

August 2003

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Day at the Races August 28

On **August 28**, NSBAR members and guests will enjoy the first-ever **Day at the Races** in the Governor's Room at the Arlington International Race Course. Doors open at 12:30 PM, and lunch will be served from 1 to 3 PM. Post time is 1:30 to 5:30 PM. Tickets are \$100 per person and the reservation deadline is **August 4**. Tickets include all entrance fees, parking and the Daily Racing Guide. Please note the dress code on page 12.

Brown Bag Lunch August 6

NSBAR Education Director Martha Williams will present information on the wide variety of designation programs available to REALTORS® at the Brown Bag Lunch, Wednesday, August 6, 1-2:30 PM. Bring your lunch and NSBAR will provide the coffee and sodas. If you've always thought you should earn a designation (or two), this is the day to find out how to do it.

Nominees for NSBAR Office

Nominees for NSBAR office for the coming year appear on the next page and also are posted at www.nsbar.org.

Schakowsky Receives Award

NSBAR members were joined by community housing leaders for the June 16 Q & A session with U.S. Representative Jan Schakowsky. At the session, NSBAR Chair Georgia Pierini presented Rep. Schakowsky with NSBAR's 2003 Humanitarian Award, in recognition of her activities as a legislator in both Springfield and Washington. A synopsis of Rep. Schakowsky's remarks that day will appear in the September newsletter.

U.S. Rep. Jan Schakowsky receives the 2003 Humanitarian Award from NSBAR Chair Georgia Pierini on June 16 in Northbrook.



North Shore - Barrington Association of REALTORS®



NSBAR Awards Luncheon Sept 24

It may be the dog days of summer, but smart REALTORS® are already planning for a busy, productive fall. Be sure to save time for the NSBAR Awards and Installation Lunch on Wednesday, September 24, 1:30-4 PM. Who knows—maybe you will be named REALTOR® of the Year!

It's the Rule

Chief Operating Officer Terese (Terry) Penza, CAE, RCE, e-PRO

Open Houses and Who Can Sit

Tuesdays and Wednesdays are set aside for broker tours of listings. Prospective purchasers are not welcomed **unless the listing agent gives permission** for a non-agent to come into their open house. Illinois License Law indicates that only a licensed agent with the listing broker can sit an open house. A homeowner may sit his own open house. A non-licensed person sitting the house for security may only say hello and goodbye. Many members in the North Shore area have interpreted the Illinois law themselves to mean that a non-licensed person could sit an open house on Tuesday and Wednesday because it is only open to brokers and agents who are members of the MLS. Unfortunately, many agents are sending clients, customers (or suspects) to the Tuesday and Wednesday tours. If a non-licensed person is sitting an open house and a prospect enters, the agent and the broker could place their license in jeopardy. Therefore, do not send your prospects out into the Tuesday and Wednesday tours without permission from the listing agent!

Want more information? Click here:
<http://www.nsbar.org/urbance.htm>

New Sales Contract

We are getting complaints that contracts are coming in showing the coop agent's name and the time brought to the listing agent in line 437 (This offer was presented to Seller by _____ on _____ 20____ at ____:____AM/PM). This is to be filled out when it is presented to the seller. Line 437 was never intended to be filled out by selling agent to announce when the contract was given to listing agent.

Anti-Trust Reminder

Anti-trust laws prohibit price fixing. Fees and prices charged by real estate offices must be independently established. When asked to explain the fee charged, sales agents should *never* refer to the pricing policies of competitors or suggest in any way that the local board or MLS prohibits or discourages price competition. Sales associates should *never* use statements such as:

"This is the rate every firm charges."
"I'd like to lower the commission but no one else in the MLS will show your house unless the commission is X%."
"Before you decide to list with XYZ Realty you should know that because they are 'discount' brokers members of the association won't show their listings."

MLS

Did you know? Some of "Ft. Sheridan" is in Highwood and some of it is in Highland Park. You must program yourself to search areas=35,40.



Nominations for NSBAR Office

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 2003-2004. Members can vote for new officers in one of two ways: (1) by being present and voting at a meeting that will take place at **1 PM, Wednesday, August 27, 2003**, in the classroom of the Northbrook office, or (2) by mailing an absentee ballot to the Northbrook office, postmarked between August 13 and August 22, 2003, or (3) electronic voting. Petitions to add additional names to the ballot must be signed by 10% of the membership (335) and must be filed by **5 PM, Wednesday, August 5, 2003** (delivered to either the Northbrook or Barrington office by that time).

2003-2004 Slate of Officers and Directors

Gary D. Jensen, Koenig & Strey Inc, Northbrook Chairman of the Board (does not stand for election)
Lisa Hathaway, Renaissance Realty Partners, Lake Forest, Chair-Elect
Katharine C. Pinkus, RE/MAX of Barrington, Barrington, Secretary/Treasurer

Directors for a Two-Year Term:

John Ancona, Keller Williams Success Realty, Barrington
Elizabeth C. Galfer, Starck & Company REALTORS®, Barrington
Scott Gill, Koenig & Strey Inc, Evanston,
Eugene Kim, Best Choice Real Estate, Inc, Arlington Heights
Georgia S. Pierini, Baird & Warner, Glenview
Patricia D. Wargowski, Coldwell Banker, Glenview

Returning Directors:

Keith Hancock, RE/MAX Villager, Glenview,
Harvey Hoffman, Koenig & Strey Inc, Lake Forest
Michael A. Mazzei, Koenig & Strey Inc, Glenview
Dawn McAnaney, Baird & Warner, Winnetka
Mary Summerville, Prairie Shore Properties, Evanston

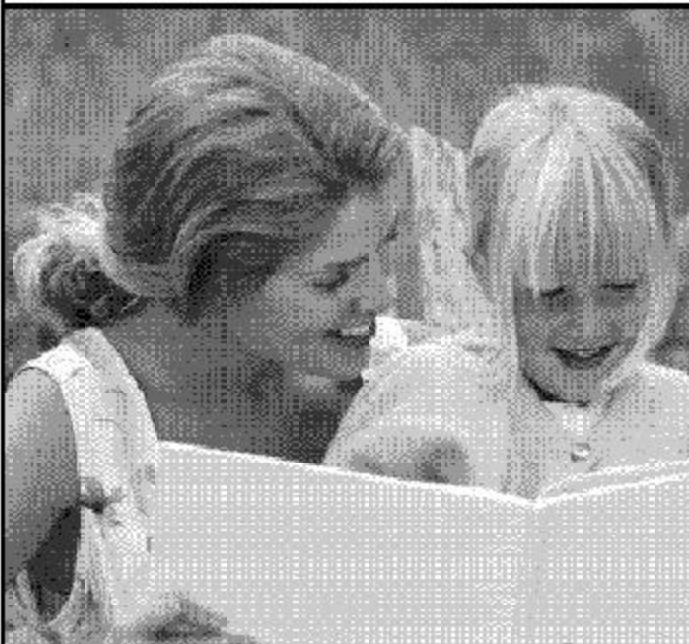
Sincerely,
Dan Schermerhorn
Nominating Committee

Here's our story.

