

nsbar.org REALTOR® News
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Association of REALTORS®
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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.

2004-2005 Officers

Lisa Hathaway Chair of the Board	847-234-0050
Katharine C. Pinkus Chair Elect	847-381-8800
Dawn McAnaney Secretary-Treasurer	847-446-1855

Directors

Keith Hancock	847-657-9100
Gary Jensen	847-272-0330
James J. Roth	847-432-3200
Emery Moorehead	847-945-8200
Mary Summerville	847-869-7300
John Ancona	847-381-9500
Elizabeth C. Galfer	847-381-0500
Eugene Kim	847-481-0554
Georgia S. Pierini, ABR, CRS, GRI, SRES	847-724-1855
Daniel Schermerhorn	847-869-4200
Leslie Stein	847-272-9880

Northbrook Office

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

President/Chief Executive Officer

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

Director of Marketing/Education

Chris Huizenga

Education/Membership Administrator

Becky Shapleigh

Director of Information Systems

Steve Volkodav, e-PRO

Technical Support

Mike Gazdzik

Office Administrator

Rachel Struchen

Accounting/Membership

Kimberley Davis

Barrington Office

1250 Grove Avenue
Barrington, IL 60010-3027
847-381-7827 Fax 847-381-7899

Technical Advisor

Alice Roth, GRI, CRB, e-PRO

EDUCATION UPDATE

DIRECTOR OF MARKETING/ EDUCATION CHRIS HUIZENGA



Cook County Commissioner Murphy to speak at NSBAR Northbrook

Nov 23, from 2:00-4:00 at Northbrook, directly following tour. NSBAR is pleased to host a presentation by Cook County Commissioner Maureen Murphy. The Commissioner will present a guide through the tax assessment appeals process. This is a free event, but space is limited. Call today to register for this event.

REALTOR® Safety Presentation Nov 5

Northbrook Police Officer Mike Schepp will be giving a presentation on REALTOR® safety at NSBAR Northbrook. The event will cover safety tips for covering open houses, driving clients to showings, and more. Don't miss this important free safety event! Call NSBAR today to register.

Commercial Forum Nov 10

On Nov 10 from 11:00 AM - 1:00 PM at NSBAR Northbrook, George Noble of Noble & Associates will be giving a presentation on Environmental Issues in Commercial Real Estate, and will cover topics such as Mold, Asbestos, Underground Storage Tanks, etc. Bring a lunch and a list of questions. Although this is a free event, space is limited. Call today to register.

Top Producer Nov 17

William Chu will be making a presentation to NSBAR on Nov 17 from 9:00AM-12:00PM for Top Producer. Register for the Top Producer event by calling 847-480-7177.

In Case You Missed It

NSBAR's very own Steve Volkodav and Chris Huizenga were representing and showing off the EasyShow lockbox at the IAR Convention Sept 29 and 30. Thank you to all our members that came by to say "hello". Look for a new website for the lockbox to be coming out soon!

Star Track October 4

On October 4, 46 new NSBAR members attended the Star Track Orientation program. The new members were greeted by NSBAR's Director of Marketing/Education Chris Huizenga, who also made a presentation on the NAR Code of Ethics. Also, the new members were welcomed by CEO Terry Penza, and received a presentation on MLS systems as well as the EasyShow lockbox. The students were given a very insightful program on marketing and business planning by fellow-member Alla Kimbarovsky (www.allakimbar.com). The lunch sponsor for the program was Brian Jessen of Harris Bank, who presented tips on how to pre-qualify buyers. The new members were then given basic instruction on how to use MLS systems by NSBAR's Technical Assistant Michael Gazdzik. The next Star Track Orientation class will be November 1st and again on Dec 6.

November Class Update at NSBAR

Star Track New Member Orientation

(Fulfills Mandatory Ethics Requirement) Instructors: Chris Huizenga, Director of Marketing/Education, e-Pro; Steve Volkodav, e-Pro; Meet the Pro speaker: Allyson Hoffman (www.allyson.com). Nov. 1, 8:30 - 4:00 in Northbrook. Register online at www.nsbar.org, or call 847-480-7177.

Brokerage Administration

Instructed by Marilyn Glazer, GRI, CRS, CRB. Nov 8 and 15 8:30-5:00 at NSBAR Northbrook. 3 hrs. C.E. Covers Illinois real estate law and licensure, listings, title search, forms for closing, contract forms, and the broker-salesperson relationship.

CORE 1600: License Law and Escrow

Instructed by Marilyn Glazer, GRI, CRS, CRB. Fri Dec 3 from 9-12. 3 CORE A hrs. C.E. This is the first of two courses that renewing licensees must take in addition to six hours of elective courses. This class covers The Real Estate License Act of 2000, administrative rules and changes, and escrow accounts.

CORE 1601: Agency and Fair Housing

Instructed by Marilyn Glazer, GRI, CRS, CRB. Fri Dec 3 from 1-4. 3 CORE B hrs. C.E. This is the second of two courses that renewing licensees must take in addition to six hours of elective courses. This class covers agency law, including contractual relationships, fiduciary rights and obligations, legal and ethical responsibilities of brokers, and disclosure. It also covers Fair Housing laws.

Wisconsin Reciprocity Pre-License Program

Thursday Nov 18 & Friday Nov 19 8AM - 5PM in Northbrook. This class does not provide C.E. credit. Registration must be received by Nov 11. This two-day videotape program includes updated information for Illinois licensees (licensed at least two years) who want to take the Wisconsin licensing exam for salespersons or brokers. Both salespeople and brokers complete the first 13 hours, which begin on Thursday morning and conclude at approximately 12:30PM on Friday. After lunch on Friday, broker candidates view an additional three hours of video. A consultant is on-call in Madison, Wisconsin, to answer class questions. Cost is \$169 for salespeople and \$199 for brokers. Produced and sponsored by the Wisconsin REALTORS® Association.

