blue iBox. RANWC decided to resign with Supra a year early and now have another 6 years with Supra. For signing the contract, RANWC will have their boxes traded in for the new iBox's that have a life of only 6 years. NSBAR, along with other associations in the Chicago area, had hoped we could all go with the same lockbox system but RANWC decided to proceed. Main Street (the old DuPage Board) signed with NAR's new box months before RANWC signed their contract. Now we have 2 MLS's and 2 lockbox systems. NSBAR's contract is not up until December 2008. We will put together a committee to fully investigate which system to adopt. In the meantime this does NOT affect NSBAR members who have the Supra Card - this card does gain access to the blue iBox and the RANWC members can gain access to your boxes until they get a new card.

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May Activity Report

The North Shore-Barrington (NSBAR) market has entered the second stage of the real estate market correction. In the first stage, the market slows and inventories mount up. Sellers are anxious to get their homes on the market even as buyers retreat. Prices generally continue to rise even as volume slows. In the second stage, sellers are more reluctant to offer their properties for sale and thus inventory growth stabilizes, as does time on the market for the typical property. There is still excess supply, but the market is more balanced. Go to <http://www.nsbar.org/library/documents/May2007HousingActivity.pdf> to read some of the highlights from the report written by John Tuccillo, former Chief Economist for the National Association of REALTORS.

Who are your future commercial tenants?

This research report forecasts demand for U.S. office space through 2014 using detailed industry classifications. Using data from several sources, the analysis provides a comprehensive look at the future need for office space and illustrates a methodology for making similar projections at the metropolitan area level (Source: NCRER.) Go to [http://www.realtor.org/ncrer.nsf/files/BurnsMcDonald2007fr.pdf/\\$FILE/BurnsMcDonald2007fr.pdf](http://www.realtor.org/ncrer.nsf/files/BurnsMcDonald2007fr.pdf/$FILE/BurnsMcDonald2007fr.pdf) to read the report.

What is Fraud?

Fraud is when you change documents after they have been signed. Fraud is when you do not report every dime on the HUD 1 form. Changing the listing agreement or list price in the MLS computer after the fact and the same is true for the sales contract. Any notice of money back should raise a red flag and you should investigate thoroughly AND seek legal advice. Fraud is when the mortgage broker asks you to change the listing price in the computer after the contract was signed. All information must be reported so that when the lender sells the mortgage in the secondary market the secondary have ALL the facts.

The Questions Your Clients Need to Ask

Specialty mortgages (e.g., interest-only, negative amortization, option payment ARMs) are taking some heat for the recent increases in foreclosures. NAR has produced helpful consumer brochures that you can give your clients to help them find the right mortgage. Here are some questions consumers should ask from the brochure "Shopping for a Mortgage? Do Your Homework First: Specialty Mortgages Risk and Advantages." Some of the questions include:

- How much can my monthly payments increase and how soon can these increases happen?
- Do I expect my income to increase or do I expect to move before my payments go up?
- Will I be able to afford the mortgage when the payments increase?
- Am I paying down my loan balance each month or is it staying the same or even increasing?
- Will I have to pay a penalty if I refinance my mortgage or sell my house?

Multicultural Etiquette

REALTORS working in the global marketplace often find themselves performing various types of diplomatic functions, serving as the bridge between two countries, two cultures and of course, the buyer and seller. A Web site designed to assist individuals in diplomatic posts can be a great resource for real estate professionals as well. eDiplomat.com includes a section on cultural etiquette around the world, with links to more than 50 country pages that detail etiquette on meeting and greeting, body language, corporate culture, dining and entertainment, dress, gift giving and more. Visit eDiplomat.com for a list of cultures and links to their cultural customs.



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Aug 16, 2007
9AM - 4PM

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Northbrook, IL 60062

For more information, visit www.nsbar.org/brokerorientation.asp

MLSNI CONNECTMLS WIRELESS

On February 1, 2007, a new product, connectMLS Wireless, was launched for MLSNI Subscribers. Details include:

- connectMLS Wireless allows MLSNI Subscribers to search for MLS listings, manage their connectMLS clients/ contacts, and lookup other MLSNI subscribers, all in real time from their Cellular Phone, Smart Phone, PDA, etc. All data is accessed directly from connectMLS. There is no software to install and no listing-download or synch-up required.
- All MLSNI Subscribers can use connectMLS Wireless free of charge. (Note that "clients" do not have access to connectMLS Wireless.)
- To access connectMLS Wireless
- Enter the following into the web browser address bar on your mobile device and then enter standard connectMLS ID and password:

<http://mlsnw.connectmls.com> or

<http://mlsnw.connectmls.com/wireless>

(NOTE: This is the same address as the main connectMLS site with a "w" after "mlsni").

