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REALTOR®

News

December 2001

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www.nsbar.org

Win a Prize! Find www.nsbar.org

We are awarding a prize to the first five members who accurately report the number of times that the NSBAR Web site, www.nsbar.org (or nsbar.org), appears in this issue of the *Realtor® News*. When you have found and counted all of the appearances of www.nsbar.org and nsbar.org, e-mail your name and your total count to adrienne@nsbar.org. We will accept entries *only* by e-mail to that address. The contest will close at 5 PM on Tuesday, December 11. Winners will be announced December 14 at www.nsbar.org.

If you win, you will receive one free CE class of your choice offered by NSBAR from December, 2001, through April 30, 2002. You can take a class at the Robert McGuire Education Center in Northbrook, at the Barrington Area Library, or via Home Study. You'll find all of the NSBAR classes at www.nsbar.org and on page 15 of this *nsbar.org Realtor® News*. And if you don't need the CE credit, you can sign up for an Ethics class that will fulfill your NAR Ethics requirement for 2001-2004. Prizes are not transferable.

Your count must include every appearance of www.nsbar.org, whether it is in the text, footers, address information or elsewhere. (Clue: The Web site address appears eleven times in this article.) Good luck!

847, 224 Area Codes Update

As of **January 5, 2002**, all calls placed from the 847 and 224 area codes must include 11 digits: 1 + area code + 7-digit telephone number. This change was caused by the addition of the 224 area code as an "overlay" to the 847 geographic area. This means that all of your automated messaging systems that use local numbers must be rekeyed to include 1 plus the area code. Read the full text of the Ameritech bulletin at <http://www.nsbar.org/11digitletterSBC.pdf>. The most important points to remember are: (1) reprogram your equipment, including computer modems that use a local dial-up service, fax machines, speed dialing, call forwarding, PBX systems, call detail recording and key systems; (2) contact your alarm company to insure your alarm equipment is programmed to dial 11 digits; (3) if you have a PBX system, call 1-224-444-1234 to test the system to make sure that it can successfully complete calls to the new 224 area code.

Time to Enjoy the Comforts of Home

This is the time of year when there are fewer people shopping for a new home but, fortunately, it is also the time of year when we most enjoy being at home. Is there anything to compare with a holiday gathering of family and friends, happy to simply be together? Is there any home more welcoming than one that is set with a beautiful holiday table or aglow with lights and decorations? Of course, the element that brings everything together is, as the song tells us, tradition. This year, more than most, we will savor the comforting reassurance of rituals that are time-honored and timeless. May this holiday season bring all of us peace and joy.

It's the Rule

Chief Operating Officer Terese (Terry) Penza, CAE, RCE

Use of Deceptive Domain Name/URL (Uniform Resource Locator)

REALTOR® X, a principal broker in the firm XYZ, was technologically savvy and constantly looking for ways to use the Internet to promote his firm and drive additional traffic to his Web site. Being an early adapter to the Internet, he had registered, but not used, domain names that incorporated or played on the names of many of his competitors and their firms, including ABC, REALTORS®.

REALTOR® X and his information technology staff concluded that one way to drive traffic to the firm's Web site would be to take advantage of the search engines commonly used by potential buyers and sellers. They realized that when potential buyers or sellers searched on key words like "real estate" or "REALTORS®" or similar words, lists of domain names would appear, and that when consumers searched the Internet for ABC, REALTORS®, one of the search results could be REALTOR® X's domain name abcrealtors.com.

REALTOR® X decided to take advantage of the domain names that he had previously registered, pointing several that used the names of his competitors in various ways, including "abcrealtors.com," to his site.

In a matter of days, REALTOR® X learned that he had been charged with a violation of Article 12 of the Code of Ethics by REALTOR® A, the owner of ABC, REALTORS®, alleging that his (REALTOR® X's) use of the domain name "abcrealtors.com" presented a false picture to potential buyers and sellers and others on the Internet.

At the hearing, REALTOR® X defended himself, indicating that, in his opinion, use of a domain name was not advertising or a "representation" to the public but simply a convenient way for Internet users to find relevant Web sites.

Moreover, Realtor X said, "When Web surfers reach my home page, there is no question that it is my site since I clearly show SYZ's name and our status as REALTORS®. These complaints are just a lot of sour grapes from dinosaurs who aren't keeping up and who don't realize that on the Internet it's 'every man for himself'".

The hearing panel disagreed with REALTOR® X's justification, indicating that while his use of a domain name that employed another firm's name might not be precluded by law or regulation, it did not comply with the Code's higher duty for all REALTORS® to present a "true picture."

REALTOR® X was found in violation of Article 12 for presenting an untrue picture in his representation to the public.



Harris Bank "Day or Night" half-page ad goes here

REALTOR® News of Note

National

NAR Conference. More than 20,000 REALTORS® attended the November conference in Chicago. The weather cooperated to make the event an enjoyable one for attendees, speakers and exhibitors. Conference highlights included the speech by 2001 President Richard Mendenhall followed by a presentation by NBC news anchor Tom Brokaw.

The 2002 conference will be held in New Orleans; in 2003, the conference will be in San Francisco. If you have never attended a REALTOR® conference, you owe it to yourself to share the excitement, networking and learning of this one-of-a-kind event.

New REALTOR® Web Site. At the November conference in Chicago, NAR rolled out the newly formatted Web site at www.realtor.org. This site replaces the onerealtorplace.com site. Realtor.org has a clearer, more intuitive design that makes it easier to find the numerous resources that the site offers. You will need your NRDS ID number (located on your REALTOR® identification card) to access all of the features of realtor.org.

Condo/Co-Op Sales. Nationwide, sales of existing condominiums and cooperatives climbed to a new record in the third quarter of 2001, according to NAR. Existing condo and co-op sales rose 8.3% to a seasonally adjusted rate of 780,000 units in the third quarter from a 720,000-unit pace in the second quarter. According to Freddie Mac, the average nationwide commitment rate on a 30-year conventional fixed-rate mortgage was 6.97% in the third quarter, down from 7.13% in the second quarter. NAR Chief Economist Dr. David Lereah attributes the overall growth to strong household formation and historically low interest rates.

(NAR news release)

State

Third quarter sales in the Chicago PMSA rose 3.0% from 18,557 in the third quarter of 2000 to 19,122 in the third quarter of 2001. Statewide, third-quarter median home price rose 7.3% to \$157,300, compared to \$146,600 a year ago. The Chicago PMSA third-quarter median price was \$203,400--a 9.5% increase from \$185,700 during the third quarter of 2000. For more information and statistics, visit the IAR Web site at www.illinoisrealtor.org.

