

North Shore—Barrington Association of
REALTORS®
July, 2000
Newsletter

The Supra Palm Pilot has arrived!

Your Board Store is now supplying the Supra
Personal Handheld Computer. Add
MLS! Remember to pick up your
dry-cleaning! Cost is \$399 (plus tax)

*"Palm Reading": Downloading the MLS into
Palm Pilot* will be held July 18th—
this is a FREE class, sign up today!

The Association will also beg
exclusively for Palm users—
be on the lookout for upcoming dates.

NSBAR Recognition Luncheon

Luncheon to be held September 28, 2000, at the
Chevy Chase Country Club in Wheeling. Please
save this date and join us! Watch for more infor-
mation in future mailings!

Northbrook Office:
450 Skokie Blvd., Bldg. 1200
Northbrook, IL 60062
(847) 480-7177

Barrington Office:
324 N. Hough St.
Barrington, IL 60010
(847) 381-7827

FEATURES IN THIS MONTH'S NEWSLETTER:

Why Use a REALTOR...?

It's the Rule

Professional
Development

On the Web

Computer Bits & Bytes

MLSNI Rules &
Regulations

August Birthdays

Members in Motion

Events & Education



1999 - 2000 Officers	
Chairman of the Board	501-
Margaret Semrad, CRB, GRI, CIPS	382-
Harvey Hoffman, GRI, CRS	295-
1999 - 2000 Directors	
Joseph P. Goodman, GRI	328-4440
Paul J. Bobor, GRI	729-0330
Ellie Sipple	381-0500
Wendy Bergseth	234-8400
Steve Kolko	433-7220
Joy Sarver	234-1855
Allvson Hoffman, GRI, CRS, CRP	272-7070
Arlene Larsen, GRI, CRS	381-8800
Carol McGregor, CRS, GRI	381-1641
Georgja S. Pierini, GRI	724-1855
Blanche Romey	446-4200
Rosemary R. Thomas, GRI	492-9660
Daniel Schermerhorn, CPM	869-4200



when I can sell the home myself?

Reprinted from IAR Shortcuts May 2000

What do you say when a potential client asks you what benefits you can provide? With advances in Internet technology, many customers may think it's easier to sell their home themselves. Also buyers will find the home buying process much simpler when using a REALTOR®. Keep these simple facts in mind when they ask you this question.

neighborhoods, schools, taxes, utilities and government.

- REALTORS® are trained to buy and sell real estate and to look after your interests.
- REALTORS® abide by the REALTORS® Code of Ethics – a standard of behavior exceeding requirements for state licensing.
- REALTORS® have specialized knowledge to market and advertise your home to potential buyers.
- REALTORS® have access to the most complete available listings of homes in the community and neighborhood.
- REALTORS® know about the community – including its

- REALTORS® are also specially trained to assist buyers in finding the home they want
- REALTORS® can save you time, energy and headaches by handling the paperwork and guiding you through the legal aspects of buying and selling.
- REALTORS® know about home financing and can help determine what price range you should look at, what you need to get a loan, ways to increase down payments and alternative financing sources.
- REALTORS® are skilled negotiators who can help you get the best possible price.
- REALTORS® have a network – more than 36,000 REALTORS® in Illinois alone – to help you find a home or a buyer for your current home.

ASSOCIATION STAFF:

PRESIDENT/CHIEF OPERATING OFFICER

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

Northbrook

Lori Lasday/Amanda Gedzyk

Professional Development
Continuing Education
Computer Courses
Training facilities

Fair Housing Training Modules
Training Products, Seminars

Amanda Gedzyk

Newsletter, Media
Board Store

Sheila McInerney

Reception

Forms & Software Orders

Charlie Nunemaker

Computer Technology
Office Computer Training
Home Computer Training

Terry Penza

Ethics and Arbitration
Professional Standards
MLC System, Website
General Information
Committees

Larry Williams

Computer, MLS, Supra

Barrington

Kimberley Davis

Accounts Receivable

Barbara Kay

Membership

Supra, Board Store

Flyer Distribution Service

Notary Service

Benefit Information

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

VISION

North Shore–Barrington Association of REALTORS® is the
Gateway to Education, Information & Technology.