Technical Requirements: connectMLS Wireless supports mobile devices capable of connecting to web sites via the HTTP protocol and displaying pages written in XHTML.

NOTE: Phones often come with their own, non-standard, web browser and failure of some parts of connectMLS Wireless could be due to bugs in your phone's browser.

MAPMLS TEMPO WIRELESS

PLEASE NOTE: MAPMLS HAS BEEN PROVIDING THIS SERVICE SINCE AUGUST 2006.

MAP Multiple Listing Service, in cooperation with First American MLS and Most Home Real Estate Services is proud to provide wireless access to MLS content, FREE OF CHARGE.

To Register for Tempo Wireless:

Step 1: Complete the registration form (using your TEMPO Login ID). The registration form can be found by going to www.mapmls.com. Navigate to "Member Info" and click on "Wireless Service Registration".

Step 2: You will receive an e-mail confirming that your registration has been processed.

Step 3: To access the wireless application, go to: <http://wireless.mapmls.com> to sign-in and use the service.

Product Overview:

TEMPO Wireless provides members the capability to search MLS data from their wireless handheld device anytime, anywhere there is a cellular coverage. TEMPO Wireless is browser based, providing quick and easy access to listing detail— no syncing or software required to install. TEMPO Wireless runs on any wireless handheld device that supports HTML Internet browsing.

Sites — The Definitive Guide to Online Faxing Services

The advantages of sending faxes through an online service are obvious: There are no machines to buy and find office space for, no toner, ink, or paper to feed it, and no paper jams to deal with. Having your documents on your PC's desktop makes them easier to edit, manage, and store. Faxing a multi-page document can take a long time, not to mention the cost of a phone line as well as the noise. And who hasn't had pages go missing? Click on the link above to learn more.

Want loyalty from buyers?

Get the Accredited Buyer Representative Designation.

ABR: Harnessing the Power

This course will teach you how to harness the power of performance management skills to challenge yourself, to manage your time effectively, to build credibility and develop a personal vision. Read more about Harnessing the Power: Skills Based Performance Management course.

The Harnessing the Power: Skills Based Performance Management course counts as one of the three designation courses required for the Performance Management Network Designation. This is a new curriculum course and will satisfy the designation transition for current LTGs. It also meets the elective course requirement for the ABR Designation awarded by the Real Estate Buyers Agent Council (REBAC). A copy of the course completion certificate is required to receive credit towards your ABR designation (no CE credit.)

July 27 from 8:30AM - 5:00 pm @ NSBAR Northbrook.

Call 847-480-7177, or register online at www.NSBAR.org.

Registration is \$145.00.

To register, contact NSBAR's Education Department at 847-480-7177, or email Education@nsbar.org.



nsbar.org

IT'S THE RULE

CEO TERESE (TERRY) PENZA, CAE, RCE, E-PRO

Case #1-30: Multiple Offers Where Listing Broker Agrees to Reduce Listing Broker's Commission (Adopted November, 2002.) from NAR:

REALTOR® A listed Seller S's house. He filed the listing with the MLS and conducted advertising intended to interest prospective purchasers. Seller S's house was priced reasonably and attracted the attention of several potential purchasers.

Buyer B learned about Seller S's property from REALTOR® A's Web site, called REALTOR® A for information, and was shown the property by REALTOR® A several times.

Buyer X, looking for property in the area, engaged the services of REALTOR® R as a buyer representative. Seller S's property was one of several REALTOR® R introduced to Buyer X.

After the third showing, Buyer B was ready to make an offer and requested REALTOR® A's assistance in writing a purchase offer. REALTOR® A helped Buyer B prepare an offer and then called Seller S to make an appointment to present the offer that evening.

Later that same afternoon, REALTOR® R called REALTOR® A and told him that he was bringing a purchase offer to REALTOR® A's office for REALTOR® A to present to Seller S. REALTOR® A responded that he would present Buyer X's offer that evening.

That evening, REALTOR® A presented both offers to Seller S for his consideration. Seller S noted that both offers were for the full price and there seemed to be little difference between them. REALTOR® A responded, "They're both good offers and they'll both net you the same amount." Seller S asked about the feasibility of countering one or both of the offers. REALTOR® A agreed that was a possibility, but noted that countering a full price offer could result in the buyer walking away from the table. Besides, he reminded Seller S, production of a full price offer triggered REALTOR® A's entitlement to a commission under the terms of their listing agreement. Seller S acknowledged that obligation but expressed regret that, faced with two full price offers, there was no way to increase the proceeds he would realize from the sale of his property. "I'll tell you what," said Seller S, "if you'll reduce your commission, I'll accept the offer you procured. While you'll get a little less than we'd agreed in the listing contract, you'll still have more than if you had to pay the other buyer's broker."

