

June 2003

Meet Jan Schakowsky June 16	1
Brown Bag Lunch June 4	
Your Association in Action	
It's the Rule	2
Direct Contact	
Mediation Training	
Education Update	4
Ethics Class at Sun City on June 6	
Skokie Provides Free Info to Agents	
Court Award to Buyer's Rep	
Our Students Tell Us . . .	
May 5 Jump Start	
ABR Class Update	
REALTOR®News	5
Realtor.com Tops Sites	
WCR Lunch / Speaker	
Chicago Botanic Garden	
Seniors Real Estate Specialist	
Guest Column	6
Stop Wasting Your Ad Dollars	
More REALTOR® News	7
Historic Preservation	
New Book on Having Better Life	
Illinois Housing Prices	
Help for Down Payments	
Parisian Salon Concerts	
Weigel Wins Drawing	
Welcome New Members	8
New Members	
More New Members	9
New Members	
Appraisers in NSBAR	
More Member News	10
New Offices/Affiliates/Transfers	
Reinstatements/Terminations	
Steve's Street	13
MLS Announcements	
Tech Tips from Matt Ferrara	
Free Publisher Demo CDs	
Shred Files Before Donating	
June Birthdays/Meetings	14
Education/Event Update	15
REALTOR® News	16
National Homeownership Month	

Meet Jan Schakowsky  
June 16 in Northbrook

Congresswoman Jan Schakowsky will come to NSBAR's Robert McGuire Education Center in Northbrook on June 16 from **8:30 to 10AM**, for an open forum to discuss issues affecting the North Shore, including affordable housing, diversity, tax credits, and so on. This is your chance to voice your concerns to Representative Schakowsky. Bring a friend and show your support for REALTOR®-friendly initiatives. There is no charge for this special event, but reservations are requested to Adrienne at 847-480-7177. Coffee and doughnuts will be served.

Brown Bag Lunch June 4

The next Brown Bag Lunch will be **June 4, 1-2:30 PM**. NSBAR past president and featured speaker Marilyn Glazer will discuss professional standards. All members are invited to this free presentation, which will take the mystery out of the complaint and hearing process. Bring your own lunch, and NSBAR will provide coffee, tea and soft drinks. Reservations should be made by calling Adrienne at 847-480-7177.

Your Association in Action

*Enjoying the new open configuration of the Northbrook office reception area are NSBAR staffers (standing) Jin Li, Adrienne Bairston, COO Terry Penza, Rachel Struchen, Steve Volkodav and (seated) Martha Williams and Mike Gazdzik, joined by Alice Roth and Kim Davis via computer from Barrington.*



North Shore - Barrington  
Association of REALTORS®



NSBAR Recognizes . . .

Donald Marcus, Kathleen McCluskey and Teri Pytel have earned the ABR (Accredited Buyer Representative) designation. Honorees of the IAR President's Club are Galina Iklov and Audrey Y. Warshaw (Garnet Award); Katy Elliott (Gold); and Maria DeKelaila (Platinum). Congratulations to all!

# It's the Rule Chief Operating Officer Terese (Terry) Penza, CAE, RCE, e-PRO

## Case #16-18: Assumed Consent for Direct Contact

REALTOR® A, who held an exclusive listing of Client B's property, invited REALTOR® C to cooperate with him. Shortly afterward, REALTOR® C received an offer to purchase the property and took the offer to REALTOR® A. REALTOR® A took REALTOR® C with him to present the offer to Client B, and negotiations for the sale were started. The next day, REALTOR® C called on Client B alone, recommended that he accept the offer, which was at less than the listed price. Client B agreed to accept the offer. The contract was signed and the sale was made.

These facts were detailed in a complaint by REALTOR® A to the Board of REALTORS® charging REALTOR® C with unethical conduct in violation of Article 16, having made his second contact with the client without his, REALTOR® A's, consent.

At the subsequent hearing, REALTOR® C defended his actions on the basis that since he had been invited to cooperate with REALTOR® A, and particularly since REALTOR® A had invited him to be present when his offer was presented to the seller, REALTOR® C had assumed that he had REALTOR® A's consent for subsequent direct contacts with Client B. REALTOR® C stated further that he had a good reason for going alone because in his first visit to the client, REALTOR® A had undertaken to present his, REALTOR® C's, offer without fully understanding it and had made an inept presentation. Questioning by members of the Hearing Panel revealed that there had been some important considerations that REALTOR® A had not understood or explained to the client.

The conclusion of the panel was that the consent of the listing broker required by Article 16, as interpreted by Standard of Practice 16-13, cannot be assumed, but must be expressed; and that REALTOR® C had violated Article 16 by negotiating directly with REALTOR® A's client without REALTOR® A's consent.

Please note: This is also true of lockboxes and showings. Just because you were invited to show a property once does not mean you can do so again without first seeking permission for subsequent showings.

The Illinois Real Estate License Act also addresses the issue of contact with another agent's client by making the following subject to discipline:

*Article 20, Section 20-15 (h):* When the licensee in performing, attempting to perform, or pretending to

perform any act as a broker, salesperson, or leasing agent or when the licensee in handling his or her own property, whether held by deed, option, or otherwise, is found guilty of . . .

(24) Negotiating a sale, exchange, or lease of real estate directly with any person if the licensee knows that the person has a written exclusive brokerage agreement with another broker, unless specifically authorized by that broker.

(25) When a licensee is also an attorney, acting as the attorney for either the buyer or the seller in the same transaction in which the licensee is acting or has acted as a broker or salesperson.

This prohibition is repeated in the section on written agreements:

*Section 1450.205 (c):* A licensee is prohibited from interfering with the agency relationship of another licensee or attempting to induce a client to break a listing or an exclusive representation agreement with another licensee for the purpose of replacing that agreement with a new listing or representation agreement in order to obtain a referral fee. For purposes of this Section, an agency relationship shall be deemed to exist when a written, exclusive agency agreement (either a listing or buyer representation agreement) is entered into. Interfering with the agency relationship of another licensee includes, but is not limited to:

- (1) demanding a referral fee from another licensee without reasonable cause;
- (2) threatening to take harmful action against the client of another licensee because of their existing agency relationship and in order to obtain a referral fee; or
- (3) counseling the client of another licensee on how to terminate or amend an existing agency contract in order to obtain a referral fee.

## Mediation Training

Are you interested in being trained as a mediation officer? Members trained as mediation officers will be placed on the Professional Standards Committee to mediate ethics and arbitration cases. If interested, contact [terry@nsbar.org](mailto:terry@nsbar.org)

## Awards Nominations Sought

NSBAR's Awards Task Force needs nominations for this year's Realtor®, Rookie, and Affiliate of the Year, Industry Achievement, and Distinguished Member for Community Service awards. Nomination form is on page 12. Deadline for submission of nominations is July 15, 2003.



# Here's our story.

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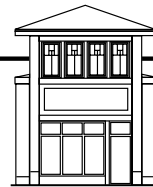


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# Education

Education Director Martha R. Williams, e-PRO

## Ethics Class at Sun City on June 6

Terry Penza will teach "May the Code Be with You," at the Prairie Lodge of Sun City Huntley, located on Route 47 one mile north of Interstate 90. The class, 9 AM - 12PM, provides three elective hours of continuing education, and also fulfills the NAR ethics requirement. Refreshments will be provided and a model home tour will follow the class. Call 847-480-7177 for reservations. Cost is \$39 per person.

## Skokie Provides Free Info to Agents

On **Tuesday, June 17**, at **1PM**, the Village of Skokie will host a meeting at the Skokie Chamber of Commerce, 5002 Oakton St, Skokie, to introduce a new marketing brochure available at no cost to real estate professionals for distribution to prospective Skokie residents. The brochure, available while supplies last, highlights Skokie schools, recreation opportunities, municipal services, cultural programs and more. Call Skokie Marketing Director Ann Tennes at 847-933-8234 for more info.