- 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.

IT'S THE RULE

by Terry Penza, RCE, CAE



FSBO SIGNS

You may run into situations where you have found an address in the MLS for a property for sale, yet

when you get to the property there is a For Sale By Owner sign. You should assume that the property is listed. There are real estate companies that have an exclusive agency listing with the property owners but there is a FSBO sign. There is nothing wrong with that. What you need to know is that you are not to solicit a listing or when talking to an owner and you find that it is listed, the conversation must stop immediately. It is against the state license law as well as the Code of Ethics to try to talk someone into ending a contract and ente

For a listing to be eligible to be placed in the MLS, there must be an exclusive (where the owner reserves the right to sell himself without owning a commission) or an exclusive right to sell where the owner must pay a commis matter who sells the property. If the listing is an exclusive you must indicate that in the MLS under SCI

The other areas that must be met to have a listing in the service is that compensation is to be paid to the cooperating office and the commission is paid from the seller to the listing office.

One-

If you would like to have your one-

time showing in the MLS as a comp you must get written permission for the owner of the property.

What's the difference?

TEMP or CANC—what is the difference? TEMP means the listing agency still has the listing however it has been taken out of the MLS system. CANC means there is no longer a listing agreement between that agency and

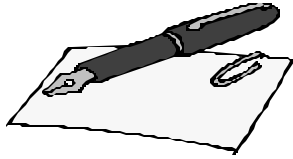
MANDATORY FAIR HOUSING BROCHURES

The Board wishes to remind you that if you do business in Wilmette or Evanston, you must distribute Fair Housing brochures. Wilmette requires real estate agents to notify prospective purchasers and lessees in writing of the Wilmette Fair Housing laws. This can be accomplished by handing out the Wilmette brochure or any other form of writing in 12 point type or larger that informs homebuyers that the Village Fair Housing ordinance prohibits discrimination in real

estate transactions based on race, color, age, religion, disability, national origin, ancestry, sexual orientation, marital status, parental status, military discharge status, source of income or housing status. Homebuyers must also be referred to the Village Attor complaint or to obtain additional information. The brochure is available on the first floor of the Wilmette Village Hall. requires that you distribute their Fair Housing brochure which is available at the Evanston Civic Center, 2100 Ridge in Evanston.

Do you have a listing that must have the listing agent present to you doing that to make it difficult to show or is that what the owner wants? We are getting complaints that it takes 3 to 4 days to schedule a showing. You might want to reevaluate your policy. Remember that license law states you must explain your policy regarding working with other of-

Letters to the Board



Do you have an issue, concern or praise you'd like to express to the membership? Please feel free to write via email or "snail" mail to Terry Penza at the Board office. All letters subject to editing for content and clarity.

I spent the winter at my house in Palm Beach, Florida, but, while there, put together a few deals. The most interesting is a townhouse in Lake Bluff owned by a lady in Tokyo, Japan. I sold the property to her tenant in Lake Bluff, the two lawyers (I got both ends of the transaction) who are located in Glenview and the inspector from Highland Park. Without the internet I couldn't have done it. So, here I was sitting in Palm Beach with a fax machine top accessing the MLS, the owner in Tokyo, the buyer in Lake Bluff and the attorneys in Glenview. How 'bout them apples?

Making Money with Technology

Lost on the Internet?

Join NSBAR and Andrew J. Vass from educational and informative presentation of the Internet.

Learn how to market an organization, products, services, etc. on the Internet. Also learn how it works and how to use it as an effective tool.

**Thursday, July 27, 2000 1:00pm
- Northbrook office
free session, but seating is limited. Please reserve your spot by calling (847) 480-**

Shopping Online?