Seeing the logic of Seller S's proposal, and realizing that he and the seller were free to renegotiate the terms of their agreement, REALTOR® A agreed to reduce his commission by one percent. Seller S, in turn, accepted Buyer B's offer and the transaction closed shortly thereafter.

Upset that his purchase offer hadn't been accepted, Buyer X called Seller S directly and asked, "Just to satisfy my curiosity, why didn't you accept my full price offer to buy your house?" Seller S explained that he had accepted a full price offer produced by REALTOR® A because of REALTOR® A's willingness to reduce his commission by one percent.

Buyer X shared Seller S's comments with REALTOR® R the next day. REALTOR® R, in turn, filed an ethics complaint alleging that REALTOR® A's commission reduction had induced Seller S to accept the offer REALTOR® A had produced, that REALTOR® A's commission reduction made his presentation of the competing offer less than objective and violated Article 1, as interpreted by Standard of Practice 1-6, and that REALTOR® A's failure to inform him of the change in his (REALTOR® A's) commission arrangement violated Article 3, as interpreted by Standard of Practice 3-4.

At the hearing, REALTOR® A defended his actions stating that he had said nothing inaccurate, untruthful, or misleading about either of the offers and that he understood that his fiduciary duties were owed to his client, Seller S, and that he and Seller S were free to renegotiate the terms of their listing agreement at any time. REALTOR® A acknowledged that by reducing his commission with respect to an offer he produced, he might arguably have created a dual or variable rate commission arrangement of the type addressed in Standard of Practice 3-4. He pointed out that if that commission arrangement had been a term of their agreement when the listing agreement was entered into, or at some point other than Seller S's deciding which offer he would accept, then he would have taken appropriate steps to disclose the existence of the modified arrangement. He noted that Standard of Practice 3-4 requires disclosure of variable rate commission arrangements "as soon as practical" and stated that he saw nothing in the Standard that required him and his client to call "time-out" while the existence of their renegotiated agreement was disclosed to other brokers whose buyers had offers on the table—or to all other participants in the MLS. He acknowledged that if the accepted offer had subsequently fallen through and Seller S's property had gone back on the market with a variable rate commission arrangement in effect (where one hadn't existed before), then the existence of the variable rate commission arrangement would have had to have been disclosed. But, he concluded, the accepted offer hadn't fallen through so disclosure was not feasible or required under the circumstances.

The Hearing Panel agreed with REALTOR® A's reasoning and concluded that he had not violated either Article 1 or Article 3.

***VISIT OUR
WEBSITE AT
WWW.NSBAR.ORG***

Women's Council of REALTORS® North Shore Chapter Honored at Mid-Year Meetings

June 19, 2007—The North Shore Chapter of Women's Council of REALTORS® (WCR) was honored with several awards during the recent national WCR Mid-Year Meeting in Washington, D.C. Carrie Healy, 2007 Chapter President, a REALTOR® with Jean Wright Real Estate, accepted the awards on behalf of the chapter. (See accompanying photos.)

The North Shore Chapter received the Gold Award in their entry for Chapter Excellence. In the Mega Chapter classification, the North Shore Chapter received this award based on the quality and variety of the programs, level of participation at state and national events, total membership, renewal rate and much more.

The chapter was also given a monetary award for being ranked number 2 nationally in member retention. The judging period for member retention was the annual renewal period of January – March 2007. Efforts by Sherry Kaplan, REALTOR® member from Coldwell Banker in Deerfield and the membership committee reminding members of their renewal helped the chapter earn this status. The North Shore Chapter acknowledges its members for recognizing the many benefits they receive as part of the organization and readily renewing their memberships.

Women's Council of REALTORS® is a network of successful REALTORS® empowering women to exercise their potential as entrepreneurs and industry leaders. For additional information about the North Shore Chapter, see IllinoisWCR.org, and select North Shore Chapter.

Call or write to your state Senator today and urge a NO vote on SB 572 which would allow the Regional Transportation Authority (RTA) to impose a real estate transfer tax of \$3 per \$1,000 within the city of Chicago – this is in addition to the high \$9 per \$1,000 transfer tax already imposed on Chicago properties. The Illinois Association of REALTORS® (IAR) is strongly opposed to this hidden tax as it adds to the already large tax burden encumbered by property owners.

This is a slippery slope the state legislature is moving toward, as suburban property owners may be the next target of new, hidden transfer taxes. It is especially important that we convince suburban legislators to oppose this bill.