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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
847-434-1090

Need Information?

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



2004 NSBAR AWARDS AND INSTALLATION PHOTOS



TRANSFERS

Violet Skowron, from Coldwell Banker, 1420 Waukegan Road, Glenview to Major Enterprises, Inc., 707 Skokie Blvd, #600, Northbrook
Jane Pickus, from Prudential Preferred Property, 1890 First Street, Highland Park to Koenig & Strey GMAC, 1925 Cherry, Northbrook
Helen Sherman, from Prudential Preferred Property, 1890 First Street, Highland Park to Koenig & Strey GMAC, 1925 Cherry, Northbrook
Judy Serck, from Coldwell Banker, 640 Vernon Avenue, Glencoe to Coldwell Banker, 740 Waukegan, Deerfield
Earl Roben, from Baird & Warner, 1900 Waukegan Rd, Glenview to RE/MAX Villager, 1245 Waukegan Road, Glenview
Helen Oliveri, from Koenig & Strey GMAC, 1009 Waukegan Road, Glenview to Coldwell Banker, 1420 Waukegan Road, Glenview
Bonnie Smith, from Coldwell Banker, 740 Waukegan, Deerfield to Realty Executives Prestige, 1335 E. Davis, Arlington Heights
Lauren Dettmann, from Baird & Warner, 754 W. Northwest Hwy., Barrington to RE/MAX of Barrington, 306 W Northwest Highway, Barrington
Kathy Miller, from Coldwell Banker, 350 Linden, Wilmette to Prudential Preferred Property, 850 Green Bay Rd, Winnetka
Marie Stallone, from Keller Williams Success Realty, 301 W Main, Barrington to Baird & Warner, 754 W. Northwest Hwy., Barrington
Larisa Maltsev, from Century 21 EAG Capital, 3100 Dundee Rd, Ste 107, Northbrook to RE/MAX United, 81-B S. Milwaukee, Wheeling
Tammy Frazier, from Coldwell Banker, 303 E. Main St. #101, Barrington to Baird & Warner, 754 W. Northwest Hwy., Barrington
Kamila Eva Babiuch, from Coldwell Banker, 1330 Shermer Road, Northbrook to G & A Realty Inc, 2847 Pfingsten, Glenview
John Gillard, from Koenig & Strey GMAC, 601 Green Bay Road, Wilmette to Bradbury, Romey, Egan & Partners, 580 Lincoln Ave, Winnetka
Dennis Niles, from Denny Niles & Associates, 936 Spruce Street, Winnetka to Village Green Realty, 851 Spruce Street, Winnetka
Sharon M. Wharton, from Baird & Warner, 1900 Waukegan Rd, Glenview to Baird & Warner, 2926 Central St, Evanston (transfer fee waived)
Jane Pavis, from Baird & Warner, 1900 Waukegan Rd, Glenview to Baird & Warner, 754 W. Northwest Hwy., Barrington
Victoria Donnowitz, from Baird & Warner, 1900 Waukegan Rd, Glenview to Baird & Warner, 754 W. Northwest Hwy., Barrington
Bahman Abesteh, from Koenig & Strey GMAC, 2630 Valor Drive, Glenview to Major Enterprises, Inc., 707 Skokie Blvd, #600, Northbrook
Brian McKiernan, from Koenig & Strey GMAC, 538 Chestnut Street, Winnetka to RE/MAX Villager, 1245 Waukegan Road, Glenview
Stacey Rashman, from Baird & Warner, 754 W. Northwest Hwy., Barrington to RE/MAX of Barrington, 306 W Northwest Highway, Barrington
Richard O. Rashman, from Baird & Warner, 754 W. Northwest Hwy., Barrington to RE/MAX of Barrington, 306 W Northwest Highway, Barrington
Paula Bradfield, from Baird & Warner, 2926 Central St, Evanston to Prudential Preferred Property, 1600 Orrington, Evanston
Meg A. Cleavenger, from Coldwell Banker, 303 E. Main St. #101, Barrington to RE/MAX of Barrington, 306 W Northwest Highway, Barrington

Gregory Bradley from Coldwell Banker, 303 E. Main St. #101, Barrington to RE/MAX of Barrington, 306 W Northwest Highway, Barrington
Steve Klopfer, from Coldwell Banker, 740 Waukegan, Deerfield to Keller Williams Success Realty, 600 Hart Road, Suite 105, Barrington