We believe that relationships are the building blocks of community.

At Clybourn Financial Services, we want to give back to ours.

With mention of this ad, for every mortgage transaction completed, Clybourn Financial Services will refund your client's entire application fee, a savings of as much as \$325.00. To schedule an appointment, contact Darush Mabadi.



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Education

Education Director Martha R. Williams, e-PRO



Top Producer Class August 1

Tom Byers returns with his popular Top Producer class on Friday, August 1. Students can use one of NSBAR's computers, or you can bring your own laptop, as long as it's preloaded with any version of Top Producer. Students will also be able to take advantage of special pricing on Top Producer products the day of class. Register by calling Adrienne at 847-480-7177.

NAR Membership Sets New Record

As of June, the National Association of REALTORS® reached a record 907,738 members and is poised to reach 1 million—possibly before the end of this year. NAR, the country's largest trade and professional organization since the 1970s, is well ahead of the next largest such organization, the National Federation of Independent Business, which has 607,000 members. The American Bar Association comes in fourth with 375,000 members. Why should the size of NAR interest you? Because it helps guarantee that NAR will retain its preeminent position as a lobbying force, and also that NAR can negotiate discounts on products and services and pass them on to you.

Ethics Video Class Dates

The Ethics video class will be offered in Northbrook from **1-4PM** on Monday, **August 11**, and from **9AM-12PM** on Friday, **August 22**. This class does not offer C.E. credit, but does fulfill the NAR Ethics requirement.

SUPRA

At last, the new Supra Key is available to North Shore - Barrington members. It is critical that you follow the procedure for leasing the new Key. If you don't, you will find yourself without Key access to the thousands of homes in Northern Illinois with Supra lockboxes. You have already received mail notification of the changeover. Read the insert that appears in this newsletter, and place it in a prominent spot to remind yourself of the location and date on which you will pick up the new Key.

July 14 Star Track

An enthusiastic group of 45 new members attended the **July 14 Star Track** orientation program (formerly called Jump Start). They were welcomed to the Board by President and COO Terry Penza. Education Director Martha Williams conducted the introduction to the Code of Ethics. "Meet the Pro" speaker was Marilyn Glazer and lunch sponsor was Ron Isaacson of SpaceMan Consulting, Inc., a home inspection service. Information Systems Director Steve Volkodav conducted the MLS training and also discussed the coming introduction of the new Supra keypads.

Forty-three of the new members completed a survey, indicating that nine are in the 20-30 age bracket, 13 are 31-40, 13 are 41-50, five are 51-60, and three declined to answer. Thirty-one were born in the U.S., three in Korea, two in China, and others were born in Azerbaijan Republic, Canada, Iran, Serbia, Ukraine, and Vietnam. Thirty have earned a bachelor's degree, and seven of those have earned a master's degree. All but three of the rest indicate that they have attended at least two years of college, with three earning an associate's degree, and two others earning a technical certification. Their prior (and sometimes continuing) careers include management, property development, marketing, purchasing, education, sales, travel, computer consulting, human resources, software, advertising, dry cleaning, medical office management, construction, property management, and personal training. One of the new members was a stewardess for Singapore Airlines and one is an ordained rabbi. The new members have been active in scouting, PTA, church activities, father/daughter groups, school boards, homeowners associations, fundraising, and the Peace Corps.

We are pleased to welcome this interesting, diverse group to the North Shore - Barrington Association of REALTORS®!

ABR Class Update

The ABR elective class, **Successful Relocation Representation**, will be taught from **9AM to 4PM** on Friday, **August 22**, by Lynn Madison. Registration fee is \$135 for registration by August 15, and \$150 after that. .

The next two-day **ABR** class will be taught by Marcie Roggow on **October 9 and 10**. Registration fee for that class, which will be held from **8:30 AM to 5 PM**, is \$250 by October 3, and \$275 after that. The **ABR-M** class for managers will be taught on Saturday, October 11. For more information or to register on-line for any class, go to www.nsbar.org or call 847-480-7717.

REALTOR® News

NAR 2003 Profile Available

NAR's 2003 Profile of Homebuyers and Sellers is available. Who Are today's homebuyers and sellers? Do they use the services of a real estate professional? What role does the internet play? These questions and many more are answered in this updated profile of homebuyers and sellers. For order info, go to: <http://www.realtor.org/prodser.nsf/openprod?openform&IN=186-4503-LN> or, if you are reading the online newsletter, click on the link.

Illinois Housing Stats

Illinois home sales increased 2.7% in May to a total of 11,300 existing single-family homes sold statewide compared to 11,003 homes sold a year ago. Statewide, median cost of a resale home in May rose 8.7% to reach \$172,290. Year-to-date sales (January through May) showed an increase of 1.6 percent to 42,554, compared to 41,852 homes sold in the same period one year ago. Condominium sales totaled 4,494 in May, up 2.4% from 4,387 sales in May 2002. Median statewide condominium sales price for May was \$175,500, up 4.5% from one year ago.



IAR Early Bird Deadline

Register for the IAR Convention & Expo by August 6 to be eligible for the early bird rate. The convention will be held October 1-3 at the Hyatt Regency O'Hare, Rosemont.

Sessions will include ID theft and agent safety, marketing to the generations, maximizing technology in your marketing efforts, a legal issues panel, and two CORE CE sessions as well as three early bird sessions on Top Topics in Home Inspections and Intro to Commercial Real Estate. Go to www.illinoisrealtor.org for details about featured speakers and information on how to register online.

NAR Insurance Info

NAR has produced a new guide for consumers that explains how current insurance market conditions may impact a real estate transaction. "The New Reality of Property Insurance: What You Should Know," is free and downloadable from the Member Services section of www.realtor.org.