Please write, e-mail, fax, or call your state Senator today. To determine who your state Senator is, please visit: [http:// www.elections.il.gov/DistrictLocator/AddressSearch.aspx](http://www.elections.il.gov/DistrictLocator/AddressSearch.aspx)

CRS for 2007



CRS: Connecting with Multi-Cultural Home Buyers

This course will change the way that you view working with multi-cultural clients. Instead of fearing the unknown, learn to accept, evaluate, and be able to shift your cultural rules. Who should come: Anyone who has the potential for working with multicultural homebuyers or home sellers: lenders, title companies, inspection companies, builders, home warranty companies, insurance and real estate agents, appraisers, rental agencies and other service providers. This course is specifically targeting working with home buyers and sellers, though the information in the program can be used for working with multicultural clients in any venue. August 30, 2007 at \$195.00.

CRS: Personal Skills for Professional Excellence

To be highly respected in the real estate industry, the licensee must understand the importance of establishing professional relationships with not only their clients, but also fellow REALTORS®, affiliated business partners such as title companies and banks, and especially those consumers who are looking for their REALTOR®. Respect and effectiveness go hand in hand because your effectiveness will be determined by how well you are received, not only by your clients but also by your community. Once you've identified why your personal skills are so important to you and those you do business with, it is time to identify those particular skills that have the greatest impact on those around you. August 31, 2007 @ 195.00

8:30AM-5:00PM
@ Realtor Association of Northwest Chicagoland
1114 N. Arlington Hts. Rd
Arlington Hts, IL 60004

To register for either of these courses, call the Education Department at 847-480-7177. 2-for-1 Special! Enroll in both classes for a discounted rate of \$295.00. That's a savings of \$100.00!

To register, contact NSBAR's Education Department at 847-480-7177, or email Education@nsbar.org.



NEW MEMBERS

- Yury Lerner, Prime Realty Group, Inc, 9351 Milwaukee Avenue, Niles
- Erin Yore, Offered Privately LTD, 514 Western Ave, Lake Forest
- Emily Maloney, Baird & Warner, 207 E Westminster, Lake Forest
- Connie Antoniou, Hunter's Fairway Sotheby's International, 101 S Wynstone Park Drive, Barrington (from Mainstreet)
- Missy Hodor, Exit Platinum Realty, 9560 Route 31, Lake in the Hills
- Kathleen Eugene, Kathleen W. Eugene, 2287 Briar Court, Hoffman Estates (new appraisal office only) emailed appraiser info
- Kim C. Loh, Unique Realty, 3385 N. Arlington Hgts Rd, #C, Arlington Heights (from RANWC)
- Kasia Davis, Coldwell Banker Residential, 303 E. Main St. #101, Barrington
- Marla Levitt, Baird & Warner, 2300 Lehigh Ave, Glenview
- Brian Parker, Coldwell Banker Residential, 2929 Central Street, Evanston
- Bernice Axelrod, Coldwell Banker Leader Realty, 4021 Oakton Street, Skokie
- Charles Baby, Coldwell Banker Residential, 586 Lincoln Avenue, Winnetka
- Erik J. Thompson, Rubicon Realty, Ltd., 19 S. LaSalle St. #302, Chicago (office too)
- James Higbea, Baird & Warner, 754 W. Northwest Hwy., Barrington (from RANWC)
- Reza P. Cyrus, Weichert, REALTORS Lakeshore, 2006 Central Street, Evanston
- Neda Stanojevic, Coldwell Banker Residential, 1420 Waukegan Road, Glenview
- Andy Favakeh, Baird & Warner, 754 W. Northwest Hwy., Barrington
- Fred Rappaport, Metropolitan Realty & Dev Corp, 3925 W. Montrose, Chicago
- Maksim Mazur, Unique Realty, 3385 N. Arlington Hgts Rd, #C, Arlington Heights
- James Tuohy, Koenig & Strey GMAC Real Estate, 600 N Western Avenue, Lake Forest (from RANWC)
- Sharmila Taylor, RE/MAX of Barrington, 306 W Northwest Highway, Barrington
- Richard Gonzalez, Professional Realty Network, Inc, 8 S. Michigan Ave., Ste 3100, Chicago (secondary--primary is RANWC)
- Benjamin K. Josen, RC Legacy Realty, Inc., 999 E. Touhy Ave, Ste 170-A, Des Plaines
- Bruce Miklautsch, Sunset Real Estate, Ltd, 534 Onwentsia, Highland Park
- Richard Perillo, RE/MAX of Barrington, 306 W Northwest Highway, Barrington (from McHenry)
- Mark Locascio, Coldwell Banker Residential, 1420 Waukegan Road, Glenview (from RANWC)
- Kent Humphreys, Charles Rutenberg Realty, 1755 Park Street, Naperville
- Igor Kobrinovitch, Coldwell Banker Residential, 640 Vernon Avenue, Glencoe
- Natalya Donin, Prospective Realty, 440 Lake Cook Road, Deerfield

