

North Shore - Barrington Association of REALTORS® Northbrook and Barrington, IL

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Luxury Home Marketing Course June 24 & 25 in Northbrook

NSBAR will host the training program for the Certified Luxury Home Marketing Specialist designation on **June 24 and 25** at the Robert McGuire Education Center in Northbrook. Laurie Moore-Moore of The Institute for Luxury Home Marketing will present the course, which has been nationally successful.

Tuition for the two-day program is \$495 for registration by Friday, June 4, and \$595 late registration. Full refund will be made for cancellations received by Friday, June 18.

Participants who complete the two-day course successfully are entitled to become provisional members of The Institute for Luxury Home Marketing; full membership, which includes the designation, will be awarded upon submission of appropriate performance requirement verification. More information about the Certified Luxury Home Marketing Specialist designation is available at www.luxuryhomemarketing.com.

There are no continuing education credits for attendance at this course. The designation program has not been approved by the National Association of REALTORS®.

License Law Changes Pass Senate

On **March 25** the Illinois Senate overwhelmingly approved proposed amendments to the Real Estate License Law. The bill was then sent to the House for its consideration.

Senate Bill 2887 deletes the grandfather clause for continuing education; requires brokers to take an additional 6 hours of continuing education every two years dealing with broker-management issues effective for the pre-renewal period beginning April 1, 2006; requires new broker licensees to complete the 6-hour broker management course within 180 days of initial licensure; provides that brokers receiving an initial brokers license 90 days or less before the renewal date do not have to take the additional hours for that renewal period; and allows brokers to change their license status to "salesperson" at any renewal date.

The bill also provides for OBRE to contract with the Illinois Real Estate Education Foundation to develop and administer the test for the additional course; establishes minimum services that a broker must provide and specify in an exclusive brokerage agreement; deletes the exemption from taking pre-license courses for persons who receive a baccalaureate degree which includes courses involving real estate.





Listing Agreement

OBRE has said that the listing agreement did not have the correct wording in the non-discrimination clause. It has been revised and is now available online and at the NSBAR store in Northbrook. Here is the new wording:

9. NON-DISCRIMINATION

THE PARTIES UNDERSTAND AND AGREE THAT IT IS ILLEGAL FOR EITHER OF THE PARTIES TO REFUSE TO DISPLAY OR SELL SELLER'S PROPERTY TO ANY PERSON ON THE BASIS OF RACE, COLOR, RELIGION, NATIONAL ORIGIN, SEX, ANCESTRY, AGE, MARITAL STATUS, PHYSICAL OR MENTAL HANDICAP, UNFAVORABLE DISCHARGE FROM MILITARY SERVICE, FAMILIAL STATUS OR ANY OTHER CLASS PROTECTED BY ARTICLE 3 OF THE ILLINOIS HUMAN RIGHTS ACT. THE PARTIES AGREE TO COMPLY WITH ALL APPLICABLE FEDERAL, STATE AND LOCAL FAIR HOUSING LAWS.

Code of Ethics

Standard of Practice 16-9

REALTORS®, prior to entering into representation agreement, have an affirmative obligation to make reasonable efforts to determine whether the prospect is subject to a current, valid exclusive agreement to provide the same type of real estate service. (Amended 1/04)

Standard of Practice 16-13

All dealings concerning property exclusively listed, or with buyer/tenants who are subject to an exclusive agreement shall be carried on with the client's representative or broker, and not with the client, except with the consent of the client's representative or broker or except where such dealings are initiated by the client.

Before providing substantive services (such as writing a purchase offer or presenting a CMA) prospects, REALTORS® shall ask prospects whether they are a party to any exclusive representation agreement. REALTORS® shall not knowingly provide substantive services concerning a prospective transaction to prospects who are parties to exclusive representation agreements, except with the consent of the prospects' exclusive representatives or at the direction of prospects. (Adopted 1/93, Amended 1/04)

License law

"Brokerage agreement" means a written or oral agreement between a sponsoring broker and a consumer for licensed activities to be provided to

a consumer in return for compensation or the right to receive compensation from another. Brokerage agreements may constitute either a bilateral or a unilateral agreement between the broker and the broker's client depending upon the content of the brokerage agreement. All exclusive brokerage agreements shall be in writing.

(23) Inducing any party to a contract of sale or lease or brokerage agreement to break the contract of sale or lease or brokerage agreement for the purpose of substituting, in lieu thereof, a new contract for sale or lease or brokerage agreement with a third party.

Standard of Practice 3-6

REALTORS® shall disclose the existence of accepted offers, including offers with unresolved contingencies, to any broker seeking cooperation. (Adopted 5/86, Amended 1/04)

Roxane Malo Leadership Scholarship

Please see the announcement of the Roxane Malo Leadership Scholarship on page 10. This is an excellent way to honor Roxane's memory and I hope you will be able to contribute.

OBRE Disciplinary Actions

Matteson, Jan 23, 2004. Salesperson's license was revoked for minimum period of 10 years for (1) failure to obtain informed written consent from buyer and seller as to dual agency; (2) failure to maintain and deposit in a special account, separate and apart from personal accounts, the earnest monies entrusted to him; (3) commingling earnest money with personal funds; (4) failure to furnish a copy of the real estate contract within 24 hours of request; and (5) engaging in dishonorable, unethical, and unprofessional conduct and dishonest dealing.

Hazelcrest, Jan 26, 2004. Broker was reprimanded, extra education was required, and a fine in amount of \$1,000 was assessed, for aiding and abetting the unlicensed practice of real estate by paying a referral fee to an unlicensed person.

Disciplinary Actions continue on page 12. All Disciplinary Actions are at www.obre.state.il.us.

IAR Feb Sales Report

February existing single-family home sales were up slightly at 0.1%, while the statewide median home sale price remained steady, increasing less than 1% compared to the same period one year ago, according to the Illinois Association of REALTORS®. Statewide sales of existing homes in Feb totaled 6,669, a 0.1% increase from the 6,662 sales posted during Feb 2003. The Feb 2004 results are the highest Feb sales since the Association began reporting statistics in 1990. The median existing single-family home price increased from \$154,300 in Feb 2003 to \$155,700 in Feb 2004. *Source: IAR Weekly Connection*

IAR Expo May 5-6

More than 50 vendors will exhibit at the IAR Spring Conference and Expo, **May 5-6** at Gateway Center, Collinsville. Take a virtual tour of exhibits and register online at www.illinoisrealtor.org.

Agent Technology \$\$

A typical REALTOR® will spend more than \$1,300 on technology this year, according to research from the National Association of REALTORS®. Purchases will include \$856 for technology products, \$254 for technology services and \$256 for technology training. Among other findings, 97% of REALTORS® own and use a personal computer for real estate purposes, 95% use a mobile phone, 50% have their own Internet Web page (21% plan to have one in the future), and one in four REALTORS® works for a brokerage that charges a technology fee covering personal Web site, e-mail address, tech training/support or software. *Source: NAR Real Estate Outlook*

Indiana Passes Commercial Real Estate License Portability

The Indiana state legislature has passed H.B. 1005, which includes provisions to allow out-of-state commercial practitioners to conduct business in the state. Under the new law, out-of-state practitioners must sign an agreement with a broker or agent licensed in Indiana in order to share commissions. Previously, out-of-state practitioners were only allowed to refer business to an Indiana broker and receive a referral fee. The law—expected to be signed by Governor Joseph Kernan in April—will take effect July 1. “This is a good law that allows out-of-state brokers to do deals here in Indiana,” said Karl Berron, vice president of government affairs, Indiana Association of REALTORS®. *Source: Jane Adler, REALTOR® Magazine Online, 3/29/04*

HUD Publishes Final FHA Hybrid ARM Rule

On **March 16**, the U.S. Department of Housing and Urban Development issued a final rule that establishes additional categories of adjustable rate mortgage (ARMs) to the preexisting one-year ones. Hybrid ARMs have initial fixed-rate periods of three, five, seven, or 10 years, with annual rate adjustments thereafter.

