

REALTOR® News

October 2002

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WCR Celebrates Anniversary

The North Shore Chapter of the Women's Council of REALTORS® will celebrate its 30th anniversary on Thursday, **October 10**, at Lovells of Lake Forest, 915 South Waukegan Road. Members and guests are invited to attend this very special event. The festivities will begin with a social hour from **11:30AM to 12:30 PM** featuring music by J.R. and the Mudcats. Lunch will be served at 12:30. Past Presidents of the chapter will be honored and Connie Conway will present a political update. Advance reservations and payment of \$30 per person are required. Mail your check and list of attendees **before October 1** to Patricia Ortseifen, Coldwell Banker, 740 Waukegan Road, Deerfield, IL 60015.

Education Catalog Update

If this issue of the *nsbar.org REALTOR® News* feels thinner, it's because we are supplementing it this month with an exciting new publication. The **NSBAR Education Catalog 2002/2003** has been printed and we hope you find it useful as you decide on your personal education agenda for the next year. There are 59 continuing education classes scheduled between now and the end of next April. There are numerous ethics classes in the mix of topics, so you can double-dip and complete your NAR ethics requirement as well. In addition, there are broker training classes and designation classes that also offer partial C.E. credit. In short, you will find ample opportunity to fulfill your state and NAR requirements. You can also get started on the road to personal enrichment by earning your broker's license, enhancing your listing and selling skills, or learning a valuable area of specialization. The most successful agents know that time spent in the classroom will be repaid many times over.

Your Board in Action

IAR has launched a new "Agency Resources" Web page, located in the Members Only section of www.illinoisrealtor.org, under Legal News. Find agency law information and resources in one location, including articles about the Real Estate License Act and residential real estate contracts. Agency forms are available in pdf format for downloading, and Article 15 of the Illinois Real Estate License Act can be viewed online or downloaded in Word format. Check out the Legal Hotline Q & A on agency, or contact the Legal Hotline attorney directly via e-mail, to address your unique agency queries. Finally, access the IAR store online to order the Agency Compliance Manual and more.

We'll See You in Rosemont at Booth # 26

For the first time, the North Shore - Barrington Association of REALTORS® will have a booth at the annual convention of the Illinois Association of REALTORS®. The convention is at the Hyatt Regency O'Hare, 9300 Bryn Mawr, Rosemont, **October 2-4** (exhibits open **October 3 and 4**). Join NSBAR staff and directors as we showcase "Agent Now"—the e-powered agent who is already starting to dominate the real estate industry. We'll be at booth # 26 in the aisle on the far left as you enter the exhibit hall. We'll have lots of information for you—and prizes, too!

It's the Rule

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

Oh, My God . . .

I am hearing from the public that agents are NOT submitting all offers to the homeowner! WOW, what a perfect way to have your license taken away from you! We refer all calls from the public regarding this issue to the Office of Banks and Real Estate. No matter the price, terms or your own commission, all offers must be given to the homeowner for the homeowner's decision—not yours.

Here is an example of what I have heard from the public recently:

We received a full price offer the first day the home was on the market by a buyer represented by the listing office. Another buyer also offered the full price on the first day, but this offer was not presented to us until the next day, after we had already accepted the first offer. The second buyer was not happy and contacted us directly (he was a builder) and informed us of the time of his offer and that he would pay \$50,000 more.

The listing agreement is NOT a Power of Attorney! You are an agent and therefore must take everything to the owner for his decision.

NSBAR Member in Top 100

NSBAR member Marina Vernon of Griffith, Grant & Lackie, Lake Forest, made this year's REALTOR® Magazine Top 100 Salespeople. She came in 38 in sales volume (\$80.5 million for 2001). See the September issue for details, or go to www.realtor.org. We hope to see even more NSBAR members in the Top 100 list next year. Congratulations, Marina!



New Name for South/Southwest REALTORS®

The merged South/Southwest REALTOR® associations are now officially the REALTOR® Association of West/South Suburban Chicagoland (RWSSC). Principal office of RWSSC is in Wheaton.

No e-Mail Address?

If you don't have an e-mail address, in just one week you missed two critical messages about the Supra issue; brokers/managers missed the broker broadcast; Evanston people missed an update for the proposed Section 8 ordinance. Want to stay informed? Simple—send us your e-mail address.