NAHB Housing Study

The National Association of Home Builders (NAHB) has interesting historical statistics in its report, "A Century of Progress," available at www.NAHB.org. Example: In 1900, a typical home was two stories, 700 to 1,200 square feet, with two or three bedrooms and one or no bathroom. In 2000, a typical new home was two stories or 2,265 square feet with three or more bedrooms, two and a half bathrooms, a garage for two or more cars, central air conditioning and one fireplace.

What do NSBAR members do to relax? Some of them bicycle to the top of Pike's Peak, Colorado—not exactly your everyday bike ride. Savoring their accomplishment are NSBAR Past President Harvey Hoffman of Koenig & Strey Inc, Lake Forest, and Mary Dallas Cole of Griffith, Grant & Lackie, Lake Bluff.

REALTOR® Member Benefits

Newest member of the REALTOR® VIP Alliance program is American Home Shield, a home warranty company. American Home Shield will provide the buyer with a \$50 ServiceMaster certificate on behalf of the Realtor® who sells the home warranty. The certificate is redeemable at AmeriSpec, Furniture Medic, Merry Maids, ARS/Rescue Rooter, ServiceMaster Clean, Terminix and TruGreen ChemLawn. To learn more about this special offer from AHS, please call 866-627-7253 or visit www.ahswarranty.com/nar.

Interested in Becoming a Land Professional?

An updated online resource from NAR's extensive real estate library (the world's largest) explores the land professional niche of buyer representation. To access the material, go to: <http://www.realtor.org/vlibrary.nsf/pages/buyersreps> or, if you are reading the online newsletter, just click on the link.

Aug 11 & 25
8:30 AM - 5 PM

Advanced Principles Broker Training Class

3 CORE Hours C.E. Credit

Instructor:
Marilyn Glazer, GRI, CRS, CRB

Tuition fee is \$165 for each two-day class in the Broker Training series. You can take the classes in any order. Register by calling 847-480-7177 or register online at www.nsbar.org.

Prefer home study? For course/order info go to www.illinoisrealtor.org

Vision

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

Notice

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

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

2002-2003 Officers

| | |
|---|----------|
| Georgia Pierini, GRI, CRS, ABR Chairman of the Board | 724-1855 |
| Gary D. Jensen Chairman Elect | 272-0330 |
| Ellie Sipple Secretary-Treasurer | 381-0500 |

Directors

| | |
|---------------------------------------|----------|
| Jay Chandran, GRI, CRS | 673-2000 |
| Diana Efstathiou | 724-1855 |
| Lisa Hathaway | 234-0050 |
| Allyson Hoffman, GRI, CRS, e-PRO, CRP | 272-7070 |
| Harvey Hoffman, GRI, CRS | 295-8400 |
| Scott Lackie, GRI | 234-0816 |
| Michael A. Mazzei | 729-0330 |
| Dawn McAnaney | 266-7625 |
| Kathy Pinkus | 381-8800 |
| Daniel Schermerhorn, CPM | 869-4200 |
| Margaret Semrad, GRI, CRB, CIPS | 382-3600 |
| Michael Stern | 256-7400 |

Northbrook Office

450 Skokie Blvd, Building 1200
Northbrook, IL 60062
847-480-7177 Fax 847-480-7362
Reservations www.nsbar.org

President/Chief Operating Officer

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

Director of Education

Martha R. Williams, e-PRO

Education Administrator, Adrienne Bairstow

Director of Information Systems

Steve Volkodav, e-PRO

Marketing and Technical Support, Jin Li

Receptionist, Rachel Struchen

Technical Support, Mike Gazdzik

Barrington Office

324 North Hough Street
Barrington, IL 60010-3027
847-381-7827 Fax 847-381-7899

Accounting, Kimberley Davis

Technical Advisor, Alice Roth, GRI, CRB, e-PRO

Welcome New Members

New Members

Bella Arman, G & A Realty Inc,
2847 Pfingsten, Glenview

Robert Bogan, Prudential Preferred
Property, 1600 Orrington, Evanston

Carol A. Buckhave, Baird & Warner,
2926 Central St, Evanston

Judy Casey, Coldwell Banker,
1420 Waukegan Rd, Glenview

Jacqueline Craig, Coldwell Banker,
350 Linden, Wilmette

Richard Crane, Koenig & Strey Inc,
1009 Waukegan Rd, Glenview

Lynette Crosby, Keller Williams
Success Realty, 301 W Main, Barrington

Monica Derdas, Coldwell Banker,
303 E Main St #101, Barrington

Jonathan L. Dick, Koenig & Strey Inc,
600 N Western Ave, Lake Forest

Mary M. Draper, Coldwell Banker
REI Realty, 325 N Rand Rd Ste B, Lake
Zurich

Ryan Elliott, Koenig & Strey Inc,
800 Waukegan Rd, Deerfield

Shada Eshoo, Prudential Preferred
Property, 1600 Orrington, Evanston

Kenneth L. Felten, RE/MAX of
Barrington, 306 W Northwest Hwy,
Barrington

C Bryce Fuller, RE/MAX North,
3100 Dundee Rd 915-916, Northbrook

Genrikh Gandelman, Prudential
Preferred Property, 1890 First St,
Highland Park

Mikhail Geyman, Veracity Realty,
8707 Skokie Blvd #304, Skokie

Beata Girgis, RE/MAX United, 81-B
S Milwaukee, Wheeling

Peter Glover, RE/MAX Showcase,
810 S Waukegan Rd, Lake Forest

Brianna Grunwald, Baird & Warner,
754 W Northwest Hwy, Barrington

Patricia R. Gutzmer, RE/MAX
United, 81-B S Milwaukee, Wheeling

Andrew Hahm, Stone Realty Inc., 9216
Waukegan Rd, Morton Grove

Alice Hancko, Prudential Preferred
Property, 1600 Orrington, Evanston

Caryn P. Hanrahan, Koenig & Strey,
Inc, 600 N Western Avenue, Lake Forest

Ronald F. Hart, Coldwell Banker,
1025 W Everett, Lake Forest

Viveca Hedlund, RMC Realty Co, 5227
Touhy Ave, Skokie

Cassie Hillinger, Keller Williams
Success Realty, 301 W Main, Barrington

Linda Hillis, Koenig & Strey Inc,
601 Green Bay Rd, Wilmette

Gregory Hotca, Keller Williams Success
Realty, 301 W Main, Barrington

Robert W. Jo, Best Choice Real Estate
Inc, 1216 E Central Rd Ste 100,
Arlington Heights