- Oksana Yurkovska, Terra Property Group, 3330 Dundee, Unit C2, Northbrook
- Jacqueline Smith, Baird & Warner, 2926 Central St, Evanston
- Jeremy Wagner, Coldwell Banker Residential, 1133 S Milwaukee Avenue, Libertyville
- Zach Youngblood, ERA Countrywood Realty, Inc, 39 S Barrington Road, Barrington
- Anna Prokopenko, Anna Prokopenko, 716 Masters Lane, Riverwoods (new office too)
- Helena Petrusic, Coldwell Banker Residential, 1508 Sherman Avenue, Evanston
- Michael S. Messina, The Messina Group, 130 Howe Terrace, Barrington (new office too)
- Jean Gavina, RC Legacy Realty, Inc., 999 E. Touhy Ave, Ste 170-A, Des Plaines
- Eric P. Egeland, RE/MAX Advanced, 710 Robert York Avenue, Deerfield (from RANWC)
- Laura Cantafio, RE/MAX of Barrington - South, 35 S. Barrington Road, Barrington
- Raymond R. Zawacki, Action Realty Inc., 180 Corporate Dr., Elgin (new office too)
- Sharon L. Robinson, RE/MAX of Barrington, 306 W Northwest Highway, Barrington
- Nancy Swope, Coldwell Banker Residential, 1420 Waukegan Road, Glenview
- Mary Lu Connolly, Koenig & Strey GMAC Real Estate, 1009 Waukegan Road, Glenview (from Mainstreet)
- Kory Michael Ryan, Action Realty Inc., 180 Corporate Dr., Elgin
- Jennifer T. Katsoulis, Century 21 Care Real Estate, 141A S. Northwest Highway, Barrington
- Linda Morris, Coldwell Banker Residential, 1330 Shermer Road, Northbrook
- Yuri Shargo, Yuri Shargo, 3908 Miller Drive, Glenview (new office too)
- Brian Parker, Coldwell Banker Residential, 2929 Central Street, Evanston
- Sung Won Im, Top Realty, Inc, 2550 Compass Road, Glenview
- Karen Zhao, RE/MAX Advanced, 710 Robert York Avenue, Deerfield
- Wendy Schiffman, Coldwell Banker Residential, 2929 Central Street, Evanston
- Malgorzata Dreszel, Major Enterprises, Inc., 2714 N. Ashland Ave., #1, Chicago
- Igor Rutenberg, Express Real Estate Group, Inc, 3330 W. Dundee Rd., Ste C4, Northbrook

REINSTATEMENTS

- Andrew Krasno, Andrew Krasno, 569 Vail Colony, Fox Lake
- Susan Hamilton, Orren Pickell Homes, LLC, 200 Tri-State Int'l, Ste 200, Lincolnshire
- David McGarvey, David McGarvey, 610 Lincoln Avenue, Lake Bluff (office too)
- Dave Kazarian, Eleanor Missirlian Realty, 9933 Lawler, Ste 309, Skokie
- Robbin Dodson, Major Enterprises, Inc., 2714 N. Ashland Ave., #1, Chicago

continued on page eight

- Mark Wellington, Manchester Realty, 2130 Greenbay Road, Evanston
- Naritta Clark, Exit Platinum Realty, 9560 Route 31, Lake in the Hills
- Susan Lagoa, Koenig & Strey GMAC Real Estate, 1009 Waukegan Road, Glenview
- Jeff Nicely, Keller Williams Success Realty, 600 Hart Road, Suite 105, Barrington
- Steve Horrihs, Terra Property Group, 3330 Dundee, Unit C2, Northbrook
- R Scott Gill, Baird & Warner, 714 Elm St, Winnetka

OFFICE CHANGES

- Wynstone Realty is now dba Whip & Chip LLC, at 101 S Wynstone Park Drive, Barrington, with Connie Antoniou as the new Designated Broker.
- Patrick O'Rourke is now the new Managing Broker of Coldwell Banker Residential, 350 Linden, Wilmette.
- Ian E. Robinson is the new Managing Broker of Coldwell Banker Residential, 1330 Shermer Road, Northbrook.
- Essex Partners is now dba Perennial Properties, and they are still at 460 Winnetka Ave, Ste 5, Winnetka.
- Champions Realty Group, Inc. has moved from 4908 Dempster Street, Skokie, to 6017 Dempster Street, Morton Grove.
- Jacqueline Smith is the new Managing Broker of Baird & Warner, 2926 Central St, Evanston.
- Coldwell Banker Residential, formerly on River Road in Des Plaines, is now at 2215 Sanders Rd, Ste 300, Northbrook.
- R Scott Gill is now the Managing Broker of Baird & Warner, 714 Elm St, Winnetka.
- Terra Property Group is now located at 2618 Patriot Blvd. Ste C, Glenview.