Reinstatements

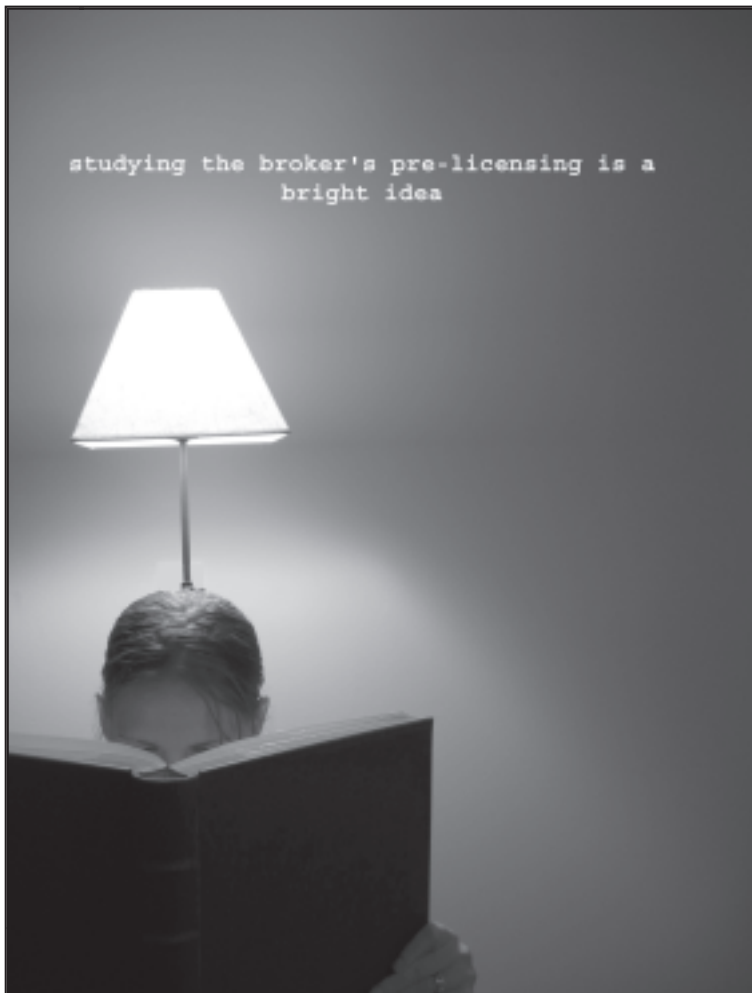
Earl Goldsmith, Earl Goldsmith, 1653 McCraren, Highland Park
Jose N. Cyriac, REA Realty, 9410 Waukegan Rd, Morton Grove
Nataliya Gorenjuk, RE/MAX United, 81-B S. Milwaukee, Wheeling
Silvi Freedson, Coldwell Banker, 640 Vernon Avenue, Glencoe
George Prigorskiy, RE/MAX United, 81-B S. Milwaukee, Wheeling
Ramesh Patel, B R Realty Group, 9333 Lowell Ave, Skokie (reinstated office only)
Michael P. Krieger, Gerald Cote & Associates, 17 E Palatine Road, Palatine
Feliks Faynshteyn, Major Enterprises, Inc., 707 Skokie Blvd, #600, Northbrook (from CAR)

Office Changes

Leader Realty at 4021 Oakton Street, Skokie is now Coldwell Banker Leader Realty.
A I Goodman Realty, Inc, Wilmette, has relocated to 460 Winnetka Ave, #22, Winnetka.
Ryan Gable is now Starting Point Realty, Inc, 830 W. Northwest Hwy, Ste 5, Palatine.
Keller Williams Success Realty has moved to 600 Hart Road, Suite 105, Barrington.

New Members

Melody Decatur, Coldwell Banker, 1508 Sherman Avenue, Evanston
Donald Carter, Koenig & Strey GMAC, 1925 Cherry, Northbrook
Camille Kearns Rudy, Prudential Preferred Property, 850 Green Bay Rd, Winnetka
Karolina Dymon, Koenig & Strey GMAC, 1009 Waukegan Road, Glenview
Adam Goranson, Endeavor Realty Group LLC, 1181 Lake Cook Rd, Ste G, Deerfield
Karen Johnson, Inverness Realty Advisors, Ltd, 549 Rob Roy Court, Inverness (new office too)
Thomas J. Quigley, Major Enterprises, Inc., 707 Skokie Blvd, #600, Northbrook (from RANWC)
Diana Shin, Shin Real Estate Group, 430 Milwaukee Avenue, Suite 10, Lincolnshire (back from CAR)(new office too)
Michael W. Harrington, R & R Appraisals Ltd, 1801 S Hicks #D, Rolling Meadows
Chris Frey, Baird & Warner, 1900 Waukegan Rd, Glenview
Jason R. Cloud, The Evans Group, 210 E Station Street - Suite 7, Barrington
Jill Briskman, Coldwell Banker, 1893 Sheridan Road, Highland Park
Jan Cohen, Coldwell Banker, 740 Waukegan, Deerfield
Constance M. Doyle, CMD Properties, 330 W. Main Street, Barrington (new office too)
Virginia McDonald, R & R Appraisals Ltd, 1801 S Hicks #D, Rolling Meadows
John Garrity, Realty One, Inc, 9231 Waukegan Road, Morton Grove
Marcus Marcus, Coldwell Banker, 1508 Sherman Avenue, Evanston
Henry Shulruff, Shoreland Properties, Inc., 3295 Dato, Highland Park (new office too)



Broker's Pre-License Classes

Available at nsbar.org

Advanced Real Estate Principles

01/24/05, 01/31/05
08/15/05, 08/22/05

Finance

02/14/05, 02/28/05
09/19/05, 09/26/05

Sales and Brokerage

03/21/05, 03/28/05
10/17/05, 10/24/05

Brokerage Administration

11/08/04, 11/15/04
04/18/05, 04/25/05
11/11/05, 11/21/05

Contracts and Conveyances

12/13/04, 12/20/04
05/16/05, 05/23/05
12/12/05, 12/19/05

Only \$175 per class. Instructed by Marilyn Glazer, GRI, CRS, CRB.

Register online at www.nsbar.org or call 847.480.7177.