Edward S. Kent Jr, Baird & Warner,
207 E Westminster Rd, Lake Forest

Yevgeniy Kofman, Prime Realty Group
Inc, 9351 Milwaukee Ave, Niles

Mark Koyfman, Veracity Realty,
8707 Skokie Blvd #304, Skokie

Snezana Kronic, RMC Realty Co,
5227 Touhy Ave, Skokie

Barry R. Ladehoff, Coldwell Banker,
1025 W Everett, Lake Forest

Gloria Lin, Coldwell Banker REI Realty,
325 N Rand Rd Ste B, Lake Zurich

Karie McCarthy, Coldwell Banker,
1420 Waukegan Road, Glenview

Megan Medica, Baird & Warner,
207 E Westminster Rd, Lake Forest

Mary Ann Metzger, Coldwell Banker,
740 Waukegan, Deerfield

John Morrison, Coldwell Banker,
303 E Main St #101, Barrington

John W. Morrison, Baird & Warner,
207 E Westminster Rd, Lake Forest

Mark Munro, Baird & Warner,
754 W Northwest Hwy., Barrington

Lawrence Nesis, Koenig & Strey Inc,
1009 Waukegan Rd, Glenview

Marian J. Nowacki, Coldwell Banker,
1330 Shermer Road, Northbrook

Julianna J. Oh, Koenig & Strey Inc,
1009 Waukegan Rd, Glenview

Helen Oliveri, Koenig & Strey, Inc,
1009 Waukegan Road, Glenview

Kim Pang, Koenig & Strey Inc,
601 Green Bay Rd, Wilmette

Mahin Pirnazar, Coldwell Banker,
1330 Shermer Rd, Northbrook

Reid W. Reutell, Rivers Edge Realty
LTD., 250 Parkway Dr Ste 150,
Lincolnshire

John O. Shammas, Coldwell Banker
M&M, 4632 Church St, Skokie

More Member News

Michael Solarz, Coldwell Banker, 1330 Shermer Rd, Northbrook

Robert W. Spaulding, Coldwell Banker, 303 E Main St #101, Barrington

Paul Starck-King, Brokerage Affiliates Corporation, PO Box 155, Glenview

Scott Stavish, Prairie Shore Properties, 2110 Central St, Evanston

Anna Tabisz, Coldwell Banker, 1420 Waukegan Rd, Glenview

Tatyana Vovk, Coldwell Banker, 1330 Shermer Rd, Northbrook

Cassandra D. Warren, Coldwell Banker, 303 E Main St #101, Barrington

Cuba Womack, Coldwell Banker, 1420 Waukegan Rd, Glenview

Holly J. Womack, Coldwell Banker, 1420 Waukegan Road, Glenview

Transfers

Gary J. Gries, from C. M. Development, 725 Greenwood Ave, Wilmette to Prudential Preferred Property, 850 Green Bay Rd, Winnetka

Dominick Gualberto, from RE/MAX Alliance, 3321 Dempster, Skokie to Jay C Realty Inc, 4652 Oakton, Skokie

Jacqueline Hughes, from Koenig & Strey Inc, 601 Green Bay Rd, Wilmette to Coldwell Banker, 1420 Waukegan Rd, Glenview

Patricia Joseph, from Prudential Preferred Property, 3115 Dundee Rd, Northbrook to Koenig & Strey Inc, 1009 Waukegan Rd, Glenview

Irene Kelenzon, from Capital Realty, Inc, 1766 Hintz Rd, Wheeling to Coldwell Banker, 1330 Shermer Rd, Northbrook

Kathy Krzykala, from Coldwell Banker M&M, 8610 Golf Rd, Niles to Coldwell Banker, 1420 Waukegan Rd, Glenview

Honey S. Leavitt, from RE/MAX Unlimited Northwest, 1 First Bank Plaza Ste 103, Lake Zurich to RE/MAX Advisors, 20530 N Rand Rd, Deer Park

Rick J. Leavitt, from RE/MAX Unlimited Northwest, 1 First Bank Plaza Ste 103, Lake Zurich to RE/MAX Advisors, 20530 N Rand Rd, Deer Park

Milton J. Mighty II, from Manchester Realty, 1319 Emerson, Evanston to Prudential Preferred Property, 1600 Orrington, Evanston

Helen Sherman, from Prudential Preferred Property, 3115 Dundee Rd, Northbrook to Prudential Preferred Property, 1890 First St, Highland Park

Cynthia Soto, from Koenig & Strey Inc, 1009 Waukegan Rd, Glenview to Koenig & Strey Inc, 819 Waukegan Rd, Northbrook

Joyce Suttner, from Prudential Preferred Property, 3115 Dundee Rd, Northbrook to Koenig & Strey Inc, 1009 Waukegan Rd, Glenview

Sharon Vogel, from Baird & Warner, 754 W Northwest Hwy, Barrington to RE/MAX of Barrington, 306 W Northwest Hwy, Barrington

Carolyn Willison, from Prudential Preferred Property, 3115 Dundee Rd, Northbrook to Koenig & Strey Inc, 1009 Waukegan Rd, Glenview

Kwang Ho Zyung, from Midway Enterprise Realty, 6419 N Cicero Ave, Lincolnwood to Elite Group Realty & Investment, 5334 N Kedzie, Chicago

New Offices

David P. Buckley, Flint Creek Realty Company, 228 W Main St, Barrington

Tan Hao, I. K. SIT Realty, 101 W Stratford Place, Mount Prospect

Jungryul Kim, Jungryul Kim, 950 Milwaukee Ave, Ste 331, Glenview

New Affiliates

Russell Dixon, Harris Trust and Savings Bank, 333 Park Ave, Glencoe

John Elson, Inspect-It 1st Property Inspection, 3628 Liberty Ln, Glenview

In Memoriam

Sabrina H. Simatos, RE/MAX Countryside, 1616 W Algonquin, Hoffman Estates

Reinstatements

James Comerford, RE/MAX Showcase, 810 S Waukegan Rd, Lake Forest

Renee Kim (formerly Sookya Yoon), Best Choice Real Estate Inc, 1216 E Central Rd Ste 100, Arlington Heights

Gary Kreymer, Prime Realty Group, Inc, 9351 Milwaukee Ave, Niles

Hugh McCarthy, Baird & Warner, 714 Elm St, Winnetka

Kathleen Picone, Picone Management, PO Box 264, Lake Zurich

Wilfredo Tamondong, Bonaventures Realty Group, 6950 Dempster St, Morton Grove

Dee (Virginia) Todd, Coldwell Banker, 552 Lincoln Ave, Winnetka

Gabriel Velasquez, Jay C Realty, Inc., 4652 Oakton, Skokie

Member Benefit Reference Index

Health Insurance

National Association of Self-Empl.