September 21 and 28

8:30 AM - 5 PM

Sales and Brokerage

Broker Training Two-Day Class

3 Hours C.E. Credit and also fulfills NAR Ethics requirement

Instructor: Marilyn Glazer, GRI, CRB

Tuition fee is \$155 for the two-day class. Register by calling 847-480-7177 or register on-line at www.nsbar.org. You can take the Sales and Brokerage class even if you already have a broker's license—or don't want to get one!

Ad for ASI goes here

Using OBRE Web Site “Look Up” Feature

Last month, we mentioned that you can track your C.E. hours on the OBRE Web site (www.obre.state.il.us), using the “Look Up” feature. We have discovered that some members are having a problem entering their Illinois license numbers. Even though every license number begins with a zero, you should not type the zero when you are entering your license number. We have complained about this and hope that the system will be changed to accept the entire license number. In the meantime, if you have trouble logging in, try entering your number without including the first zero.

Marcie Roggow to Teach C.E. in October

Marcie Roggow, ABR/M, CCIM, CRB, CRS, DREI, GRI, will teach a six-hour disclosure class on **October 17**, and the CORE A and B classes on **October 18**. All of the classes will be taught at the Robert McGuire Education Center in Northbrook.

Ethics Video Course October 7 and 25

The three-hour video Ethics course featuring real estate attorney Oliver Frasca will be shown this month from **1 to 4 PM** on Monday, **October 7**, and from **9 AM to 12 PM** on Friday, **October 25**. This *free* class does *not* offer C.E. credit but does fulfill the NAR Ethics requirement. Call 847-480-7177 to register.

37 Attend September Jump Start Orientation

Education Director Martha R. Williams conducted the introduction to the NAR Code of Ethics at the **September 4** Jump Start. “Meet the Pro” speaker was Marti Kuehn, Managing Broker of Koenig and Strey, Willmette. Lunch sponsor was Mark Tauber of GCG Financial. NSBAR Information Systems Director Steve Volkodav conducted the afternoon session, which provided hands-on MLS training.

Twenty of the new members completed surveys that indicate, once again, the tremendous diversity of NSBAR members. Eight of the 20 have master’s degrees. Languages spoken include English, French, Spanish, Greek, Tagalog, Urdu, Mamen, and Korean. New members have been active community volunteers, including serving as park district trustee and taking part in school sports programs, fundraising for schools, charities, Chicago Botanical Society, church activities, newcomers club, children’s theatre group, chamber of commerce, garden club, and more. Now they are looking for successful results, satisfied clients and financial rewards. Welcome to NSBAR!

Our Students Tell Us . . .

The Jump Start orientation on **September 4** received the following student comments:

“Marti Kuehn had great info and advice.”

“Most valuable part was fair housing info.”

“Computer training with Steve Volkodav was best part of the day.”



On Sale Now!

Combination Lockboxes *Only* \$25.00

FOR A LIMITED TIME

Sale Dates: October 1 to October 31

Offer Valid for Active NSBAR Members Only



Vision

The vision of the North Shore – Barrington Association of REALTORS® is to serve as The Gateway to Education, Information and Technology.

Notice

Under the long established policy of the North Shore – Barrington Association of REALTORS®, IAR and NAR:

1. The broker's compensation for services rendered in respect to any listing is solely a matter of negotiation between the broker and his or her client, and is not fixed, controlled, recommended, or maintained by any persons not a party to the listing agreement.
2. The compensation paid by a listing broker to a cooperating broker in respect to any listing is established by the listing broker and is not fixed, controlled, recommended or maintained by any persons other than the listing broker.

2002-2003 Officers

Georgia Pierini, GRI, CRS, ABR Chairman of the Board	724-1855
Gary D. Jensen Chairman Elect	272-0330
Ellie Sipple Secretary-Treasurer	381-0500

Directors

Jay Chandran, GRI, CRS	673-2000
Diana Efstathiou	724-1855
Lisa Hathaway	234-0050
Allyson Hoffman, GRI, CRS, e-PRO, CRP	272-7070
Harvey Hoffman, GRI, CRS	295-8400
Scott Lackie, GRI	234-0816
Michael A. Mazzei	729-0330
Dawn McAnaney	266-7625
Kathy Pinkus	381-8800
Daniel Schermerhorn, CPM	869-4200
Margaret Semrad, GRI, CRB, CIPS	382-3600
Michael Stern	256-7400

