

# NSBAR April 2000

## FUTURE TRENDS IN REAL ESTATE

- 
- Non-commission revenues will become critical to the profitability formula.
- More and more menu driven services will be offered.
- Almost every aspect of the transaction will be part of an electronic
  
- Electronic commerce will require standardization.
- Standards will cause commodization.
- The unconnected agent will become the endangered species.
- Predictability/accountability will be the keys.
- The agent will be reevaluated.
- The Internet business will be a significant market share (25-
- Interactivity on the Internet will be the norm.
- A significant share of transactions will be managed from point of contact.
- Meeting the customer's definition of value will be
- Managed transactions will use designated service providers at all levels of the transaction.
- Marketing resources will be invested where they generate proven results.
- Range of products and services will be limited only by imagination.
- The real estate industry should prepare for an increasingly technology-driven environment in which empowered consumers drive the mark competitive dynamics.
- A plethora of new entrants will emerge to capitalize on technology enabling new business models and value propositions.

(List compiled by Jeremy Conway taken from President's Outlook by Judie McConville in the Illinois REALTOR Magazine, March 2000.)

## FEATURES IN THIS MONTH'S NEWSLETTER:

**News You Can Use**

**It's the Rule**

**Professional Designations**

**Professional Development**

**On the Web**

**Chairman of the Board**

**Computer Bits & Bytes**

**May Birthdays**

**Members in Motion**

**No More Rubber Bands!**

**Events & Education**

**Northbrook Office:**  
450 Skokie Blvd., Bldg. 1200  
Northbrook, IL 60062

**Barrington Office:**



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Roxane Malo Chairman of the Board	501-4300
Margaret Semrad, CRB, GRI, CIPS	382-
Harvey Hoffman, GRI, CRS	295-
1999 - 2000 Directors	
Joseph P. Goodman, GRI	328-4440
Paul J. Bobor, GRI	729-0330
Ellie Sipple	381-0500
Wendy Bergseth	234-8400
Steve Kolko	835-0236
Joy Sarver	234-1855
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Arlene Larsen, GRI, CRS	381-8800
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Georgia S. Pierini, GRI	724-1855
Blanche Romey	446-4200
Rosemary R. Thomas, GRI	492-9660
Daniel Schermerhorn, CPM	869-4200

## ASSOCIATION STAFF:

### PRESIDENT/CHIEF OPERATING OFFICER

**Terry (Terese) Penza, RCE, CAE**  
Terry@terrypenza.com

### Northbrook

**Lori Lasday/Gloria Goldberg**

Professional Development  
Continuing Education  
Computer Courses  
Training facilities

Fair Housing Training Modules  
Training Products, Seminars

### **Barbara Kay**

Benefit Information  
Notary Service  
Board Store, Forms  
IAR-NAR Meeting Info.  
McGuire Education Center Rental

### **Charlie Nunemaker**

Computer Technology

Home Computer Training

Ethics and Arbitration  
Professional Standards  
MLC System, Website

Computer, MLS, Supra

Accounting, Billing

MLS, Supra, Board Store  
Flyer Distribution Service  
Education

North Shore--Barrington Association of REALTORS® REALTOR® News  
<http://www.nsbar.com>

### VISION

The vision of the North Shore-- Barrington Association of REALTORS®  
Gateway to Education, Information & Technology.

- Under the long established policy of the North Shore - Barrington Association of REALTORS®
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.

# IT'S THE RULE

by Terry Penza, RCE, CAE



In the age of business transition it is often asked what is the role of the agent in a real estate transaction? Certainly we have progressed from the tour director to a facilitator and information supplier. Information goes way beyond the color of the carpet in the living room. Today's customer expects solid information from the agent. So you have Megan's Law, radon, carbon monoxide, lead paint and a host of other issues. Minnesota, the parents of two children who died of carbon monoxide poisoning in their new home sued the real estate agent and broker as well as the former owners. A settlement was reached for over \$1.7 million "to be paid by the seller's and broker's insurance companies". "The lawsuit that the seller and the seller's person knew the furnace was faulty based on a home inspection conducted in conjunction with a

previous purchase agreement and that they should have warned the buyers about it." (Source: REALTOR® Magazine Online, National Association of REALTORS®). The Illinois Department of Nuclear Safety says it is illegal in Illinois to tamper or interfere with radon measurement and mitigations. A licensed IDNS expert is to perform radon measurements and -- you are NOT the expert. You should not discourage radon testing. Failure to disclose high levels of radon to the buyer is common law fraud. You can not sell real estate today without solid information on these and other issues. If you are -versed then you need to attend a class immediately. Buyer Beware has not been a part of real estate for very long time. You must know the law!