Convention. The IAR Convention and Expo October 2 to 4 at the Tinley Park Holiday Inn and Convention Center drew over 1,200 participants and exhibitors. Photo highlights of the event are at www.illinoisrealtor.org. The 2002 IAR Convention is set for October 2 to 4, 2002, at the Hyatt Regency O'Hare in Rosemont.

Affordability Conference. The Conference on Affordable Housing: A Key to Community Growth and Success, will be held December 4 and 5 at the Crowne Plaza in Springfield. The conference, offered by IAR, the University of Illinois Extension, the Illinois Housing Development Authority and other groups, will try to find out how Illinois rural communities can encourage economic and population growth with affordable housing.

Besides offering affordable housing for the workforce, handicap-accessible housing must be provided for the aging population. Some communities may need to implement both new-construction and housing-improvement projects. The conference is intended to provide communities with the tools needed to begin this process.

For more information contact the Illinois Institute for Rural Affairs at 800-526-9943.

Local

The REALTOR® Safety Program will be offered again in February, 2002, during daylight hours. This program has been designed specifically for real estate agents. Cost of the three-week course is \$29. Class dates/times will be announced in January. Wear casual or office clothing. Instructor is Bill Lee and classes will be conducted at his school, the Oriental Arts Training Center, 3141 Dundee Road, Northbrook, at the southeast corner of Dundee and Landwehr. Reserve your place by calling Bill Lee at 847-480-9222, or Michael Cell, Coldwell Banker Deerfield, 847-945-7100.

Commercial

Richard Maxson, NAR Managing Director, Commercial Real Estate, will be guest speaker at the Wednesday, December 12, lunch meeting of the Commercial/Investment Committee. The meeting will take place at the Robert McGuire Education Center, 450 Skokie Blvd., Bldg 1200, Northbrook. Lunch cost is \$10 per person and guests are welcome. Phone 847-374-5819 for reservations.

On March 13, the Commercial/Investment Committee will welcome Rob Hannah, CEO of Tax Strategies Group, LLC, Chicago. Rob will describe the tax impact of the property interests his group sells. The event will be a luncheon at Maggiano's in Skokie. Details will be announced in next month's newsletter.

Village of Lincolnshire

The Village of Lincolnshire has changed Village attorneys. Real estate transfer stamps are now being sold by the law firm of Ancel, Glink, Diamond, Bush, DiCianni & Rolek, P.C., 140 S. Dearborn St., Marquette Building, Sixth Floor, Chicago, Illinois 60603.

Education

Education Director Martha R. Williams

NAR Ethics Course Status

If you are an NSBAR REALTOR® member, look for a postcard that is being sent to you in December. The postcard will indicate whether or not NSBAR records indicate that you have completed the NAR ethics requirement for the current four-year period (January, 2001 through December, 2004). Please note that our records include only the courses that you have taken from NSBAR. If you take an ethics class from another provider, the class must be acceptable to us, and we must be notified *by the course provider* that you have taken a course that complies with the NAR requirement.

CE "Weekend" in December

Complete 12 hours of CE and also meet the NAR 2001-2004 Ethics requirement by coming to the Robert McGuire Education Center, 450 Skokie Blvd., Bldg. 1200, Northbrook, on Friday, December 14 and Monday, December 17. Call 374-5819 to register for:

Dec 14, 8 - 11 AM, Ethics Workshop, and **12 - 3 PM, Internet Investigations,** with Deborah Long; and **Dec 17, 8 - 11 AM, CORE A--License Law and Escrow** and **12 - 3 PM, CORE B--Agency and Fair Housing,** with Lynn Madison

Julie Garton-Good at NSBAR in January

Nationally recognized speaker and author Julie Garton-Good, DREI, C-CREC, creator of the Consumer-Certified Real Estate Consultant program, will be teaching the C-CREC class at NSBAR on January 10 and 11, from 8:30 AM to 4:30 PM. each day. With her latest book, *Real Estate a La Carte*, Julie has helped make the public aware of the fee-for-services concept of real estate practice. She has been cited in all of the major real estate publications, as well as national and local newspapers, as an expert on this intriguing concept.

The two-day class can be applied to requirements for the C-CREC designation, or the class can be taken just for the valuable information it contains. You will learn how to treat your real estate practice as a business, and how to value your time and services. Students who have taken the class have been enthusiastic about the benefits of knowing how best to expend their time and talents for maximum economic advantage. For more info, go to www.ccrec.com.

Cost of the class alone is \$299. Cost is \$399 for both the class and the first year's dues to the National Association of Real Estate Consultants, if you decide you want to become a C-CREC. Call 847-3740-5819 to reserve your place in this very useful program.

ABR Classes in 2002

Lynn Madison will bring the Accredited Buyer Representative (ABR) class to NSBAR's North Shore office on June 6 and 7, 2002, 8:30 AM - 5 PM each day. Terry Watson will teach the ABR course on April 17 and 18. Marcie Roggow will teach the ABR course on September 19 and 20, 8:30 AM - 5 PM each day.

Starting next year, ABR designees must also take a one-day class in one of the new elective topics. Lynn will teach the ABR Relocation class in Northbrook on August 8, 8:30 AM - 5 PM. More ABR classes will be added to the 2002 schedule. Updates will be posted first at www.nsbar.org.

District 2 News/Catalog

All of the Illinois District 2 Boards have agreed to publish a joint news publication and course catalog for 2002. District 2 includes the Lake County, McHenry County, North Shore - Barrington and Northwest Associations of REALTOR®. NSBAR members will receive the Winter 2002 issue of the *REALTOR® News* on or before January 1. This joint effort will enable members to take advantage of the tremendous resources offered in the Northeast Illinois region. If you miss an important class offered by NSBAR, you may be able to take a substitute in Arlington Heights, Lake Zurich or McHenry.

CORE B/CORE A Classes Reversed on February 28 in Northbrook

In response to your requests, Lori Lasday Cox will teach the CORE B class from 8 to 11 AM on February 28 and CORE A from 12 to 3 PM the same day. The classes will be taught at the Robert McGuire Education Center, 450 Skokie Blvd, Bldg. 1200, Northbrook.

Student Reciprocity Recognized!

The North Shore - Barrington and Northwest REALTOR® Associations have agreed to give each other's members the same tuition rate for all classes. This means that, if you are an NSBAR member, you can take classes at the Northwest office at the same rate charged to members there. For example, you can take a three-hour CE class in Arlington Heights for only \$35. Northwest Board members who take NSBAR classes will pay the NSBAR member rate of \$39 per three-hour CE class, instead of \$54. Courses will be posted at www.nsbar.org and also included in the 2002 District 2 News/Catalog.