Sarah Barriger, Keller Williams Success Realty, 301 W Main, Barrington
 Alla Haham, RE/MAX United, 81-B S. Milwaukee, Wheeling (from RANWC)
 Vittoria A. Logli, Koenig & Strey GMAC, 2630 Valor Drive, Glenview
 Irine Shkolnik, MarketMax Realty, Inc., 1255 W Dundee Road, Buffalo Grove
 Ronald J. Nye, Ronald J. Nye, 6 Deveaux Court, Barrington (new office too)
 Louis Gipp, Koenig & Strey GMAC, 800 Waukegan Road, Deerfield
 Donna Grant, Coldwell Banker, 1330 Shermer Road, Northbrook
 Valsa George, Coldwell Banker, 2700 S River Road, Des Plaines (from CAR)
 Angie S. Rasiarnos, Baird & Warner, 754 W. Northwest Hwy., Barrington
 (from RANWC)
 Lucy Sievers, Koenig & Strey GMAC, 538 Chestnut Street, Winnetka
 Lancelot Wellington, Manchester Realty, 831 Foster, Evanston
 Barbara Margolis, Koenig & Strey GMAC, 1009 Waukegan Road, Glenview
 (from RANWC)
 John Hipsky, Wyndbrooke Realty Company, 28272 W Cuba Road, Barrington
 Ellen Krause, Keller Williams Success Realty, 301 W Main, Barrington
 Eugene Tkachenko, Eugene Tkachenko, 296 Park Avenue, Highland Park
 (new office only)
 Olga Chertkova, Estate Properties, 333 Skokie Blvd, #103, Northbrook
 Jong Hyun An, Utopia Real Estate Inc., 808 E. Old Willow Road, Prospect
 Heights (new office only)
 Lisa Stadler, Koenig & Strey GMAC, 2630 Valor Drive, Glenview
 Kathleen Johlie, Coldwell Banker, 303 E. Main St. #101, Barrington
 (from RANWC)
 Won Tae Shin, Elite Group Realty & Investmen, 5334 N Kedzie Avenue,
 Chicago
 Chun Ki Baik, Elite Group Realty & Investmen, 5334 N Kedzie Avenue, Chicago
 Susan Zilligen, RE/MAX United, 81-B S. Milwaukee, Wheeling
 Henry W. Tutaj, Century 21 American Sketchbook, 100 E. Main Street,
 Lake Zurich
 Jason R. Cloud, The Evans Group, 210 E Station Street - Suite 7, Barrington
 Ivana Mihalic, Coldwell Banker, 2929 Central Street, Evanston
 Vira Ven, Coldwell Banker, 1420 Waukegan Road, Glenview
 Jonathan Herbst, Baird & Warner, 2926 Central St, Evanston
 Elyse Litwack, Koenig & Strey GMAC, 2528 Green Bay Road, Evanston
 Patricia Psychogios, Century 21 American Sketchbook, 100 E. Main Street,
 Lake Zurich
 Rex Tobias, Jay C Realty, Inc., 4652 Oakton, Skokie
 Greg Fisher, Koenig & Strey GMAC, 1925 Cherry, Northbrook (from RANWC)
 Allan R. Kaur, Koenig & Strey GMAC, 2630 Valor Drive, Glenview
 Wendy Smith, Koenig & Strey GMAC, 538 Chestnut Street, Winnetka
 Jeremy Courchaine, Endeavor Realty Group LLC, 1181 Lake Cook Rd, Ste G,
 Deerfield
 Alan Berlow, Coldwell Banker, 740 Waukegan, Deerfield

Sandra Krenz, Century 21 Sketch Book, 20 Northwest Hwy., Cary
 Ronald Levin, HomeDirect Realty, 9069 N. Courtland Avenue, Niles
 Andrew Kiener, Prudential Preferred Property, 1600 Orrington, Evanston
 Ricky Bachtra, Millennia International Group, 34 Brandywine Road, Barrington
 (new office too) (from CAR)
 Caroline Sheaffer, Coldwell Banker, 1893 Sheridan Road, Highland Park
 Robert Dillon, Coldwell Banker, 1893 Sheridan Road, Highland Park
 Yelena Primilskaya, Prestige Realty, Inc, 840 Wheeling Road, Wheeling
 Raul Castillo, Frontier Realty, 3737 W Lawrence Avenue, Chicago
 Karen Pietsch, Major Enterprises, Inc., 707 Skokie Blvd, #600, Northbrook
 (from RANWC)
 Jennifer Ziegler, Coldwell Banker, 1420 Waukegan Road, Glenview
 Tiffany Hirsch, Next Chicago Realty LLC, 363 W. Erie, 5th Floor East, Chicago
 Mikhail Elkind, Estate Properties, 333 Skokie Blvd, #103, Northbrook
 (from RANWC)
 James E. Mackey, American Vision Real Estate Gr, PO Box 632, Glenview
 (new office too)
 William E. Kemp, FlatRealtyFee.com, 309 E. Rand Rd, #339, Arlington Heights
 (new office too)
 Vadim J. Esterkin, Gotlieb Enterprises, Inc, 371 Kelburn Rd, Suite 324, Deerfield
 Sandra R. LaLone, Coldwell Banker, 1893 Sheridan Road, Highland Park
 Grace Chen, RE/MAX Villager, 1245 Waukegan Road, Glenview
 Jackie Thom, Coldwell Banker, 552 Lincoln Ave., Winnetka
 Adela Cernea, All Gold Real Estate, Inc., 4901 Golf Road, Unit 401, Skokie
 Alicia Aviles, Koenig & Strey GMAC, 2630 Valor Drive, Glenview (from CAR)
 Dalia Jacobson, Coldwell Banker, 1893 Sheridan Road, Highland Park
 Soyoung Kim, Stone Realty Inc., 9216 Waukegan Road, Morton Grove
 Ji Young Lee, Stone Realty Inc., 9216 Waukegan Road, Morton Grove
 (from CAR)
 Simon Jin, Realty One, Inc, 9231 Waukegan Road, Morton Grove
 Sargon Zoudo, Coldwell Banker Leader Realty, 4021 Oakton Street, Skokie
 (from CAR)
 Maureen Logue, Barrington Realty Company, 145 W Main Street, Barrington
 Martin Claire, MBA Properties Inc., 1555 Sherman Avenue, #208, Evanston
 Peter Specht, Majestic Mortgage Corporation, 309 N. Seymour Avenue,
 Mundelein (affiliate office too)
 Neringa Balsiene, Estate Properties, 333 Skokie Blvd, #103, Northbrook
 Lynne Cantin, Coldwell Banker Leader Realty, 4021 Oakton Street, Skokie