## Court Award to Buyer's Rep

A Louisiana appellate court ruled in favor of a buyer's representative who sought a commission split from a listing broker. The buyer had previously negotiated for the same property with the listing broker without representation. The court found evidence that the transaction would not have gone forward without the buyer's representative's involvement. More on the case is at *The Letter of the Law*, NAR's online legal newsletter, [www.realtor.org/letterlw.nsf/pages/0403orleans](http://www.realtor.org/letterlw.nsf/pages/0403orleans). Interested in earning your ABR (Accredited Buyer's Representative) designation? Check the classes listed in the box at the bottom of this page.

## Our Students Tell Us . . .

**Jump Start** with Martha Williams, Marsha Schwartz and Steve Volkodav on May 5: "Martha does a nice job. Very comfortable and informative! Thanks."

"Thanks so much for this class—everyone was soooo cooperative and helpful. It was a great experience."

## May 5 Jump Start

Fifty new members attended the **May 5 Jump Start Orientation**. Education Director Martha Williams conducted the introduction to the Code of Ethics. "Meet the Pro" speaker was Marsha Schwartz and lunch sponsor was Ed Miehle of HomeTeam Inspection Service. Information Systems Director Steve Volkodav conducted the MLS training.



Forty of the new members completed a survey, indicating that four are in the 20-30 age bracket, 12 are 31-40, 17 are 41-50, five are 51-60, and one is 61-70; one declined to answer. Twenty-three were born in the U.S., two were born in South Korea, five were born in Ukraine, five were born in Russia, and others were born in India, Jamaica, the Philippines and Poland. In addition to English, they speak Tagalog, Polish, Malayalam, Hindi, Russian, Ukrainian, Hebrew, Korean, Italian, Spanish, and French. They are very well educated; three have a Ph.D.

They have previously worked as a pilot, manager, sales manager, foundation director, financial planner, software tester, programmer, screenwriter, stand-up comedian, director of a technology center, scientist, CPA, dental assistant, security officer, administrator, teacher of English as a second language, builder, nurse, antiques business owner, floor trader at the Chicago Board of Trade, model, actress, interior designer, media buyer for an ad agency, computer consultant, French and Spanish teacher, and in financial services, retail management, corporate relocation, travel, construction, public relations, animation production, and the automotive industry. They would like NSBAR to provide opportunities for networking, one-on-one mentoring, educational programs and sales training, as well as easy flow of information via e-mail and the website.

We'll do our best to insure the North Shore - Barrington Association of REALTORS® lives up to your expectations.

## ABR Class Update

The next two-day **ABR Class** will be taught by Lynn Madison on **June 12 and 13**. Registration fee for the class, which will be held from **8:30 AM to 5 PM**, is \$250 by **June 6**, and \$275 after that.

Lynn Madison will teach the one-day ABR elective, **Successful Relocation Representation**, on **August 22**. Cost is \$135 by **August 15**, and \$150 after that.

Register on-line for any class at [www.nsbar.org](http://www.nsbar.org) or call Adrienne Bairstow at 847-480-7177.

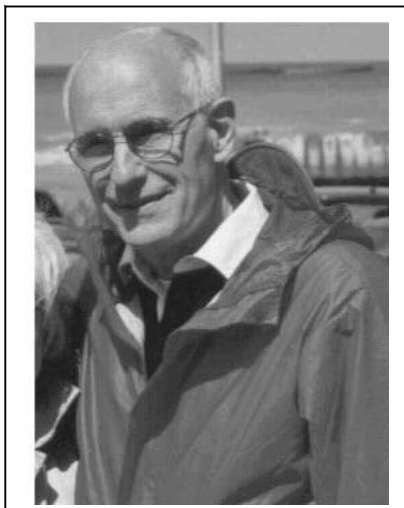
## Realtor.com Tops Sites

Nielsen/NetRatings, which does Internet audience measurements, has reported that more than 12 million Internet users—nearly 10 percent of the online active population—accessed real estate and rental sites in March to facilitate the home buying and apartment renting process. Most popular sites and number of visitors were:

Realtor.com	4.6 million
HomeStore	3.6 million
HomeGain	1.2 million
Yahoo! Real Estate	1.1 million
Century 21	979,000
RE/MAX	767,000
Coldwell Banker	730,000
Apartments.com	688,000
Rent.com	567,000
ZipRealty	469,000

## WCR Lunch/Speaker

The Women's Council of REALTORS® will meet **June 12** at Exmoor Country Club, 700 Vine Ave, Highland Park.. Networking starts at 11:30 AM; lunch is at noon. A special program on "Architecture of the North Shore: What Style Is It, Anyhow?" will feature Henry H. Kuehn (pictured below), past president and life trustee of the Chicago Architecture Foundation. Enjoy a slide show highlighting the evolution of residential development on the North Shore over the last 100 years. For lunch reservations at \$25 member/\$30 guest, contact Pat Ortseifen, [patricia@ortseifen.com](mailto:patricia@ortseifen.com) or 847-940-2753, no later than **June 6**.



## NSBAR Member Benefit: Chicago Botanic Garden

Need the perfect closing gift for a client just arriving to the area? Empty nesters? Expanding families? Newlyweds or a newly single person? Consider a new NSBAR benefit, a Chicago Botanic Garden gift membership at a \$10 REALTOR® discount. Choose from four membership levels at specially reduced rates ranging from \$40 to \$100. A Chicago Botanic Garden membership is the gift that blooms year-round! The Garden, located at 1000 Lake Cook Road, Glencoe, is brimming with great ideas for landscaping a new house or designing a condo balcony. The Garden has natural beauty on 385 acres, 23 display gardens, exhibits, events, classes, health and fitness opportunities, shopping, dining, camps, family activities and more. Treat your client to a tranquil experience after months of hectic home searching and moving.

A gift membership entitles your client to free parking for one year, a quarterly membership magazine, a unique Garden gift, discounts at the Garden shops, member-only events, reduced rates on tickets, reciprocal privileges at over 100 gardens, discounts on classes and more depending on membership level. Ordering a gift membership from the CBG couldn't be easier:

- Fax the gift membership form available from NSBAR to 847-835-8923.
- Call Membership Customer Service at 847-835-8215 and you'll be assigned a personal account executive. Your account executive can take phone or fax orders any day of the year except Thanksgiving or Christmas.
- Visit the Membership Desk next time you are at the Garden and the staff will get your order ready while you take a peaceful walk.

You will receive an attractive package that you can present to your client (complete with gift bag, Garden gift, maps, membership magazine, course catalog and more) or the gift membership package can be sent directly to your client. Why not do something memorable for your client? By presenting a full year membership to a living museum, you will not only support a local non-profit institution, you will introduce your clients to one of the jewels of the North Shore.

## Antitrust Compliance Quiz

*Test your awareness of antitrust issues by analyzing this situation:*

Several REALTORS® from different firms chat during the lunch break at an ABR class. They agree that they will all charge buyers at least X amount as a minimum to cover expenses, but with no set maximum in order to avoid violating antitrust laws. Are they allowed to do this?

*The correct answer is on page 14.*

## Seniors Real Estate Specialist (SRES) Designation Class

6 Hours Elective C.E. Credit

**June 26 and 27  
8:30 AM - 5 PM**

Instructor: Terry Watson, CRS, CRB, CIPS, ABR, ABRM, GRI, SRES, CFS, e-PRO

Tuition fee is \$399, which includes membership in the Senior Advantage Real Estate Council.

To register, call Adrienne at 847-480-7177 or go to [www.nsbar.org](http://www.nsbar.org).

## Stop Wasting your Ad Dollars . . . The Secret Factor to Make Ads Work for You!

It's interesting to see how many expensive full-page real estate ads featuring homes and agents there are in any newspaper that fully miss the golden opportunity to really make the medium work to prospect for future business. Few ads are designed to engage the reader by offering additional information or services to maximize the marketing medium. By inserting a simple line of copy that offers an option for information, the effectiveness of the same ad would yield stronger response and leverage the effectiveness of the advertising dollars.

Major franchises spend thousands of dollars on full color pages featuring the photos of agents, their successes, and some self-promoting banners of volume. Occasionally the ad is sprinkled with a few select housing opportunities. The cost of these huge print media extravaganzas has continued to be expensive and remain difficult to track direct business. This traditional format probably will not end anytime soon; however, the effectiveness and profitability factors would SOAR if there was a way to capture the interest of a prospect, even if they weren't presently interested in buying or selling.