Check the following information

found on our web page:

<http://www.nsbars.com/>

<http://www.nsbars.com/>

RA

<http://www.nsbars.com/>

<http://www.nsbars.com/>

<http://www.nsbars.com/Lead.htm>

**EDITOR'S NOTE:**  
Last month REALTOR® News reported an Update on Tour Rules. It was unclear that the REQUEST that MLSN's available listings in areas and property types was DENIED.  
**Complete Tour rules can be found in Compass. Type 'BB',**

Last month REALTOR® on the Mettawa transfer tax and Mettawa was misspelled. NSBAR apologizes for any confusion.

## NEWS YOU CAN USE!

### *Getting Charged for Extra Pictures?*

When inputting a listing, be sure in the Photo field you only put 'A'. Nothing else. Otherwise, you're technically ordering more pictures.

### *May is Older Americans Month*

BACOA (Barrington Area Council on Aging, Inc.) plans to again honor outstanding Barrington Area senior citizens. These special individuals will be honored because of time or expertise they have contributed to the community. Last year one of the recipients was our very own Herbert Walbaum of Barrington Realty of Fame Recognition Tea will be held May 24, 2000. Please contact Amanda at the Association office if you would like more information in mind.

## Shopping Online?

Log on to

[www.SupportMyAssociation.com](http://www.SupportMyAssociation.com)



*Max, Dell Computer, eToys, 800Flowers, FogDog, CapShack, iBaby, Travelocity, Disney, Chips&Bits, PetsMart, Sharper Image, es & Noble, DrugStore and many more!*

***NSBAR will receive commissions with every purchase and you'll save money!***

# PROFESSIONAL DESIGNATIONS

ABR	Accredited Buyer Representative	-
	Accredited Buyer Representative Manager	-
	Accredited Land Consultant	-
	Certified Commercial Investment Member®	(800) 621-7027
CIPS	Certified International Property Specialist	-
®	Certified Property Manager	-
	Certified Real Estate Brokerage Manager	-
	Certified Residential Specialist®	-
	Counselor of Real Estate	-
	General Accredited Appraiser	-
	Graduate, REALTOR®	-
	Leadership Training Graduate	-
	® Association Certified Executive	-
	Residential Accredited Appraiser	-
	Society of Industrial and Office REALTORS®	-

Ac  
 Mem  
 nearly half of all  
 real estate  
 pro  
 at least one  
 pro





# Professional Development By Lori Lasday CRB, CRS, GRI

## FAIR HOUSING—IT'S THE LAW!

Fair Housing is alive and well. It impacts the lives of, not only consumers, but real estate practitioners as well. For consumers, it's a "quality of life" issue. For licensees, it's a matter of potentially hefty fines and possible loss of license

It is paramount that, in our daily lives, we incorporate proven systems and checklists that provide consistent professional service to all. Whether showing and selling a house, obtaining a listing, meeting and greeting the public at open houses, keeping records or following up with prospects, we, as REALTORS®, are held to the highest scrutiny with respect to the

Laws. None of us can afford to have a bad day when it comes to Fair Housing Laws. In order to make sure you are complying with Fair Housing Laws, here's a quick checklist to remind us of some dos & don'ts in

### 5 Fair Housing Do's....

1. Do treat everyone alike and
2. Do know and adhere strictly to the Federal Fair Housing Laws, State and Local Fair Housing Laws.
3. Do know your company policy on fair housing and the company forms and/or paperwork that may be required to implement