Log on to

www.SupportMyAssociation.com



Browse through 20 shopping categories including Amazon, JCrew, Max, Dell Computer, eToys, 800Flowers, FogDog, CapShack, iBaby, Travelocity, Disney, Chips&Bits, PetsMart, Sharper Image, es & Noble, DrugStore and many more!

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



Professional Development By Lori Lasday CRB, CRS, GRI

THE VALUE OF CONSISTENCY

In a world of constant change, consistency (provided that it is professional and of high quality) is of utmost value and importance! Dependability and consistency -in-hand to establish rapport and bring about relationships of confidence, trust and loyalty. In fact, it has been shown over and over again in customer service arenas that consumers will pay more money for consistent professional treatment and follow up. Is your behavior and attitude professional and consistent?

Consider the relationship most significant to you in your personal and professional life. Whether it's a buyer, seller or significant other(s) relationship issues challenge many of us. Effective communication becomes more of a challenge, as our plates become fuller and fuller with more and more information and more and more duties to perform. The notion of multiple tasks at the same time is so commonplace that many of us think it's a slow motion when we don't have chaos in our

We need to take the time to review our behaviors with buyers, those significant to us to be sure that we do our best to provide consistent, dependable behavior and effective communication. We need to be aware of what is important to manage "effective relationship retention." The key is to understand what is

important to the other party. Depending on the current issues at hand, the needs that a buyer, seller or significant other change at the drop of a hat. We must be acutely aware of signals that indicate changes in attitudes and/or behavior. It is extremely important to remem-

7% of our communication is

38% of our communication is in the tone of our voice and how tone is interpreted
-verbal (our body

It isn't up to only us to control the consequences of a relationship... we do need to be proactive and consistently update our information and perceptions of buyers and sellers to affirm our past beliefs. Without understanding and practicing effective communication (by asking questions, listening and providing feedback as a listener) you will never know if the relationship is heading toward future referrals and repeat business or coming to an abrupt end at the closing table. By following some simple guidelines, using systems and checklists with buyers and sellers, opportunities to remain consistent in our treatment of professional relationships can be easier to accomplish.



Check out these great internet sites!



www.SolutionHomes.com

Need a sexier name for your website? Miami-based SolutionHome.com has announced an auction of domain names including many with "real estate" in the URL.

-charge your future with Credit Power! Visit this dynamic site that though the power of your credit rating. Especially great for teens and young adults!

www.fairhousing.com

The National Fair Housing Online is a resource designed to serve both the fair housing advocacy community and the general public with timely news and information regarding the issues of housing

Everything for the computer-agent! News, advice, how-reviews, great links!

www.realtytimes.com

Get the latest real estate related news and advice at Realty Times.

www.realestateclipart.com

Get free clip art with a real estate theme. Use the art in printed material or on your web site.





Chairman of the Board Roxane Malo



PUTTING MY LIFE "ON THE LINE"

Would any of you have thought that

by accepting the position of Chairman of the Board that I would have literally put my life "on the line"? Well, it's true. Due to the time constrained myself to rely more and more on the endless benefits of the "Web." In doing so, I have simplified my life, much higher level of professionalism and have had the most profitable six months of my

With my position, I have had the responsibility of attending numerous conferences, meetings and conventions. I never travel without my 9" x 5" Sony computer that keeps me in touch with my office, clients, friends and

me to download all the schedule and agendas for each of my meetings. It certainly makes packing a lot easier with less paper and files. I even check the

weather of my destination to ensure the proper attire. As an added bonus, this particular computer has a built-in that either takes snapshots or videos. A great tool for taking a tour of a property and e-mailing it to a transferee as well as merely capturing those moments." It also comes in handy for those lengthy meetings where my attendance is a must. Many have found my note-taking commendable and for those that know me better, I have known to conquer many a game of Solitaire and FreeCell.