Under the final rule, for ARMS that have a fixed interest rate for five or fewer years, annual interest rate adjustments would be limited to one percentage point with an overall total cap in adjustments of five percentage points. For seven and 10-year ARMS, the rule allows annual adjustments of up to 2 percentage points with a total cap of 6 points.

In the final rule, HUD acknowledges that there is now statutory authority to allow the annual interest rate for five-year ARMs to increase up to 2 percent. However, the 1 percentage point cap on adjustments for ARMs of five or fewer years will have to stay in effect because that was the statutory authority that existed when the proposed rule was published. The new adjustment rate cannot go into effect until HUD issues another proposed rule implementing this change. *Source: Realtor® Magazine Online*

Commercial Program

The NSBAR Commercial Real Estate Practice Certificate program, a series of five classes continues with the fourth class in the series, **Commercial Real Estate: Getting the Job Done**. This class focuses on marketing and will be taught by Chuck Wiercinski on **May 10, 9AM-12PM**. It is also available for home study at the price of \$39. Completion of all five classes (classroom or home study) earns the NSBAR Commercial Real Estate Practice Certificate. Call 847-480-7177 for reservations or home study info.

**May 17 and 24
8:30 AM - 5 PM**

**Contracts & Conveyances
Broker Training Class**

3 Hours CORE C.E. Credit

Instructor:
Marilyn Glazer, GRI, CRS, CRB

Tuition fee is \$175 for each two-day class in the Broker Training series. Register by calling 847-480-7177 or register on-line at www.nsbar.org.

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



Luxury Home Marketing Course Coming to NSBAR June 24 & 25

NSBAR will host the training program for the Certified Luxury Home Marketing Specialist designation on **June 24 and 25** at the Robert McGuire Education Center in Northbrook. Presenter will be Laurie Moore-Moore. Tuition for the two-day program is \$495 for registration by Friday, **June 4**, and \$595 for late registration. Full refund made for cancellations received no later than Friday, June 18. See the ad on page 6 for more details.

Two-Day Ethics Fair Oct 28, 29

Bill Schiller will conduct a two-day Ethics Fair on **Oct 28 and 29** at locations in Barrington and Northbrook. The fair will feature classes in the morning, afternoon and evening. All of the classes fulfill the NAR Ethics requirement, and can also be taken for C.E. credit. Bill will teach **May the Code of Ethics Be With You**, the popular course written by NSBAR COO Terry Penza, at the following times:

Barrington **1-4PM on Oct 28**
Northbrook **6-9PM on Oct 28**, and
Northbrook **9AM-12PM and 1-4PM on Oct 29**

Free Ethics in Barrington/Northbrook

The Ethics video class will be offered from **1 to 4 PM** on Monday, **May 10** and from **9 AM to 12 PM** on Friday, **May 21**. There is no charge to attend this program, which fulfills the NAR Ethics requirement. Call 847-480-7177 to reserve your place. This month, we will be sending a postcard to all members who have not yet completed the NAR Ethics requirement (a three-hour class every four years) for the period Jan 2001 through Dec 2004.

Remember: If you took a class from another education provider, we have no record of your attendance until you mail or fax us a copy of your course completion certificate. Fax number is 847-480-7362.

Star Track April 5

Twenty-nine new members at the **April 5 Star Track Orientation** were welcomed to the Board by Education Director Martha Williams and introduced to the NAR Code of Ethics. MLS training was conducted by NSBAR Director of Information Systems Steve Volkodav. NSBAR COO Terry Penza also spoke to the new members. Lunch sponsor was Michael Boyer of First Banc Funding Company.

Twenty-seven of the new members completed a survey indicating that five are in the 20-30 age bracket, four are 31-40, seven are 41-50, three are 51-60, two are 61-70, and six declined to answer. Eleven were born in the U.S., four were born in Poland, three in Russia, two in Ukraine, two in Bulgaria, and others were born in Greece, Kosovo, Lithuania, Indonesia and South Korea.

The new members bring to their new careers their work experience in banking, computer programming, the restaurant business, car sales, accounting, marketing, network administration, practice of law, factory work, teaching, aviation, management, safety engineering, telecom sales and sales management, commercial real estate, Air Force, advertising, building materials sales, envelope manufacturing, printing, human resources, running a mailbox store, and serving as a National Park Service Ranger. One was a professional ballroom dancer!

The new members look to their Board "to learn the nuts and bolts; i.e., contracts, scripts and dialogues for listing presentations, developing websites, and the steps in the closing process. One would like the Board office to remain open in the evening. Welcome to the North Shore - Barrington Association of REALTORS®, all of you!

ABR Class Update

The two-day **Accredited Buyer Representative** class will be taught by Lynn Madison on **June 28 and 29, 8:30 AM to 5 PM**. Cost is \$325 for registration by **June 21**; \$375 for late registration.

Lynn Madison will teach the one-day ABR elective class, **Effective Negotiating for Real Estate Professionals**, **Aug 20, 8:30AM-4PM**. Cost is \$155 for registration by **Aug 13**; \$185 after that.

For information or to register for any class, call 847-480-7177. All ABR classes are sponsored by the Illinois Association of REALTORS®.

Chase Manhattan Bank Ad



Targeting the upper-tier residential market?

Become a Certified Luxury Home Marketing Specialist!

The North Shore - Barrington Association of REALTORS® is pleased to sponsor the two-day training program of The Institute for Luxury Home Marketing. Participants who complete the two-day course successfully are entitled to become provisional members of The Institute for Luxury Home Marketing; full membership, which includes the Certified Luxury Home Marketing Specialist (CLHMS) designation, will be awarded upon submission of performance requirement verification. More information about the designation process is available at www.luxuryhomemarketing.com.

Take advantage of The Institute for Luxury Home Marketing's training and designation to maximize your success. In 2003 alone, the Institute trained over 1,200 agents in the art of marketing fine homes.

The CLHMS designation will position you as an expert and the training will give you the knowledge you need to be the agent of choice for affluent buyers and sellers.

Benefits of membership extend beyond the training program. You can increase your visibility with affluent buyers and sellers with your own complimentary listing on the *Wall Street Journal's* Real Estate Website! Your membership also will give you special savings on products and services that will help you expand and maximize your luxury home business.

There are no continuing education credits for attending this course. This designation program has not been approved by the National Association of REALTORS®.

Date: June 24 and 25, 2004

Registration: Call 847-480-7177

Location: North Shore - Barrington Association of REALTORS®
450 Skokie Blvd, Bldg 1200
Northbrook, IL 60062-7920
Map/Directions at www.nsbar.org
Hotel list upon request

Cost: Tuition for the two-day program is \$495 for registration by Friday, June 4, and \$595 late registration. Full refund will be made for cancellations received by Friday, June 18.

Schedule for Certified Luxury Home Marketing Specialist Training

Day 1	9:00 AM	Training session begins at 9AM SHARP!
	10:30	15-minute break
	Noon	Sponsored Lunch
	1:00 PM	Class resumes
	2:30	15-minute break
	4:00	Class adjourns
Day 2	9:00 AM	Training Session begins at 9AM SHARP!
	10:30	15-minute break
	Noon	Sponsored Lunch
	1:00 PM	Class resumes
	2:30	15 minute break
	4:00	Class adjourns

Business or business casual attire. Remember, meeting room temperatures are unpredictable. Bring a jacket or sweater.