- Housing Laws.
4. Do provide an opportunity for consumers to consider a broad range of housing choices based upon their criteria.
  5. Do consider attending the NAR Cultural Diversity Class.
- 5 Fair Housing Don'ts....
1. Do not provide inconsistent treatment and offer a service to one consumer and not to all consumers.
  2. Do not engage in the practice of steering...the practice of directing prospective buyers to a particular location based upon one of the protected classes.
  3. Do not engage in the practice of panic selling...the practice of scaring sellers that the value of their property may be decreasing because of population integration based upon one of more of the protected classes.
  4. Do not write an ad that excludes prospective buyers based upon one or more protected classes.
  5. Do not encourage or discourage potential buyers from leasing or purchasing property in a particular location based upon the racial, ethnic or religious composition of a

Equal Housing Opportunity is a concept that all REALTORS® must practice each and every

day. As our country becomes more diverse we are constantly challenged to provide not only equal and professional information and knowledge but also adjust to cultural diversity that might effect the home buying and home selling

Although we have all learned the creed "Do unto others as you would have them do unto you" now, in our ever changing marketplace becomes "Treat others as they would like to be treated"...a real estate professional be respectful and mindful of customs and traditions that are a part of the home buyer's and/or home seller's

makeup. Taking time to review your commitment to the Federal, State and Local Fair Housing Laws and also taking time to "re-tool

your knowledge about diversity will prove beneficial to your future business and also serve you well as a tool to reduce your liability out in the trenches of listing and selling real estate. Remember, it's smart business for all of us to know the rules and play by —in fact, it's the law.

Other Recourses....

*National Fair Housing Advocates:*

[www.fairhousing.com](http://www.fairhousing.com)

*Advertising Guidelines* -

[www.fairhousing.com/news\\_archive/advocate/march95/page8.htm](http://www.fairhousing.com/news_archive/advocate/march95/page8.htm)

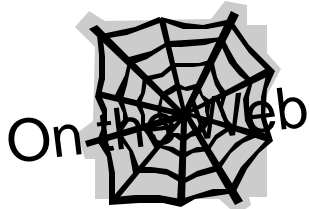
*US Dept. of Housing & Urban*

*One Realtor Place (NAR) :*

[www.onerealtorplace.com](http://www.onerealtorplace.com)

*Leadership Council For Metropolitan Open*

applications. Also, join NSBAR Talk and become part of our e-



Check out these great internet sites!



### [www.eRealtyCards.com](http://www.eRealtyCards.com)

Association's first Electronic Greeting Card site exclusively for real estate professionals. Useful for sending email greeting cards

to real estate professionals and best of all, it's

### [www.scorecard.org](http://www.scorecard.org)

Discover what pollutants are in your area as well as others. Learn about important environmental issues.

A great reference for all business owners!



### [www.bbbonline.com](http://www.bbbonline.com)

Visit the Better Business Bureau OnLine. As ever, the best consumer is the best-informed consumer. Although

Don't forget about your Association's website! It's growing by leaps and bounds and contains tons of valuable information, as well as forms and ap-



# Chairman of the Board Roxane Malo



## THE COUNT- DOWN TO SHUT- DOWN

In this ever-changing world of cyberspace we are quickly approaching the departure from Landmark, Viewpoint, P-Term and R-Term to the new MLSNI Internet- based RE/Xplorer. This turnaround is scheduled for October 1<sup>st</sup>, 2000. Although this may seem devastating to many of us who seem cyber-challenged, there is an opportunity for us to be successful in the new world. We are currently offering a special rate for PC Access for

Windows. This program allows connections to Compass without the need for a modem. The software product is available through the Association office at a cost of \$35 and has gained popularity with the members for several months. It is extremely user-friendly and will give you the capability of e-listings globally. It is important to order a copy quickly as the time is approaching and we are sometimes on backorder with a waiting list. Please do not hesitate to contact Terry or Charlie at the Association office if you have any questions. We are truly making every effort in this a smooth transition for each and every member.