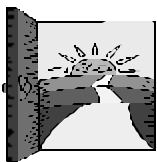
The newest addition to my technical life is the Palm Vx, a handheld computer that will allow me to download the MLS, broker tours and new listings sleep. It even allows me to access Supra and comes complete with Top Producer contact management software. This is a special model supplied by Supra and sold through our

Of course television and Tribune are no longer a luxury with such a schedule but I am never without the top news stories of the day as I enjoy my evening meltdown at the com-

puter to tie all the loose ends of my day together, answer all my e-mail and voicemail messages, check my stock quotes, and prepare for the next day. I can even remember birthdays, anniversaries and holidays with very clever, animated and musical online greeting cards. Gift shopping is a breeze and for my nieces and nephews, gift certificates online from their favorite store is always

Being a mom and a busy REALTOR® can be difficult but I have a new virtual assistant and his name is Jeeves, as in www.askjeeves.com. Even I can appear to be a scholar when helping my kids with homework. There is so much knowledge at your fingertips, no more trips to the library, storing outdated volumes of encyclopedias, or trying to find articles from past publications and

I am sure that a lot of you can spend more of your waking hours in your car than in your home. Not a good thing when gas prices have risen over \$2.00 per gallon. Stores and offices have scheduled hours but online services are 24 hours a day/7 days a week just like our Board. Putting my life "on the line" given me a new beginning. And, for the first time in my life, I have found a benefit to being nocturnal.



It doesn't take a tornado to get there... IAR's Annual Convention and Trade Show "Follow the Yellow Brick Road . . . to Success". October 2nd, 3rd & 4th at Marriott's Lincolnshire Resort

Choose your path – broker, sales or technology – and follow the yellow brick road to success at the IAR 2000 Convention and Trade Show. Whether you are looking to sharpen your motivational skill education credit, catch up on the latest real estate trends, browse the trade show or just network with fellow REALTORS, you will find a treasure of opportunities await you.

Featured speakers include hypnotist Anthony Galie, nationally-known author and speaker Julie Garton-REALTOR and educator Lynn Madison, REALTOR and speaker Walter Sanford and IAR Members can register now for only \$89 until August 8, 2000. Visit www.illinoisrealtor.org/iar/ev to get full convention details and to register online.

Advertise Here!

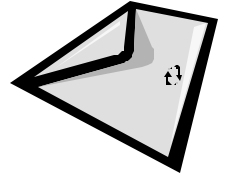


**Advertise in REALTOR® News!
Limited space available.
Contact Amanda at the
Association office at
-7177 for availability
prices and other details.**

All ads subject to approval by
Editorial Committee.

“Hey, I’ll email ya’!”

Email is the
communication tool
of the millennium!
Keep us informed of
your e-addresses
and URL’s!



Join our
**COMPUTER
CLUB!**

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



Computer Bits & Bytes

By Charles Nunemaker
Director of Information Services

Interested in DSL? Read this!

To order a high-speed DSL line, it's taking almost 2 months to get installed. Order

modem lines to the MLS is October 1st! If you are in a person office you do not have a DSL line, however, your connection will be extra slow without it.

DSL & Cable Modems Update

DSL is the way to go--period. I have now had Ameritech Speedpath DSL service at my home for two weeks. It has never hiccuped and the speed is excellent. As far as cable, I checked the service with a friend who has had better luck than anyone else I know and although his service has been working for the past three months, his speed, even at it's best, is barely half as fast as my DSL.

—even when my DSL is at its worst. For most members I think the Ameritech DSL is a great deal. The cost is \$39.95 plus \$6.00 fee to Uunet. It is fairly secure based on my many tests for hackers trying to scan my ports. I was planning on switching to either Speakeasy or Telocity so I can run my own web and mail server from my house. However, I

I can do this with Ameritech Speedpath DSL so a switch is not necessary. The speed is 10mbps upload/ 768kbs download better than cable and a heck of a deal if they can maintain the service. Quality of service does depend on your proximity to the company's central office.

To check your service go to www.dslreports.com and follow the directions with zip code, address and phone number for access

I From there you can get a list of providers for you and the approximate distance you are from the phone company's central office. Be advised that the DSL companies are working like crazy

to get their service installed. The support is lacking and sometimes when you call about ordering the service you may be told that you cannot get it even though you can. Contact me at the Association if you're confused. *Warning:* Companies to avoid for DSL are *Bignet*, *Flashcom*, any other *FREE* service.