More REALTOR® News

REALTOR® Mark Upheld

On **April 6**, the United States Trademark Trial and Appeal Board unanimously ruled that the terms REALTOR® and REALTORS® are not generic terms. Petitions to cancel National Association of REALTORS®' rights to these terms were denied. The Trademark Board's decision was issued in a case involving a challenge brought by a former hotel management student at Cornell University who registered approximately 1,900 domain names containing the work REALTOR® in hopes of making money selling the URLs. The challenge was the most recent in a series of unsuccessful challenges to NAR's right to use the terms REALTOR® and Realtors®.

Real Estate Fraud Case

The FBI arrested Alberto Mordoki, Mirella Mordoki, and Alejandro Sady-Kennedy in Orange County, Calif., on **March 29** for posing as real estate agents or mortgage brokers and applying for home loans. The suspects used stolen or fictitious identities and fraudulent financial statements to apply for the financing and even acted as landlords, gift donors, and insurers to provide false verification of the information submitted. They then allegedly would use inflated appraisals to sell the properties—flipping them as many as five times—and obtain and foreclose on second mortgages, according to assistant U.S. attorney Greg Staples.

Sady-Kennedy, the Mordokis, and a fourth suspect still on the run face \$1 million in fines and as many as 30 years behind bars for their streak of conspiracy, bank fraud, and identity theft that robbed financial institutions of more than \$30 million over the course of several years. *Source: David Haldane, LA Times*

Rent Hikes Forecast

Big property tax increases in the Chicago area could lead to double-digit rent increases over the next few years, according to the Chicagoland Apartment Association (CAA).

The group says the most recent round of apartment building reassessments has resulted in property value increases of as much as 250%. If a property tax bill is not successfully appealed, some apartment buildings could see their taxes double, according to Bruce Wechsler, president of CAA, which represents landlords who own about 135,000 apartments in the Chicago area. "Renters pay property taxes," Weschler says. "These astronomical assessment increases put all renters in jeopardy."

Also worrisome to CAA is proposed legislation that would cap tax assessments on single-family homes at 7%. This would undoubtedly cause assessed values of rental properties to increase even more, Weschler says.

Source: Jane Adler for REALTOR® Magazine Online, 4/1/04

Terri Murphy Coaching Teleconference June 10

At **noon on Thursday, June 10**, NSBAR members are invited to take part in a teleconference coaching session with Terri Murphy, author, trainer and last January's NSBAR convention keynoter. Check your email the first week of June for the number to call to take part in this exciting event. It's completely FREE and you'll have the opportunity to learn from the best!



Do you have clients moving to the Madison/Dane County Area?

Let me help you make money by working with your referrals here in the Madison area. With over 10 years of full-time real estate success in the Evanston/Chicago/North Shore real estate marketplace, I know what it takes to help buyers realize their goal of purchasing a property that fits their needs and wants.

Madison is a fantastic market and great place to live. With quality new construction, excellent existing housing stock and affordable price points, I can help your Buyers find what they're looking for!

Call Troy Thiel
Coldwell Banker Sveum
(608) 288-3301
or email me at
Troythiel@yahoo.com
www.sveum.com/thiel



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.

2003-2004 Officers

Gary D. Jensen, CRB, GRI	
Chairman of the Board	847-272-0330
Lisa Hathaway	
Chairman Elect	847-234-0050
Katharine C. Pinkus	
Secretary-Treasurer	847-381-8800

Directors

John Ancona	847-381-9500
Elizabeth C. Galfer	847-381-0500
Keith Hancock	847-657-9100
Harvey Hoffman, CRS, GRI	847-295-8400
Eugene Kim	847-481-0554
Michael A. Mazzei	847-729-0330
Dawn McAnaney	847-446-1855
Georgia Pierini, ABR, CRS, GRI, SRES	847-724-1855
Mary Summerville	847-869-7300
Patricia D. Wargowski	847-724-5800

Northbrook Office

450 Skokie Blvd, Building 1200
Northbrook, IL 60062-7920
847-480-7177 Fax 847-480-7362
Reservations www.nsbar.org

President/Chief Operating Officer

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

Director of Education/Newsletter

Martha R. Williams, RCE, e-PRO

Education/Membership Administrator

Becky Shapleigh

Director of Information Systems

Steve Volkodav, e-PRO

Technical Support

Mike Gazdzik

Office Administrator

Rachel Struchen

Barrington Office

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

Accounting/Membership

Kimberley Davis

Technical Advisor

Alice Roth, GRI, CRB, e-PRO

Welcome New Members

New Members

Richard Applebaum, Baird & Warner, 1920 Sheridan Rd, Highland Park

Akvile Baran, Starck & Company, REALTORS, 222 E Main St, Barrington

Michelle Bobart, First Source Realty, 2320 N Damen #2C, Chicago

Jeff Brady, Prudential Preferred Property, 1600 Orrington, Evanston

Roy E. Brostrom, Integrity Realty Inc, 1141 Waukegan Rd, Glenview

Nick Burlew, Coldwell Banker, 280 Deerpath, Lake Forest

Carmen deJongh, MBA Properties Inc., 1555 Sherman Ave #208, Evanston

Kseniya Dudko, New Century Realty Inc, 1921 Lake Ave Ste D, Wilmette

Stephanie Emmerich, Coldwell Banker, 1330 Shermer Rd, Northbrook

Lameece Erwin, Keller Williams Success Realty, 301 W Main, Barrington

Jennifer Evans, Roger H Evans, REALTOR, Inc, 2188 Inverray Rd, Inverness

Cynthia J. Finnerman, Prudential Preferred Property, 1600 Orrington, Evanston

S. Richard Goodwin, Koenig & Strey GMAC, 601 Green Bay Rd, Wilmette

Christine Hall, Baird & Warner, 207 E Westminster, Lake Forest

Peter F. Hammel, Coldwell Banker, 740 Waukegan Rd, Deerfield

Margaret Hanley, Coldwell Banker, 1420 Waukegan Rd, Glenview

Eric Hartman, Charter Development LLC, 683 W Main St, Barrington

Michelle Heath, Baird & Warner 2926 Central St, Evanston

Chris J. Herr, Endeavor Realty Group LLC, 1181 Lake Cook Rd Ste G, Deerfield

Inna Hoffman, Coldwell Banker 740 Waukegan Rd, Deerfield

Diana Howe, Coldwell Banker 740 Waukegan Rd, Deerfield

Anil Kalra, North Western Realty 831 Lake Cornish Way, Algonquin

Anna Kaparis, Coldwell Banker 303 E Main St #101, Barrington

David Kaparis, Coldwell Banker 303 E Main St #101, Barrington

William N. Kashul Jr, Griffith, Grant & Lackie, 678 N Western Ave, Lake Forest

Nancy Kavanagh, Rubloff Development Group, Inc, 4949 Harrison Ave, Rockford

Jennifer Keane, Prudential Preferred Property, 850 Green Bay Rd, Winnetka

Olga Kent, Unique Realty, 1110 Lake Cook Rd #167, Buffalo Grove

Igor Khotimskiy, American United Realty, LLC, 1040 S Milwaukee Ave Ste 250, Wheeling