The main reason prospects use the ad is to get information about properties for sale. After accomplishing this first step, the next goal is to offer a way to engage, attract and interact with that prospect. This is done by offering a myriad of valuable ideas, guidelines and strategies that support the home buying and home selling process. You can design a much more effective ad by considering the following strategies.

Here are a few secrets on how to get more for your ad dollar.

**Offer a line of copy** that initiates a COMPELLING REASON to go to your website or to make the prospect call or contact you. Today's Internet Empowered Consumer is SEEKING information on THEIR OWN TERMS, and when they want it, to get truly valuable information specifically related to what they actually need at the moment

**Offer the information** in a safe environment. Use terms like Risk Free, No Obligation, No Hassle Reports Available.

**Make the information** EASY to get. Offer the information through electronic channels, like an Auto-Responder on the web or by traditional means using a fax, and as a final option, hard copies.

**Offer reports** on issues that deal with all phases of property ownership. Reports can include subjects like "The Five Top Ways to Improve Your Property" or "The Six Steps to Increasing Value Through Home Improvements." These reports should appeal to a spectrum of viewers, even if at that moment they are not in the immediate market to buy or sell, thus offering an opportunity to BUILD the value in the relationship prior to the actual need for professional real estate services.

**Follow up immediately** on any responses to offer additional services and information when applicable.

**Use electronic "drip-systems"** to supply the information they request, like updates on properties for sale, specific areas of investment, etc. Combine the electronic service delivery with regular personal phone calls to keep the prospect informed and serviced until they are ready to buy or sell.

By incorporating this special offering of unique information that virtually anyone would find interesting in your display advertising, you expand the capture power of a print ad, classified ad or other direct marketing piece. Companies will continue to utilize traditional marketing formats of both classified and display advertising to "please" customers and clients. By integrating the Web delivery system you help span the service gap between those individuals more comfortable using the Web and those that still default to a newspaper or magazine. The KEY is to extend your marketing power beyond a Sunday newspaper display ad with service options that present the prospect or viewer with more choices that suit their need for whatever level they are in regarding the decision making process.

If your goal is to advertise, be sure that you maximize your investment and provide multiple options at all levels of interest to initiate and serve customers early in the prospecting process.

*Terri Murphy, GRI, CRS, LTG, CREC, is CIO of U.S. Learning, Inc., and one of the industry's leading consultants on the integration of traditional marketing and communication with today's Web and Internet tools. Her latest book "E-Listing & E-Selling Secrets," published by Dearborn Publishing, offers insight on how agents and their companies can develop and practice standards of excellence in the sales and communication fields with new levels of consumer services. Her expertise is developing and growing customer relations to create a more profitable business model for Fortune 500 corporations and real estate companies nationwide. For more information, contact her at: [Terri@TerriMurphy.com](mailto:Terri@TerriMurphy.com) or 901-767-0000.*

# More REALTOR® News

## Historic Preservation

The Illinois Historic Preservation Agency has launched an Internet search database called the Historic Architecture and Archaeology Geographic Information System (HAARGIS). The system features data and scanned images for nearly 78,000 buildings, sites and historic districts in Illinois. For more info, go to [www.state.il.us/hpa/ps/haargishi.htm](http://www.state.il.us/hpa/ps/haargishi.htm). Source: IHPA

## Greenspan on Education

Federal Reserve Chairman Alan Greenspan stated at a conference recently that technology may be giving consumers greater access to financial services, but that doesn't mean consumers are informed enough to make wise financing decisions. Greenspan also stated that rising household debt and personal bankruptcy filings point up the need for better financial education for consumers. Source: *The Real Estate Executive Summary*, April 2003

## Home Inspection School Includes Mold

Inspection Training Associates, which has home inspector training schools in Illinois and four other states, has added the "MoldReport" testing procedures to its curriculum. Students will be trained in mold sampling methodologies and reporting. MoldReport is produced by American Home Laboratories Inc.

## Illinois Housing Prices

Median price of existing single-family homes in Illinois increased 6.9% in March, resulting in the highest March sales since reports were started in 1990.

## Help for Down Payments

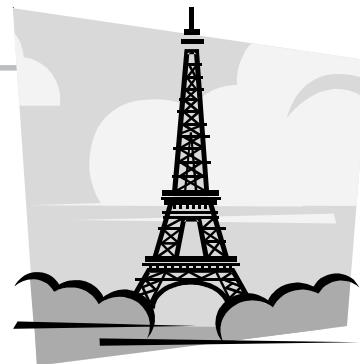
The Homeownership Coalition for People with Disabilities offers \$3,000 to \$5,000 for down-payment and closing-cost assistance to people with disabilities and their families through the Illinois Housing Development Authority and the Federal Home Loan Bank of Chicago. Assistance with access modifications is also available. For info, go to [www.seehouses.info/homeownershipcoalition/index.html](http://www.seehouses.info/homeownershipcoalition/index.html).

## New Book on Better Life

ERA broker Nelson Zide has published "How to Have a Successful Real Estate Business and Have a Real Life at the Same Time," with tips and techniques for agents who want to build both a career and a family life. Zide is a contributing editor to *The Real Estate Professional* magazine. He attributes his success to putting his personal life first. For more info or to purchase his book, e-mail [nelson@nelsonzide.com](mailto:nelson@nelsonzide.com)

## Articles Sought

*Illinois REALTOR®* magazine is looking for story ideas. What trends should be the focus of an article? Send your story ideas to [alondrigan@iar.org](mailto:alondrigan@iar.org).



## Parisian Salon Concerts

NSBAR members Jane and Didier LePauw have announced that, on Friday, **June 20**, at **7:30 PM**, the next in a series of free concerts will take place at Gorton Community Center, 400 East Illinois Rd, Lake Forest. June's all-gospel program will feature a choir, band and solo performers. Didier LePauw is Music Director for the concert series. All members and guests are invited to attend this increasingly popular series of concerts.

## Weigel Wins Drawing

Leslie Weigel, Baird & Warner, Lake Forest, has won a free C.E. class for responding to May's *REALTOR® News* survey on designations programs. Leslie has her GRI (Graduate, Realtor® Institute) and would like to earn her CRS (Certified Residential Specialist) or ABR (Accredited Buyer Representative). Why earn a designation? As she says, "Personally, I grow as a REALTOR®. Knowledge is always helpful, whether new or expanded." Congratulations, Leslie!

## Sales Associates Speak at Manager's Workshop

Four sales associates were featured at the May 8 Managers' Workshop, the last in the series that began on April 10. The New Agent Panel was comprised of (from left in photo): John Creighton, Baird & Warner; Dawn Miller, Coldwell Banker; Benjamin Salzberg, Koenig & Strey, Inc; and Jill S. Blabolil, Prairie Shore Properties. The agents discussed what they want from a manager.



#### 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
John Ancona	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](http://www.nsbar.org)