Northbrook Office

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

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

Jin Li, Marketing and Technical Support
Martha R. Williams, Dir. of Education
Adrienne Bairstow, Education Administrator
Steve Volkodav, Dir. of Information Systems
Mike Gazdzik, Technical Support
Rachel Struchen, Receptionist

Barrington Office

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

Kimberley Davis, Accounting
Alice Roth, GRI, CRB, e-PRO, Technical Advisor

Welcome New Members

New Members

Mary F. Allen-Depner, Starck & Company, REALTORS, 222 E Main St, Barrington
Melissa Arnstein, Preferred Appraisal, 3710 Commercial Ave Ste 9, Northbrook
Christina Auer, Baird & Warner, 1900 Waukegan Rd, Glenview
Ramses Bertrand, G & A Realty Inc, 2847 Pfingsten, Glenview
Rita Bhojwani, Century 21 Marino, Inc, 5800 Dempster St, Morton Grove
Jill S. Blabolil, Prairie Shore Properties, 1109 Central Ave, Wilmette
Debra Borden, Gerald Cote & Associates, 17 E Palatine Rd, Palatine
William Budinski, Prudential Preferred Property, 1600 Orrington, Evanston
Carol Buss, Koenig & Strey, Inc, 600 N Western Ave, Lake Forest
James Carollo, Coldwell Banker, 303 E Main St #101, Barrington
Mariana Crisan, New Century, 1221 N Dearborn #207 N, Chicago
Diane B. Dalbke, Baird & Warner, 754 W Northwest Hwy, Barrington
Alex Daskalakis, Coldwell Banker, 1508 Sherman Ave, Evanston
Bob Engert, Coldwell Banker, 1330 Shermer Rd, Northbrook
Jinna Fei, Champions Realty Group, Inc, 4908 Dempster St, Skokie
Marilyn Fettner, Fettner Realty and Development, 2021 St Johns, Highland Park
Muriel Fortunato, Fortune Realty, 1040 N Lake Shore Dr #12-B, Chicago
Anna Frontczak, G & A Realty Inc, 2847 Pfingsten, Glenview
Richard Gustin, Richard L Gustin RE Appraisals, 5235 N Ravenswood, Chicago
Marion D. Hanold, Koenig & Strey, Inc, 538 Chestnut St, Winnetka
Loxia Hipsky, Starck & Company, REALTORS, 222 E Main St, Barrington
Charlie Horwitz, RE/MAX Villager, 1245 Waukegan Road, Glenview
Richard Jablonski, Koenig & Strey, Inc, 601 Green Bay Rd, Wilmette
Hyojong Jang, RE/MAX On The Shore, 340 Ridge Rd, Wilmette
Jae G. Kang, Champions Realty Group, Inc, 4908 Dempster St, Skokie
Jay J. Kim, Stone Realty Inc, 1051 Waukegan Rd, Glenview
Aliza Korrub, Koenig & Strey, Inc, 601 Green Bay Road, Wilmette

Michael Koshaba, G & A Realty Inc, 2847 Pfingsten, Glenview
Debra Ann Kruger, Coldwell Banker, 552 Lincoln Ave, Winnetka
Darlene Lakes, G & A Realty Inc, 2847 Pfingsten, Glenview
Jia Li, Koenig & Strey, Inc, 601 Green Bay Rd, Wilmette
Julie Marino, Koenig & Strey, Inc, 819 Waukegan Rd, Northbrook
Bonni McCarthy, Koenig & Strey, Inc, 2528 Green Bay Rd, Evanston
Dawn Miller, Coldwell Banker, 1420 Waukegan Rd, Glenview
Gregory Miller, Coldwell Banker, 1420 Waukegan Rd, Glenview
Julie Miller, Julie Miller, 1755 Lake Cook Road, Highland Park
Dorene Munoz, Coldwell Banker, 990 S Waukegan Rd, Lake Forest
Lori K. Neuschel, Coldwell Banker, 552 Lincoln Ave, Winnetka
Christine Piontek, Coldwell Banker, 1420 Waukegan Rd, Glenview
Andrea Price, Midwest Realty Partners, Inc, 3740 W North Ave, Chicago
James Ronan, Irene A Groebner, Broker, Appr, 6423 Hoffman Terrace, Morton Grove
Benjamin Salzberg, Koenig & Strey, Inc, 819 Waukegan Rd, Northbrook
Ricardo D. Santos, Leader Realty, 4021 Oakton St, Skokie
Nadia Shlyakhta, RE/MAX United, 81-B S Milwaukee, Wheeling
Julia Si, Coldwell Banker, 1330 Shermer Rd, Northbrook
Rosalind Sledd, Prudential Preferred Property, 1600 Orrington, Evanston
Daniel Suarez, Coldwell Banker, 1420 Waukegan Rd, Glenview
Emanuela Tise, Coldwell Banker, 2929 Central St, Evanston
Maksim Verlinsky, RE/MAX United, 81-B S Milwaukee, Wheeling
Oksana Vynnychuk, Prime Realty Group, Inc, 9351 Milwaukee Ave, Niles
Cheryl L. Waldstein, Coldwell Banker, 640 Vernon Ave, Glencoe
Jay Weitzman, North Shore Historic Homes, 100 Hogarth Lane, Glencoe
Lisa Joy Zimnowodzki, J.S. James & Co. Inc. REALTORS, 5041 Shoreline, Barrington