Ki Yong Kim, Frontier Realty, 3737 W Lawrence Ave, Chicago

Alex Kim, Stone Realty Inc, 9216 Waukegan Rd, Morton Grove

Dione M. Kolisz, Coldwell Banker 1508 Sherman Ave, Evanston

Dorota Kordylasinski, Koenig & Strey GMAC, 1009 Waukegan Rd, Glenview

Galina Kozob, American United Realty LLC, 1040 S Milwaukee Ave Ste 250, Wheeling

Susan Kraut, Coldwell Banker, 1508 Sherman Ave, Evanston

Thomas Kulesza, Baird & Warner 754 W Northwest Hwy, Barrington

Eugene Kutman, Estate Properties, 333 Skokie Blvd #103, Northbrook

T. Manning, Baird & Warner, 2926 Central St, Evanston

Michael Manzuk, Century 21 Care Real Estate, 141A S Northwest Hwy, Barrington

Bruce S. Marcus, Koenig & Strey GMAC, 800 Waukegan Rd, Deerfield

Jacqueline R. Masia, Coldwell Banker, 640 Vernon Ave, Glencoe

Todd Nader, Endeavor Realty Group LLC, 1181 Lake Cook Rd Ste G, Deerfield

Tuyen Nguyen, The Preferred Realty Group Inc, 3924 W Devon Ste 100, Lincolnwood

More Member and REALTOR® News

New Members (Cont.)

Young H. Park, Best Choice Real Estate, Inc, 1216 E Central Rd Ste 100, Arlington Heights

Kenn Pfalzer, Greystone Associates Inc., 910 Skokie Blvd #210, Northbrook

Nadine C. Pomilia, RE/MAX Unlimited Northwest, 1 First Bank Plaza Ste 103, Lake Zurich

Thomas W. Ramagnano, Rewards Real Estate, 80 Warwick Rd, Winnetka

John Randolph, Custom Realty & Associates, 113 N. Wynstone Dr, Barrington

Vadim Ratner, MarketMax Realty Inc, 1255 W Dundee Rd, Buffalo Grove

Donald E. Reilly, Prestige Realty Inc, 840 Wheeling Rd, Wheeling

Tommie Romano, Koenig & Strey GMAC, 2630 Valor Dr, Glenview

Cecilia A. Rose, Baird & Warner 754 W Northwest Hwy, Barrington

Jolanda Ruege, Koenig & Strey GMAC, 800 Waukegan Rd, Deerfield

Ishrat J. Saboor, Starck & Company, REALTORS, 222 E Main St, Barrington

Martyna Schrenzel, Koenig & Strey GMAC, 1009 Waukegan Rd, Glenview

Baruch M. Schur, Greystone Associates Inc, 910 Skokie Blvd #210, Northbrook

John P. Shvedas, Barrington Realty Company, 145 W Main St Barrington

Michael J. Sims, Next Chicago Realty LLC, 363 W Erie 5th Fl East, Chicago

Melida Skenderi, Coldwell Banker 1420 Waukegan Rd, Glenview

Loren Stone, Touchstone Realty Inc, 373 Lincolnwood Rd, Highland Park

Randy H. Tapper, Red Rock Realty Inc, 1131 Linden, Deerfield

Shannon VanSlyck, Baird & Warner, 754 W Northwest Hwy Barrington

Daniel Wolf, Coldwell Banker, 1420 Waukegan Rd, Glenview

Vlad Wood, Veracity Realty, 1040 S Milwaukee, Wheeling
Gennadiy Zlotnik, American Real Estate Services, 20594 N Milwaukee Ave, Deerfield

New Affiliate

Danny Levin, Majestic-Mortgage Corp, 309 N Seymour, Mundelein

New Office

Gilda Deutsch, Fortune Group LLC, 3901 W Oakton, Skokie

Ben Gerstman, Ben Gerstman, 3712 Vantage Ln, Glenview

Michael Koyfman, Creative Realty Advisors Inc., 8833 Gross Point Rd Ste 205, Skokie

Snezana Kronic, Metropolitan Realty & Dev Corp, 4411 N Elston Ave, Chicago

Michel Ribet, IL Appraisal, Inc, 900 Heather Lane, Hoffman Estates

Beaty Nathan Solomon, Beatrice Nathan-Solomon, 2458 Augusta Way, Highland Park

Adrienne L. Virgilio, Laughlin Properties LLC, 24069 N Echo Lake Rd, Hawthorn Woods

Caroline Yoon, Caroline Yoon, 2622 W Lake Ave, Glenview

Reinstatements

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

Gilda Deutsch, Fortune Group LLC, 3901 W Oakton, Skokie

Office Changes

The new office address for **Milestone Realty** is 742 Sheridan Rd #1, Highwood

Patricia DeNoyer is now TR Realty Workshop, 951 Mulford St, Evanston.

Toll Brothers Real Estate, Inc, Two Tournament Dr, Hawthorn Woods is now **CMG Realty Corporation**, 760 S Prairie Ave, Barrington.

Van Over Real Estate is now at 3100 Skokie Valley Rd Ste 2 N, Highland Park.

Correction

In the April issue, Judy Pitek's Koenig & Strey GMAC office address was incorrectly stated as 819 Waukegan Road, Northbrook, instead of 1925 Cherry, Northbrook. The office changed locations some months ago. We apologize for the error.

ID Number

The five-digit ID number you received when you joined NSBAR is your ID number for the Board, and not MLSNI. You still use that number to enter the Members Only Section of nsbar.org even if you are no longer in MLSNI. Shore member ID numbers are in the 30000 range and Barrington member ID numbers are in the 60000 range.

Member Benefit Reference Index

Health Insurance

National Assoc. of Self-Employed
Ron Shapero 312-337-7133
Castle Group 559-8100
NAR www.narhealth.com

Investment Counseling

GCG Financial, Inc
Mark Tauber
847-457-3073
mark.tauber@gcgonline.com

Car Purchase

Chrysler/Jeep
www.realtor.org

Car Rental

Alamo Rent-A-Car 800-539-2322
Rate Code BY ID#BY428299

Client Closing Gifts

Chicago Botanic Garden Memberships
Nancy Koberstein
847-835-8215; 847-835-8923 fax

Courier Service

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

**Need Information? Call
Northbrook, 847-480-7177
or Barrington, 847-381-7827
or visit www.nsbar.org**

More Member News

Office Transfers

Robert E. Appel, from Coldwell Banker, 1420 Waukegan Rd, Glenview to Coldwell Banker, 2929 Central St, Evanston

Betty Ann Barnes, from Bradbury, Romey, Egan & Partners, 580 Lincoln Ave, Winnetka to Koenig & Strey GMAC, 538 Chestnut St, Winnetka

Fran Spitz Coulter, from Coldwell Banker, 1893 Sheridan Rd, Highland Park to Coldwell Banker, 2929 Central St, Evanston

Geri Flanzbaum, from Coldwell Banker, 1420 Waukegan Rd, Glenview to Koenig & Strey GMAC, 2630 Valor Dr, Glenview

Patricia K. Furman, from Coldwell Banker, 1420 Waukegan Rd, Glenview to Coldwell Banker, 2700 S River Rd, Des Plaines

Inessa Kain, from Coldwell Banker, 640 Vernon Ave, Glencoe to Baird & Warner, 714 Elm St, Winnetka

Jan Koerner, from Coldwell Banker, 1508 Sherman Ave, Evanston to Coldwell Banker, 2929 Central St, Evanston

Gloria Loukas, from Coldwell Banker, 280 Deerpath, Lake Forest to Baird & Warner, 207 E Westminster Rd, Lake Forest

Kathleen Malooly, from Koenig & Strey GMAC, 2630 Valor Dr, Glenview to Baird & Warner, 1900 Waukegan Rd, Glenview