## NSBAR Top Ten Fines: January 99 - November 99

1. Submission of a New Listing within 72 hours
2. Tax Year
3. Reporting Contract Pending and Contingencies
4. Tax Amount
5. Reporting Closed (sold) within 72 hours *and* Coordinates (tied)
6. Dimensions
7. Pin
8. Corporate Limits *and* Requested Documentation (tied)
9. School District Numbers
10. Listing Agent

## THE AGENT-TO-AGENT FLYER DISTRIBUTION SERVICE

This program was developed originally with the Barrington Area Association of REALTORS®. For a minimal charge, members may have property flyers circulated to real estate offices in **Barrington and other offices within a 30 mile radius**, including Algonquin, Cary, and Lake Zurich. This is a weekly routing provided by the Barrington branch office that also includes a letter to be sent to the seller of the property stating that agent has used this very beneficial service. Flyers can be pre-printed by the agent or the NSBAR office can print them on either white or colored paper for an extra charge. Flyers can also be made two-sided for an additional charge of \$6.00. Flyers are delivered every Thursday. If you are interested,

Dummy flyers to be printed must be at the Barrington branch office by the Tuesday before delivery.  
Pre-printed flyers must be at the Barrington branch office by the Wednesday before delivery.  
No copies will be made nor flyers distributed until payment is received in full.

- 4) In order to receive a seller letter, the flyer must contain a property address, listing no., listing agent name, listing office address, and listing office

### PLEASE BE AWARE THIS SERVICE DOES NOT REACH THE NORTH



### AGENT TO AGENT FLYER DISTRIBUTION PRICE LIST



#### Entire Routing Distribution

PRE-	NSBAR TO PRINT
(\$40.00 Non NSBAR Members)	(\$70.00 Non NSBAR Members)

#### Barrington Only Distribution

PRE-	NSBAR TO PRINT	\$27.00
(\$20.00 Non NSBAR Members)	(\$35.00 Non NSBAR Members)	

#### One Flyer Per Office

PRE-	NSBAR TO PRINT	\$10.00
(\$10.00 Non NSBAR)	(\$14.00 Non NSBAR)	

**FOR MORE  
INFORMATION AND  
CLARIFICATION OF  
GUIDELINES,  
CALL AMANDA AT  
(847) 381-7827**



Logos help sell all kinds of products and services.

Ours is one of the BEST!

Use the REALTOR® logo!



Discuss technology issues relating to the real estate field. NO RSVP or Fee required! the Northbrook office!

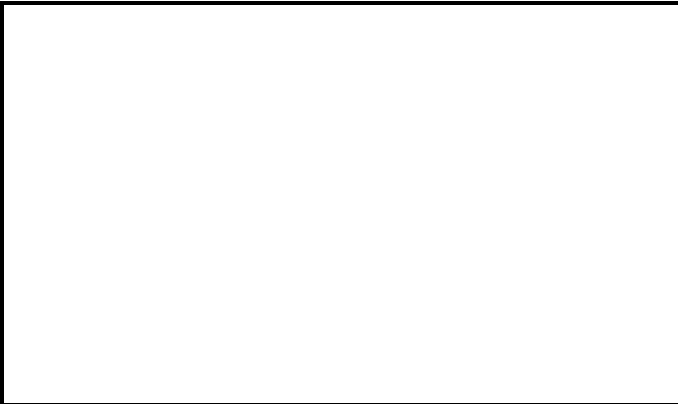
C



through the IAR REALTOR® Store!



Call (800) 529-



**KNOW SOMEONE WHO WANTS TO GET INTO THE BUSINESS?  
IAR Licensing & Training Center Presents....**

**45-hour Self-Study  
Pre-License Sales Course**

45 hours of pre-license credit earned the convenient way.

- Self-study offers flexibility, your time, your office
- 45 hours of pre-license credit upon successful completion of course (student must take a proctored term and final exam.)
- Student material consisting of self-cassettes and course outlines are designed guide you easily through the complete program.
- IAR Self-Study course is approved by the Office of Banks and Real Estate.

Cost is \$295 (fee includes all applicable sales tax, shipping & handling)

To order or for more inform contact IAR at (800) 529-

**Get Your Appraisal License**

- Uniform Standards of Professional Appraisal Practice

May 9, 10, 11 & 12 - Basic Principles

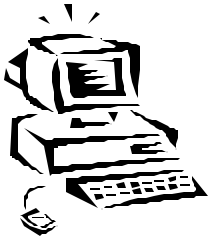
May 23, 24, 25 & 26 - Single Family Residence

Register for all 3 and pay only \$925!  
The Hampton Inn, 3185 S. Dir Pkwy., Springfield, IL 62703

If interested, contact (800) 252-



Also check out [www.illinoisrealtor.org](http://www.illinoisrealtor.org) for more information!