More Member News

New Offices

Fettner Realty and Development,
2021 St Johns, Highland Park

Midwest Realty Partners, Inc.,
3740 W North Ave, Chicago

Julie Miller,
1755 Lake Cook Rd, Highland Park

North Shore Historic Homes,
100 Hogarth Lane, Glencoe

Richard L Gustin RE Appraisals,
5235 N Ravenswood, Chicago

Transfers

Mary Abreu, from Centrum Properties, Inc, 225 W Hubbard 4th fl, Chicago to Koenig & Strey, Inc, 800 Waukegan Rd, Deerfield

Joseph Friedman, from Sunset Real Estate, Ltd, 328 Bloom St, Highland Park to Coldwell Banker, 1893 Sheridan Rd, Highland Park

George V. Nyhart, from Koenig & Strey, Inc, 600 N Western Ave, Lake Forest to Koenig & Strey, Inc, 825 S Waukegan Rd, Lake Forest

Cynthia Soto, from Prudential Preferred Property, 1600 Orrington, Evanston to Koenig & Strey, Inc, 1009 Waukegan Rd, Glenview

Tanya Taraday, from G & A Realty Inc, 2847 Pfingsten, Glenview to Dome Realty, Inc, 6015 Dempster St, Morton Grove

Reinstatements

Harriet Copeland,
Renaissance Realty Partners,
225 E Deerpath Ste 132, Lake Forest

Other Changes

A I Goodman Realty, Inc (office closed),
1000 Skokie Boulevard - 325, Wilmette

Nina Mitkevick (new address),
New World Realty, 23816 Tallgrass Dr,
Plainfield, IL 60544

Correction

Elizabeth Jenkins is with the Coldwell Banker office at 280 Deerpath Rd, Lake Forest (not 266 Deerpath, as listed in the September issue)

Terminations

Joung Sun Bak, Champions Realty Group, Inc, 4908 Dempster St, Skokie

Dorothy J. Borland, Griffith, Grant & Lackie, 678 N Western Ave, Lake Forest

Michael J. Caplin, A I Goodman Realty, Inc, 1000 Skokie Boulevard - 325, Wilmette