Kelly McInerney, from Coldwell Banker, 280 Deerpath, Lake Forest to Koenig & Strey GMAC, 600 N Western Ave, Lake Forest

Carolyn McLaughlin, from Coldwell Banker, 280 Deerpath, Lake Forest to Koenig & Strey GMAC, 600 N Western Ave, Lake Forest

Tuyen Nguyen, from Coldwell Banker M&M, 4632 Church St, Skokie to The Preferred Realty Group Inc, 3924 W Devon Ste 100, Lincolnwood

Dmitry Polyak, from Coldwell Banker, 640 Vernon Ave, Glencoe to Coldwell Banker, 5404 W Devon Ave, Chicago

Ann M. Pontarelli, from Koenig & Strey GMAC, 1009 Waukegan Rd, Glenview to Koenig & Strey GMAC, 2630 Valor Dr, Glenview

Ronna A. Powers, from Coldwell Banker, 1025 W Everett Rd, Lake Forest to Baird & Warner, 207 E Westminster Rd, Lake Forest

John A Sanderson, II, from Coldwell Banker, 303 E Main St #101, Barrington to RE/MAX of Barrington, 306 W Northwest Hwy, Barrington

Michael Schumacher, from RW Real Estate Services, 110 E Schiller St Ste306, Elmhurst to Prudential Preferred Property, 3115 Dundee Rd, Northbrook

Clifford Sears, from Coldwell Banker, 1508 Sherman Ave, Evanston to Patricia DeNoyer, 951 Mulford St, Evanston

Svetlana Shafir, from Coldwell Banker, 1420 Waukegan Rd, Glenview to Baird & Warner, 714 Elm St, Winnetka

Peg Spengler, from Bradbury, Romey, Egan & Partners, 580 Lincoln Ave, Winnetka to Koenig & Strey GMAC, 538 Chestnut St, Winnetka

Julie Stone, from Baird & Warner, 1920 Sheridan Rd, High

land Park to Touchstone Realty Inc, 373 Lincolnwood Rd, Highland Park

Daniel Suarez, from Coldwell Banker, 1420 Waukegan Rd, Glenview to Coldwell Banker, 303 E Main St. #101, Barrington

Tania N. Suarez, from Coldwell Banker, 1420 Waukegan Rd, Glenview to Coldwell Banker, 303 E Main St #101, Barrington

Elizabeth Yanovskaya, from MarketMax Realty, Inc., 1255 W Dundee Rd, Buffalo Grove to New Century Realty Inc, 1921 Lake Ave Ste D, Wilmette

Terminated Affiliates

Hy Naiditch, Accuspect Home Inspection Svcs, 4755 Bobolink Terrace, Skokie

Prescott Tolk, Informedia Group, 67 Park Pl 6th Fl, Morristown

Ronald J. Wojcik, LaSalle Home Mortgage Corp, 10000 Skokie Blvd, Skokie

Larry M. Doody, Wayne Hummer Investments, 300 S Wacker, Chicago

Michael Castronovo, Wells Fargo Pvt Mortgage Bank, 100 Field Dr Ste 120, Lake Forest

Roxane Malo Leadership Scholarship

NSBAR has established a
Roxane Malo Leadership Scholarship.

The Real Estate Education Foundation of the
Illinois Association of REALTORS®
will administer the fund
as well as the scholarship.

Those wishing to contribute may write a check
to: REEF Roxane Malo Leadership Scholarship.
Mail to REEF, PO Box 19451,
Springfield, IL 62794-9451.

Thank you.

More REALTOR® News

REALTORS® Urge Support for Affordable Housing

On **March 30**, the National Association of REALTORS® delivered a letter to President Bush and Congress today from more than a dozen housing organizations urging lawmakers to elevate affordable housing opportunities on the national agenda.

"Despite the tremendous strides we have made in housing and homeownership, there remain challenges. The gap in homeownership for minorities is still too high. For too many Americans, incomes have failed to keep pace with housing costs. And regulatory barriers often serve to discourage innovation and investment," the letter states.

"We view these challenges not as obstacles but as an opportunity to bring out the best of the American spirit. As leaders of the nation's housing and finance sector, we know that these barriers to affordable housing can be overcome. We have done it together, in communities across the nation. Now, we believe, it is time to apply the lessons we have learned to a national housing agenda," the letter continues.

The letter was signed by AARP, the Council for Affordable and Rural Housing, Fannie Mae, Financial Services Forum, Freddie Mac, Habitat for Humanity International, National Association of Home Builders, National Association of Housing and Redevelopment Officials, National Housing Conference, Neighborhood Reinvestment Corporation, Nueva Esperanza and the PMI Group, in addition to NAR.

These organizations were among the over 300 participants in last fall's National Summit on Housing Opportunities convened by NAR, which brought together housing leaders and policy makers to discuss a national approach to affordable housing.

The results of a national survey released at the summit found that two out of three Americans are concerned about the cost of housing in their communities, and 67 percent would be more likely to vote for a candidate who works to make housing more affordable. The National Housing Opportunity Pulse, conducted for NAR, found that 71% would like to see government place a higher priority on making housing more affordable for renters and homeowners alike.

"This confirms what REALTORS® are hearing in their communities — people are truly concerned about the impact of high housing costs on their lives, their families, their jobs and the economy," said NAR President Walt McDonald, broker-owner of Walt McDonald Real Estate in Riverside, California. "The public feels that government is not doing a good job of providing affordable housing opportunities and they want more positive action—to the point that they are willing to vote on this issue. We're asking our elected leaders not only to speak out on the issue of housing opportunities but also to take proactive steps to combat some of the common myths about affordable housing. We look forward to working together with lawmakers to provide more housing opportunities for all Americans." *Source: REALTOR® Magazine Online*

New Member Benefit

A new NSBAR member benefit is being provided by Mark Tauber, CLU, ChFC, RHU, Vice President of GCG Financial, Inc, 3000 Lakeside Drive Ste 200South, Bannockburn. Mark offers investment, insurance, retirement and estate planning services at preferred rates for all NSBAR members. Securities and investment advisory services are offered through Securian Financial Services, Inc., member NASD/SIPC. Mark Tauber can be reached at 847-457-3073 or via email to mark.tauber@gcgonline.com.

Vermont Has Highest % of Move-Ins

Moves into the state accounted for 69% of the relocations handled by Allied Van Lines in Vermont last year, with only 31% out of state.

Allied attributes the popularity of the state to its robust economy and numerous research and development facilities. Newcomers are lured by the state's laid-back lifestyle, low home prices, and minimal traffic.

Alaska, Montana, Arkansas, Mississippi, Rhode Island, and Oregon followed Vermont in terms of the most in-state relocations by Allied, while **Illinois**, Oklahoma, Michigan, New Jersey, Ohio, Connecticut, South Dakota, and Utah lost the most residents. *Source: Anne Wallace Allen, Associated Press, 03/31/04*

Wisconsin Reciprocity Licensing Class May 13 and 14

The two-day program that qualifies Illinois licensees for the Wisconsin Real Estate Licensing Exam(s) will be held on Thursday and Friday, May 13 and 14, in Northbrook. This special course can be taken only by agents who already have two years of experience as Illinois licensees. Tuition is \$169 for salespeople, and \$199 for brokers. Class begins promptly at 8AM each day. Call 847-480-7177 for information or to register.



nsbar.org

Want to find out the latest virus threats? Go to <http://nsbar.org> and click on "Technology" located on the left of the screen. Once in the Technology section click on "Weekly Tech updates". You will find all the latest threats, top threats and removal tools reported by Symantec.