#### President/Chief Operating Officer

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

**Jong Hyun An**, Best Choice Real Estate, Inc., 1216 E Central Road, Ste 100, Arlington Heights

**Robert E Appel**, Coldwell Banker, 1420 Waukegan Road, Glenview

**Joy Axelson**, Axelson Realty LLC, 2040 Illinois Rd Northbrook

**Mary Ayaleanos**, Koenig & Strey, Inc, 1009 Waukegan Rd, Glenview

**John Banghart**, Koenig & Strey, Inc, 819 Waukegan Rd, Northbrook

**Marina Bekker**, Prime Realty Group, Inc, 9351 Milwaukee Ave, Niles

**Bryan Benson**, Benson Appraisals, 19 Spring St #103, Cary

**Steve Bouschard**, Century 21 American Northwest, 500 W. Main Street, Lake Zurich

**Nancy M. Bruner**, Coldwell Banker, 1420 Waukegan Road, Glenview

**Jim Carey**, Prudential Preferred Property, 1890 First St, Highland Park

**Cathleen Cascia**, Coldwell Banker, 1420 Waukegan Rd, Glenview

**Bram Chill**, Coldwell Banker, 2929 Central Street, Evanston

**Ayzik Churilov**, RE/MAX United, 81-B S Milwaukee, Wheeling

**Yefim Dain**, Leo Eyber Realty, 5301 W Dempster St - 210, Skokie

**Marius Dan**, RE/MAX Alliance, 3321 Dempster, Skokie

**Richard E Darrell**, Century 21 Marino, Inc, 5800 Dempster St, Morton Grove

**Katrina De Los Reyes**, Baird & Warner, 2926 Central St, Evanston

**Sunnie Donas**, Village Square GMAC Real Est, 455 W Northwest Highway, Barrington

**Alison L Donatucci**, Coldwell Banker, 303 E. Main St. #101, Barrington

**Kimberly A Donohoe**, Koenig & Strey, Inc, 600 N Western Ave, Lake Forest

Karen Elliott, Coldwell Banker, 2929 Central St, Evanston

**Tammy Escobar**, Keller Williams Success Realty, 301 W Main, Barrington

**Cindy L Fine**, Coldwell Banker, 1420 Waukegan Road, Glenview

**Augustino Fontanetta**, Chambers Cross & Associates, 567 Lincoln Ave, Winnetka

**Adam S Fox**, Prudential Preferred Property, 1890 First St, Highland Park

**Krista Frauenholtz**, Krista Frauenholtz, 26 W Penny Road, Barrington

**Nan Gagliano**, ERA Countrywood Realty, Inc, 39 S Barrington Rd, Barrington

**Ray Gallo**, Coldwell Banker, 2929 Central St, Evanston

**Gerald Garbis**, Coldwell Banker, 1508 Sherman Ave, Evanston

**Beth Groebe**, Koenig & Strey, Inc., 538 Chestnut St, Winnetka

**Debra Hatchett**, Koenig & Strey, Inc, 1009 Waukegan Rd, Glenview

**Clarence C Hovorka**, Starck & Company, REALTORS, 222 E Main St, Barrington

**Marina Jacobson**, Koenig & Strey, Inc, 1009 Waukegan Rd, Glenview

**Walter A Jensen**, Starck & Company, Realtors®, 222 E Main St, Barrington

**Missy Jerfita**, Koenig & Strey, Inc, 1009 Waukegan Rd, Glenview

**Saju Johnson**, Baird & Warner, 1900 Waukegan Rd, Glenview

**Michael P. Kampmeyer**, Coldwell Banker, 1420 Waukegan Rd, Glenview

**Asma N Khan**, G & A Realty Inc, 2847 Pflugsten, Glenview

**Semi Kim**, Coldwell Banker, 1330 Shermer Road, Northbrook

**Soo Han Kim**, Best Choice Real Estate, Inc., 1216 E Central Road, Ste 100, Arlington Heights

**Janet Kohl**, Prudential Preferred Property, 1600 Orrington, Evanston

**Michael Koyfman**, Venture Properties, Ltd, 8833 Gross Point Rd - 204, Skokie

**Rosemary Kropp**, Coldwell Banker, 1420 Waukegan Rd, Glenview

**Maarit Kulmakorpi**, Coldwell Banker, 1420 Waukegan Rd, Glenview

**Michael LaCassa**, Koenig & Strey, Inc, 800 Waukegan Road, Deerfield

**Dennis H Lee**, Lincoln Realty, Inc, 7350 N Lincoln Ave, Lincolnwood

**Felica Looper**, Keller Williams Success Realty, 301 W Main, Barrington

# More New Members

**Patricia Maggiore**, Appraiser, Gerald Cote & Associates, 17 E Palatine Road, Palatine

**Sharlayne Maloney**, Keller Williams Success Realty, 301 W Main, Barrington

**Donna Mancuso**, Koenig & Strey, Inc., 825 S Waukegan Rd, Lake Forest

**Jennifer Manning**, Coldwell Banker, 1420 Waukegan Rd, Glenview

**Larisa Maryasin**, MarketMax Realty, Inc., 1255 W Dundee Rd, Buffalo Grove

**Melodie Ferris McDonald**, Renaissance Realty Partners, 225 E Deerpath, Ste 132, Lake Forest

**Martha P McMahan**, Jean Wright Real Estate, 559 Chestnut St, Winnetka

**Susan Foley McMonagle**, Koenig & Strey, Inc., 2528 Green Bay Rd, Evanston

**Teresa Nemecek**, Coldwell Banker, 1420 Waukegan Rd, Glenview

**Vera Piletich**, REA Realty, 9410 Waukegan Rd, Morton Grove

**Paulette Pelletier**, Century 21 Care Real Estate, 141A S Northwest Hwy, Barrington

**Gale Peterson**, Keller Williams Success Realty, 301 W Main, Barrington

**Yuriy Prigorskiy**, RE/MAX United, 81-B S Milwaukee, Wheeling

**Shagufta Raja**, Coldwell Banker, 1420 Waukegan Rd, Glenview

**Bonnie Rapier**, ERA Countrywood Realty, Inc, 39 S Barrington Rd, Barrington

**Deborah Reeves**, Koenig & Strey, Inc, 601 Green Bay Rd, Wilmette

**Kathryn M Roesner**, Baird & Warner, 754 W. Northwest Hwy., Barrington

**Karen Ruchim**, Jasco Realty, Inc, 3000 Dundee Rd Ste 310, Northbrook

**Karen G Schmid**, Renaissance Realty Partners, 225 E Deerpath Ste 132, Lake Forest

**Kelly Schneider**, Coldwell Banker, 740 Waukegan, Deerfield

**Doris Schyman**, Koenig & Strey, Inc, 819 Waukegan Rd, Northbrook

**Daverille Sher**, Baird & Warner, 2926 Central St, Evanston

**Iryna Shkrobach**, Capital Realty, Inc, 1766 Hintz Rd, Wheeling

**Ilya Shulman**, Veracity Realty, 8707 Skokie Blvd #304, Skokie

**Jason Siegal**, Stuart Adler & Assoc, 1433 Kenilworth Ave, Glenview

**Sasa Sinanagic**, RE/MAX United, 81-B S Milwaukee, Wheeling

**Amy M Smith**, Coldwell Banker, 2929 Central St, Evanston

**Diana Y Sokolova**, Prime Realty Group, Inc, 9351 Milwaukee Ave, Niles

**George Spelson**, ERA Countrywood Realty, Inc, 39 S Barrington Rd, Barrington

**Ryan Starr**, Baird & Warner, 2926 Central St, Evanston

**Anthony Stavros**, Anthony Stavros, 227 Church Rd, Winnetka

**Lillian C Suh**, Stone Realty Inc., 9216 Waukegan Road, Morton Grove

**Lioudmila Tchelak**, Capital Realty, Inc, 1766 Hintz Road, Wheeling

**Vladimir Ulyanov**, Prime Realty Group, Inc, 9351 Milwaukee Ave, Niles

**Maria Louisa L Valle**, Coldwell Banker M&M, 4632 Church St, Skokie

**Fernando A Vega**, RE/MAX Unlimited Northwest, 1 First Bank Plaza - Suite 103, Lake Zurich

**Alice M Veldhuizen**, Century 21 Care Real Estate, 141A S Northwest Hwy, Barrington

**Jeannine Warczynski**, FNIS-MI Value, 3315 Algonquin Rd, Ste 210, Rolling Meadows

**Richard Watts**, MarketMax Realty, Inc., 1255 W Dundee Rd, Buffalo Grove

**Kristine Westbury**, Koenig & Strey, Inc, 600 N Western Ave, Lake Forest

**Chuck Wolgarth**, RE/MAX of Barrington, 306 W Northwest Hwy, Barrington

**Jacob F Zaretsky**, G & A Realty Inc, 2847 Pfungsten, Glenview

**Tamara Zoubtchonok**, G & A Realty Inc, 2847 Pfungsten, Glenview

## Appraisers in NSBAR

Did you know that 74 appraisers are members of NSBAR? Forty-four are designated REALTORS®, 13 are REALTORS®, 14 are affiliate members, and two others have no member type listed.