Our Sympathies

NSBAR extends its sympathies to the friends and families of Carol Payson (61) and Herbert Waulbaum (94). Carol's service was held with family on the east coast. Herbert Waulbaum passed away the week of Oct 1 with his family around him.



ETH 1508: Black, White or Gray: Ethical Dilemmas

Instructed by Marilyn Glazer, GRI, CRS, CRB. Fri Nov 19 from 9:30-12:30 at the Barrington Area Library. 3 hrs. C.E. This course uses case studies to illustrate moral/ethical dilemmas. The course illustrates different ways of handling ethical issues that arise in life and business. This class fulfills the NAR Ethics requirement.

Real Estate Investing 101

Instructed by Marilyn Glazer. Fri Nov 19 from 1:30-4:30 at the Barrington Area Library. 3 hrs. C.E. Learn how the pros do it, and learn how to help your clients realize their real property as investment. With Marilyn Glazer in Northbrook, October 8 from 1-4. 3 hrs. C.E.

ETHICS**FREE Ethics Night Courses**

In order to accommodate the busy schedules of those NSBAR members who have yet to fulfill their Ethics requirements, NSBAR will be hosting FREE video courses at the Northbrook location. There is a 5 student minimum per class. Classes are 6PM-9PM on the following dates:

Nov 2, 9, 16, 23, 30

Dec 7, 14, 21, 28

To register, go to the Members Only section of www.nsbar.org, or call 847-480-7177.

Other Free Ethics Video Courses:

NSBAR offers FREE ethics video training in both Northbrook and Barrington! Our next classes will be Mon Oct 11 from 1PM-4PM, and Fri Oct 22 from 9AM-Noon in both Northbrook and Barrington. To register for these free Ethics training classes, go to www.nsbar.org, and then login to your Members Only page to register online. Or call 847-480-7177 to register. Other free Ethics video courses will be held:

Fri, Nov 5 9 AM – Noon

Mon, Nov 22 1 PM - 4 PM

Mon, Dec 13 1 PM - 4 PM

Fri, Dec 17, 9AM - Noon

Ethics Training Available at Your Site or Ours

Are you worried about the agents in your office completing their NAR Ethics requirement? We offer a variety of ways to help you insure that no one gets left behind. NSBAR has Ethics training available for your agents, at your location or at the Robert McGuire Education Center in the NSBAR office in Northbrook. You can choose an Ethics video program that will fulfill the NAR requirement, or you can have an instructor-led program that can even provide C.E. credit to students. Here is the range of choices and the cost of each:

• **3-hour Ethics video program:** NSBAR provides proctor to administer tapes and testing - Cost: \$150.00

• **3-hour Ethics C.E. course:** You hire an OBRE-approved instructor and NSBAR administers the C.E. credit submission to OBRE - Cost: \$12.98 per student

• **3-hour Ethics C.E. course:** NSBAR provides an OBRE-approved instructor and NSBAR administers the C.E. credit submission to OBRE - Cost: \$39.00 per student, with minimum payment of \$390.00

Contact Chris Huizenga at 847-480-7177 for information on available dates and instructors.

Terminations

Lisa Wight Harris, Koenig & Strey GMAC, 1009 Waukegan Road, Glenview
Elizabeth Moore, Koenig & Strey GMAC, 825 S Waukegan Road, Lake Forest
Dawn Krusinski, Keller Williams Success Realty, 301 W Main, Barrington
Fred J. Foersterling, Cuba Township Assessors Office, 28000 West Cuba Road, Barrington
Jason Rahimzadeh, North Shore Realty Partners, L, 1901 Raymond Drive, Suite 17, Northbrook