Terry Chess, Prudential Preferred Property, 850 Green Bay Rd, Winnetka

Shada Eshoo, Prudential Preferred Property, 1600 Orrington, Evanston

Lisa Fishbein, Coldwell Banker, 1893 Sheridan Road, Highland Park

Penny Fisher, Coldwell Banker, 1893 Sheridan Rd, Highland Park

CL Geiger, Coldwell Banker, 1508 Sherman Ave, Evanston

Albert Ivar Goodman, A I Goodman Realty, Inc, 1000 Skokie Blvd - 325, Wilmette

Joni Gould, Koenig & Strey, Inc, 800 Waukegan Rd, Deerfield

Susan Kuo, U S Asia Group, 1132 Waukegan Rd - 208, Glenview

Robert Lacey, Coldwell Banker, 303 E Main St #101, Barrington

Marni Lewis, Coldwell Banker, 1893 Sheridan Road, Highland Park

Diana Lopatinsky, G & A Realty Inc, 2847 Pfingsten, Glenview

Curt Mankoff, Prudential Preferred Property, 1600 Orrington, Evanston

Laura Menze, Coldwell Banker, 740 Waukegan, Deerfield

Earl Misch, RE/MAX North, 3100 Dundee Road - 915-916, Northbrook

Suzanne Niemi, First Source Realty, 2320 N Damon #2C, Chicago

Thomas Phillips, A I Goodman Realty, Inc, 1000 Skokie Boulevard - 325, Wilmette

Dorothy Pryor, Baird & Warner, 714 Elm St, Winnetka

Barry Scher, Coldwell Banker, 740 Waukegan, Deerfield

Agnieszka K. Stolze, Koenig & Strey, Inc, 1009 Waukegan Road, Glenview

Tanya Taraday, G & A Realty Inc, 2847 Pfingsten, Glenview

Chander Wadhwa, Coldwell Banker, 1893 Sheridan Rd, Highland Park

Terry T. Woodson, Prudential Preferred Property, 1600 Orrington, Evanston

Winnetka Zoning

The Winnetka Village Council has amended its zoning code to make new homes more compatible with existing homes. Changes include alterations in the way building height and gross floor area are calculated and reduction in permissible height for buildings, varying with the size of the lot.

Further amendments are being considered to reduce the impact of new homes, including reducing gross floor area, limiting oversized lots within a zoning district, rezoning undersized lots in some districts, increasing side yard setbacks, and reviewing building height maximums for substantially oversized lots.

Contact the Department of Community Development at 847-716-2520 for more information.

MEMBER BENEFIT REFERENCE INDEX

Health Insurance

National Association of Self-Empl.

Ron Shapero 312-337-7133

Marc Jacobson & Assoc. 847-498-7181

Castle Group 559-8100

NAR www.narhealth.com

Investment Counselors

Charles Schwab & Co., Inc., Northbrook

Mark Babula or Ken Luschinski

847-564-2033

Reduced Telephone Rates/Telephone

Cimco Communications

630-691-8788

Car Purchase

Chrysler/Jeep

Car Rental

Alamo Rent-A-Car 800-539-2322

Rate Code BY ID#BY428299

Courier Service

Timely Courier

Michele DiMaio/Pred Cisarik

708-834-4380

Cellular Service & Smart Number

Autosonics

Michael Malenfant

or Corky Peterson

847-831-4000 312-831-4400

Need Information?