I hate to keep saying this but, "There's no such thing as a free lunch." For Ameritech Speedpath DSL service call 1-800-832-

The salesman is Richard Negrón.

An update for PC Access version 4.3 (build 158) is now available which solves some of the kick-problems experienced by users accessing their Internet Service Provider. MLSNI has posted a link to the MFM download site on it's Intranet (www.mlsni.com MSLNI Members Only) site under PC Access Update. The download link is under "What Build of PC Access are you using?", PC Access 4.30 Builds, 158. If you need further information or assistance, please call the MLSNI Help Desk at (630)955-

Rules & Regulations

The following are important

Any property with residential zoning must first be placed in one of the residential property types. Any non-residential zoned property must first be placed in the appropriate commercial property type. A commercial listing must first be entered into the proper type of the commercial listing input form based on current zoning and usage. Thereafter

the aforementioned listings may be placed in a second property type

A vacant residential lot zoned in property type "1. Detached Single Family.", except for lots with specific plans and price for a "to-be-built" structure.)

Instruction must be disclosed in the

REMOVAL OF LISTING PRIOR TO EXPIRATION: Listings of property may be removed from the Service by the Listing Broker before expiration date of the listing agreement provided Seller authorizes such removal in writing under the following circumstances:

- a. Cancellation of listing (no longer needed)
- b. Temporarily off the market (still needed)

SECTION 1.6 CONTINGENCIES APPLICABLE TO LISTINGS:

Any contingency or conditions of any term (including a "special compensation") in a listing shall be specified and noticed to the Participants, by showing "V" (variable rate), "X" (exclusive agency) or "Z" (exceptions) in the "Contingencies" Information" line.

See next page

COMPUTER TRAINING

In Real Estate,
Knowledge is POWER!

See back page for dates in July!

Hands-on & classroom style at
Northbrook Association office.
One-on-one training also available.

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

EXCLUSIVE AGENCY - "X": The Exclusive Agency listing authorizes the Listing Broker, as exclusive agent, to offer cooperation and compensation on a blanket unilateral basis, but also reserves to the seller the general right to sell property on an unlimited or re-

EXCLUSIVE RIGHT TO SELL, WITH NAMED EXCEPTIONS - DUAL OR VARIABLE RATE COMPEN-

This is an arrangement in which the seller agrees to pay a specified commission if the property is sold by the Listing Broker without assistance and a different commission if the sale results through the efforts of a Cooperating Broker; or one in which the seller agrees to pay a specified commission if the property is sold by the Listing Broker either with or without the assistance of a Cooperating Broker and a different commission if the sale results through the efforts of a

TERMINATION DATES ON LISTINGS: t into the Service shall bear a definite and final termination date as negotiated between the Listing Broker and the Seller.

SHOWINGS AND NEGOTIATIONS: Appointments for showings and negotiations with the seller for the purchase of listed property input into the Service shall be conducted through the Listing Broker except where the Listing Broker gi Cooperating Broker specific authority to show and/or negotiate di-

PRESENTATION OF OFFERS: The Listing Broker must make arrangements to present the offer as soon as possible, or give the Cooperating Broker a satisfactory reason for not

SECTION 2.2 SUBMISSION OF OFFERS: The Listing Broker shall submit to the seller all offers until closing unless precluded by law, government rule, regulation or agreed otherwise in writing between the Seller and the listing Broker. Unless the subsequent offer is contingent upon the termination of an existing contract, the Listing Broker shall recommend that the seller(s) obtain the advice of legal counsel prior to acceptance of the subsequent offer.

Benefit Reference Index

Health Insurance

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

Reduced Telephone Rates

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

Car Rental

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

Courier Service

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

Cellular Svc. & Smart Number

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



Are you looking for...?