Linda J. Thomas, RE/MAX Villager, 1245 Waukegan Road, Glenview
Carol A. Buckhave, Baird & Warner, 2926 Central St, Evanston
Timothy Close, Coldwell Banker, 303 E. Main St. #101, Barrington
Dace Kins, Prairie Shore Properties, 2110 Central Street, Evanston
Virginia Parsons, Cedar View Homes, 75 Lakeview Parkway, Barrington
Lillian Zilban, RE/MAX United, 81-B S. Milwaukee, Wheeling
Maria A. McCarthy, Baird & Warner, 714 Elm St, Winnetka
Jack Kulas, Prudential Preferred Property, 3115 Dundee Road, Northbrook
John A. Hirsch, Coldwell Banker, 1893 Sheridan Road, Highland Park
Denise Riley Philpot, Coldwell Banker, 1508 Sherman Avenue, Evanston
Brooke Scheck, Prudential Preferred Property, 3115 Dundee Road, Northbrook
Joanne L. Lakin Young, Baird & Warner, 1920 Sheridan Road, Highland Park
Milena Haralampieva, Coldwell Banker, 1420 Waukegan Road, Glenview
Aleksandr Ivanov, Century 21 EAG Capital, 3100 Dundee Rd, Ste 107, Northbrook
Denny Niles & Associates, 936 Spruce Street, Winnetka (office only)
Greg Esterman, HomePage Realty, 1215 Washington, #204, Wilmette
Dianne Sands, Koenig & Strey GMAC, 1925 Cherry, Northbrook
Karen Long, Coldwell Banker, 1508 Sherman Avenue, Evanston
Marivic Reyes, Coldwell Banker M&M, 4632 Church Street, Skokie
Russell Boothe, Anton, Kochis & Boothe, Ltd., 540 Frontage Rd., Suite 2105, Northfield
Scarlet Lama, Coldwell Banker, 1508 Sherman Avenue, Evanston
Stephanie Brent, Coldwell Banker, 740 Waukegan, Deerfield
Peter C. Johnson, Koenig & Strey GMAC, 2528 Green Bay Road, Evanston
Lin Sayavong, Coldwell Banker, 1893 Sheridan Road, Highland Park
Martin Schatzman, Prudential Stonegate Realty, 33 W. Higgins Rd, Suite 500, South Barrington

John Y. Park, RE/MAX United, 81-B S. Milwaukee, Wheeling
Margot M. Matot, Coldwell Banker, 1420 Waukegan Road, Glenview
Marcy A. Saltzman, Coldwell Banker, 1330 Sherman Road, Northbrook
David R. Nash, RE/MAX Showcase, 810 S. Waukegan Rd, Lake Forest
Marilyn Brown, RE/MAX Showcase, 810 S. Waukegan Rd, Lake Forest
Susan Baxter Blum, RE/MAX Showcase, 810 S. Waukegan Rd, Lake Forest
Babu M. Philip, Century 21 Marino, Inc, 5800 Dempster Street, Morton Grove

NOVEMBER BIRTHDAYS**Nov 1**

Karen Feldman
Kerstin Stenlund
Susan J. Rosenberg
Paula Carson
Julie Nell
Jason Proctor

Nov 2

Kathy Smith
Charles Kim
Galina Persky
Emil Presman
Boris Guberman

Nov 3

Michael J. Battaglia
Jody Brott
Irene Serdin
Kathryn Skrzypek
Jay Dydyk

Nov 4

Regina Gomory
Jonathan L. Dick
Mary Ann Riederer
Alison Chiaro
Kimberly R. Hite
Brian Larson
Tamara Kasey
Pamela Mimura
Arianthy Kourakis

Nov 5

Stacy Demas
Denys Bremel
Patrick Elliott

Nov 6

Krista Frauenholtz
Dorene Munoz
Gary Kreymer
Vadim Ratner
Gerald Sweas
George Candelaria

Nov 7

Arnie Silberman
Bevan Lundgren
Carol O'Grady
Irene D Luber
Lori Baker
Ronald T. Mrowiec
Victor J. Chirio
Diana Shin
Marie L. Fern

Nov 8

Beth Amkin
John P. Shvedas
Sharon J. Ramon
Leonard Zaslavsky
Charles Namrood
Rita Tarkov
Gloria S. Wagner
Gene Hara

Nov 9

Ben Gerstman
Missy Jerfita
James J. Roth
Karen Wickman
Alexandra Gordin

Nov 10

Brian Goodell
Grace H. Lee
Cindy L. Fine
Debra A. Vargas
Rakesh Kumar
Audrey Chapman
Dmitry Godin
Aliza Korrub
Janice E Schneider
Ray Perkins

Nov 11

Yolanda M. Stackhouse
Peter Curtis

Murray L. Box
Annette H. Kim

Nov 12

Syvaly Sengsouvanh
Jody Dickstein
John W. Cessna
Cathie Powell
Janice Post
Debra Borden
Babu M. Philip
Mary Luetkemeyer
Moonju Sine
Joan S. Wicks

Nov 13

Lynne P. Oakden
Erica Chedid
Judith A. Offerle

Nov 14

Paulette Pelletier
Marcia A. Lyman
Annette Rigali
Mikhail Zayats
Eitan Coresh
Yevgeniy Shraybman
Lisa C. Mintz
Leonie E. Palumbo
Jon Kain

Nov 15

Sherry Higgins
Ralph Jacobson
Julie Chandler
Richard J. Guggemos
Surinder K. Basran
Robert Dietrich
Pamela Kosinski
John L. Paluch
Julie W. DeCock
Sam Gambacorta

Nov 16

Joanne Zagone
Traci Bowering
Natalia Salashnaya
Michel Ribet
Sharon J. Kozak
Thomas F. Leuver

Nov 17

Angela McSharry
Galina Iliescu
Lael Fisz
Leonid Katsnelson
Barbara Trupp
James Allen

Nov 18

Wendy W. Jordt
Cynthia Vantell
Grossman
Martha May
Alex Millionshik

Nov 19

Stewart Katz
Francine L. Gold
Paul B. Majer
Bennett L. Rosenberg

Nov 20

Keith R. Schauer
Kelly Schneider
Victor Lew
Florence Emling
Ricardo D. Santos
Caitlin A. Martin

Nov 21

Nancy Herr
Debra Hatchett
Bolormaa Tserenjav
Lioudmila Tchelak
Maria Espino
Mark Wellington
Christian Ononiuwu