Ron Shapero 312-337-7133

Castle Group 559-8100

NAR www.narhealth.com

Investment Counselors

Charles Schwab & Co., Inc., Northbrook

Mark Babula or Ken Luschinski

847-564-2033

Reduced Telephone Rates/Telephone

Cimco Communications

630-691-8788

Car Purchase

Chrysler/Jeep

Car Rental

Alamo Rent-A-Car 800-539-2322

Rate Code BY ID#BY428299

Client Closing Gifts

Chicago Botanic Garden Membership

Nancy Koberstein

847-835-8215; 847-835-8923 Fax

Courier Service

Timely Courier

Michele DiMaio/Fred Cisarik

708-834-4380

Cellular Service & Smart Number

Autosonics

Michael Malenfant

or Corky Peterson

847-831-4000 312-831-4400

Need Information?

Call Northbrook at 847-480-7177 or

Barrington at 847-381-7827

or visit www.nsbar.org



National "Do Not Call" Registry

The Federal Trade Commission (FTC) has amended the Telemarketing Sales Rule (TSR) to give consumers a choice about whether they want to receive most telemarketing calls. As of July, consumers can put their phone numbers on a national Do Not Call registry. Starting in October, it will be illegal for most telemarketers to call a number listed on the registry. Registration is free, and can be done online at www.donotcall.gov or by telephone.

The TSR also calls for other changes, including limiting abandoned calls, restricting unauthorized billing and requiring telemarketers to transmit Caller ID information. The registry site has information for you—whether you're a consumer interested in signing up for the Do Not Call registry, or a telemarketer or seller interested in learning more about your responsibilities under the TSR.

The FTC will not allow private companies or other third parties to register consumers for the national Do Not Call registry. Web sites or phone solicitations that claim they can or will register a consumer's name or phone number on a national list—especially those that charge a fee—are a scam. Consumers can register directly with the FTC, or through some state governments, but never private companies.

- **In September, telemarketers and other sellers will have access to the registry.** They will be required to scrub their call lists against the national Do Not Call registry at least once every 90 days. The FTC's implementation schedule for the national "do not call" registry will be updated at www.ftc.gov/donotcall.
- **In October, the FTC and the states will start to enforce the national Do Not Call registry** provisions of the Amended Telemarketing Sales Rule. Violators are subject to a fine of up to \$11,000 per violation. Consumers on the registry should start to get fewer telemarketing calls.

The Federal Communications Commission (FCC) has interpreted TSR to preempt states (such as Illinois) that specifically exempt real estate agents and intrastate calls. The National Association of REALTORS® is conducting a vigorous, multi-faceted campaign to encourage congress to clarify that state regulation of intrastate calls was not an intent of the amended law. NAR updates on the effect of the law are posted regularly at www.realtor.org. In addition, NAR is meeting with FCC officials to clarify elements of the law.

The law provides that telemarketers may continue to call individuals who have not placed their numbers on the do-not-call list, as well as those with whom they have an established business relationship. A telemarketer may contact a customer for 18 months after a business transaction and three months after an inquiry or application.

Consumers may register their cellular phone numbers.

Consumers registering with the national registry will be able to provide express written permission to any companies from which they wish to receive telemarketing calls.

The FTC will provide the list to telemarketers, organized by area code. The list will be free for the first five area codes, with additional area codes requiring payment of a fee. The fee for the entire list will be capped at \$7,200.

The following calls will still be permitted: political solicitations, telephone surveys (calls purporting to take a survey, but also offering to sell goods or services, must comply with the law); and charitable solicitations.

MLSNI

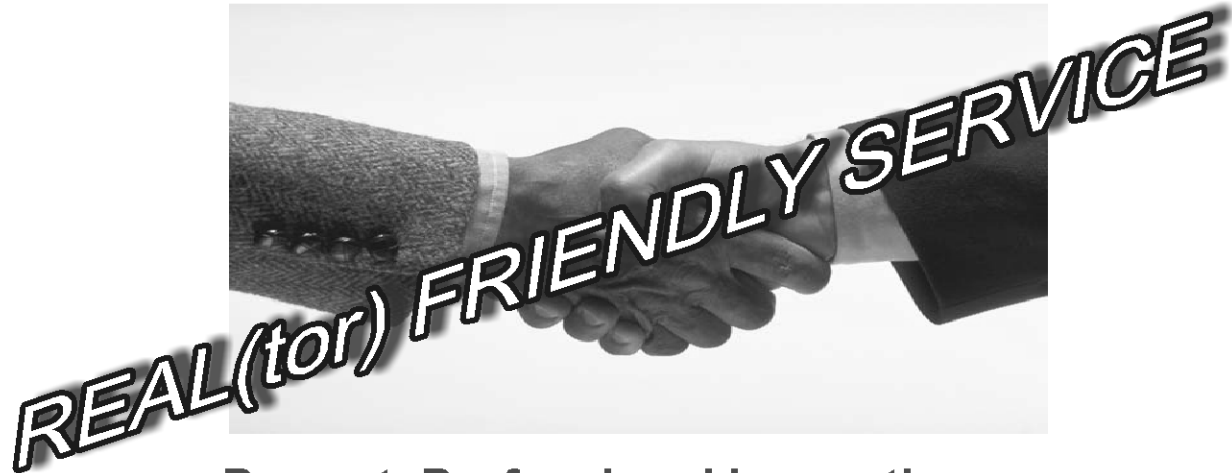
The AgentMetrics program, which provides market intelligence for Brokers and their Associates, is now available to all MLSNI Subscribers at no additional cost. To download the program, Subscribers need to log onto the MLSNI Intranet site (www.mlsni.com, MLSNI Members Only) and click the Agent Metrics logo (or link) to go through the download steps. A full users manual is on the Intranet under Member Info>View Forms>MLSNI Training Materials.