Call Northbrook at 847-480-7177 or

Barrington at 847-381-7827

or visit www.nsbar.org

In Memoriam

Robert Barnard

Coldwell Banker, 1893 Sheridan Rd, Highland Park

October Birthdays

1 Andrea K. Brim Brian C. Corder Brian McKiernan Charles A. Brahos Dayle S. Lively Harold C. Hayes Lauren G. Turelli Laurette Kosky Rose Marchuk Sandra Pierce Lynch Sophia J. Tolczyk Sukun Kane Yu Susan Landsman	6 Fred Rayburn Fricke/Mann Joga S. Dhesis Ken Cole Martha H Gray Nancy Van Der Bosch Noah S. Levy 7 Bjorn D. Skaalerud Constantin Minnikov Cyron Fine Dulce Brandt Jinnie P. Woo John M. Phillips S Marc Perlove 8 Alice M. Roth Anne Lieberman Bruce A. Reid Joan Christ Judy Sklare Karen Willis Margaret McCue Mariamma Thomas Mark Joseph Sandra J. Priola 9 Candace Kuzmarski Dolores M. Jasin Hoon Lee Karen Segvich Michael A. Mazzei Monica Kim Patrick O'Rourke 10 Dace Kins James M. Ticus Linnea A. Jacobs R. Michael Wittenbrink, Jr. Terry Hillerich Virginia Poczatek 11 Mary Hughes Jaffe Ronald J. Wojcik Roselyn Grossman Uney Lai 12 Audrey Dressen Debb Durbin John W. Cessna Kris Forberg Hartzell Missy Frank Rachael M. Kim Wayne Jacobsen	13 Charles T. Pick Janet Wilson Laura Henderson Smith Marie C. Passalino Marthe Nelson Robert Heinzen Susan Arden Susan Doyle 14 Carol Grant Donna Oesterreicher Eugene Marino Felix A. Kinkov Joanne Kersten Hudson Kevin Koykar Lina M. Jimenez Patricia R. Wasilas Robert F. Bush Robert Goodsell Thomas E Koenig 15 Belinda Bauer Dolly Jacobson Elizabeth Morgan Everett Schwartz Mary Terese Stadelman Maureen T. Coykendall 16 Florence Salkin Joanne C. Mitchell Judy Gordon Lance Robinson Myron J. Evanich Nancy DeCoster Rhonda Salse Stephen Forgette Stuart Edelman Sulie Karo Holt Svetlana Abramova Therese Righeimer 17 Edwin E Sublett, Jr Ekaterina N. Efimova Iris Agran Jennifer C. Dennis Nan S. Mattson Terry A Max 18 Anne Marie Schafer Elise Poulakidas Kurt Anderson Lisa Kent	19 Gerrie Geerdes James F. Mitchel John O. Adamson Mark H. Neiberg Mary Minogue Patricia Lutton San Antonio Andrious 20 Anne Margolis Betty Goldstein Colleen Remsberg Gail P. Cole Gail R. Gosnell Kay McCluskey Madeline K. Weston 21 David M Robbin Helen Beller Ingrid Snelling Joseph Y. Chang Marion Bowen Natalia Kanter Patricia Joseph Sallea Wood 22 Bernice Friedman Genta Pendavinji George V. Nyhart Georgia Hendrix Jackie Mack Jennifer L. Hester Karen Kertz Lidia J. Chodzen Milton J. Mighty II Vitaliy Polyakov 23 Carol Early Cooney Gus G. Katsafaros Patricia Kleeman Shelley Sachs Lurie 24 Beverly Smith Lisa L. Abraham Lois Crowley Marla J Dubin Mary June Sobota Molly Browe Rachel Harrigan Suzy B. Keating 25 Alan D'Alba Albena Wozny Asta Stundziene David K. Sassounes	Hope Korn Joel Diener Kevin P. Maloney Laura Hara Michael J. Vecchione 26 Catherine Payne Hedy Dagher Jerome Dakoff John Abraham Martha Wagenaar Tania N. Suarez 27 Anne Montgomery Celeste Barr Cynthia Soto Dmitry Gokhman Donna Cole Irit Jacobson Jacqueline R. Black Judy A. Atkinson Kevin Sonken Lois Hennick Marla Marcus Mary Pat Lundgren Ruth S. Cameron Sandra Grieco Scott Lackie Susan Volkman 28 Celeste Stanton Colleen McNulty Joseph J. Nimrod III Lin Ewing Mary Ann Wilfong Michael Newman 29 Carole Abrams Harriet M Rosene Michael Gilbert Neisan Rouhani 30 Esther Diamond Gary L. Ticus Janet R. Purvey Jean Missirlian Liyann Chen Robert Chez 31 Ann Goldshaft Ann Marie Van Over Terri S. Merar
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October Meetings

(Send meeting updates to martha@nsbar.org)

IAR Annual Convention	Oct 2-4	All day	Hyatt Regency O'Hare, Rosemont
WCR 30th Anniversary Lunch	Oct 10	11:30 AM - 2:00 PM	Lovells of Lake Forest, 915 S Waukegan
NSBAR Board of Directors	Oct 30	12 - 5 PM	Robert McGuire Education Center