MSLNI Tips

Recently, MLSNI has sent out fine notices to agents for sharing their password with vendors. **Passwords are for subscribers only; sharing your password with anyone is a violation of MLSNI rules.** Anyone sharing their password used to access MLSNI systems is compromising MLSNI's database. MLSNI considers this a very serious issue and will continue to vigorously pursue violators. Please, do not share your password with any non-subscriber. If you have any concerns about the use of MLSNI data on any websites or publications, please contact Brad Tertell or Richard Torp so they can look into the matter. Your vigilance can help us make sure that the use of the data follows the policies and procedures, and is properly used and licensed.

MAP Tips

How to pull up property history:
To do a property history you would need to do a "quick search" using only the following parameters: In Status select all that are listed, enter street number in begin range and end range, enter street name. That's all you have to enter, do not

enter criteria in area. Once those three parameters are filled in, click on search. This should give you all the information regarding that particular address. Once in the one line view you can check all listings and under available reports click on "Archive Report" this will give you information regarding when the listing status were changed.

Computer Terms

Browser - A client software program used for searching and viewing various kinds of Internet resources such as information on a web site. The most popular Internet browsers are Microsoft Internet Explorer and Netscape Navigator. Also, a program that allows a user to find, view, hear, and interact with material on the World Wide Web.

Default - an option that is selected automatically unless an alternative is specified. Also, A value or setting that a device or program automatically selects if you do not specify a substitute. For example, word processors have default margins and default page lengths that you can override or reset.

Cool Sites

Email Etiquette. Here are 2 sites that are intended to offer guidance to users of electronic mail (e-mail) systems: <http://www.iwillfollow.com/email.htm> and <http://www.emailreplies.com/>

OBRE Disciplinary Actions (Cont. from page 2)

Ottawa, Jan 28, 2004. Salesperson was reprimanded for acting as a dual agent in two separate transactions in which the licensee was an owner of those properties and for failure to utilize dual agency forms that conform to statutory requirements.

Broker was reprimanded, continuing education exemption was revoked, licensee was required to establish written office policies and fined \$1,500 for allowing company and herself to engage in the unlicensed practice of real estate when those licenses were expired, for acting as a dual agent in a transaction in which she had an ownership, for failing to adequately supervise a sponsored licensee so as to prohibit the sponsored licensee from acting as a dual agent in two transactions when he was an owner of property, and for failing to utilize dual agency forms that conform to statutory requirements.

Oak Forest, Jan 30, 2004. Broker was placed on probation for one year, subject to various conditions, for failing to secure the required dual agency consent form and for inducing his buyer-client to waive a mortgage-financing contingency in a manner contrary to the best interests of the buyer-client.

Springfield, Jan 30, 2004. Broker was reprimanded and extra education was required for failing to secure the required dual agency consent form, acting in a manner that appeared to be contrary to his buyer-client, and procuring documents that either included blanks or contained changes that were not initialed by all of the parties.

Auction Division

Sikeston, MO, Jan 26, 2004. Auction licensee was reprimanded and fined \$2,000 for aiding and abetting the unlicensed practice of an auction firm.

More Member News

Terminated Members

Gloria Gunn, 1st United Realty, 601 Skokie Blvd 104, Northbrook

Sherri Albert, ACT Appraisal Inc, 5N447 West Lakeview Circle, St. Charles

Joanna Doliner, American Real Estate Services, 20594 N Milwaukee Ave, Deerfield

Hollie Bush, Appraisal Enhancement Services, 8941 Arlington Ave Apt 1E, Brookfield

Lorrie Feder, Jennifer L. Hester,

Laura Kramer, Baird & Warner, 1920 Sheridan Rd, Highland Park

Bill Hults, Baird & Warner, 2926 Central St, Evanston

Saju Johnson, Soraya Reza-Brown, Baird & Warner, 1900 Waukegan Rd, Glenview

Hugh McCarthy, Joanna K Perkins, Baird & Warner, 714 Elm St, Winnetka

Erica L. Page, Baird & Warner, 2926 Central St, Evanston

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

Tatyana Furman, Yana Orlova, Alex Ortenberg, Capital Realty Inc, 1766 Hintz Rd, Wheeling

Arthur Slaven, Centrum Properties Inc, 500 W Superior, Chicago

Denys Bremel, Century 21 A.M. Realty, 814 W Dempster, Evanston

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

Irwin Gothelf, George Thomas, Century 21 Marino Inc, 5800 Dempster St, Morton Grove

Angel DeJulio-Phelps, Century 21 Sketch Book, 20 Northwest Hwy, Cary

David S Hwang, Champions Realty Group Inc, 4908 Dempster St, Skokie

Catherine French, Chase Manhattan Mortgage Corp, 191 Waukegan Rd Ste 110, Northfield

Millicent Berliant, Sulie Karo Holt, Kathryn Ness, Samantha Strongin,

Michael Tropea, Craig B. Weil, Coldwell Banker, 1893 Sheridan Rd, Highland Park

Liska Blodgett, Ralph Jacobson, Coldwell Banker, 640 Vernon Ave, Glencoe

Patricia R. Castle, Samira Dyara, Ann Eubank, Katie M. Jones, Sonny

LeNoir, William Pullinsi, Alan Rogers, Coldwell Banker, 1508 Sherman Ave, Evanston

Okhee Choi, Anne Lieberman, Coldwell Banker, 1330 Shermer Rd, Northbrook

Heidi Collins, Elizabeth Voris, Coldwell Banker, 586 Lincoln Ave, Winnetka

Meg E. Dhamer, Coldwell Banker, 1025 W Everett Rd, Lake Forest

Gina Eshuis, Amy M. Smith, Coldwell Banker, 2929 Central St, Evanston

Ann Cleary Fitzgerald, Kathryn Lauritzen, Dee Todd, Coldwell

Banker, 552 Lincoln Ave, Winnetka

Michael P. Kampmeyer, Christine Turpin, Coldwell Banker, 1420

Waukegan Rd, Glenview

Mary Sauer, Coldwell Banker, 350 Linden, Wilmette

Audrey V. Melchiorre, Susan C. Udvance, Lisa Anne Wyatt, Coldwell

Banker, 740 Waukegan, Deerfield

Sheila Adami, Judy Gurell Sugar, Coldwell Banker M&M, 4632 Church

St, Skokie

Donna L. Kary, Eagle Appraisal, 1917 Blackberry Lane, Hoffman Estates

Lynn A. Nyenhuis, ERA Countrywood Realty Inc, 39 S Barrington Road,

Barrington

Richard C. Williams, Financial Keyosk, 150 S Washington St Ste D,

Carpentersville

Clifford Cadle, Elyse A. Fisher, James E. McInerney,

G & A Realty Inc, 2847 Pfingsten, Glenview

George Biederman, George W. Biederman, REALTOR, 2750 Princeton

Ave, Evanston

Lina F. Kontopoulos, Gerald Cote & Assoc, 17 E Palatine Rd, Palatine

Michael Goldstein, Gold Realty Group Corp, 1849 Green Bay Rd #300,

Highland Park

Jeanine Terrian, Grant M Stewart, 27137 W Robin Rd, Barrington

Judith Draska, Griffith, Grant & Lackie, 12 E Scranton Ave, Lake Bluff

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

Wendy Habisohn, Joseph Real Estate Services, 666 Dundee Rd #303,

Northbrook

Judy Chatterton, Kenilworth Realty Co, 410 Green Bay Rd, Kenilworth

Christine Bowles, Mary Beth Hartmann, Koenig & Strey GMAC,

1009 Waukegan Rd, Glenview

Kimberly A. Donohoe, Koenig & Strey GMAC, 600 N Western Ave, Lake Forest

Michael P. LeTourneau, Armen Martirosyan, Jennifer Servi, Koenig & Strey GMAC, 800 Waukegan Rd,