There are no plans at this time to hold full training classes for AgentMetrics—it is felt that the program is intuitive. However, for Agents who would like assistance, the MLSNI Lab Day training format is recommended for this program. Both MLSNI's Technical Support and Help Desk staff have been trained on this program and should be able to assist Subscribers with any questions/issues they may have.

Listing expiration. For MLSNI Subscribers who have a registered email address on the Compass system and who have active listings in the system, a new function has been added to Compass effective June 6, 2003. Seven (7) days prior to a listing's Expiration Date, the listing agent will receive an email advising them the listing is about to expire.

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August Birthdays

| | | | | | |
|----------------------|------------------------|------------------------|----------------------|-------------------|----------------------|
| 1 | Kim Gen | 13 | Jeanette Harris | 24 | 29 |
| Barbara L. Gould | Michael Martin | Diane A. Geissler | Lenora Knudson | Ann Minden | Adele O'Brien |
| James Comerford | Nancy Keogh | Jim Fitzgerald | Lynda Frillman | Elke T. McDonough | Bensinger |
| Jerry Gutnayer | 7 | Kara Watts | Ned Leuchtner | Lily Harutunian | Barbara Aubel |
| John E Harris | Helen Sherman | Scott Waxman | 20 | Shula | Eric Y. Chang |
| Richard A. Keefe | Mary Otis | Sheila Kula | Anne C. Brahin | Elbaz-Cohen | Hak In Jin |
| Sharon T. Nieminski | Mora K. Sacks | 14 | Denise Beckway | 25 | Jack Hempstead |
| Stella Udell | Robert Gray | Albert Belmonte | Eleanor Hall | James D Meyers | Jeanne Stogin |
| 2 | Stephen G. Kochis | Dan King | Jacqueline Sondell | Jean James | Lynn B Kosner |
| Faina Firfer | 8 | H. Randall Errington | Liz Van Horn | Judy Weiss | Makanju Maxie |
| Jan W. Churchwell | Barbara Terrell | Yuriy Shvarts | Martin N. DeBoer | Kanwal Ghaey | Robert Nelson |
| Jerry Conroy | Carol M. Berkson | 15 | Renee Biggam | Kathleen Malooly | 30 |
| John Y. Park | Carolyn Dapier | Angel DeJulio-Phelps | Robert A. Packer | Linda Lincoln | Elaine Tremko |
| Meg E. Dhamer | Charles Doyle | Carol L. Gruner | Susan Schreiber | Linda M. | Elizabeth D Rummel |
| 3 | Gerrit O'Neill | Joanna K Perkins | Vivien McKune | Barbera-Stein | Irving Weinberger |
| Beth Welch | Irina Khaykin | Kyung Kim | Yvonne R. deJongh | M.J. Black | James B Crowe |
| Brenda Flasch | Julian P. Dell | Manny Moya | 21 | Michelle R. | Joyce King |
| Dave Wahrer | Natalie Rosenberg | Ronald S. Johnson | Adrienne Aaronson | Dalstrom | Michael Melikhov |
| Eileen Campbell | 9 | Thomas R. Stilp | Daniel Schermerhorn | Peggy Budwig | Nancy Bach |
| Irina Kehlert | Charles B. Barenbrugge | 16 | Deborah Anne Fischer | Peter Condich | Victor Ostrovsky |
| Joe G. Hagee | Gloria Skolnick | Eleanor Dowling | Dee Davyda Peck | Richard M. Rengel | 31 |
| Maxim Kline | Mary Liebrock | Isabel A. Pangilinan | Gary D. Jensen | William LaMack | Adel Habash |
| Pery Leininger | Nona Lisitza | John Gillard | Jae Song | 26 | Alexandra Korompilas |
| Savi Ramrakhyani | 10 | Laura Goldenberg | Kathy Leable | Alice Kharon | Andrew Ressler |
| 4 | George A. Olson | Leo Birov | Lucy Borland | Gloria I. Matlin | Coral Ackerman |
| Alan R Sex | Iris Tamir | 17 | Richard Gongola | Honore Frumentino | Dawn McAnaney |
| Julie McWilliams | Jeannine F. Viti | Arthur Walker | Timothy J. Frain | Janice Harfield | Dianne Cotsirilios |
| Krupavaram Pudi | John A. Alfini | Gary T. Peterson | Vicki Lidstrom | Jenny A. Thramann | Frank Nash |
| Maria Hae Sun Kim | Kara C. Smith | Linda Wolf Winstead | 22 | Julie Duval | Kathryn Barkulis |
| Susie Schechtman | Karen Dickey | Rachel A. Ziegler | Anthony D'Costa | Scott J. Levy | Marilyn Gorman |
| 5 | Marie Queenan | Sharon Ponton | Arlene J Sunkel | Sonia Masur | Martin A. Uthe |
| Beverly Gaabo | Melinda Nedeau Shea | 18 | Bayley Milton | Yan Skladman | Murlyn McDowell |
| Catherine Peters | Valerie Whiteside | Annelie Liedtke | Edward R James | 27 | Shelley Arvai |
| David G. Skibbe | 11 | Ben D. Lazer | Norman W. Lieber | Ann Bickmore | Susan K. Cho |
| Gilda Edelstein | David R Lehman | Brigitte deSouza | Paul Rogalla | Connie L. Fuller | Teresa M. Kingsmill |
| Jan Koerner | Diane See | Bryan R. Sullivan | Rose Bilger | Igor Gerenrot | |
| John Klingeman | Ginny Jensen | Elizabeth Hayes | Sally Goodman | Joy Kolstad | |
| Karla Tennes | Judith Draska | Louise Eichelberger | 23 | Milena Birov | |
| Lynn Blache | Karen Cunniff-Lozaro | Maxine I. Goldberg | Bernie Park | Patrick Krohn | |
| Mona J. Hellinga | Ruth Veit | Pamela Laukkanen | Esther Finne | 28 | |
| Sherry Horelick | Young Ton Kang | Russell J. McNeilly II | JoAnn Snell | Alice A. LeVert | |
| Suzanne Rosen | 12 | Terry Chess | Lori Helton | Alice E. Conner | |
| Terrence H. Herriges | Audrey V. Melchiorre | Vikki Coleman Wolin | | Hilde Wheeler | |
| 6 | Jean Klein | 19 | | Carter | |
| Dede Banks | Jerri Kazlo | Alan T. Wojtkiewicz | | Jane Khaytin | |
| Heather Drennan | Miguel A. Nunez | Cookie Levy | | | |
| Jane Dziedzic | Nancy J. Feddermann | Don Martorelli | | | |