# Computer Bits &

## DSL & Cable modems Update

Cable modems and DSL service are available everywhere now. Cable is still lagging in a few neighborhoods but should be in your area by month's end.

Equipped with members that have cable modems and have found that cable is having problems. Slow speeds seem to be more common than before. More agents are getting DSL installed in their homes too. Locally, Ameritech, in a complete turnaround for them, has become very aggressive with their DSL service. They matched cable fees of about \$39.95 per month with free

However, there is a \$6.00 per month fee for using UUNET lines. I ordered Ameritech DSL service for install March 31. So, if you want, feel free to call me at the Board and see how my DSL service is going. The members who have Ameritech DSL are having good luck so far. The speed is 128kbs upload/ 768kbs download. That is better than cable and quite a deal if they can maintain that service. Quality of service does depend on your proximity to the phone company CO (central office). To check your service go to [www.dslreports.com](http://www.dslreports.com) and click on the choice:

- Find DSL
- Next page type in your zip code,
- Then click **DSL Pre-qualification**

- **area code** and **first three digits** of your phone number
- Click **Next**
- Click the Indicator when it says **OK**

You should now have a list for you and the approximate distance you are from the phone company CO (Central Office). Nationally, a DSL service has received high marks. They are available here but more expensive than cable or Ameritech. You can find them on the [akeasy.net](http://www.akeasy.net) They are a high-speed service on [www.dslreports.com](http://www.dslreports.com)

Moore Data finalized their sale to Vista Info in December 1999. Vista Info is a California company that supplies environmental studies to banks and insurance companies. Buying Moore gives Vista greater access to REAL ESTATE.

## Danger! Danger! Danger!

Now that more members are getting cable modems or DSL connections in their homes, you should be aware of some potential dangers. Do NOT leave your computer connected to the Internet all the time. Just like not leaving your computer on all the time, neither should you leave a web browser or email program open all the time if you're on the Internet. With the cable modem and DSL there is NO dialing. You open your web browser or email program and

you're on line instantly. If you leave your PC on overnight with your web browser open then some hacker can find your ports on the internet and find yours open and unattended. Then the hacker can do all sorts of malicious things. There is software available called Firewalls. As the name

against the onslaught of hacker induced firestorm. We will have more information on firewalls as cable modem and DSL become available.

## MLS Digital Photos

Here's how to submit your own digital photos to the MLS. Your photo must meet these requirements:

- DPI: 96
  - Quality (compression): 35-40%
  - File format: jpg
- Email the photo file to this address:

## Dell's Computer Deal for

Dell is now giving discounts to members who call the following special number:

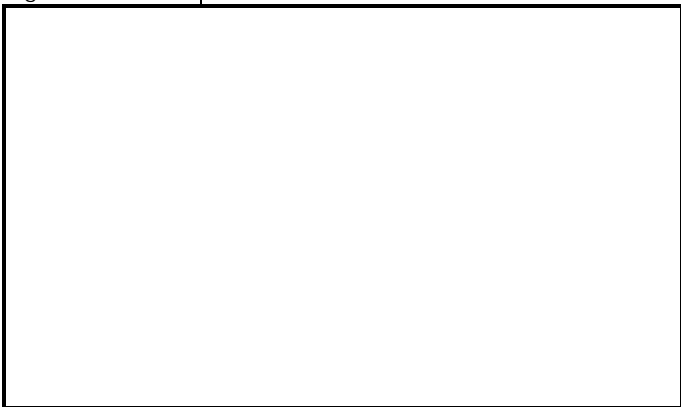
A written report on how to be prepared for October 1, 2000 when MLS shuts down modem lines can be found on <http://www.nsbar.org>, *The Answer Page*, To assist the real estate community be able to access the MLS through the Internet at that time. Please read this report to get prepared and not be disconnected. This report (which is copyrighted) was sent to each manager in the Association.

**COMPUTER CLASSES**  
In Real Estate,  
Knowledge is POWER!

See back page for dates in April!