Deerfield

Julie Marino, Koenig & Strey GMAC, 1925 Cherry, Northbrook

Nikko Moy, Koenig & Strey GMAC, 1009 Waukegan Rd, Glenview

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

Matthew Zeman, Mackinac Realtors Inc, PO Box 304, Kenilworth

Charles J. McAllister, M-G-M Realty Inc, 4023 Church St, Skokie

Mildred Abonce, Mildred Abonce, 7510 Kolmar Ave, Skokie

Dovie Horvitz, National Realty Network, 1 Northfield Plaza Ste 300,

Northfield

Irine Klintsowa, Paul Leyderman, New Century Realty Inc, 1921 Lake

Ave Ste D, Wilmette

Dean L Kondelis, North Shore Realty Group Ltd, 3412 Milwaukee Ave,

Northbrook

Susan Mann, North Shore Realty Partners Ltd, 1901 Raymond Dr Ste

17, Northbrook

Charlotte May, Otis Company, 1450 E American Ln

#1250, Schaumburg

Tedi Cvitkovic, Paradise Homes Realty, 3925 W Main St, McHenry

Oleg M. Petryuchenko, Prime Realty Group Inc, 9351 Milwaukee Ave,

Niles

Lora Drobetsky, Prudential Preferred Property, 1890 First St, Highland Park

Ioan Gyulai, Shane Lapp, Prudential Preferred Property, 3115 Dundee Rd,

Northbrook

Jack G. Mikolay, Emily Saba, RE/MAX North, 3100 Dundee Rd 915-

916, Northbrook

Wallace Jones, Jean Klein, RE/MAX Showcase, 810 S Waukegan Rd,

Lake Forest

Lisa L. Abraham, Brenda Flasch, Deborah E. Schneider, Renaissance Realty Partners, 225 E Deerpath Ste

132, Lake Forest

Richard Gustin, Richard L Gustin RE Appraisals, 5235 N Ravenswood Unit

16, Chicago

Viveca Hedlund, Victoria K. Ivezic, RMC Realty Co, 5227 Touhy Ave,

Skokie

Youngsook Shin, Stone Realty Inc, 9216 Waukegan Rd, Morton Grove

Reid W. Reutell, Sunset Real Estate Ltd, 328 Bloom St, Highland Park

David Wrobel, The Gadswell Group, 24379 N Woodland Ave, Cary

Mark Koymman, Ilya Shulman, Veracity Realty, 1040 S Milwaukee, Wheeling

May Birthdays

1 James L. Carlton Sandie S.C. Fu Chacko V. George Ron Hart Eileen Hoban Elizabeth Johns Bradley Kennedy Linda Kuna Rebecca Pajich	Diane Mehlman Andrew Richter Steve Rotblatt Maureen B. Ryan Vicki Tenner	Janet L. Terrana Steve Volkodav	Sharon M. Wharton	Michele Marcus Vold
2 Marian Derner Lisa Gendel Edward A. Hauder Melissa Healy Colleen McGinnis Gloria Redman Jack Silver	8 Sharon Eckersall Vitaliy Feldman Kenneth J. Gaidas Jenny Mircevska Sheila Montet Karen Skurie Janet Thomas Marilyn White	14 Mary Berg Anne Davis Jacqueline Hughes Irina Maxim Linda McCaffrey Debra L. Powless Annamae Quinn Steven Sims	21 Claire Blumenthal Ray Garard Elaine Harvey Joseph Heffernan Priscilla J. McIntosh Lynn Romanek-Holstein	Linda Wolff Patricia F Wyle
3 John Chiappetta Victor Filatov Dorothy Goldberg Thomas Grant Joanne Keller Fern Loeb Judy McEvoy Linda J. Rengel	9 Gerald Gibbs Jr Julia Kim Joan Maxwell Ronald D. Villanueva Adriana Wright	15 Ileana Vlad Sandy Clifton Helen B. Dunn Marion Folkman Michele Mayers Deborah Rashman Kurt A. Sorensen Daniel J. Staackmann	22 Camille Bass Felipe Calubaquib Bobbi Chasin Tony Cirone Christopher J. Eigel Susan G. Lanzillotti Anne K. Macknin Roberta E. Miller Linda H. Moser Mira Stin Millie Weinberg	27 Steve Adelstein Melissa Arnstein Russell Boothe Marcia Boutilier David DeRicco Sheryl Fair Kwan Soon Im Leonard L. Jajko Svetlana Labunskaya Pat Lazar Donald J. Shea
4 Steven P. Cotsirilos Olga Kent Sharon G. O'Rourke Jong C. Park Darla Terrell	10 Gary Aver Janie Bress Julie Ann Hernandez Connie E. Hughes Gail Johannson Ellen McGann Lena Motev Val Napadov Stacey Rashman	Wallace L. Sweet 16 Judith A. Borchardt Deborah L. Kiddle Benny Kuriakose Steve Mandell Thomas Phillips Mary Snider	23 Nancy Gans Corky Kooperman Helen Larsen Leslie Lipowski Laura Marchetta Jill M. Swenson George Visoky Elisa Wolter	28 Eleanor Altman Mary Friedman Krystyna Nowak Kristen Rowe John H. Ryan Todd P. Smith Jane Svyatsky Louise Tesinsky Donna Zupancic
5 Ragini Arora Georgia Buckner Vera Burstyn Gergana Filipova Michelle Mitchell Allison Murphy Mark Ovington Ann Rankin Dorothy A. Schaffer	11 Bette Amato Mary Ellen Blanchard Denise M. Kellar Mikhail Mordkhilevich Suzanne Myers Dona M Porter Charlotte M. Ruffin Jerry Sacks Mike Wolens Kenneth Yoshida	17 Brad Warren Andersen Michael J. Carrera Jean Farnsworth Lola Glyman Florrie Hershkowitz Sylvia Holdampf Marcia O'Hara Phyllis Rothschild Olga Sapozhnikov	24 Barbara Friedman Susan Kelly Dee Dee Maloney Edward Niziol Richard Quinn Susan S. Roche Rosemary R Thomas	29 Donald B. Ahlborn Bonnie B. Ennis Joel H. Epstein Thomas George Lucille Iglitzen Barbara Jacobs Janine Juster
6 Nancy S. Abzug Christina Fawcett Sunny Feeley Kathryn Jacobazzi Irina Maron Kevin Plunkett Eve Pribel Diane Rossa Kwiatt Cynthia K. Tobisch Tanya Vovk	12 Daria C. Andrews Maryfran Burke Edward A. Ganja Mark A. Pasquesi Margaret H. Smith Mary Anne Thomas Lioudmila Velblum Bonnie S. Wilson	18 Peter G. Archos John Banghart Regina Correa-Cartright Maria Kernahan Marge Warshawsky	25 Brunhild Baass Ruth Conterio Claudia Gaynor Vernon Hein Arthur G. Helt Cyndee Keiser Lana Lake Naja Maltezos Azhar Pirzada David Rose James G. Sirotzki Sharon Stirn Tessy V. Vallikalam Rena Zaid	30 Dave Buckley, Sr Joan Burny Jackline Y. Chang Bob Engert Leonard Golden David A. Harper Susan R. Kipley Robert Medica Shannon H. Stambach Jefferson Vice
7 Marilyn Brown Mary K. Howey Ann Lee	13 Tiz Barrett Rand Brichta Brenda Ferdman Melanie Glass Valerie Gleason Nancy Leavitt Dennis C. Rapata	19 Lynn Chamberlin Michael D. Collins Israel Friedman Bonnie McKiernan Fay Molzahn Marla Schneider Ann Turner	26 Rita Anson Aleksander Dubinsky Nicole L. Fayette Nancy E. Miller Sharon L. Schreiber	31 Trung Duong Al Hasan Loxia Hipsky Peter Holstein Marilyn Leader Ivy Levinson Dmitry Mnushkin Boris Shargorodsky Natacha Tchobanova Antoinette Vigilante Edward Wetterquist