All of these appraiser affiliates can be found in the NSBAR Membership Directory. Go to the Members Only page at [www.nsbarg.org](http://www.nsbarg.org). You don't even need to enter your ID and password to access the entire membership list.

## MEMBER BENEFIT REFERENCE INDEX

### Health Insurance

National Association of Self-Employed.

Ron Shapero 312-337-7133

Castle Group 559-8100

NAR [www.narhealth.com](http://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

847-434-1090

### 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.nsbarg.org](http://www.nsbarg.org)

# More Member News

## New Offices

**Krista Frauenholtz**,

26 W Penny Rd, Barrington

**Eleanor Missirlian Realty**,

993 Lawler Ste 309, Skokie

**Plaza Realty, Inc**, 8482 W Golf

Rd #144, Niles, IL 60714

**Anthony Stavros**,

227 Church Rd, Winnetka

## New Affiliate

**Vicky Chee**, Certified Residential

Inspections, Inc, 1440 N Dayton,

Ste 300, Chicago

## Office Changes

Office of Sung J. Song is now

**IT Realty, Inc**, 832 E Rand Rd

#22, Mount Prospect

**Jory Rozner** is now the broker of

a new office: propertyDival, Inc,

2093 Rand Road, Des Plaines

## Transfers

**Jackline Y Chang**, from Lincoln

Realty, Inc, 7350 N Lincoln Ave,

Lincolnwood to RE/MAX United,

81-B S Milwaukee, Wheeling

**Lisa Davis**, from Coldwell Banker,

1893 Sheridan Rd, Highland Park to

Baird & Warner, 1920 Sheridan Rd,

Highland Park

**Anne Donnelly**, from Lakeshore

Partners, 2006 Central St, Evanston

to Prudential Preferred Property,

1600 Orrington, Evanston

**Diane A Geissler**, from RE/MAX

Showcase Group, 810 S Waukegan

Rd, Lake Forest to Koenig & Strey,

Inc, 825 S Waukegan Rd, Lake

Forest

**Jong Gab Kim**, from Realty One,

Inc, 9231 Waukegan Rd, Morton

Grove to MC Realty Group, Inc,

950 N Milwaukee Ave Ste 208,

Glenview

**Gene Polyakov**, from New

Century Realty Inc, 1921 Lake Ave

Ste D, Wilmette to Prime Realty

Group, Inc, 9351 Milwaukee Ave,

Niles

## Reinstatements

**Heidi Collins**, Coldwell Banker,

586 Lincoln Ave, Winnetka

**Elyse A Fisher**, G & A Realty Inc,

2847 Pfingsten, Glenview

**James D Friel**, Prudential Preferred

Property, 1890 First St, Highland Park

**Sarah Anne Gaiser**, Koenig & Strey

Inc, 819 Waukegan Rd, Northbrook

**Jane Weeden Hall**, Prudential

Preferred Property, 850 Green Bay Rd,

Winnetka

**Charlotte May**, Otis Company,

1450 E American Lane #1250,

Schaumburg

**Robert Nelson**, Coldwell Banker,

1508 Sherman Ave, Evanston

**Ramesh Patel**, Jay C Realty, Inc,

4652 Oakton, Skokie

**Malgorzata Pytel**, RE/MAX United,

81-B S Milwaukee, Wheeling

**Cornelia Sawle**, Renaissance Realty

Partners, 225 E Deerpath Ste 132,

Lake Forest

**Sheila Simkin**, Baird & Warner,

1920 Sheridan Rd, Highland Park

**Todd P. Smith**, RW Real Estate

Services, 110 E Schiller St, Ste 306,

Elmhurst

**Dmitry Valbe**, New Century Realty

Inc, 1921 Lake Ave Ste D, Wilmette

**Eva Voulgaris**, RE/MAX

Countryside, 1616 W Algonquin,

Hoffman Estates

## Reinstated Affiliate

**Barbara Modlin**, Chase Manhattan of

Illinois, 191 Waukegan Rd Ste 110,

Northfield

## Terminations

**Irina Bashko, Ekaterina Popow**,

RE/MAX United, 81-B S Milwaukee,

Wheeling

**Mary Ellen Conboy**, Coldwell

Banker, 280 Deerpath, Lake Forest

**Greta Braude Heiman**, Coldwell

Banker, 552 Lincoln Ave., Winnetka

**Karen Isaly, Steve Rice**, Baird &

Warner, 207 E Westminster Rd, Lake

Forest

**Ann von Kreuter**, Coldwell Banker,

640 Vernon Ave, Glencoe

**Danny Lee**, Koenig & Strey, Inc,

819 Waukegan Rd, Northbrook

**Summer LoDuca, Dean Pappas**,

Coldwell Banker, 350 Linden, Wilmette

**Patricia McGuire**, Koenig & Strey,

Inc, 825 S Waukegan Rd, Lake Forest

**Ann Neff**, Coldwell Banker,

1420 Waukegan Road, Glenview

**Camille O'Connor**, Coldwell Banker,

586 Lincoln Ave, Winnetka

**Barbara Romine**, Keller Williams

Success Realty, 301 W Main, Barrington

**Martha T. Schriver**, Coldwell Banker,

640 Vernon Ave, Glencoe

**Susan Sylvester**, Baird & Warner,

754 W Northwest Hwy., Barrington

## EPA Lead-Based Paint Disclosure Audit Alert

The Illinois Association of REALTORS® has received more reports of EPA audits for Lead-Based Paint Disclosure Forms. According to one source, the auditors call to give notice of a voluntary audit to be performed at some future time.

When the auditors arrive, the broker is asked to sign a consent form of some type, after which the auditors randomly select files from the past three years. They appear to be checking that the buyers named on the form match the buyers in the transaction, and that all applicable blanks and check-boxes are completed.

Auditors also are concerned whether buyers are aware of their right to a ten-day opportunity for inspection and if a buyer waives this right, that the appropriate box is checked. One source indicated that the audit takes about two and a half hours and that the audited office should be informed of the outcome of the audit by letter within approximately one year. *Source: LAR Legal Hotline, 4/24/03*

## Award Nomination Form

### General Information for All Awards

All REALTOR® members - owners, managers and salespeople—including Association officers, directors and past award recipients—are eligible for these awards and may be nominated by any member of the Association or self.

Nominations will be made by submission of candidates names to the Awards Task Force. The Task Force will formulate the nominee's Association activities and may request additional information from the contact person and/or other members.

The factors which will be considered in the selection process for REALTOR® of the Year appear below. Factors to be considered for other awards are on the reverse of this page.

### REALTOR® of the Year Award Qualifications

#### ***Local Association Activity***

Committee work (including chairing a committee or task force), serving on Board of Directors, meeting attendance, seminar and educational achievements, or any local Association sponsored activity

#### ***Professional Ethics and Practice***

Faithfulness to principles of organized real estate, laws and regulations of the Association, and NAR Code of Ethics; made efforts to encourage good real estate practice among other real estate brokers

#### ***State Association Activity***

Committee assignments held or special assignments completed, attendance at state convention, quarterly meetings, legislative assemblies, seminars, visits to other Associations, institutes and any state-sponsored activity

#### ***Other REALTOR® Activities***

NAR committee assignments, NAR conven

#### ***Education and Designations***

Educational achievements and designations of importance in the real estate profession

#### ***Business Accomplishments/Achievements and Contributions***

Can include individual selling success (President's Club, for example), but is more than simply the number of dollars earned—the public recognition gained from the manner in which he/she conducts business, outstanding advertising programs, general reputation for professional competence, and so on

#### ***Civic Activity***

Local, state and national participation in civic and service clubs, charitable activities, political action, fraternal or religious groups

**Note:** The REALTOR® of the Year criteria may be composed of activities from not only the past year, but from previous years as well.