All hands-on. Classes are \$39/each and taught at Northbrook Association

To sign up now, call Gloria at (847) 480-



(Bits & Bytes cont'd)

**Disconnecting from PC Access**

If you have selected TCP/IP to use PC Access (here is how to check: Setup Menu/Advanced/MLS Setup/connection -telnet) you will have to log off PC Access AS WELL as the Internet. If you use the Internet there will be two computer screens on the bottom right hand corner. If they are still on the screen after you log off PC Access, then your phone line is still connected. You can double click the two screens and hit the disconnect button



**Happy Birthday, Members!**  
May 2000



1	Vicki Tenner	Karen Skurie	Lola Glyman	Tiz Ellis Barrett	Elisa Wolter	Mary Howey	Susan Roche
Louis Pfaff	Michele Marcus Vold		Robert Jolly	Connie Hughes		Anne Davis	Bill Wronski
Peter Pagratis	Janie Bress	9	Joan Maxwell	Helen Larsen	22	Maryfran Burke	Michael Chiara
Valerie Gleason		Lydia Citron	Marilyn Sorensen	Ellen McGann	Cindy Palmer	Sandy Clifton	Susan Kipley
	6	Janine Juster		Diane Rossa Kwiatt	Thomas Phillips	Norma Foster	Allyn Sloat
2	Fern Loeb		14	Camille Bass	William Nash, Jr.	Joanne Keller	Cerasella Stan
David Buckley	Lucille Iglitzen	10	Daria Andrews	Dorothy Goldberg	Margaret H. Smith	Mary Ann Migely	Rosemary Thomas
Priscilla McIntosh	Cyndee Keiser	Joy Dreimann	Thomas Grant	Helen Hamilton	Jacqueline Hughes	Chet Nichols	Bonnie Wilson
Patrick Semrad	Rose LaMartin	Corky Kooperman	Karen Khubchandani		Denise Kellar	Marion Scully	
Sharon Schreiber	Gloria Redman	Patricia Wyle	Deborah L. Kiddle	18	Marge Warshawsky	Gail Seidman	29
John Chiappetta	Edward Ganja	Jeanne Weill	Georgia Buckner	Barbara Jacobs	Linda Wolff		Regina Correa
Viju Patel	Igor Averbukh	Schwartz	Carmen Burgess	Millie Weinberg	Lisa Gendel	26	Dee Dee Maloney
Loretta Augustin	Linda Baba Lazar	Mark Ovington	Olson	Carol Lieberman		Mary Snider	Jenny Mircevska
	Ragini Arora	Marcia O'Hara		Claire Blumenthal	23	Cynthia Tobisch	Steven Sims
	Mary Beth Hartmann	Ann Rankin	15		Donna Zupancic	Florrie Hershkowitz	Elizabeth Dickman
3		Brad Warren	Marilyn White	19	Louise Tesinsky	Colleen McGinnis	Judy McEvoy
John Valentine		Andersen	Judith St. Jean	Krystyna Nowak	Marsha Thigpen	Janet Thomas	
Bette Amato	7	Marie Giglio	Julia Hyuns Kim	Roberta Field	Antoinette Vigilante	Maria Kernahan	30
Michelle Mitchell	Laura Marchetta		Vera Burstyn	Steve Rotblatt	Sandie S.C. Fu	Ray Garard	Alana Amaker
Linda Rengel	Leonard Golden	11	Benny Kuriakose	Jack Silver	Christopher Eigel	Jill M. Swenson	Leonard Jajko
Michael D. Collins	Harold Cowell	Roberta Miller		James Sirotzki	Rita Anson	Marjorie Collins	David Harper
Scott Wolff	Nancy Gans	Nicole Fayette	16	Money Chandran	Elaine Harvey	Mary Ellen Blanchard	Charlotte Ruffin
Ruth Conterio	Kwan Soon Im	Linda Moser	Linda McCaffrey	20	Annamae Quinn		Jong Park
Darla Terrell		Brenda O'Neill	Daniel J. Staackmann	Gabriel Velasquez		27	Peter Holstein
Marian Derner	8		Marion Folkman	Jane Svyatsky	24	Naja Maltezos	Lynn Romanek-Holstein
Israel Friedman	Gail Johansson	12	Bonnie Ennis	Mary Friedman	Phyllis Rothschild	Jane Sundheim	Donald J. Shea
	Irina Maron	Jim Darnell	Julie Ann Hernandez	Diane M Galioto	Susan Sheehan	Bobbi Chasin	
4	Marla Schneider	Joseph Pawlish	James McInerney	Aleksander Dubinsky	Jean Farnsworth	Janis Peltier	
Steven Korman	Judy Wilkinson	Edward Niziol	Joseph Wetmore		Christina Fawcett	Ann Ratajczyk	31
Nancy S. Abzug	Michael Carrera	Mary Anne Thomas	Eleanor Altman	21	Susan Kelly	Sharon Eckersall	Richard Murawski
	Mary Berg	Judith Borchardt	Tony Cirone	Olga Sapozhnikov	Pat Lazar	Nicholia English	Ann Turner
5	Bernie Davis	Brunhild Baass		Mira Stin	Russell Boothe	Oleg Petryuchenko	Arlene Warshawsky
John Colquhoun	Don Eldredge		17	Diane Mehlman			Vitaliy Feldman
Brenda Ferdman	John Tovar	13	Val Napadov	Nancy Nazari	25	28	
Marilyn Leader	Vernon Hein	Kenneth Gaidas	Bradford Dolinar	Steve Volkodav	Marilyn Busscher	Sylvia Holdampf	
Nancy Leavitt	Leslie Lipowski						