TRANSFERS

- Jennifer Conrad, from Baird & Warner, 2926 Central St, Evanston to Rubloff North Shore Inc, 1620 N. Sherman Avenue, Ste A, Evanston
- Lynda Schewe Gries, from Starck REALTORS, 222 E Main Street, Barrington to Coldwell Banker Residential, 303 E. Main St. #101, Barrington
- Michael Stern, from Coldwell Banker Residential, 350 Linden, Wilmette to Koenig & Strey GMAC Real Estate, 2528 Green Bay Road, Evanston
- Ian E. Robinson, from Coldwell Banker Residential, 1893 Sheridan Road, Highland Park to Coldwell Banker Residential, 1330 Shermer Road, Northbrook
- Philip T. Fogelson, from Koenig & Strey GMAC Real Estate, 601 Green Bay Road, Wilmette to Prudential Preferred Prop., 1600 Orrington, Evanston
- Stacy Deemar, from Koenig & Strey GMAC Real Estate, 601 Green Bay Road, Wilmette to Prudential Preferred Prop., 1600 Orrington, Evanston
- Donna Grant, from Coldwell Banker Residential, 1330 Shermer Road, Northbrook to Prudential Preferred Prop., 3115 Dundee Road, Northbrook

- Devin Heffernan, from Koenig & Strey GMAC Real Estat, 2528 Green Bay Road, Evanston to Solid Source Realty, 3056 N. Clybourn, #CN, Chicago
- Anna Frontczak, from G & A Realty Inc, 3100 Dundee, #915, Northbrook to Professional Realty Network, Inc, 8 S. Michigan Ave., Ste 3100, Chicago
- Yana Orlova, from Prime Realty Group Inc., 1766 Hintz Road, Wheeling to Unique Realty, 3385 N. Arlington Hgts Rd, #C, Arlington Heights
- Deborah L. Kiddle, from Griffith, Grant & Lackie, 678 N Western Avenue, Lake Forest to Prudential Preferred Prop., 1 Westminster Place, Lake Forest
- Erwin Franzwa, from Nexus North Shore Realty Group, 540 Frontage Rd, Ste 1020, Northfield to Nexus Chicago Realty Group LLC, 363 W. Erie, Ste 4W, Chicago
- Lee Ann Cordes, from Century 21 Marino, Inc, 5800 Dempster Street, Morton Grove to Century 21 Premier Properties, 1352 Patriot Blvd., Glenview
- Lidia Cauni, from Century 21 Marino, Inc, 5800 Dempster Street, Morton Grove to Century 21 Premier Properties, 1352 Patriot Blvd., Glenview
- William Budinski, from Nexus North Shore Realty Group, 540 Frontage Rd, Ste 1020, Northfield to Nexus Chicago Realty Group LLC, 363 W. Erie, Ste 4W, Chicago
- I. Frank Chou, from Koenig & Strey GMAC Real Estat, 800 Waukegan Road, Deerfield to Keller Williams Success Realty, 600 Hart Road, Suite 105, Barrington
- Abra Spertus Handler, Coldwell Banker Residential, 1893 Sheridan Road, Highland Park
- Gary Crawford, Nexus North Shore Realty Group, 540 Frontage Rd, Ste 1020, Northfield
- Bonnie McKiernan, Whip & Chip LLC, 101 S Wynstone Park Drive, Barrington
- Rachel M. Miller, Whip & Chip LLC, 101 S Wynstone Park Drive, Barrington
- Ryan Patrick O'Rourke, Coldwell Banker Residential, 640 Vernon Avenue, Glencoe

TERMINATIONS

- Judy Rosenberg, Coldwell Banker Residential, 740 Waukegan, Deerfield
- Christian E. Delgado, NewCastle Realty Group, 1834 Walden Office, Sqr 200, Schaumburg
- Martha Hahn, RE/MAX North, 1240 Meadow Road, Northbrook
- D.J. Joyce, Coldwell Banker Residential, 1025 W Everett Road, Lake Forest
- Carolyn A. Robinson, NewCastle Realty Group, 1834 Walden Office, Sqr 200, Schaumburg
- Lael Fisz, Dome Realty, Inc, 6015 Dempster Street, Morton Grove
- Amy Antonacci, Coldwell Banker Residential, 1893 Sheridan Road, Highland Park
- Sherry Horelick, Koenig & Strey GMAC Real Estate, 1925 Cherry, Northbrook
- Sherri Katznelson, Koenig & Strey GMAC Real Estate, 799 Central Ave., Ste 250, Highland Park
- Cherell Beal, RE/MAX Countryside, 1616 W. Algonquin, Hoffman Estates