Terminations

Eileen J. Andrews, Baird & Warner, 754 W Northwest Hwy, Barrington
Gloria L. Carter, Coldwell Banker, 2929 Central St, Evanston
Jose N. Cyriac, Dome Realty Inc, 6015 Dempster St, Morton Grove
Mary M. Draper, Coldwell Banker REI Realty, 325 N Rand Rd Ste B, Lake Zurich
Debb Durbin, Coldwell Banker, 1025 W Everett, Lake Forest
Stanley S. Engelsen, Real Estate Professionals, 1707 Benson Avenue, Evanston
Marjorie Green, Coldwell Banker M&M, 4632 Church St, Skokie

Jodie Trace Holder, Koenig & Strey Inc, 600 N Western Ave, Lake Forest
Irene Ishoo, Koenig & Strey Inc, 2528 Green Bay Rd, Evanston
Kelly J. Joyce, Baird & Warner, 2926 Central St, Evanston
Mary Kendall, Apple Appraisal, 1312 Westwood Dr, Neenah, WI
Keith C. Krebs, Coldwell Banker, 1025 W Everett, Lake Forest
Gayle L. Major, Koenig & Strey Inc, 2528 Green Bay Rd, Evanston
Bernard Mandelman, Koenig & Strey Inc, 2528 Green Bay rd, Evanston
Yolonda Moenning, RE/MAX Unlimited Northwest, 1 First Bank Plaza, L. Zurich

Jody Oesterreicher, Koenig & Strey Inc, 800 Waukegan Rd, Deerfield
Carolyn L. Orr, Baird & Warner, 754 W Northwest Hwy, Barrington
Alvia Romious, Baird & Warner, 2926 Central St, Evanston
Nancy Salzwedel, Coldwell Banker, 280 Deerpath, Lake Forest
Debra Shattow, Prudential Preferred Property, 1890 First St, Highland Park
Sasa Sinanagic, RE/MAX United, 81-B S Milwaukee, Wheeling
Laurie Tierney, Koenig & Strey Inc, 600 N Western Ave, Lake Forest
Jeannine A. Viti, Prudential Preferred Property, 1890 First St, Highland Park

Education/Event Update

| Class | Date | Start/End | Speaker | Location |
|--|--------------|----------------|-----------------------|---------------------|
| Top Producer Class | Aug 1 | 9AM-4PM | Tom Byers | Northbrook Classrm |
| Star Track New Member Orientation | Aug 4 | 8:30AM-4PM | Marti Kuehn | Northbrook Classrm |
| Seniors Real Estate Specialist | Aug 4, 5 | 8:30AM-5PM | Terry Watson | Renaissance/Northbr |
| Broker Training: Adv. Principles | Aug 11, 25 | 8:30AM-5PM | Marilyn Glazer | Northbrook Classrm |
| Ethics Video Program | Aug 11 | 1-4PM | Oliver Frascona | Northbrook Board Rm |
| ABR Relocation Class | Aug 22 | 8:30AM-4PM | Lynn Madison | Northbrook Classrm |
| Ethics Video Program | Aug 22 | 9AM-12PM | Oliver Frascona | Northbrook Board Rm |
| Ethics Video Program | Sept 5 | 9AM-12PM | Oliver Frascona | Northbrook Board Rm |
| Star Track New Member Orientation | Sept 8 | 8:30AM-4PM | | Northbrook Classrm |
| Broker Training: Finance | Sept 15, 22 | 8:30AM-5PM | Marilyn Glazer | Northbrook Classrm |
| Ethics Video Program | Sept 15 | 1-4PM | Oliver Frascona | Northbrook Board Rm |
| CRS 202: Effective Buyer | | | | |
| Sales Strategies | Sept 18, 19 | 8:30AM-5PM | Gee Dunsten | Northbrook Classrm |
| Annual Installation/Awards Lunch | Sept 24 | 1:30-4PM | | Chevy Chase C.C. |
| IAR Annual Meeting | Oct 1-3 | | Hyatt Regency O'Hare, | Rosemont, IL |
| Star Track New Member Orientation | Oct 6 | 8:30AM-4PM | | Northbrook Classrm |
| ABR Accredited Buyer Representative | Oct 9, 10 | 8:30AM-5PM | Marcie Roggow | Northbrook Classrm |
| ABR-M ABR Manager's Course | Oct 11 | 8:30AM-5PM | Marcie Roggow | Northbrook Classrm |
| Broker Training: Sales & Brokerage | Oct 13, 20 | 8:30AM-5PM | Marilyn Glazer | Northbrook Classrm |
| C-CREC: Consumer-Certified | | | | |
| Real Estate Consultant | Oct 16, 17 | 8:30AM-5PM | Julie Garton-Good | Northbrook Classrm |
| Seniors Real Estate Specialist | Oct 23, 24 | 8:30AM-5PM | Terry Watson | Northbrook Classrm |
| Ethics Video Program | Oct 27 | 1-4PM | Oliver Frascona | Northbrook Board Rm |
| Ethics Video Program | Oct 31 | 9AM-12PM | Oliver Frascona | Northbrook Board Rm |
| Star Track New Member Orientation | Nov 3 | 8:30AM-4PM | | Northbrook Classrm |
| NAR Annual Conference | Nov 5-11 | | | San Francisco, CA |
| Wonderful Wisconsin Weekend | Nov 7, 10 | 8:30 AM-5PM | WRA Video Course | Northbrook Classrm |
| Ethics Video Program | Nov 14 | 9AM-12PM | Oliver Frascona | Northbrook Board Rm |
| Broker Training: Brokerage Adminis. | Nov 17, 24 | 8:30AM-5PM | Marilyn Glazer | Northbrook Classrm |
| Ethics Video Program | Nov 17 | 1-4PM | Oliver Frascona | Northbrook Board Rm |
| CE: CORE A License Law/Escrow | Nov 21 | 8:30-11:30AM | Marilyn Glazer | Northbrook Classrm |
| CE: CORE B Agency/Fair Housing | Nov 21 | 12:30-3:30PM | Marilyn Glazer | Northbrook Classrm |
| NSBAR Education Cruise | Nov 30-Dec 7 | | Millennium, Celebrity | Cruise Line |
| Star Track New Member Orientation | Dec 1 | 8:30AM-4PM | | Northbrook Classrm |
| Broker Training: Contracts | Dec 8, 15 | 8:30AM-5PM | Marilyn Glazer | Northbrook Classrm |
| Ethics Video Program | Dec 8 | 1-4PM | Oliver Frascona | Northbrook Board Rm |
| CE: CORE A License Law/Escrow | Dec 12 | 9:30AM-12:30PM | Marilyn Glazer | Barrington TBA |
| CE: CORE B Agency/Fair Housing | Dec 12 | 1:30-4:30PM | Marilyn Glazer | Barrington TBA |
| Ethics Video Program | Dec 12 | 9AM-12PM | Oliver Frascona | Northbrook Board Rm |
| CE: Elective TBA | Dec 19 | 8:30-11:30AM | | Northbrook Classrm |
| CE: Elective TBA | Dec 19 | 12:30-3:30PM | | Northbrook Classrm |
| Star Track New Member Orientation | Jan 5 | 8:30AM-4PM | | Northbrook Classrm |
| Broker Training: Adv. Principles | Jan 12, 19 | 8:30AM-5PM | Marilyn Glazer | Northbrook Classrm |
| NSBAR Convention | Jan 15 | 8:30AM-4PM | | Renaissance Hotel |
| CE: Using Tech. to Better Serve Consumers | Jan 22 | 9:30AM-12:30PM | Bill Schiller | Barrington |
| CE: Consumer-Centric R.E. Web Sites | Jan 22 | 1:30-4:30PM | Bill Schiller | Barrington |
| CE: Using Tech. to Better Serve Consumers | Jan 23 | 8:30-11:30AM | Bill Schiller | Northbrook |
| CE: Consumer-Centric R.E. Web Sites | Jan 23 | 12:30-3:30PM | Bill Schiller | Northbrook |
| CE: CORE A License Law/Escrow | Jan 26 | 8:30-11:30AM | Marilyn Glazer | Northbrook Classrm |
| CE: CORE B Agency/Fair Housing | Jan 26 | 12:30-3:30PM | Marilyn Glazer | Northbrook Classrm |
| Star Track New Member Orientation | Feb 2 | 8:30AM-4PM | | Northbrook Classrm |
| CE: CORE A License Law/Escrow | Feb 6 | 9:30AM-12:30PM | Marilyn Glazer | Barrington |
| CE: CORE B Agency/Fair Housing | Feb 6 | 1:30-4:30PM | Marilyn Glazer | Barrington |
| Broker Training: Finance | Feb 16, 23 | 8:30AM-5PM | Marilyn Glazer | Northbrook Classrm |
| CE: CORE B Agency/Fair Housing | Feb 20 | 8:30-11:30AM | Marilyn Glazer | Northbrook Classrm |
| CE: CORE A License Law/Escrow | Feb 20 | 12:30-3:30PM | Marilyn Glazer | Northbrook Classrm |