# Members In Motion

## WELCOME NEW MEMBERS!

John Kretchmar - Re/Max Alliance 3574  
 Richard Ender - Richard I. Ender 3575  
 Samuel Arenas - RMC Realty Co 4002  
 Jill Bell - Baird & Warner 3120  
 Patti Schofield - Jasco Realty 3065  
 Mariana Popa - Coldwell Banker 3061  
 Amy Ackley - Koenig & Strey 3750  
 Debra Selig - Coldwell Banker 3630  
 Marina Burman - Jean Wright Real Estate 4048  
 Catherine Rice - Baird & Warner 3106  
 Kathleen Howell - Koenig & Strey 4110  
 Diane Wilson - Coldwell Banker 3650  
 Catherine Ito - Coldwell Banker 3320  
 Jane Lepauw - Baird & Warner 3106  
 Didier LePauw - Baird & Warner 3106  
 Joy Scher - Baird & Warner 3120  
 Mary Chris Munro - Coldwell Banker 3650  
 Roxanne Bigoness - Koenig & Strey 3790  
 Shauna Raye - Lakeshore Partners 3101  
 Jeffrey Rothbart - Coldwell Banker 3640  
 Robert Bless - Century 21 Sketchbook 6251  
 Karen Willis - Coldwell Banker 6022  
 Barbara Decker - Century 21 Elsner 6244  
 Tadeusz Furman - Starck & Co 6017  
 Nicole Fox - Century 21 American Northwest 6411  
 - Manchester Realty 3087  
 - Coldwell Banker  
 - Coldwell Banker 3640

## TRANSFERS

Mary Ellen Tainer from Baird & Warner  
 Baird & Warner 3110 (Correc  
 Levon Poladian from Coldwell Banker 3960 to  
 Preferred Realty Group 3241  
 Michael Nash from Century 21 Marino 3020 to  
 Coldwell Banker 3310  
 Pam Merrilees from Koenig & Strey 3730 to Koenig  
  
 Clarissa Salud, from Jean Wright 4048 to C  
  
 Irene Keyser from Century 21 3014 to Gold & Azen  
  
 Bronya Tsekanovsky from Dome Realty 3034 to  
 Capital Realty 3066

Coldwell Banker 3483  
 Ann-Marie Rogers from Coldwell Banker 3920 to  
 Prudential Preferred 3521  
 William Pullinsi from Coldwell B  
 Prudential Preferred 3521  
 Bob Gray from Gerald Cote 6171 to Dorian-