continued from page eight

- Shafi Ahmed, Ace Realty Inc., 9652 N. Laramie, Skokie (office too)
- Anne C. Brahin, Koenig & Strey GMAC Real Estat, 538 Chestnut Street, Winnetka
- Melissa Morreale, Coldwell Banker Residential, 1330 Shermer Road, Northbrook
- Tim Morvay, Baird & Warner, 754 W. Northwest Hwy., Barrington
- Michael Mueller, NewCastle Realty Group, 1834 Walden Office, Sqr 200, Schaumburg
- Sara M. Halvorson, Coldwell Banker Residential, 2929 Central Street, Evanston
- Dominick Martelli, Baird & Warner, 754 W. Northwest Hwy., Barrington
- Carolyn J Steinway, Coldwell Banker Residential, 1330 Shermer Road, Northbrook
- Gail Tan, Koenig & Strey GMAC Real Estate, 825 S Waukegan Road, Lake Forest
- Edward Hyland, RE/MAX Villager, 1245 Waukegan Road, Glenview
- Doris Schyman, Koenig & Strey GMAC Real Estate, 1925 Cherry, Northbrook
- Melissa Bradshaw, Keller Williams Success Realty, 600 Hart Road, Suite 105, Barrington
- Claire A. Potter, Coldwell Banker Residential, 280 E. Deerpath, Lake Forest
- Carol Holler Bubala, Coldwell Banker Residential, 280 E. Deerpath, Lake Forest
- Julie Brown, Baird & Warner, 314 McHenry, Buffalo Grove
- Anna Chen, Coldwell Banker Leader Realty, 4021 Oakton Street, Skokie
- Jolanda Ruege, Koenig & Strey GMAC Real Estat, 800 Waukegan Road, Deerfield
- Deborah O. Ogunro, Century 21 Marino, Inc, 5800 Dempster Street, Morton Grove
- Kathleen Kasner, Century 21 Shoreline Realtors, 4020 Golf, Skokie
- Charles Namrood, Century 21 Shoreline Realtors, 4020 Golf, Skokie
- Rose V. Lee, Coldwell Banker Leader Realty, 4021 Oakton Street, Skokie
- Jacqueline Sondell, Coldwell Banker Residential, 640 Vernon Avenue, Glencoe
- John Casas, Coldwell Banker Residential, 1508 Sherman Avenue, Evanston
- Taylor Lewis-Garber, Coldwell Banker Residential, 1508 Sherman Avenue, Evanston
- Karin Zawaski, Coldwell Banker Residential, 586 Lincoln Avenue, Winnetka
- Young Shin, Elite Group Realty & Investmen, 1401 W. Dundee Rd, Ste 210, Buffalo Grove
- Tina Stellings, Estate Properties, 351 W. Chicago, Chicago
- Linda Hillis, Koenig & Strey GMAC Real Estat, 601 Green Bay Road, Wilmette
- Elizabeth Porikos, REA Realty, 8725 W. Sunset Road, Niles
- Jessica Kim, Stone Realty Inc., 9216 Waukegan Road, Morton Grove
- Abra Spertus Handler, Coldwell Banker Residential, 1893 Sheridan Road, Highland Park
- Gary Crawford, Nexus North Shore Realty Group, 540 Frontage Rd, Ste 1020, Northfield
- Bonnie McKiernan, Whip & Chip LLC, 101 S Wynstone Park Drive, Barrington
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July 12 from 10am-11am at NSBAR Northbrook.

Call 847-480-7177 to register.

NSBAR EDUCATION/EVENT UPDATE (BROKER MANAGEMENT COURSE)