Place Remodeling Feasibility Solutions Ad Here

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.

2000-2001 Officers

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Georgia Pierini, GRI, CRS, ABR Chairman Elect	724-1855
Gary D. Jensen Secretary-Treasurer	272-0330

Directors

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Jay Chandran, GRI, CRS	673-2000
Diana Efsthathiou	724-1855
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Scott Lackie, GRI	234-0816
Roxane Malo	501-4300
Vitali Polyakov	967-6700
Daniel Schermerhorn, CPM	869-4200
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Wendy Shea	441-6300
Michael Stern	256-7400
Mary Ellen Tainer	491-1855
Jeanine Van De Velde	382-3600
Michele Wilson, GRI	234-3800

Northbrook Office

452 Skokie Blvd, Building 1200
Northbrook, IL 60062
847-480-7177 Fax 847-480-7362
Reservations 847-374-5819

President/Chief Operating Officer
Terese (Terry) Penza, RCE, CAE
terry@terrypenza.com

Martha R. Williams, Dir. of Education
Adrienne Bairstow, Education Administrator
Steve Volkodav, Dir. of Information Systems
Ben Cabrera, Technical Advisor
Mike Gazdzik, Technical Support
Christina Marino, Receptionist
Latrice Taylor, Receptionist

Barrington Office

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

Kimberley Davis, Accounting
Barbara "Kay" Kozerowitz, Membership

Advertising rates available upon request.

Welcome New Members

New Members

Judy A. Atkinson, hometouch Centers,
125 Old Orchard Shp Cntr, Skokie, 3632
Sarah Bergseth, Koenig & Strey,
800 Waukegan Rd, Deerfield, 3710
George Candelaria, Coldwell Banker,
1508 Sherman Ave, Evanston, 3920
Gloria L. Carter, Coldwell Banker,
2929 Central St, Evanston, 3310
Maryanne S. Delisi, Coldwell Banker,
330 E Main, Barrington, 6022
Samira Dyara, Coldwell Banker,
1508 Sherman Ave, Evanston, 3920
Ekaterina N. Efimova, RE/MAX United,
81-B S Milwaukee, Wheeling, 3600
Sara Ferniza, Baird & Warner,
1900 Waukegan Rd, Glenview, 3120
Marina Furman, Century 21 Marino,
5800 Dempster St, Morton Grove, 3020
Magdalene George, RMC Realty Co,
5227 Touhy Ave, Skokie, 4002
Dmitry Gokhman, Prime Realty Group,
9351 Milwaukee Ave, Niles, 3479
Marguerite A. Grant-Abbott, Starck &
Company, 222 E Main St, Barrington, 6017
Ellen Groh, Coldwell Banker,
330 E Main, Barrington, 6022
Alejandra Guerrero, Keller Williams Success
Realty, 59 S Rand Rd, Lake Zurich, 6260
Victoria Guller, Coldwell Banker,
1420 Waukegan Rd, Glenview, 3970
Stacey Heyser Askelson, Koenig & Strey,
800 Waukegan Rd, Deerfield, 3710
Svetlana Ilchenko, Prime Realty Group,
9351 Milwaukee Ave, Niles, 3479
Pat Ischinger, RE/MAX Homes Northwest,
First Bank Plaza, Lake Zurich, 6076
Larry S. Katz, RE/MAX Villager,
1245 Waukegan Rd, Glenview, 4997
Shehzad A. Khoja, Prudential Preferred
Property, 1600 Orrington, Evanston, 3521
Antonia Koulis-Antonakos, Baird & Warner,
1900 Waukegan Rd, Glenview, 3120
Mikhail Krasnopolskiy, Capital Realty,
1766 Hintz Rd, Wheeling, 3066
Tony Lio, Coldwell Banker,
1770 First St, Highland Park, 3960
Scott Lombardo, Keller Williams Success
Realty, 59 S Rand Rd, Lake Zurich, 6260
Daniela V. Manea, Prudential Preferred
Property, 1600 Orrington, Evanston, 3521
Curt Mankoff, Prudential Preferred Property,
1600 Orrington, Evanston, 3521
Mirela Mecollari, Century 21 Marino,
5800 Dempster St, Morton Grove, 3020

Ann Minden, RE/MAX Homes Northwest,
First Bank Plaza, Lake Zurich, 6076
Charles Minzenberger, Coldwell Banker,
1508 Sherman Ave, Evanston, 3920
Kurt J. Murray, Coldwell Banker,
2929 Central St, Evanston, 3310
Suzanne Myers, Coldwell Banker,
280 Deerpath, Lake Forest, 3950
Eric Noyes, Coldwell Banker,
1420 Waukegan Rd, Glenview, 3970
Anna Opalinska, Coldwell Banker,
330 E Main, Barrington, 6022
Maria Passaro, ERA Countrywood Realty,
39 S Barrington Rd, Barrington, 6019
Ekaterina Popow, RE/MAX United,
81-B S Milwaukee, Wheeling, 3600
Stacy Raven, Koenig & Strey,
800 Waukegan Rd, Deerfield, 3710
Christopher Rea, REA Realty,
8725 W Sunset Rd, Niles, 3658
Julie Reibman, Coldwell Banker,
640 Vernon Ave, Glencoe, 3630
Ian E. Robinson, Coldwell Banker,
1893 Sheridan Rd, Highland Park, 3640
Josh Ryan, Prudential Preferred Property,
1600 Orrington, Evanston, 3521
Mora K. Saks, Coldwell Banker,
640 Vernon Ave, Glencoe, 3630
Nicholas F. Savante, Koenig & Strey,
1009 Waukegan Rd, Glenview, 3740
Irene Serdin, G & A Realty Inc,
2847 Pfingsten, Glenview, 3014
Wendy Shelleny, Prudential Preferred Property,
3115 Dundee Rd, Northbrook, 3517
Musya Shlayan, Coldwell Banker M & M,
4632 Church St, Skokie, 3810
Rosa Simon, G & A Realty,
2847 Pfingsten, Glenview, 3014
Cynthia Soto, Prudential Preferred Property,
1600 Orrington, Evanston, 3521
Michael Thomas, Coldwell Banker,
1508 Sherman Ave, Evanston, 3920
Karl Vogel, Coldwell Banker,
1508 Sherman Ave, Evanston, 3920
Chander Wadhwa, Coldwell Banker,
1893 Sheridan Rd, Highland Park, 3640
Craig B. Weil, Coldwell Banker,
1770 First St, Highland Park, 3960
Shari K. Weil, Coldwell Banker,
1770 First St, Highland Park, 3960
Antwan M. Williams, Prudential Preferred
Property, 1600 Orrington, Evanston, 3521
Syed A. Zafar, Century 21 Elite,
7300 N Cicero Ave, Lincolnwood, 3634