### Award Nomination Form

#### Affiliate of the Year Award Qualifications

- ◆ Affiliate Enthusiasm
- ◆ NSBAR Activities/Committee Involvement
- ◆ Civic Activities
- ◆ Business Accomplishments
- ◆ Other Activities

#### Rookie of the Year Award Qualifications

- ◆ REALTOR® member for two years or less
- ◆ Shows sincere interest/enthusiasm in real estate profession
- ◆ Sales production of \$1 million or more in a 12-month period (does not have to be within a calendar year)
- ◆ Nominated by DR/Manager

#### Industry Achievement Award Qualifications

- ◆ Recognized as having made outstanding contributions to the Northern Illinois real estate industry and the promotion of private property rights
- ◆ Has been instrumental in the advancement of real estate through such efforts as residential and/or commercial development
- ◆ Served as a role model for other real estate professionals

#### Distinguished Member for Community Service Qualifications

- ◆ Is in good standing with NSBAR, the Illinois Association of REALTORS® and the National Association of REALTORS®
- ◆ Holds an active real estate license and is active in the real estate industry
- ◆ Recognized as a local leader whose performance of service and involvement in community activities is extraordinary

Name of Nominee: \_\_\_\_\_

Company: \_\_\_\_\_

Brief reason for nominating this individual  
(attach extra page if more space is needed):

\_\_\_\_\_  
\_\_\_\_\_

Nomination Category:

- REALTOR® of the Year
- Affiliate of the Year
- Rookie of the Year
- Industry Achievement
- Distinguished Member for Community Service

Submitted

by: \_\_\_\_\_



## MLS Announcements

On April 15, MLSNI added multi-lingual property searches to [www.mlsni.com](http://www.mlsni.com). Members of the public will now be able to search properties listed on the site in English, Spanish, Portuguese, Polish, German, French, Italian, Russian, Japanese and Chinese.

As of April 16, Selling Office (SO) and Selling Agent (SAG) fields are required when placing a listing into the PENDING status. This date will only be visible to the Listing Agent and Listing Office Broker on the detail views and, for the Broker, on the Pending Report under Broker Reports on Compass. In other words, these fields for the Pending status will be treated in a fashion similar to Expiration Date.

Once the change has been confirmed in the morning, a message will be placed on both the Compass and REXplorer greeting screens.

## Tech Tips from Matt Ferrara, IAR Tech Hotline

1. If you are trying to open an adobe file (.pdf) and you get an error message saying that the document couldn't be opened, try visiting the site to download the newest version of the software for free at <http://www.adobe.com/products/acrobat/readstep2.html>.

2. Did you know that you could add your favorite Web site to your Palm Pilot using AvantGo? Maybe you want to store menus, local telephone listings or one of your favorite places. Once you are in your AvantGo account, simply click on "Create Custom Channel" and follow the steps! If you haven't already activated an AvantGo account, visit the link below. It's free and fun! <https://my.avantgo.com/login/index.html>.

Get your tech questions answered promptly by IAR's Tech Hotline service, by going to Members Only, then Tech Corner, at [www.illinoisrealtor.org](http://www.illinoisrealtor.org). You will be given the Tech Hotline telephone number to call. This very useful service is available to you free of charge as a benefit of your REALTOR® membership. Take advantage of it!

## Free Publisher Demo CDs from Microsoft

Microsoft has targeted the real estate industry by offering a free demo CD of Publisher 2002 marketing software to brokers, agents and assistants. The software is used to create brochures, postcards, fliers and other marketing materials.

There is also a link to a real estate industry-specific site on the Internet. The 30-day free trial demo CD can be obtained at [www.microsoft.com/publisher/realty/](http://www.microsoft.com/publisher/realty/).

## Shred Files Before Donating Computer

Before donating your old computer (desktop or laptop) to a school or charitable organization, make absolutely sure that you have removed all of your files from the hard drive. Even if you have dumped all of the files in the Recycle Bin, and "emptied" the Recycle Bin, the files can still be retrieved from the hard drive. Files aren't actually erased when they're removed by using the Recycle Bin; they remain on the hard drive until they are overwritten by new files. Even if only part of a file remains on the hard drive, it could contain information (such as social security or credit card numbers) that might result in monetary loss or, even worse, identity theft.

Fortunately, there is software that will tell your computer to permanently delete (shred) your old files so that they become irretrievable. A free product is available at <http://downloads-zdnet.com.com/3000-2092-10188745.html>. For an annual subscription charge of \$19.95 (\$14.95 for those who are already PC Magazine subscribers), Shred 2 and many other utilities can be downloaded from the PC Magazine website at [www.pcmag.com/article/0,4149,25745,00.asp](http://www.pcmag.com/article/0,4149,25745,00.asp).

These are not necessarily products to be used to delete files during your everyday computing tasks. For that, your Recycle Bin is sufficient. But if you want to do a thorough search-and-destroy or reinstall your operating system, and especially if you plan to give your computer away, you will want to insure that there are no lingering fragments of sensitive personal or business information left on your machine, to protect your privacy and that of your clients.