## DROPPED MEMBERSHIP

Sally Lindenmeyer - Town & Country REALTORS 4017  
 Lori Klopfer Walowitz - Coldwell Banker 3960  
 - Coldwell Banker 3630  
 - Kenilworth Realty Company 3070  
 - ERA Doetsch Realty 3038  
 - Coldwell Banker 3630  
 - Coldwell Banker 3310  
 - Koenig & Strey 3780  
 Izabella Horvath - Baird & Warner 3110  
 Helen Susan Nelson -  
 J.F. Caputo, Certified Realty Services 6207  
 - North Shore Realty Group 4240  
 Janeth Tupacyupanqui - Koenig & Strey 4110  
 - Century 21 Marino 3020  
 - Scanlan Realty 6239  
 Stacy Schranz - Baird & Warner 6026  
 Paula Pluth - RE/MAX Homes Northwest 6076  
 Barb Colwell - Coldwell Banker 6022  
 Ed Colwell - Coldwell Banker 6022  
 Pranay Surati - Century 21 Jay C 3017  
 Sylvia Kovitz - Leader Realty 3077  
 Don Snetsinger - Suburban Bank 6111  
 Liz Stewart - Coldwell Banker 3810

## NEW OFFICES

Dorian-Gray Financial Services, Crystal Lake  
 Century 21 American Northwest, Lake Zurich  
 Re/Max Alliance, Lin  
 Richard I. Ender, Northbrook  
 The BrickKicker Home Inspection, Antioch

-  
 - JS James & Co. 6025  
 - Century 21 North 3014

## NO MORE RUBBER BANDS!



At the Association office we constantly hear of many problems agents run into with their Supra KeyBoxes. One of the most prevalent complaints is that the KeyBox is "jammed". DO NOT place anything foreign in the key container! This cannot be stressed enough. NO rubber bands, paper clips, twisty-business cards, alarm directions, should be only ONE key attached to the small chain that comes with the KeyBox in the key container. If the NSBAR staff person who is assisting you cannot get the Box open, there is either a hefty repair charge that you'd probably like to avoid or you're out one Keybox.

## Benefit Reference Index

### Health Insurance

⇒ National Association of the Self-Employed  
 312/337-7133, Ron Shapiro  
 ⇒ Marc Jacobson & Assoc.  
 847/498-7181  
 ⇒ REGIT  
 1/800/537-9786

### Reduced Telephone Rates

⇒ MCI World Com - Reed Ellis  
 1/800/280-6886

### Car Rental

⇒ Alamo Rent-A-Car  
 1/800/354-2322  
 Rate Code-BY  
 ID#BY428299

### Courier Service

⇒ Timely Courier  
 Michele DiMaio/Fred Cisarik  
 708/834-4380

### Cellular Svc. & Smart Number

⇒ Autosonics-Michael Malenfant  
 or Corky Peterson  
 847/831-4400

## Do you use Rechargeable Batteries?

*Battery Recharging:* Let your battery drain completely before recharging. Even with advanced charging systems and a variety of battery types, all manufacturers recommend draining the battery at least once a week. Lithium batteries offer the most flexibility.

Invest in an additional power source. Purchase a second battery or adaptor so you can operate your phone while

Check your battery at least once a week even if you do not use your phone. The charge on your battery will drain slowly when idle. Nickel Cadmium (NICad) batteries hold a charge

*Excessive Charging:* Don't leave your phone or battery plugged into a car adaptor or charger longer than the recomm listed in the phone manual! Excessive charging causes batteries to burn out and melt phone

Information taken from www.cellularone.com



# EVENTS & EDUCATION



A p r i l



4/0400 **Jump Start** 8:30-11:45am  
 4/0400 **Jump Start Plus** 1pm-  
 Fair Housing 9am-  
 3 mandatory CE credit hours  
**Emailing w/ PC Access** -  
**WCR** 3pm-5pm 8am-5pm  
 -0011 for registration  
 Meeting 9:30am-  
**Intro to the Internet** 1pm-  
 3pm  
**Using the Web Effectively**  
 1pm-  
**Finance Committee**  
 3pm-5pm  
 er 1pm-  
**International Forum**

NOTE: ALL SESSIONS HELD IN NORTHBROOK UNLESS OTHERWISE INDICATED.

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 HELD AT THE NSBAR NORTHBROOK OFFICE

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