NAR Ethics Requirement

The National Association of REALTORS® requires every REALTOR® to take a three-hour Ethics class every four years starting with the period from January, 2001, to December, 2004. There are three ways you can complete this requirement:

1. You can take a *free* Ethics class at the North Shore - Barrington Association's Robert McGuire Education Center, 450 Skokie Blvd., Bldg. 1200, Northbrook, on one of the dates and times below. The class is a videotaped presentation by Oliver Frasca, noted attorney and author.
2. You can sit in on the Ethics portion of any of the Jump Start Orientation Programs *free of charge*. See the Education Update on page 15 for dates.
3. You can take any of the Ethics classes that NSBAR offers on its CE schedule to fulfill the NAR Ethics requirement, but the regular CE tuition is charged for those courses.

Note: Even if you take one of the free classes listed below, you must be present for the entire class, which will include two 10-minute breaks. Late arrival and/or early departure are NOT allowed. The classroom doors will be closed when the program begins.

If you are an NSBAR member, advance registration is not necessary, but is requested to ensure that your attendance is accurately reported. Phone the Automated Registration Desk at 847-374-5819 to leave your name, member number and the date and time of the class you select.

Realtors® who are not NSBAR members are required to phone 847-480-7177 in advance and provide their name, address, phone number, local association name and local association member number. At the completion of the class, we will provide a certificate that you can present to your local association as proof of attendance. While this program complies with the NAR Ethics requirement, if you are not an NSBAR member, you are responsible for checking with your local association to make sure that it will accept attendance at the program to fulfill the NAR requirement.

Any questions about the program or its contents? Call the NSBAR Education Department, 847-480-7177.

2002 NSBAR Free Ethics Class Schedule

Monday, January 14, 1 PM - 4 PM

Friday, January 25, 9 AM - Noon

Friday, February 8, 1 PM - 4 PM

Friday, February 22, 9 AM - Noon

Monday, March 4, 1 PM - 4 PM

Friday, March 15, 9 AM - Noon

Monday, April 15, 1 PM - 4 PM

Friday, April 19, 9 AM - Noon

Friday, May 10, 9 AM - Noon

Monday, May 20, 1 PM - 4 PM

Monday, June 3, 1 PM - 4 PM

Friday, June 21, 9 AM - Noon

Monday, July 8, 1 PM - 4 PM

Friday, July 19, 9 AM - Noon

Monday, August 5, 1 PM - 4 PM

Friday, August 23, 9 AM - Noon

Friday, September 13, 9 AM - Noon

Friday, September 27, 9 AM - Noon

Monday, October 7, 1 PM - 4 PM

Friday, October 25, 9 AM - Noon

Monday, November 11, 1 PM - 4 PM

Friday, November 22, 9 AM - Noon

Monday, December 2, 1 PM - 4 PM

Friday, December 20, 9 AM - Noon

Coming to Northbrook . . .

Consumer-Certified Real Estate Consultant Course

January 10 and 11, 2002

8:30 AM - 4:30 PM

**\$299 for course only; \$398 for course and one-year membership in
National Association of Real Estate Consultants**

Instructor: Julie Garton-Good, C-CREC, DREI

Julie Garton-Good, founder of the National Association of Real Estate Consultants, is coming to Northbrook to teach the Consumer-Certified Real Estate Consultant Designation Course. The course has been submitted for approval for Illinois continuing education credit. Even if you have no intention of working on a fee-for-services basis, you need to know how to respond when your clients mention it to you. This course will help you even if you work only on a commission basis, because you will learn how to create a business plan, and how to break down and value the time you spend on every stage of the transaction.

Still wonder how this course could benefit you? Here are just a few of the evaluations of those who have taken the two-day course:

"This is the best professional development course that I have ever attended."

"[A] great two days. I have already implemented a few ideas and thoughts I gained from the course . . . I get so excited about these things that I just want to share with others."

"Best class I have taken in five years."

Julie's latest book, ***Real Estate a la Carte***, received a rating of 10 out of 10 from columnist Robert Bruss. The book, which is available for sale at NSBAR for \$18 plus tax, features:

The Consumer Is the Financial Winner in the New World of Real Estate Services
What to Pay for a la Carte Real Estate Services and How To Pay It
The Seller's Fee-for-Services Road Map; The Buyer's Fee-for-Services Road Map
Seller's Applications and Buyer's Applications
Unique Real Estate a la Carte Applications to Save You Money
Locating and Contracting with Real Estate Fee-for-Services Providers
Deciding What Help You Need If You're Stuck Midstream

Join us for a stimulating program that may just change the way you do business.
Call 847-374-5819 to reserve your place.

*Are you ready to get a real estate broker's license?
If so, you can complete all of your course requirements in
2002 at NSBAR in Northbrook. You don't have to
register for all of the classes, and you can take any
class you wish even if you don't currently intend to apply
for a broker's license.*

Why wait any longer?

Broker Training 2002

Broker Pre-License Classes Start in January

Broker pre-license training will be two Mondays each month from January through May, a total of five two-day sessions. You can sign up for any or all of the two-day classes, and don't have to apply for a broker's license. All classes are taught by Marilyn Glazer, GRI, CRS, CRB, M.S.Ed. All classes meet:

8:30 AM to 5 PM
Robert McGuire Education Center
450 Skokie Blvd, Bldg 1200
Northbrook, Illinois 60062

January 21 and 28

February 18 and 25

March 11 and 18

April 1 and 8

May 6 and 13

Advanced Real Estate Principles

Finance

Sales and Brokerage

Brokerage Administration

Contracts

All classes offer at least three elective hours of continuing education credit.
Sales and Brokerage also fulfills the new NAR Ethics requirement.

Advance registration is requested at least one week before the first day of class. Tuition fee is \$155 per class.

Month(s): _____

Total: _____

Name _____ NSBAR Member ID _____

Company _____ Address _____

Phone _____ Fax _____

E-Mail _____

Call 847-374-5819 to register, or fax this page to 847-480-7362.

The Broker Pre-License Training Program is sponsored by the Illinois Association of REALTORS®.

North Shore - Barrington
Association of REALTORS®

www.nsbar.org

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Harmon Homes

It is a simple equation: The more people who see your listings, the better your chances of selling quickly, and for the highest price possible. So it would follow that the more outlets for your listings, the better. Yet many brokers and agents don't exploit to the fullest the many avenues available for displaying their listings.