**Mark your calendar now for these excellent networking and education opportunities:**

**Illinois Association of REALTORS®, October 1-3, Hyatt Regency O'Hare, Rosemont**

**National Association of REALTORS®, November 7-11, San Francisco, California**

# June Birthdays

<b>1</b> Alicja Skibicki Daniel J. Dooley Elaine Waxman Emily Kamatos Mark Johnson Mary Tam William McClure	<b>6</b> Jack Kulas Peter Dedes Terry L. Anderson	<b>13</b> Anne McGarry Chris Downey Katherine Kingsley Marian D'Ambrose Mary Anne Fowler Mitzi Gibbs Norman Ring Sue Ewers William A Walsh	<b>20</b> Annette Blumberg Annie Kern Jeanne DeSanto Katie Traines Mary Ann Dooley <b>21</b> Betterose Widran Brian J. Miller Donna Gritton Gloria Gaschler Harvey Hoffman Marco Chou Rita Williams <b>22</b> Cheri J. Moloznik Dean N. Kallianesis Eugene Kim Gene Hara Mary Kay Brunner-Dasse Meir Rotstein Paula Carroll Paula Moss Sandra Bravata Vivian Israel <b>23</b> Diane Zalusky Ina Zukauskine Margaret R. George Marilyn Luczak Svetlana Kordonsky <b>24</b> Alice Scifo Gregory Berdyshev Linda Jacobson <b>25</b> Dolly Tsimin Donald C. Middlebrook Janice Hazlett Joan Broderick Mari M. Bertog Mary Ann Kenmotsu	<b>26</b> Angela M. Mrowiec Barb Lawrence Erin B. Dickerson Helene O'Hara Lawrence M. Gomberg Michael E. Stude Virginia Phillips <b>27</b> Annette Logan Semple Darryl Feder Dawn M. Wheldon Helen G. Gilbert Karen Long Lisa Davis Lois Cross <b>28</b> Hardial S. Deol Lyn Wise Rosanne O'Donnell <b>29</b> Doraine Heftel Jeannette D. Halliday Rae Berneman Benjamin Ronald A Dim Sandra Limacher <b>30</b> Bill Tsagalis Dina Svistunov Gregg Swanson Jerry Mulick Margaret Goss Phyllis Wallach Simon Tsipursky
<b>2</b> Andria B. Gillespie Antwan M. Williams Azadeh Nadimi Cynthia C. Whybrow Doug Needler Elizabeth Agins Julie Deutsch Kathleen McIntyre Lolita Kasik Ralph Rosedale	<b>7</b> Dolores Sharlot Joyce Rubin Kim Gomora Laura Collyer Leslie Rukin Lisa Hathaway Lisa Hilgenberg Michael P. LeTourneau Yeong-Suk Lee	<b>14</b> Eun J. Shin Lillian Zilban Lucy P Meehan Nancy Jo Stein Sandra Goldberg <b>15</b> Allen Andreasen Soraya Reza-Brown <b>16</b> Connie J. Tripple Esther Kapetansky Eve Bremen James Diamond Kelly McInerney Lynne Butler Pat Purcell Rosemary Duffy Soonin Hong <b>17</b> David Kang Joyce Falanga Paige Dooley Valerie E. Curran <b>18</b> Albert Solovey Aleksandr Katsman Claudia LeSueur <b>19</b> Barbara Amdur Cary Halpin Diane M. Falk George A Dadian Jack Cohen Jeannine Cleary Theresa Tuffner-Gurau	<b>21</b> Cheri J. Moloznik Dean N. Kallianesis Eugene Kim Gene Hara Mary Kay Brunner-Dasse Meir Rotstein Paula Carroll Paula Moss Sandra Bravata Vivian Israel <b>23</b> Diane Zalusky Ina Zukauskine Margaret R. George Marilyn Luczak Svetlana Kordonsky <b>24</b> Alice Scifo Gregory Berdyshev Linda Jacobson <b>25</b> Dolly Tsimin Donald C. Middlebrook Janice Hazlett Joan Broderick Mari M. Bertog Mary Ann Kenmotsu	<b>27</b> Annette Logan Semple Darryl Feder Dawn M. Wheldon Helen G. Gilbert Karen Long Lisa Davis Lois Cross <b>28</b> Hardial S. Deol Lyn Wise Rosanne O'Donnell <b>29</b> Doraine Heftel Jeannette D. Halliday Rae Berneman Benjamin Ronald A Dim Sandra Limacher <b>30</b> Bill Tsagalis Dina Svistunov Gregg Swanson Jerry Mulick Margaret Goss Phyllis Wallach Simon Tsipursky
<b>3</b> Carol Holler Jackie Rhee Marjorie Rissman Morris Green Sally Floberg Virginia Trux Thomas	<b>8</b> John T. Mathew Thomas A. Mitchell <b>9</b> Alex Kravetz Geraldine Peterson Joan Kelly John C. Regan Richard Tripple Zoya Sadkhin	<b>10</b> David Braun Gary Fishkin Julie A. Jensen Masha D. Veidenbaum Samuel Kim Scott Patterson William J. Melody <b>11</b> Alexander Danilov Amorette Humphreys Jean Royster Patricia DeNoyer Robert E Heiberger Ruth Thiel <b>12</b> Kiki Hoener Marguerite S. McKenna Michael S. Garrette Sun Ae Nho	<b>21</b> Cheri J. Moloznik Dean N. Kallianesis Eugene Kim Gene Hara Mary Kay Brunner-Dasse Meir Rotstein Paula Carroll Paula Moss Sandra Bravata Vivian Israel <b>23</b> Diane Zalusky Ina Zukauskine Margaret R. George Marilyn Luczak Svetlana Kordonsky <b>24</b> Alice Scifo Gregory Berdyshev Linda Jacobson <b>25</b> Dolly Tsimin Donald C. Middlebrook Janice Hazlett Joan Broderick Mari M. Bertog Mary Ann Kenmotsu	<b>27</b> Annette Logan Semple Darryl Feder Dawn M. Wheldon Helen G. Gilbert Karen Long Lisa Davis Lois Cross <b>28</b> Hardial S. Deol Lyn Wise Rosanne O'Donnell <b>29</b> Doraine Heftel Jeannette D. Halliday Rae Berneman Benjamin Ronald A Dim Sandra Limacher <b>30</b> Bill Tsagalis Dina Svistunov Gregg Swanson Jerry Mulick Margaret Goss Phyllis Wallach Simon Tsipursky
<b>4</b> Arlene D. Larsen Barbara Kornblatt Beth Ford O'Grady Daniel C. Lovrek Dore Tigerman Igor Khayenko Jon R. Bogie Julie Naumiak Karl Vogel	<b>10</b> David Braun Gary Fishkin Julie A. Jensen Masha D. Veidenbaum Samuel Kim Scott Patterson William J. Melody <b>11</b> Alexander Danilov Amorette Humphreys Jean Royster Patricia DeNoyer Robert E Heiberger Ruth Thiel <b>12</b> Kiki Hoener Marguerite S. McKenna Michael S. Garrette Sun Ae Nho	<b>10</b> David Braun Gary Fishkin Julie A. Jensen Masha D. Veidenbaum Samuel Kim Scott Patterson William J. Melody <b>11</b> Alexander Danilov Amorette Humphreys Jean Royster Patricia DeNoyer Robert E Heiberger Ruth Thiel <b>12</b> Kiki Hoener Marguerite S. McKenna Michael S. Garrette Sun Ae Nho	<b>21</b> Cheri J. Moloznik Dean N. Kallianesis Eugene Kim Gene Hara Mary Kay Brunner-Dasse Meir Rotstein Paula Carroll Paula Moss Sandra Bravata Vivian Israel <b>23</b> Diane Zalusky Ina Zukauskine Margaret R. George Marilyn Luczak Svetlana Kordonsky <b>24</b> Alice Scifo Gregory Berdyshev Linda Jacobson <b>25</b> Dolly Tsimin Donald C. Middlebrook Janice Hazlett Joan Broderick Mari M. Bertog Mary Ann Kenmotsu	<b>27</b> Annette Logan Semple Darryl Feder Dawn M. Wheldon Helen G. Gilbert Karen Long Lisa Davis Lois Cross <b>28</b> Hardial S. Deol Lyn Wise Rosanne O'Donnell <b>29</b> Doraine Heftel Jeannette D. Halliday Rae Berneman Benjamin Ronald A Dim Sandra Limacher <b>30</b> Bill Tsagalis Dina Svistunov Gregg Swanson Jerry Mulick Margaret Goss Phyllis Wallach Simon Tsipursky
<b>5</b> Albert Gaskin Allen Rodriguez Edith K. Jasser Howard B. Richter Husain Fakhri Maria Giurovici Neil B. Legner Sonata Kauniene	<b>10</b> David Braun Gary Fishkin Julie A. Jensen Masha D. Veidenbaum Samuel Kim Scott Patterson William J. Melody <b>11</b> Alexander Danilov Amorette Humphreys Jean Royster Patricia DeNoyer Robert E Heiberger Ruth Thiel <b>12</b> Kiki Hoener Marguerite S. McKenna Michael S. Garrette Sun Ae Nho	<b>10</b> David Braun Gary Fishkin Julie A. Jensen Masha D. Veidenbaum Samuel Kim Scott Patterson William J. Melody <b>11</b> Alexander Danilov Amorette Humphreys Jean Royster Patricia DeNoyer Robert E Heiberger Ruth Thiel <b>12</b> Kiki Hoener Marguerite S. McKenna Michael S. Garrette Sun Ae Nho	<b>21</b> Cheri J. Moloznik Dean N. Kallianesis Eugene Kim Gene Hara Mary Kay Brunner-Dasse Meir Rotstein Paula Carroll Paula Moss Sandra Bravata Vivian Israel <b>23</b> Diane Zalusky Ina Zukauskine Margaret R. George Marilyn Luczak Svetlana Kordonsky <b>24</b> Alice Scifo Gregory Berdyshev Linda Jacobson <b>25</b> Dolly Tsimin Donald C. Middlebrook Janice Hazlett Joan Broderick Mari M. Bertog Mary Ann Kenmotsu	<b>27</b> Annette Logan Semple Darryl Feder Dawn M. Wheldon Helen G. Gilbert Karen Long Lisa Davis Lois Cross <b>28</b> Hardial S. Deol Lyn Wise Rosanne O'Donnell <b>29</b> Doraine Heftel Jeannette D. Halliday Rae Berneman Benjamin Ronald A Dim Sandra Limacher <b>30</b> Bill Tsagalis Dina Svistunov Gregg Swanson Jerry Mulick Margaret Goss Phyllis Wallach Simon Tsipursky

## Answer to Antitrust Quiz on Page 5

No. An agreement by competitors to set minimum *or* maximum commission rates or fees would be a violation of antitrust law.