Nov 22

Lori T. Shedden
Edward Bauer
Karen A. Ryan-Linden

Mary Anne Perrine
Shada Eshoo
M Kathleen McDonald

Nov 23

Jack Scott
Catherine Hoffman
Vladimir Ulyanov
Francisco J. Canchola

Nov 24

Robert D. Ross
Steve Kolko
Deborah Y. Richards
Amy Smeloff
Gennady Mednikov
Molly McIntyre

Nov 25

Leonora B. Burkhart
Marta Speakman
Ellin Blumenthal
Vesna Glisovic
Barbara Aquilino
Kelley Hughes

Nov 26

Marcia Vecchione
Ed Markaryan
Barbara A. Bergan
Katie M. Jones
Julie K. Boshardt
Ewa Lubowicka

Nov 27

Pam Jacobs
Dmitry Ragumov

Nov 28

Lynette N. Flannery
Micki Allen
Aleksandr Shklovskiy
Clayton McLaughlin
Deborah Leuver
Virginia McDonald

Nov 29

Barbara Turner
Shelly Benjamin
Luba Fayngersh
Kathleen Eugene
Jeanne Ohr

Nov 30

Maria Krull
Lyn Kaiser
Honey S. Leavitt
Marla Meiselman
Vittoria A. Logli
Kathleen Picone
Barbara Wiggins
Adam Grabowski
Deborah J. Shore

Our apologies to Marie Passalino, whose name was accidentally omitted from last month's birthday list. She celebrated her birthday on Oct. 30.

NSBAR honors Sharon Eckersall, who received her CIPS designation.

EDUCATION/EVENT UPDATE

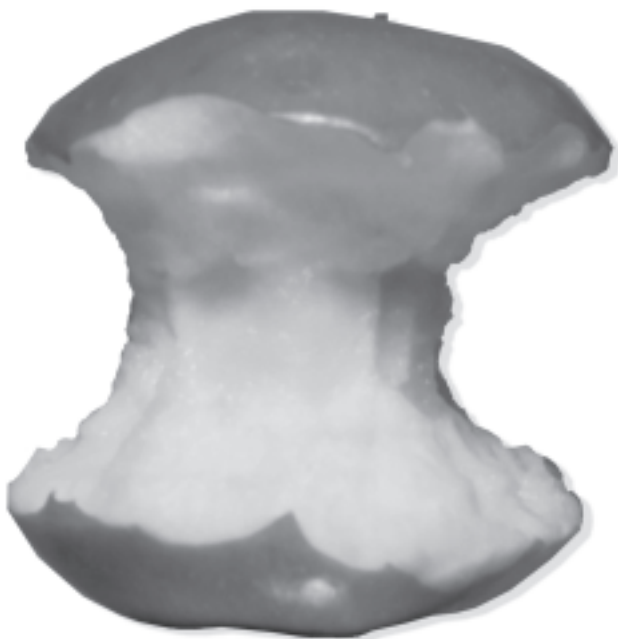
Class	Date	Start/End	Speaker	Location
Star Track New Member Orientation*	Nov 1	8:30AM-4PM	Chris Huizenga	Northbrook Classrm
Broker Training: Brokerage Admin.	Nov 8,15	8:30AM-5PM	Marilyn Glazer	Northbrook Classrm
CE: CORE A License Law/Escrow	Nov 12	9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: CORE B Agency/Fair Housing	Nov 12	1-4PM	Marilyn Glazer	Northbrook Classrm
Wisconsin Reciprocity Licensing Class	Nov 18 & 19	8AM-5PM	WRA Videotapes	Northbrook Classrm
CE: Black, White or Gray: Ethical Dilemmas	Nov 19*	9AM-12PM	Marilyn Glazer	Barrington Library
CE: Real Estate Investing 101	Nov 19	1-4PM	Marilyn Glazer	Barrington Library
CE: Black, White or Gray: Ethical Dilemmas	Dec 2*	9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: Are You The Weakest Link?	Dec 2	1-4PM	Marilyn Glazer	Northbrook Classrm
CE: CORE A License Law/Escrow	Dec 3	9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: CORE B Agency/Fair Housing	Dec 3	1-4PM	Marilyn Glazer	Northbrook Classrm
Star Track New Member Orientation*	Dec 6	8:30AM-4PM	Chris Huizenga	Northbrook Classrm
CE: CORE A License Law/Escrow	Dec 10	9:30AM-12:30PM	Marilyn Glazer	Barrington Library
CE: CORE B Agency/Fair Housing	Dec 10	1:30-4:30PM	Marilyn Glazer	Barrington Library
Broker Training: Contracts & Convey.	Dec 13,20	8:30AM-5PM	Marilyn Glazer	Northbrook Classrm