Take, for example, HarmonHomes.com. The Harmon Homes magazine is one of the most identifiable real estate sales vehicles in the country; who, in fact, hasn't seen a Harmon Homes magazine stand in a local supermarket? And now, with HarmonHomes.com, this same level of consumer awareness is available 24-hours a day, seven days a week to those same potential buyers. And even better, HarmonHomes.com is fresh, current information.

So why don't more brokers and agents take advantage of it?

HarmonHomes.com has in place varying packages for brokers and agents, with services and benefits scaled to the costs. A basic package, which runs \$30 per month (or a flat \$300 for the year if paid in one lump sum) includes their Online Agent Brochure, featuring an agent profile, property listings, maps and directions, office links, and a icontact us feature. Another feature of the brochure is the Listing Tool, which allows you to enter and manage your listings, complete with up to six photos per property. The Online Agent Brochure also connects the buyer with the agent by a single mouse click. Other HarmonHomes.com offerings include their Local Button & Agent Brochure (\$100 per month) or their top-of-the-line Local Skyscraper Banner & Agent Brochure (\$300 per month).

Harmon Homes is a widely recognized name in the real estate industry. What reasons are there to not take advantage of it?

To learn more about HarmonHomes.com and their Online Agent Brochures, just call **1-888-632-6111**, or e-mail a representative at **sales@harmonhomes.com**.

More Member News

Reinstated Member

Julie K. Boshardt, Benson Stanley Realty,
980 N Michigan Ave, Chicago, 3102

New Offices

REA Realty,

8725 W Sunset Rd, Niles, 3658

Jerry Gutnayer,

2918 Cherry Ln, Northbrook, 3659

Transfers

JoAnn Casali from ERA Doetsch 3038 to
Koenig & Strey,

1009 Waukegan Rd, Glenview, 3740

Eunsu Chung from RE/MAX on the
Shore 4014 to Baird & Warner,

314 McHenry, Buffalo Grove, 3149

Emil Presman from G & A 3014 to Capital
Realty, 1766 Hintz Rd, Wheeling, 3066

Jerry Gutnayer from Coldwell Banker 3630
to Jerry Gutnayer,

2918 Cherry Ln, Northbrook, 3659

Lisa Wight Harris from Baird & Warner
3120 to Koenig & Strey,

1009 Waukegan Rd, Glenview, 3740

Debra High-Altschul from Coldwell
Banker 3970 to Baird & Warner, 1900
Waukegan Rd, Glenview, IL 3120

Tamara Kasey from The Hudson Co. 3638
to Coldwell Banker,

586 Lincoln Ave, Winnetka, 3930

Alice Kharon from Dome Realty 3034 to
Capital Realty, Inc,

1766 Hintz Rd, Wheeling, 3066

Elaine B. Madden from Re/Max of
Barrington 6018 to Keller Williams Success
Realty, 59 S Rand Rd, Lake Zurich, 6260

Robert Nelson from Coldwell Banker 3920
to Prudential Preferred Property,

850 Green Bay Rd, Winnetka, 3588

Elaine Rosenfeld from Coldwell Banker
3310 to Lakeshore Partners,

2006 Central St, Evanston, 3101

Charlotte Shea from Koenig & Strey 3790
to Coldwell Banker,

586 Lincoln Ave, Winnetka, 3930

Lela Theriault from Baird & Warner 6026
to hometouch Centers, Inc,

125 Old Orchard Shp Cntr, Skokie, 3632

Dropped Members

Diane R Barr, The Preferred Realty Group,
7337 N Lincoln Ave, Lincolnwood, 3241

Steven W. Barrick, Barrington Realty
Company, 145 W Main St, Barrington, 6023

Craig Castro, Prudential Preferred Property,
1600 Orrington, Evanston, 3521

Teresa Cavaligos, Coldwell Banker, 350 W
Half Day Rd, Buffalo Grove, 3980

Gilda Deutsch, Coldwell Banker, 1330
Shermer Rd, Northbrook, 3940

Martha Egan, Bradbury, Romey, Egan &
Partners, 580 Lincoln Ave, Winnetka, 4042

Mary Embree, Chambers Cross & Associ-
ates, 567 Lincoln Ave, Winnetka, 3027

Vladimir B. Golytchin, Leo Eyber Realty,
5301 W Dempster St, Skokie, 3477

Kathy Hoary, Dream Homes USA, 650
Dundee Rd., Northbrook, 3302

David Kase, Kaseco Management & Realty,
627 11th St, Wilmette, 3232

Lois Levy, Prudential Preferred Property,
1890 First St, Highland Park, 3609

Georgeta Lujanschi, Coldwell Banker M &
M, 4632 Church St, Skokie, 3810

David M. Marshman, Coldwell Banker,
2929 Central St, Evanston, 3310

James H. Morse, Coldwell Banker, 1330
Shermer Rd, Northbrook, 3940

Karen Paden, Koenig & Strey, 2528 Green
Bay Rd, Evanston, 4110

Cindy Palmer, Kaseco Management &
Realty, 627 11th St, Wilmette, 3232

Kevin Plunkett, Rewards Real Estate, 80
Warwick Rd, Winnetka, 3586

Rhonda M. Plunkett, Rewards Real Estate,
80 Warwick Rd, Winnetka, 3586

Audrey Press, Baird & Warner, 1900
Waukegan Rd, Glenview, 3120

Emily Shaevitz, Coldwell Banker, 740
Waukegan, Deerfield, 3910

Deborah H. Stangle, Red House Realty, 12
Hickory Rd, Hawthorn Woods, 6246

Mark Williamson, Coldwell Banker, 1508
Sherman Ave, Evanston, 3920

Dropped Offices

Coldwell Banker, 350 W Half Day Rd,
Buffalo Grove, 3980

Rewards Real Estate, 80 Warwick Rd,
Winnetka, 3586

Kaseco Management & Realty Inc, 627
11th St, Wilmette, 3232

Web Address

Why not make www.nsbar.org the first page you see when you visit the Internet? If your browser is Internet Explorer, open it, select *Tools* and then select *Internet Options*. You will see a box at the top of the page in which you can enter the address of your home page. Just type in www.nsbar.org and you'll be all set for the next time you go on the Internet. All of the resources at www.nsbar.org, including the forms, Transfer Tax rules, membership directory, and much, much more, will be at your disposal.

If your browser is Netscape Navigator, open it, select *Edit* and then *Preferences*, and in the *Location* box, enter www.nsbar.org.