Register Online 24/7 at www.nsbar.org or call 847-480-7177.

August Meetings

(Meeting updates? [MailTo:adrienne@nsbar.org](mailto:adrienne@nsbar.org))

| | | | |
|---------------------------------|--------|-----------------|-------------------------------------|
| Brown Bag Lunch | Aug 6 | 1-2:30PM | Classroom, Northbrook |
| Professional Standards Training | Aug 7 | 10:30AM-3:30PM | Classroom, Northbrook |
| Diversity Committee | Aug 7 | 10:30AM-12:00PM | Board Room, Northbrook |
| WCR BOD Meeting | Aug 7 | 3-4:30 PM | Board Room, Northbrook |
| MLSNI | Aug 12 | 9AM-4:30PM | Classroom, Northbrook |
| WCR Lunch | Aug 14 | 10:45AM-2PM | Charles Gates Dawes House, Evanston |
| Technology Committee | Aug 15 | 1:30-3:00PM | Classroom, Northbrook |
| Computer Club | Aug 21 | 9-10:30AM | Classroom, Northbrook |
| MLSNI | Aug 26 | 9AM-4:30PM | Classroom, Northbrook |
| NSBAR BOD Meeting | Aug 27 | 12:30-3:30PM | Classroom, Northbrook |
| Day at the Races | Aug 28 | 12:30-5:30PM | Arlington International Race Course |

WCR. The North Shore Chapter of the Women's Council of REALTORS® will be touring the Charles Gates Dawes House in Evanston on **Thursday, August 14**. The tour will be from 10:45 AM to noon. A catered luncheon at a member's home will follow the tour. The Charles Gates Dawes House was designed in 1894 and purchased in 1909 by Charles Gates Dawes, the former United States Vice President, World War I Brigadier General and Nobel Laureate. The property is currently the home of the Evanston Historical Society. Reservations must be made and paid in advance no later than August 7. Tour/luncheon costs aer \$30. Contact Patricia Ortseifen at 847-940-2753 for reservations.

A Day at the Races. Join us on **Thursday, August 28**, in the Governor's Room of Arlington International Race Course. Doors open at 12:30 PM, lunch will be served from 1 to 3 PM, and post time is 1:30 to 5:30 PM. Members and guests are invited to attend. Ticket price is \$100 per person, which includes a lavish buffet lunch in a private room with a private mutuel teller window, restrooms and outdoor balcony overlooking the track. Plus, our room will have a great view of the finish line. Also included are entrance fees to the complex, parking and the Daily Racing Guide. *Dress code for the gentlemen: collared or polo shrts, slzcks, and dress shoes or loafers; sport coats are recommended. For the ladies: conservative dresses, skirts and blouses, pantsuits, or capri pants; sandals, pumps and loafers. Denim, jeans, shorts, t-shirts, halter tops, athletic shoes or abbreviated attire are not permitted.* **Reservations must be made by August 4.** Call 847-480-7177 or fax 847-480-7362.

NORTH SHORE—BARRINGTON
ASSOCIATION OF REALTORS®
450 Skokie Blvd, Bldg 1200
Northbrook, IL 60062
Phone: 847-480-7177
Fax: 847-480-7362
MailTo: terry@nsbar.org

The logo for nsbar.org features the text "nsbar.org" in a blue, lowercase, sans-serif font. A green swoosh underline is positioned beneath the letters "nsbar", starting from the left and ending under the "r". A small blue dot is located to the left of the "n".

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