<u>Class</u>	<u>Date</u>	<u>Start/End</u>	<u>Instructor</u>	<u>Location</u>
Broker Management	July 26	9AM – 5PM	Norm Willoughby	NSBAR Northbrook
Broker Management	August 9	9AM – 5PM	Lori Cox	NSBAR Northbrook
Core A: License Law	Aug 10	9AM-12PM	Wayne Paprocki	NSBAR Northbrook
Core B: Agency/F.Hous	Aug 10	1PM-4PM	Wayne Paprocki	NSBAR Northbrook
Broker Management	September 6	9AM – 5PM	Norm Willoughby	Barrington Library
Home Inspections	Sep 6	9AM-12PM	Hy Naiditch	NSBAR Northbrook
Core A	Sep 24	9AM-12PM	Lori Cox	NSBAR Northbrook
Core B	Sep 24	1PM-4PM	Lori Cox	NSBAR Northbrook
Broker Management	September 27	9AM – 5PM	Wayne Paprocki	NSBAR Northbrook
Antitrust Revisited	Sep 27	9:30am-12:30pm	Marilyn Glazer	Barrington Library
Real Estate Investing	Sep 27	1:30pm-4:30pm	Marilyn Glazer	Barrington Library
Advertising & the Agent	Oct 8	9:30am-12:30pm	Kerry Kidwell	Barrington Library
Risk Reduction & Tech	Oct 8	1:30pm-4:30pm	Kerry Kidwell	Barrington Library
Disclosure	Oct 10	9AM-12PM	Lori Cox	NSBAR Northbrook
Ethics	Oct 10	1PM-4PM	Lori Cox	NSBAR Northbrook
Broker Management	October 10	9AM – 5PM	Lori Cox	Barrington (TBD)
Broker Management	October 18	9AM – 5PM	Norm Willoughby	NSBAR Northbrook
Tech and Consumers	Oct 26	9AM-12PM	Bill Schiller	NSBAR Northbrook
Consumer-Centric Web	Oct 26	1PM-4PM	Bill Schiller	NSBAR Northbrook
Core A: License Law	Nov 5	9:30am-12:30pm	Wayne Paprocki	Barrington Library
Core B: Agency/F.Hous	Nov 5	1:30pm-4:30pm	Wayne Paprocki	Barrington Library
Core A	Nov 8	9AM-12PM	Marilyn Glazer	NSBAR Northbrook
Core B	Nov 8	1PM-4PM	Marilyn Glazer	NSBAR Northbrook
Home Inspections	Nov 30	9AM-12PM	Allan Monat	NSBAR Northbrook
1031 Tax Exchanges	Nov 30	1PM-4PM	Kevin Kete	NSBAR Northbrook
Tech and Consumers	Dec 6	9AM-12PM	Bill Schiller	NSBAR Northbrook
Consumer-Centric Web	Dec 6	1PM-4PM	Bill Schiller	NSBAR Northbrook
Core A: License Law	Dec 7	9:30am-12:30pm	Marilyn Glazer	Barrington Library
Core B: Agency/F.Hous	Dec 7	1:30pm-4:30pm	Marilyn Glazer	Barrington Library
Broker Management	December 10	9AM – 5PM	Wayne Paprocki	Barrington Library
Broker Management	December 12	9AM – 5PM	Norm Willoughby	NSBAR Northbrook
Code of Ethics	Dec 13	9AM-12PM	Norm Willoughby	NSBAR Northbrook
Property Tax in IL	Dec 13	1PM-4PM	Norm Willoughby	NSBAR Northbrook
Core A: License Law	Dec 14	9AM-12PM	Wayne Paprocki	NSBAR Northbrook
Core B: Agency/F.Hous	Dec 14	1PM-4PM	Wayne Paprocki	NSBAR Northbrook
RESPA, Pred Lending	Dec 14	9:30am-12:30pm	Kerry Kidwell	Barrington Library
Code of Ethics	Dec 14	1:30pm-4:30pm	Kerry Kidwell	Barrington Library
Broker Management	January 14	9AM – 5PM	Marilyn D. Glazer	NSBAR Northbrook
Broker Management	January 24	9AM – 5PM	Norm Willoughby	Barrington Library
Broker Management	February 7	9AM – 5PM	Marilyn D. Glazer	NSBAR Northbrook
Broker Management	February 21	9AM – 5PM	Norm Willoughby	NSBAR Northbrook
Broker Management	March 3	9AM – 5PM	Lori Cox	NSBAR Northbrook
Broker Management	March 22	9AM – 5PM	Marilyn D. Glazer	NSBAR Northbrook
Broker Management	March 28	9AM – 5PM	Norm Willoughby	Barrington Library
Broker Management	April 7	9AM – 5PM	Marilyn D. Glazer	NSBAR Northbrook
Broker Management	April 10	9AM – 5PM	Lori Cox	NSBAR Northbrook
Broker Management	April 28	9AM – 5PM	Norm Willoughby	NSBAR Northbrook

IDFPR license renewal requirements include CORE A, CORE B and six elective hours.

An updated list of continuing education classes currently scheduled through 2008 is available at www.nsbar.org/ce.

Register online at www.nsbar.org/ce or call the Education Department at 847-480-7177.

NOTE: Cancellations of continuing education and other classes must be made by email to Education@nsbar.org no later than 48 hours before the class time in order to receive a tuition refund. No exceptions.

If you have any physical or medical conditions requiring special assistance, please let one of our staff know in advance so NSBAR can make the adequate accommodations.

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North Shore - Barrington Association of REALTORS®

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The vision of the North Shore - Barrington Association of REALTORS® is to serve as
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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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