MEMBER BENEFIT REFERENCE INDEX

Health Insurance

National Association of Self-Empl.

Ron Shapero 312-337-7133

Marc Jacobson & Assoc. 847-498-7181

Castle Group 559-8100

NAR www.narhealth.com

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

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

Steve's Street

Director of Information Systems Steve Volkodav



Change to Local Call Dialing Starts January 5, 2002

Because of the increasing demand for new telecommunications services and increased competition, Illinois is running out of telephone prefixes in the 847 area code. As a result, the Illinois Commerce Commission issued an order to add a new overlay area code, 224, to the 847 geographic area. This means two different area codes, 847 & 224, will serve the same geographic area at the same time.

Existing telephone numbers in the 847 area code will not be changed. The new 224 area code may be assigned to customers who request new local, cellular and paging, and alarm services. Telephone numbers in the 224 area code will start being assigned for some new phone lines in December, 2001.

Due to a Federal Communications Commission (FCC) requirement that area codes be dialed when an overlay is used, 11-digit dialing will be required for all calls placed from the 847 and 224 area codes. Starting January 5, 2002 customers in the 847 and 224 area codes will be required to dial 11 digits (1 + area code + 7-digit phone number) to complete all calls, both local and long distance.

The 11-digit dialing pattern will not affect the price of telephone calls placed over Ameritech's network and it does not change local calling areas. The elimination of 7-digit dialing in January will take approximately two weeks to complete. Until the conversion is complete, customers may experience different dialing patterns from different locations.

Equipment Changes You Need to Make. How will this affect you? You must reprogram all equipment that stores, analyzes or dials telephone numbers to include the area code and dial 11 digits. This includes: Internet Service Providers and other numbers dialed from computer modems, fax machines, speed calling, call forwarding, all automatic dialing equipment, cellular phones/mobile phones and pagers. Important: If you subscribe to an alarm company's service, you should contact your alarm company to be sure your alarm dialing equipment is properly programmed to dial 11 digits.

The North Shore-Barrington Association's Technology Department will assist you in any way possible. We will list instructions on how to change dialing settings for all Dial-Up Networking connections on our Web site at www.nsbar.org/dailytechupdates.htm.

If your dial-up Internet Service Provider is not listed on the Web site, please contact the Technology Dept. and we will help you make the proper adjustments. Do not wait until the last day! Make the change before January 5, 2002.

Bring www.nsbar.org to Your Office

Do you know that you can download contracts, W-9 forms, arbitration requests and exempt listing forms from our website? Do you know that you can get information on fair housing, lead paint and Broker Reciprocity?

Do you know that you can get information on the Code of Ethics in five languages? Do you know who sits on the NSBAR Board of Directors, and what they look like?

Do you need to know who pays the Transfer Tax in Skokie? Do you know that tours are posted at www.nsbar.org, just in case the MLS is down? Do you know that you can register for classes at www.nsbar.org?

Do you know that, by clicking on the Education tab, you can find CE class dates and times, info on Broker training and info from Inman News that is updated daily?

These are only a few of the resources available at www.nsbar.org. Starting in January, 2002, I will come out and give your office a presentation/demonstration on what our site has to offer, *for free!* Call me and make an appointment.

Computer Classes

I will teach the following classes in January: *Palm OS Level 1* (assumes no prior experience) class will be held January 10 from 10 AM - 12 PM. *MS Outlook Level 1* class will be held January 17 from 1 - 3 PM. To register, call NSBAR's Automated Registration Desk at 847-374-5819.

Basic Windows classes will be offered in February. *Windows Level 1* will be held on February 8 from 10 AM to noon. On February 15, the *Windows Level 2* class will be held from 10 AM to noon. Both classes will provide general Windows operating system training, so it doesn't make any difference which Windows version you are currently using.

More REALTOR® News of Note

Need a Color Printer?

NSBAR is now using a Xerox Phaser 860 color printer for flyers and newsletter inserts (like the ones in the November and December issues of the *nsbar.org REALTOR® News*). The printer was provided free of charge; we only have to make 1,800 copies a month and purchase all of our ink supplies from Xerox. There is a modest monthly fee of \$75 is usage falls below that number, but it looks like we'll keep up a steady demand for color copies. The printer can be returned at any time without penalty.

The free-printer offer is available from www.freecolorprinters.com (be sure to copy this exactly). If you decide to try one of the printers, mention the North Shore - Barrington Association of REALTORS® and NSBAR will earn a credit of \$50 toward future ink purchases.

Thanks for your help!

NSBAR Welcomes Marcie Roggow

Marcie Roggow, DREI (Distinguished Real Estate Instructor), brought her very interesting courses on cultural diversity to NSBAR on Monday, November 12. Student evaluations indicated the Success of both courses, "Kiss, Bow or Shake Hands," and "Negotiating with Multi-Cultural Clients": "The best CE class I have ever attended." "Superb!" Great instructor and great class."

Marcie will be returning to NSBAR in 2002. Presently scheduled: ABR class on September 19 and 20, and two full days of CE classes on October 19 and 20. Check the Education Update on the inside back page of your *nsbar.org REALTOR® News* each month for updates on these programs and many others.

Larry Schwartz a Hit with Mold

Consultant Larry Schwartz, BSME, MBA, spoke to a luncheon group at NSBAR on November 16. Larry, who is a frequent guest on area television programs, explained the nature of mold and why it can become a problem in a home or other building. As Larry explained, mold spores aren't killed by the usual bleach application (one part bleach to nine parts water). The spores can be dormant for many years and finally begin propagating when moisture becomes available. Some molds don't even need the water! Larry will be invited to speak again to NSBAR members in 2002.

Special Notice Regarding NSBAR Staff

Please note that NSBAR staff members are not allowed to be hired by members to perform any work, such as computer repairs or consulting, "on the side" or "after hours." All work is to be done in the name of the Association and will be billed to the member. Giving checks or cash to a staff person for work is at the full liability of the member. Thank you for your cooperation.

NAR Changes Web Address

NAR has changed its Web address for member information to www.realtor.org. (It was formerly www.onerealtorplace.com). The Web site for consumer information, including property listings, is still www.realtor.com. The new Web site has been designed to make it easier to navigate.

Sweet Deals for REALTORS®

IBM's new catalog for NAR members, including discounts on thousands of products such as PCs, laptops, notebooks, printers, PDAs, accessories, software and more. Check out the offers at www.ibm.com/smallbusiness/nar.

Reminder About Use of the Term REALTOR®

Members are reminded that use of the term REALTOR® is very closely regulated by NAR in compliance with federal rules regarding trademarks. The term should always be in capital letters (or large and small caps, as used here), and should always carry the register mark.