## June Meetings

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

Brown Bag Lunch	June 4	1-2:30PM	Classroom, Northbrook
WCR BOD Meeting	June 5	3-4:30PM	Board Room, Northbrook
Meet Jan Schakowsky	June 16	9:30-11AM	Classroom, Northbrook
Commercial Committee	June 11	11:30AM-1PM	Classroom, Northbrook
WCR Lunch	June 12	11:30AM-2PM	Exmoor Country Club, Highland Park
Computer Club	June 19	10-11:30AM	Classroom, Northbrook
NSBAR BOD Meeting	June 25	12:30-3:30PM	Classroom, Northbrook

# Education/Event Update

Class	Date	Start/End	Speaker	Location
<b>Jump Start</b> New Member Orientation	June 2	8:30AM-4PM	Allyson Hoffman	Northbrook Classrm
<b>CE: May the Code Be With You</b>	June 6	9AM-12PM	Terry Penza	Sun City Huntley
Ethics Video Program	June 9	1-4PM	Oliver Frasca	Northbrook Board Rm
<b>ABR Accredited Buyer Representative</b>	June 12, 13	8:30AM-5PM	Lynn Madison	Northbrook Classrm
Ethics Video Program	June 20	9AM-12PM	Oliver Frasca	Northbrook Classrm
<b>Senior Real Estate Specialist</b>	June 26, 27	8:30AM-5PM	Terry Watson	Northbrook Classrm
<b>Jump Start</b> New Member Orientation	July 7	8:30AM-4PM		Northbrook Classrm
<b>Real Estate Professional Assistant Class</b>	July 10, 11	8:30AM-5PM	Kerry Kidwell	Northbrook Classrm
Ethics Video Program	July 14	1-4PM	Oliver Frasca	Northbrook Board Rm
Ethics Video Program	July 25	9AM-12PM	Oliver Frasca	Northbrook Board Rm
<b>Jump Start</b> New Member Orientation	Aug 4	8:30AM-4PM	Marti Kuehn	Northbrook Classrm
<b>Broker Training: Adv. Principles</b>	Aug 11, 25	8:30AM-5PM	Marilyn Glazer	Northbrook Classrm
Ethics Video Program	Aug 11	1-4PM	Oliver Frasca	Northbrook Board Rm
<b>Wonderful Wisconsin Weekend</b>	Aug 15, 18	8:30 AM-5PM	WRA Video Course	Northbrook Classrm
<b>ABR Relocation Class</b>	Aug 22	8:30AM-4PM	Lynn Madison	Northbrook Classrm
Ethics Video Program	Aug 22	9AM-12PM	Oliver Frasca	Northbrook Board Rm
Ethics Video Program	Sept 5	9AM-12PM	Oliver Frasca	Northbrook Board Rm
<b>Jump Start</b> New Member Orientation	Sept 8	8:30AM-4PM		Northbrook Classrm
<b>Broker Training: Finance</b>	Sept 15, 22	8:30AM-5PM	Marilyn Glazer	Northbrook Classrm
Ethics Video Program	Sept 15	1-4PM	Oliver Frasca	Northbrook Board Rm
<b>CRS 202: Effective Buyer Sales Strategies</b>	Sept 18, 19	8:30AM-5PM	Gee Dunsten	Northbrook Classrm
<b>Annual Installation/Awards Lunch</b>	Sept 24	1:30-4PM		Chevy Chase C.C.
<b>IAR Annual Meeting</b>	Oct 1-3			Hyatt Regency O'Hare, Rosemont, IL
<b>Jump Start</b> New Member Orientation	Oct 6	8:30AM-4PM		Northbrook Classrm
<b>ABR Accredited Buyer Representative</b>	Oct 9, 10	8:30AM-5PM	Marcie Roggow	Northbrook Classrm
<b>ABR-M ABR Manager's Course</b>	Oct 11	8:30AM-5PM	Marcie Roggow	Northbrook Classrm
<b>Broker Training: Sales &amp; Brokerage</b>	Oct 13, 20	8:30AM-5PM	Marilyn Glazer	Northbrook Classrm
<b>C-CREC: Consumer-Certified Real Estate Consultant</b>	Oct 16, 17	8:30AM-5PM	Julie Garton-Good	Northbrook Classrm
<b>Senior Real Estate Specialist</b>	Oct 23, 24	8:30AM-5PM	Terry Watson	Northbrook Classrm
Ethics Video Program	Oct 27	1-4PM	Oliver Frasca	Northbrook Board Rm
Ethics Video Program	Oct 31	9AM-12PM	Oliver Frasca	Northbrook Board Rm
<b>Jump Start</b> New Member Orientation	Nov 3	8:30AM-4PM		Northbrook Classrm
NAR Annual Conference	Nov 5-11			San Francisco, CA
<b>Wonderful Wisconsin Weekend</b>	Nov 7, 10	8:30 AM-5PM	WRA Video Course	Northbrook Classrm
Ethics Video Program	Nov 14	9AM-12PM	Oliver Frasca	Northbrook Board Rm
Ethics Video Program	Nov 17	1-4PM	Oliver Frasca	Northbrook Board Rm
<b>Broker Training: Brokerage Adminis.</b>	Nov 17, 24	8:30AM-5PM	Marilyn Glazer	Northbrook Classrm
<b>CE: CORE A License Law/Escrow</b>	Nov 21	8:30-11:30AM	Marilyn Glazer	Northbrook Classrm
<b>CE: CORE B Agency/Fair Housing</b>	Nov 21	12:30-3:30pm	Marilyn Glazer	Northbrook Classrm
<b>NSBAR Education Cruise</b>	Nov 30-Dec 7			Millennium, Celebrity Cruise Line
<b>Jump Start</b> New Member Orientation	Dec 1	8:30AM-4PM		Northbrook Classrm
Ethics Video Program	Dec 8	1-4PM	Oliver Frasca	Northbrook Board Rm
<b>Broker Training: Contracts</b>	Dec 8, 15	8:30AM-5PM	Marilyn Glazer	Northbrook Classrm
<b>CE: CORE A License Law/Escrow</b>	Dec 12	9:30AM-12:30PM	Marilyn Glazer	Barrington TBA
<b>CE: CORE B Agency/Fair Housing</b>	Dec 12	1:30-4:30PM	Marilyn Glazer	Barrington TBA
Ethics Video Program	Dec 12	9AM-12PM	Oliver Frasca	Northbrook Board Rm
<b>CE: Elective TBA</b>	Dec 19	8:30-11:30AM		Northbrook Classrm
<b>CE: Elective TBA</b>	Dec 19	12:30-3:30PM		Northbrook Classrm

# REALTOR® News

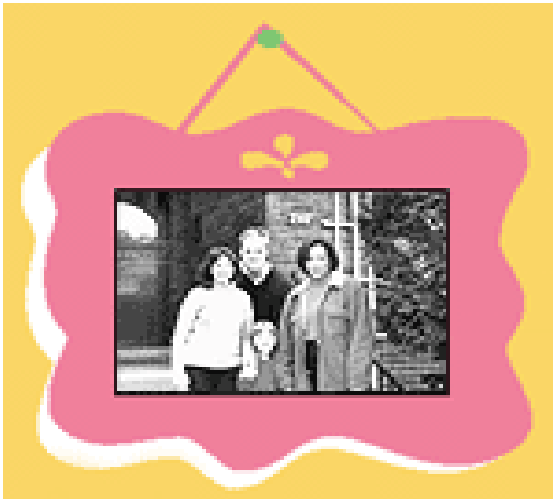
## National Homeownership Month

President Bush has declared June to be National Homeownership Month. Numerous resources are available at the NAR website to help you publicize this important initiative. Type this link in your browser, or just click here if you are reading this online: <http://www.realtor.org/markcom.nsf/pages/AHOHomePage?OpenDocument>



You will find links to stories about agents who take pride in helping others achieve the American Dream of a home of their own. NSBAR member Annette Logan Semple of Prairie Shore Properties in Evanston (at right in photo) is featured in the story, "Our First Home." She recounts her pleasure in helping a young couple and their daughter (also

pictured) find the right home for them. As she says, "There's something especially gratifying about helping people through the home-buying experience for the first time. Their enthusiasm is contagious!"



There are other examples of REALTORS® in action throughout the country—you can even submit your own story! You will also find links to sites that will help you assist your clients and customers.

NSBAR is proud that a hearty group of members turned out at the **Christmas in April** home in Morton Grove on **April 26** to paint the home interior. NSBAR COO Terry Penza and Information Systems Director Steve Volkodav were joined by NSBAR President-Elect Gary Jensen, Paul Bobar and wife, Dawn Miller and husband, Nick Marino, John Adamson, Erika Scheibe, Jack Lewitz and Jim Butz.

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The logo for nsbar.org, featuring the text "nsbar.org" in a dark blue, sans-serif font. A green swoosh underline is positioned above the "bar" part of the text.

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