Office DSL Lines
Concentric - Jerry Pullman
520-447-2824

Agent DSL Lines
Telocity - Robert McKelvey
908-707-3282

Network Computers
TechPlanet 698-5370

NSBAR Tech Support:

Charlie Nunemaker
Networking, Hardware, MLS
Larry Williams
MLS, Supra
Nick Vernald
MLS





Members In Motion

WELCOME NEW MEMBERS!

Susan C. Udvan - Coldwell Banker 3910
 Kelly Tiltges - Prudential Preferred Property 3521
 - Baird & Warner 3120
 - Coldwell Banker 3061
 - Paradise Homes Realty 6077
 Patricia W. Downes - 21 Shoreline 3022
 - Leo Eyber Realty 3477
 - Leo Eyber Realty 3477
 -
 - Prairie Shore Properties 3145
 - Capital Realty 3066
 Dennis Maakestad - 21 Elsner Realty 6244
 - Coldwell Banker 3940
 Milka Latinovich - Koenig & Strey 3780
 -
 - Prudential Preferred Property

Peter Simatos from Re/Max Countryside 3571 to RE/MAX of Barrington 6018
 Irene Ishoo from Coldwell Banker 3310 to Baird
 Erin Kosirovski from ERA Countrywood 6019 to Coldwell Banker 6022

DROPPED MEMBERSHIP

Kathleen Malooly - Prairie Shore Properties 3145
 John A. Cimaroli - Relocation Specialists 4965
 Tim Braley - Coldwell Banker 6022
 Kathy Burton - Coldwell Banker 3640
 Darlene Sowell - Gaskin, Realtors 3045
 Leonard Livits - The Preferred Realty Group 3241
 Jennifer Noone - Coldwell Banker 3910
 Jayne Luzar - Starck & Company 6017
 Deb Durbin - Coldwell Banker 3980
 Barry L. Seldin - Koenig & Strey 4110
 Cynthia C. Dixon - Berkson & Sons 3010
 Martha Huhta - Koenig & Strey 3770

Wilfredo Tamondong - Bonaventures Realty

- Coldwell Banker M & M 3424
 an - George W. Biederman,
 - Coldwell Banker M & M 3424

George W. Biederman, REALTOR -



Charlene (Penny) Erker -
 Baird & Warner 6026

405

TRANSFERS

Kim R. Kelley from Coldwell Banker 3483 to Baird
 Patricia Joseph from RE/MAX Villager 4997 to