Education/Event Update

Class	Date	Start/End	Speaker	Location
Star Track New Member Orientation* CE: Commercial Real Estate: Getting the Job Done	May 3 May 10	8:30AM-4PM 9AM-12PM	Williams/Volkodav Charles Wiercinski	Northbrook Classrm Northbrook Classrm
Wisconsin Reciprocity Licensing Class	May 13 & 14 May 17,24	8AM-5PM 8:30AM-5PM	WRA Videotapes Marilyn Glazer	Northbrook Classrm Northbrook Classrm
Star Track New Member Orientation* CE: Commercial Real Estate: Effective Techniques for Selling a Business	June 7 June 14	8:30AM-4PM 9AM-12PM	Williams/Volkodav James Korreck	Northbrook Classrm Northbrook Classrm
CE: May the Code of Ethics Be With You* Luxury Home Marketing Course	June 14 June 24, 25	9AM-12PM 9AM-4PM	Terry Penza Laurie Moore-Moore	Mundelein Northbrook Classrm
ABR: Accredited Buyer Rep	June 28,29	8:30AM-5PM	Lynn Madison	Northbrook Classrm
Star Track New Member Orientation*	July 12	8:30AM-4PM	Williams/Volkodav	Northbrook Classrm
Star Track New Member Orientation* Broker Training: Adv. R.E. Princ. ABR Elective: Negotiating	Aug 2 Aug 16,23 Aug 20	8:30AM-4PM 8:30AM-5PM 8:30AM-4PM	Williams/Volkodav Marilyn Glazer Lynn Madison	Northbrook Classrm Northbrook Classrm Northbrook Classrm
Star Track New Member Orientation* CE: Mortgage Basics Broker Training: Finance NSBAR Awards Lunch	Sept 13 Sept 17 Sept 20,27 Sept 22	8:30AM-4PM 9AM-4:30PM 8:30AM-5PM 1:00-3:30PM	Williams/Volkodav Lynn Koscher Marilyn Glazer	Northbrook Classrm Northbrook Classrm Northbrook Classrm Chevy Chase C.C.
Star Track New Member Orientation* CE: Black, White or Gray: Ethical Dilemmas	Oct 4 Oct 8*	8:30AM-4PM 9AM-12PM	Williams/Volkodav Marilyn Glazer	Northbrook Classrm Northbrook Classrm
CE: Real Estate Investing 101 Broker Training: Sales & Brokerage CRS 206: Technologies to Advance Your Business	Oct 8 Oct 11,18 Oct 14,15	1-4PM 8:30AM-5PM	Marilyn Glazer Marilyn Glazer Pat Zaby	Northbrook Classrm Northbrook Classrm Northbrook Classrm
CE: May the Code of Ethics Be With You CE: May the Code of Ethics Be With You CE: May the Code of Ethics Be With You CE: May the Code of Ethics Be With You	Oct 28* Oct 28* Oct 29* Oct 29*	1-4PM 6-9PM 9AM-12PM 1-4PM	Bill Schiller Bill Schiller Bill Schiller Bill Schiller	Barrington TBA Northbrook Classrm Northbrook Classrm Northbrook Classrm
Star Track New Member Orientation* Broker Training: Brokerage Admin. CE: CORE A License Law/Escrow CE: CORE B Agency/Fair Housing Wisconsin Reciprocity Licensing Class	Nov 1 Nov 8,15 Nov 12 Nov 12 Nov 18 & 19	8:30AM-4PM 8:30AM-5PM 9AM-12PM 1-4PM 8AM-5PM	Williams/Volkodav Marilyn Glazer Marilyn Glazer Marilyn Glazer WRA Videotapes	Northbrook Classrm Northbrook Classrm Northbrook Classrm Northbrook Classrm Northbrook Classrm
Star Track New Member Orientation* CE: Black, White or Gray: Ethical Dilemmas	Dec 6 Dec 2*	8:30AM-4PM 9AM-12PM	Williams/Volkodav Marilyn Glazer	Northbrook Classrm Northbrook Classrm
CE: Real Estate Investing 101 CE: CORE A License Law/Escrow CE: CORE B Agency/Fair Housing Star Track New Member Orientation Broker Training: Contracts & Convey.	Dec 2 Dec 3 Dec 3 Dec 6 Dec 13,20	1-4PM 9AM-12PM 1-4PM 8:30AM-4PM 8:30AM-5PM	Marilyn Glazer Marilyn Glazer Marilyn Glazer Williams/Volkodav Marilyn Glazer	Northbrook Classrm Northbrook Classrm Northbrook Classrm Northbrook Classrm Northbrook Classrm

***Fulfills the NAR Ethics Requirement for 2001-2004.**

OBRE license renewal requirements include CORE A, CORE B and six elective hours.

An updated list of continuing education classes currently scheduled through 2004 is available at www.nsbar.org. All C.E. courses are open to both brokers and salespeople. Price for each three-hour C.E. class is \$39 members/\$69 non-members.

Register online at www.nsbar.org or call the Automated Registration Desk at 847-714-0292.

WCR North Shore Chapter

On **Thursday, May 13**, the North Shore Chapter of the Women's Council of REALTORS® will meet at the Five Seasons Country Club, 1300 Techny road, Northbrook. Networking begins at **11:30AM**, with lunch and meeting at noon. Guest speaker on "Feng Shui—For Your Life and Your Listings!" will be author Jucimara Markoff. Ms. Markoff will demystify the powerful tool of feng shui. Feng shui can help you sell properties faster and be at the top of your profession. You can maximize showings using feng shui techniques. More and more, educated buyers and sellers are asking about feng shui issues. Be prepared to answer their questions!

Reservations at \$25/member and \$30/guest should be sent to Patricia Ortseifen at 847-940-2753 or Patricia@Ortseifen.com, no later than **Friday, May 7**. *Remember: WCR is not just for women—it's for all members who appreciate the value of networking and information exchange!* Interested in joining WCR? Just print and complete the application form that appears at www.nsbar.org and send it with your dues payment to Sharon Kessel, VP Membership, at the address provided on the form.

WCR Summer Calendar

June 10
"Business Etiquette
and Protocol"
Birchwood Club,
Highland Park

July 8
"Credit Scoring and
Identity Theft"
Michigan Shores Country
Club, Evanston

August 12
"Culinary Delights"
Kendall College, Evanston

NSBAR Congratulates . . .

Jackie Rowlette, GRI; Edith Jasser, ABR; Ian Robinson, ABR; Harriet Copeland, e-PRO. The IAR President's Club Gold Award has been received by Virginia Trux Thomas; the Diamond Award has been made to Ian E. Robinson. Affiliate Mike Boyer, First Banc Funding Company, has received the mortgage industry designation of Certified Residential Mortgage Specialist. Congratulations to all!

NORTH SHORE—BARRINGTON
ASSOCIATION OF REALTORS®
450 Skokie Blvd, Bldg 1200
Northbrook, IL 60062-7920
Phone: 847-480-7177
Fax: 847-480-7362
MailTo:terry@nsbar.org



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www.nsbarstore.com**