NSBAR Board of Directors E-Mail Addresses

When you have a question for a member of the Board of Directors, please contact him or her by e-mail.

Harvey Hoffman, GRI, CRS, harvey@lakeforesthomes.com

Georgia Pierini, GRI, CRS, ABR, g.pierini@att.net

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Mary Ellen Tainer, tainer@mindspring.com

Jeanine Van De Velde, rjvelde@coldwellbanker.com

Michele Wilson, GRI, michwilson@coldwellbanker.com

December Birthdays

1 Nancy Greenberg Irene Groebner Elena Dan Lela Theriault Mary Ellen Stalzer Denise Akason James D. Davis Kristine A. Olson Keith R. Kovanda Suzanne M. Smith Reed M. Hagee	7 Noreen M. Nagle Gloria V. Rolighed Andria Berg Bolan Beverly Fleischan Judith Ingram Barbara Rocha Joon Choi	15 Renee Frumentino Tess Polites Scott Lombardo Mark Ditka Fraz Z. Abbasi Nitza Khan Roxanne Quigley Marilyn Elrod	Eleonora Myaskovsky Lynn Koenig Carol Monsees Catherine McCabe 21 Gail Lissner Michelle A. Kramer Wendy Magann Michael J. Rafferty Jr. Michael Kaplan Mila Tsarfis Lawrence C. Widmayer	Isabel Dardick Christine Kirk 27 Karla J. Carreiro Gwen S. Tolson Andra O'Neill Camille Miller Kelly Tiltges 28 Stephanie Lyons-Mizuno Marisa Frecska Nancy Becker Eve Glidden Mitchell B. Ruchim Marian Czajka Roz Kahn Ira M. Mizell Alla Aizenberg Jane Weeden Hall Dinny Dwyer Christine McNamara
2 Fotini Bonnett Julie Morse Mikrut Eunsu Chung Cory L. Conti Heidi Collins Elizabeth Voris Sandra Brown	8 Carol E. Bohne Cornelia Sawle Chick Magoon Hayman Terry W. Biesterfeld Mark S. Pieters Harry Brugger	16 Beth Marquardt Richard W. Wilde Jr. Norman J. Graff Beth K. Reed	22 Carol McGregor Joni Gould Mary J. Kim Diana H. McGuire Sally Gerber-Weiland Renate Staley Barbara A. Cochran Bradford H. Browne	29 Susan Baxter-Blum Jacqueline Waldstein Olga Nudell Wendy Bergseth Charles Freeman Wendy Cross Linda Bussey Sandra L. Sucsy Michael Bernard Ronald Ohr Elena Basich
3 Mark D. Kolar Elizabeth Bowden Paul J. Bobor Barbara S. Bro Lois Gould Else S. Berge Jose G Beltran Marsha B. Balsamo Carolyn Smith	9 Albert Varjabadian 10 Donna S. Strauss Wendy Shea Renee Finucane Mary Abreu	17 Sally Thompson Michele Rogan Wilson Irwin Gothelf Charles B. Barsamian James Kuzynowski Dominick Gualberto Zenaida Nicholas Donna Wieland Chuck Koenigs	23 Kyung Hee Campbell James H. Hughes Carol Healy Paula J Puls Niki Tsitsis Gloria Sheppard Bliss	30 Jean Anderson William Schniedwind Wilma Schultz Charlotte Shea
4 Michele A. Faul Douglas G. Walker Helen Schlesinger Tatjana S. Vargas	11 Nicole Eringis Sonia Munwes Cohen	18 Linda M. Lohr Mila Finkelshtein Lawrence Levin Ruth Lewis Jin Moon Joel Ushkow	24 Deborah Goldsholl Ruth Silberman Chris J. Thomas Bonnie Smith Tina Tremulis Sookja Yoon Shirley Bee Kostakos	31 Max Gorenjuk Marcia O Bennett Cami Burgess Carolyn Willison Dennis Gawlik Delia Joyce
5 Vivian Landon Barbara Gruenke Doreen K. Rau	12 Pamela J. Fuller Kenneth M. Neiman Susan Hirano Laura Austwick Janice Rizzo Carrie Nadler Healy Abbey Schragger Marlon L. Primous Rak Woo Cha	19 Thomas Dettloff Merle Lewis Frederick Holt II Maureen Spriggs Jeanne McDonagh	25 Ervin Rogers, Sr. Arthur T Fitzgerald Susan Solomon Kanak Kumar Anne A. Branning Maria DeKelaita	
6 Joseph O. Brogan Arlene Stensby Stanley A. Thoren Jr Robert Parris	13 Charles E. Bell Maureen C. Muller Bertha A. Bieszk	20 Abby Ginsburg-Weinstein Matthew L Doetsch Ila Coretti Jodie Trace Holder Linda S. Schwartz Usha Kamaria		

December Meeting/Event Calendar

(Send meeting updates to martha@nsbar.org.)

WCR Board of Directors

Community Conditions Committee

NSBAR Staff Lunch

Commercial/Investment Committee

WCR Meeting

NSBAR Board of Directors

NSBAR Staff Workshop

Dec 6

Dec 7

Dec 11

Dec 12

Dec 13

Dec 19

Dec 28

3-4:30PM

9:30AM-Noon

Noon-1 PM

11:30AM-1 PM

11:30AM-1:30PM

12-5PM

9AM-3PM

Richard Maxson

Board Room

Education Center

Board Room

Education Center

Sunset Ridge C.C.

Education Center

Education Center

Education Update

* Indicates level of difficulty of technology class; level 1 requires no experience.