Happy Birthday, Members! August 2000



1 Sharon Nieminski Jerry Gutnayer Irma Aug James Comerford Sylvia Kelson Barbara Gould Ken Corchin Stella Udell Richard Keefe John Harris	2 Becky Schuttler Jan Churchwell John Park Viktoria Sokolov Karen Paden Faina Firfer	3 Eileen Campbell Brenda Flasch Savi Ramrakhiani Pery Leininger Joe Hagee	4 Maria Hae Sun Kim Susie Schechtman Krupavaram Pudi Julie McWilliams Alan R Sex	5 Terry Herriges	6 Heather Drennan Dede Banks Jane Dzedzic Nancy Keogh Michael Martin	7 Robert Gray Helen Sherman Michele Gaussein Niki Pappas Stephen Kochis	8 Peg O'Connell Julian Dell Richard Gribble Allen Fairbanks Lynn Knupp Barbara Terrell Carolyn Dapier Charles Doyle Carol Berkson Natalie Rosenberg	9 Mary Anne Calvello Gloria Skolnick Nona Lisitza Mary Liebrock Charles Barenbrugge	10 Kara Smith Jeannine Viti Karen Dickey George Olson John Alfini K Fareeduddin Melinda Nedean Shea Valerie Whiteside Marie Queenan	11 Edythe Klein Ruth Veit Diane See Judith Draska Ginny Jensen Karen Cunniff-Lozaro Jefferson Collins David Lehman Young Ton Kang	12 Robert Ramirez Jr. Jerri Kazlo Nancy	13 Pradeep Shukla Scott Waxman Shannon Leslin-Wyszynski Jim Fitzgerald Kara Watts Blair Thrush Lele Sheila Kula	14 Albert Belmonte Randall Errington Rudy Hoskot	15 Ronald S. Johnson Susan Scheuer Carol Gruner Manny Moya Kyung Kim	16 Leo Birov Michael Brunner John Gillard Eleanor Dowling Laura Goldenberg Isabel Pangilinan	17 Ellen Frances Caplin Sharon Ponton	18 Annelie Liedtke Bryan Sullivan Vikki Coleman Wolin Janice McCall Louise Eichelberger Pamela Laukkanen	19 Ned Leuchtner Lenora Knudson Cookie Levy Alan Wojtkiewicz Don Martorelli Lynda Frillman	20 Jacqueline Sondell Vivien McKune Robert Barnard Susan Schreiber Robert Packer Liz Van Horn Betty Collias Anne Brahin Eleanor Hall	21 Timothy Frain Adrienne Aaronson Deborah Anne Fischer Vicki Lidstrom	22 Edward R James Rose Bilger Anthony D'Costa Norman Lieber Bayley Milton Sally Goodman Guy Merker Lynn Silverman Arlene Sunkel	23 JoAnn Snell Esther Finne Bernie Park	24 Shula Elbaz-Cohen Elke McDonough	25 Bill LaMack Jean Manos Linda Barbera-Stein Michelle Dalstrom Linda Lincoln James D Meyers M.J. Black Peggy Budwig McMillan	26 Honore Frumentino Nancy Riley Gloria Matlin Jenny Thramann Alla Tamarkina Alice Kharon Janice Harfield Katherine Buckley Sonia Masur	27 Frank Lund Patrick Krohn Ann Bickmore Connie Fuller Igor Gerenrot	28 Hilde Wheeler Carter Alice E. Conner	29 Eric Y. Chang Ann Neff Barbara Aubel Adele O'Brien Bensinger Lynn B Kosner Hak In Jin Jeanne Stogin	30 Elizabeth Rummel Elaine Tremko Michael Melikhov Victor Ostrovsky Nancy Bach Joyce King James B Crowe Irving Weinberger	31 Shelley Arvai Coral Ackerman Murlyn McDowell Kathryn Barkulis Susan K. Cho Dawn McAnaney Andrew Ressler Teresa Kingsmill Dianne Cotsirilos Frank Nash Martin A. Uthe Alexandra Korompilas
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EVENTS & EDUCATION

July



7/06/00	Commercial/Investment Forum	9am-11am
7/0600	Emailing w/ PC Access	1:30pm-4pm
7/11/00	Jump Start	8:30am-11:45am
7/11/00	Jump Start Plus	1pm-1:50pm
7/12/00	Membership Meeting (Barrington Association office)	9am
7/12/00	FH300 Fair Housing (3 mandatory CE credit hours)	9am-noon
7/12/00	Jump Start: Intro to Compass	1:30pm
7/13/00	WCR Meeting	4:30pm-6:30pm
7/14/00	Intro to www.mlsni.net (Free of charge; NOT hands-on)	9am-10:30am
7/18/00	Palm Reading: Downloading MLS... (Free of charge)	1pm
7/20/00	Computer Club	9am-11am
7/21/00	MLSNI Computer Training (Call 630-955-0011 for registration)	8am-5pm
7/25/00	Flyer Creation w/ PC Access	1:30pm-4pm
7/27/00	Lost on the Internet ? (Presented by Northshore Inforamp. See inside for details)	1pm



ALL SESSIONS HELD IN NORTHBROOK UNLESS OTHERWISE IND
PRE-REGISTRATION REQUIRED FOR ALL COURSEWORK. CALL AMANDA AT NSBAR (847) 480-

Program booklets containing information on the upcoming schedule for salesperson renewal classes will be out later in July.



Course I Home Study now available for purchase through the IAR REALTOR® Store!

Call (800) 529-2696

OR

Take the Course I Equivalency Program!

Call (800) 252-2910

or visit

illinoisrealtor.org

GRI