2005

Foundations for Success	Jan 6, 7, 13, 14	8:30AM-5PM	Lynn Madison/Lori Cox	Northbrook Classrm
Star Track New Member Orientation	Jan 10	8:30AM-4PM	Chris Huizenga	Northbrook Classrm
CE: Mold--What Agents and Consumers Need to Know	Jan 21	9AM-12PM	Larry Schwartz	Northbrook Classrm
CE: CORE A License Law/Escrow	Jan 27	9AM-12PM	Kerry Kidwell	Northbrook Classrm
CE: CORE B Agency/Fair Housing	Jan 27	1-4PM	Kerry Kidwell	Northbrook Classrm
CE: CORE A License Law/Escrow	Jan 28	9:30AM-12:30PM	Kerry Kidwell	Barrington Library
CE: CORE B Agency/Fair Housing	Jan 28	1:30-4:30PM	Kerry Kidwell	Barrington Library
CE: Real Estate Survivor	Feb 3	1-4PM	Marilyn Glazer	Northbrook Classrm
CE: AntiTrust	Feb 3	9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: CORE A License Law/Escrow	Feb 4	9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: CORE B Agency/Fair Housing	Feb 4	1-4PM	Marilyn Glazer	Northbrook Classrm
CE: Real Estate Investing 101	Feb 19	9AM-12PM	Marilyn Glazer	Northbrook Classrm
CE: AntiTrust	Feb 19	1-4PM	Marilyn Glazer	Northbrook Classrm
CE: Using Technology to Better Serve Consumers	Feb 24	9:30AM-12:30PM	Bill Schiller	Barrington Library
CE: Consumer-Centric Real Estate Web Sites	Feb 24	1:30-4:30PM	Bill Schiller	Barrington Library
CE: Using Technology to Better Serve Consumers	Feb 25	9AM-12PM	Bill Schiller	Northbrook Classrm
CE: Consumer-Centric Real Estate Web Sites	Feb 25	1-4PM	Bill Schiller	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 per 3-hr C.E. class is \$39 members/\$54 non-member REALTORS®/\$69 non-REALTORS®. Register online at www.nsbar.org or call the Automated Registration Desk at 847-714-0292.

core courses core knowledge



CORE 1600: License Law and Escrow
3 CORE A hours CE credit This is the first of two courses that renewing licensees must take in addition to six hours of elective courses. This class covers The Real Estate License Act of 2000, administrative rules and changes, and escrow accounts. 9:00 AM - 12:00PM

CORE 1601: Agency and Fair Housing
3 CORE B hours CE credit This is the second of two courses that renewing licensees must take in addition to six hours of elective courses. This class covers agency law, including contractual relationships, fiduciary rights and obligations, legal and ethical responsibilities of brokers, and disclosure. It also covers Fair Housing laws. 1:00PM - 4:00PM

Instructor: Marilyn Glazer, GRI, CRS, CRB

core 1600 and 1601 are offered on the following days at the times noted above.

nov.12 : dec.3 : dec.10 : feb.4 :

mar.3 : mar.19 : mar.24 : mar.25

Register online at www.nsbar.org, or call NSBAR Education at 847-480-7177.

nsbar.org

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

Education Update 1 Star Track November 1

November Class Update at NSBAR
Star Track New Member Orientation
ETH 1508: Black, White or Gray: Ethical Dilemmas
Real Estate investing 101
Technologies to Advance Your Business (CRS 206)
Accredited Buyer's Representative (ABR) Course
CORE 1600: License Law and Escrow
CORE 1601: Agency and Fair Housing
Wisconsin Reciprocity Pre-License Program
Ethics
Free Ethics Night Course
(continued on page 6)
Other Free Ethics Video Courses
Two-Day Ethics Fair Oct 28, 29
Ethics Training Available at Your Site or Ours

REALTOR® News 2 (continued from cover story)

It's the Rule 3
Hearing on Professional Conduct
Forum on Illinois Affordable Housing Planning and Appeal Act 9/19
"Grandfather" Continuing Education Exemption Repealed
Access to contracts online
Did You Know?
I had a buyer's agent tell me that it was illegal to "shop" her client's offer, is this true?

November 4
Transfers
Office Changes
Reinstatements
Terminations
New Members
Our Sympathies In Memoriam

Rate Sheet for REALTOR® News 5

October Birthdays 6

Education/Event Update 7

REALTOR® NEWS

Important Membership Info

While in the past, checks and membership information could be sent to Barrington, NSBAR has moved its Membership services to Northbrook. Please be certain that all checks and membership information are mailed to the following address:

NSBAR
c/o Membership
450 Skokie Blvd. Bldg.1200
Northbrook, IL 60062

Professional Standards / MLS / Membership Policy
Space is Limited -- Sign up now for the highly-regarded NAR Mediator/Mediation Training Seminar. Enhance your mediation skills and develop additional techniques December 8, 9, and 10 in Chicago. Go to ww.realtor.org for more info.

From the DFPR/OBRE

An area real estate salesperson was reprimanded and assessed a fine in the amount of \$2,500 for making misrepresentations about a property, failing to disclose that the second kitchen was a building code violation, and for failing to act in the best interests of their client. The salesperson was also required to complete additional education.

A Message from Legislature

I wish to welcome your association and members to our new agency. My name is Fernando E. Grillo. I was appointed by Governor Blagojevich to serve as Director of the former Department of Professional Regulation in July 2003. I was subsequently appointed Secretary of the newly formed DFPR and was unanimously confirmed by the Illinois State Senate.

Let me assure your membership that DFPR will continue to deliver excellent service to its constituents and we believe this consolidation will provide the opportunity to improve efficiency. DFPR will be a "one-stop" agency offering regulation, investigation, and enforcement for various industries and nearly 1 million licensed professionals. This consolidation will save \$14 million a year by eliminating duplicate administrative functions and consolidating office space.

DFPR will remain sensitive to protecting consumers while addressing the concerns of the industries and professions we regulate. We understand the importance of working with the industries, the consumers and professional groups to make this new department a success.

If you have any questions or concerns, please feel free to contact me at (312) 814-2837.

Sincerely,
Fernando E. Grillo
Secretary

CORRECTION: New Fed Home Site is Homesales.gov

In last week's INS, the federal government's new Web site of available government-owned single family homes was incorrectly identified as homesales.com. The site can be found at homesales.gov. For more info, CONTACT: Peter Morgan, 202/383-1233, pmorgan@realtors.org.