Event	Date	Start/End	Speaker	Location
JumpStartOrientation	Dec5	8:30AM-4PM	Elizabeth Roseman	Education Center
CEthicsWorkshop	Dec14	8-11AM	Deborah Long, DRE	Education Center
CEInternet Tech Levels 1 & 2*	Dec14	12-3PM	Deborah Long, DRE	Education Center
CECOREA—License Law/Escrow	Dec17	8-11AM	Lynn Madison	Education Center
CECOREB—Agency/Fair Housing	Dec17	12-3PM	Lynn Madison	Education Center
Compute Club	Dec20	9-11AM		Education Center
CECOREA—License Law/Escrow	Jan7	9:30AM-12:30PM	Marilyn Gbazer	Brimington Area Library
CECOREB—Agency/Fair Housing	Jan7	1:30-4:30PM	Marilyn Gbazer	Brimington Area Library
JumpStartOrientation	Jan9	8:30AM-4PM		Education Center
C-CRECConsumer-Certified	Jan10&11	8:30AM-5PM	Jule Gorton-Good	Education Center
RealEstateConsultantCourse				
TopProducer6Workshop	Jan18	9AM-4PM	Tom Byes	Education Center
BrokerTraining:AdvancedPrinciples	Jan21&28	8:30AM-5PM	Marilyn Gbazer	Education Center
CEUsingTechnologytoBetter	Jan24	8-11AM	Bill Schiller	Education Center
Serve Consumers Tech Level 1				
CEConsumer-CentricRealEstate	Jan24	12-3PM	Bill Schiller	Education Center
Web Sites Tech Levels 1 & 2				
BoardofDirectors	Jan30	12-5PM		Education Center
CEEthics	Feb1	9:30AM-12:30PM	Marilyn Gbazer	Brimington Area Library
CERealEstateSurvivor—RiskMgmt	Feb1	1:30-4:30PM	Marilyn Gbazer	Brimington Area Library
CECOREA—License Law/Escrow	Feb4	8-11AM	Lynn Madison	Education Center
CECOREB—Agency/Fair Housing	Feb4	12-3PM	Lynn Madison	Education Center
JumpStartOrientation	Feb6	8:30AM-4PM	Alyson Hoffman	Education Center
CERiskManagement	Feb11	8-11AM	Lynn Madison	Education Center
CEProfessionalStandardsProcess	Feb11	12-3PM	Lynn Madison	Education Center
BrokerTraining:Finance	Feb18&25	8:30AM-5PM	Marilyn Gbazer	Education Center
CEAreYoutheWeakestLink?	Feb21	8-11AM	Marilyn Gbazer	Education Center
CEPersonalAssistants	Feb21	12-3PM	Marilyn Gbazer	Education Center
BoardofDirectors	Feb27	12-5PM		Education Center
CECOREB—Agency/Fair Housing	Feb28	8-11AM	Lori Losby Cox	Education Center
CECOREA—License Law/Escrow	Feb28	12-3PM	Lori Losby Cox	Education Center
JumpStartOrientation	March16	8:30AM-4PM	Harvey Hollman	Education Center
CERealEstateSurvivor	March17	8-11AM	Marilyn Gbazer	Education Center
CECreativeResidentialFinance	March17	12-3PM	Marilyn Gbazer	Education Center
BrokerTraining:Sales&Brokerage	March11&18	8:30AM-5PM	Marilyn Gbazer	Education Center
District 2 REALTORS® Tech Day	March14	8:30AM-4PM	Matthew Farnon	Chevy Chase C.C.
CEUsingTechnologytoBetter	March21	8-11AM	Bill Schiller	Education Center
Serve Consumers Tech Level 1				
CEConsumer-CentricRealEstate	March21	12-3PM	Bill Schiller	Education Center
Web Sites Tech Levels 1 & 2				
CEAgency/NegotiatingProcess	March28	8-11AM	Lynn Madison	Education Center
CEMeeting/ExceedingClientNeeds	March28	12-3PM	Lynn Madison	Education Center
BrokerTraining:BrokerageAdminis.	April1&8	8:30AM-5PM	Marilyn Gbazer	Education Center
CEEnvironmentalIssues	April5	8-11AM	Ted Cucuro	Education Center
CEAuctions	April5	12-3PM	Ted Cucuro	Education Center
CECOREA—License Law/Escrow	April12	8-11AM	Marilyn Gbazer	Education Center
CECOREB—Agency/Fair Housing	April12	12-3PM	Marilyn Gbazer	Education Center
ABRAccreditedBuyerRepCourse	April17&18	8:30AM-5PM	Terry Watson	Education Center
BrokerTraining:Contracts	May6&13	8:30AM-5PM	Marilyn Gbazer	Education Center
JumpStartOrientation	May8	8:30AM-4PM	Marilyn Gbazer	Education Center
ABRAccreditedBuyerRepCourse	June6&7	8:30AM-5PM	Lynn Madison	Education Center
ABRRelocationClass	Aug8	8:30AM-5PM	Lynn Madison	Education Center
BrokerTraining:AdvancedPrinciples	Aug19&26	8:30AM-5PM	Marilyn Gbazer	Education Center
BrokerTraining:Finance	Sept9&23	8:30AM-5PM	Marilyn Gbazer	Education Center
ABRAccreditedBuyerRepCourse	Sept19&20	8:30AM-5PM	Morie Roggow	Education Center
BrokerTraining:Sales&Brokerage	Oct21&28	8:30AM-5PM	Marilyn Gbazer	Education Center
BrokerTraining:BrokerageAdmin	Nov4&18	8:30AM-5PM	Marilyn Gbazer	Education Center

WCR / NSBAR Calendar Highlights

Women's Council of REALTORS® North Shore Chapter. The December 13 WCR luncheon will be held at Sunset Ridge Country Club in Northfield. The program will feature Book Reviewer and Dramatist Barbara Rinella, currently Chicago Area Chair of the Duke Alumni Advisory Admissions Council and a recent recipient of Duke University's Outstanding Volunteer Award. Each year Barbara adds four new works to her repertoire. Among her current presentations are *Winston and Clementine: The Personal Letters of the Churchills*, *Harry Potter and the Sorcerer's Stone*, *Harry Potter and the Goblet of Fire*, *Memoirs of a Geisha*, and *Tuesdays with Morrie*. This exceptional program is a pay-in-advance event and reservations should be made by phoning Pat Ortseifen at 847-940-2573 by December 10. Cost is \$25 for WCR members and guests. Join WCR for the perfect holiday treat and a great opportunity to network.

Flags Waving at NSBAR Offices. NSBAR has U.S. flags in stock in a variety of sizes, available to members on a first come-first served basis. The flags are in the following sizes, at the indicated prices:

- 4 x 6 inches @ \$.50 each;
- 6 x 9 inches @ \$.80 each;
- 9 x 12 inches @ \$1.10 each; and
- 12 x 18 inches @ \$1.50 each.

The flags are very nice, in cotton and on wood sticks with gold caps. You can place your order by phone, charge it to your NSBAR account or credit card, and arrange to pick up your flags during regular business hours at either the Northbrook or Barrington offices at your convenience. Illinois sales tax will be added to all purchases. Call 847-480-7177 first to place your order or check on availability. Other flag items are available from the NSBAR on-line store at www.nsbarstore.com or by clicking on the store banner at the www.nsbar.org Quick Start page.

NORTH SHORE—BARRINGTON ASSOCIATION OF REALTORS®

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**Your 24-7 Association
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www.nsbar.org and
www.nsbarstore.com**