Event Update

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

Class	Date	Start/End	Speaker	Location
IAR Annual Convention	Oct 2-4		Hyatt Regency O'Hare	Rosemont
CE: Income Taxation of Real Estate	Oct 7	9:30AM-12:30PM	Michael Blanski	Northbrook Classroom
Jump Start Orientation	Oct 9	8:30AM-4PM	Laurie Tierney	Northbrook Classroom
ABR: Representing the e-Buyer	Oct 11	8:30AM-4PM	Bill Schiller	Northbrook Classroom
CE: Elements of a Contract	Oct 14	8:30-11:30AM	Lynn Madison	Northbrook Classroom
CE: Heard It on the Hotline	Oct 14	12:30-3:30PM	Lynn Madison	Northbrook Classroom
CE: Case of Missing Disclosures	Oct 17	8:30AM-3:30PM	Marcie Roggow	Northbrook Classroom
CE: CORE A License Law/Escrow	Oct 18	8:30-11:30AM	Marcie Roggow	Northbrook Classroom
CE: CORE B Agency/Fair Housing	Oct 18	12:30-3:30PM	Marcie Roggow	Northbrook Classroom
Broker Training: Sales & Brokerage	Oct 21, 28	8:30AM-5PM	Marilyn Glazer	Northbrook Classroom
C-CREC: Real Estate Consultant Class	Oct 24, 25	8:30AM-5PM	Julie Garton-Good	Northbrook Classroom
ABR: Innovative Marketing	Nov 1	8:30AM-4PM	Lori Lasday Cox	Northbrook Classroom
Broker Training: Brokerage Adminis.	Nov 4, 18	8:30AM-5PM	Marilyn Glazer	Northbrook Classroom
NAR Annual Convention	Nov 6 - 11			New Orleans
Jump Start Orientation	Nov 13	8:30AM-4PM	Roxane Malo	Northbrook Classroom
On-Line Agent Basics Level 1	Nov 14	9AM-4:30PM	Don Grubor	Northbrook Classroom
CE: Procuring Cause	Nov 15	8:30-11:30AM	Lynn Madison	Northbrook Classroom
CE: When in Doubt--Disclose	Nov 15	12:30-3:30PM	Lynn Madison	Northbrook Classroom
CE: CORE B Agency/Fair Housing	Nov 21	8:30-11:30AM	Marilyn Glazer	Northbrook Classroom
CE: CORE A License Law/Escrow	Nov 21	12:30-3:30PM	Marilyn Glazer	Northbrook Classroom
Wisconsin R.E. License Training	Nov 22, 25	8AM-5PM	WRA Video Course	Northbrook Classroom
Jump Start Orientation	Dec 4	8:30AM-4PM	Connie Conway	Northbrook Classroom
CE: Guess Who's Coming to Dinner I	Dec 6	8:30-11:30AM	Deborah Long	Northbrook Classroom
CE: Guess Who's Coming to Dinner II	Dec 6	12:30-3:30PM	Deborah Long	Northbrook Classroom
Broker Training: Contracts	Dec 9, 16	8:30AM-5PM	Marilyn Glazer	Northbrook Classroom
On-Line Agent Advanced Level 2	Dec 15	9AM-4:30PM	Don Grubor	Northbrook Classroom
CE: CORE A License Law/Escrow	Dec 13	8:30-11:30AM	Lynn Madison	Northbrook Classroom
CE: CORE B Agency/Fair Housing	Dec 13	12:30-3:30PM	Lynn Madison	Northbrook Classroom
CE: CORE A License Law/Escrow	Dec 19	9:30AM-12:30PM	Lynn Madison	Barrington TBA
CE: CORE B Agency/Fair Housing	Dec 19	1:30-4:30PM	Lynn Madison	Barrington TBA
Jump Start Orientation	Jan 6	8:30AM-4PM		Northbrook Classroom
CE: CORE A License Law/Escrow	Jan 6	9:30AM-12:30PM	Jean Crosby	Barrington Area Library
CE: CORE B Agency/Fair Housing	Jan 6	1:30-4:30PM	Jean Crosby	Barrington Area Library
CE: Using Technology to Better Serve Consumers	Jan 16	9AM-12PM	Bill Schiller	Barrington Office
CE: Consumer-Centric Real Estate Web Sites	Jan 16	1-4PM	Bill Schiller	Barrington Office
CE: Using Tech. to Better Serve Consumers	Jan 17	8:30-11:30AM	Bill Schiller	Northbrook Classroom
CE: Consumer-Centric R.E. Web Sites	Jan 17	12:30-3:30PM	Bill Schiller	Northbrook Classroom
Broker Training: Advanced Principles	Jan 20, 27		Marilyn Glazer	Northbrook Classroom
Real Estate Prof. Assistant Class	Jan 23, 24	8:30AM-5PM	Kerry Kidwell	Northbrook Classroom
GRI Modules	Jan 28, 29		Hyatt Regency Woodfield	Schaumburg
ABR Accredited Buyer Rep Course	Jan 31, Feb 1	8:30AM-5PM	Terry Watson	Northbrook Classroom
Jump Start Orientation	Feb 3	8:30AM-4PM		Northbrook Classroom
CE: Counseling Today's Seller	Feb 7	9:30AM-12:30PM	Lynn Madison	Barrington Area Library
CE: Counseling Today's Buyer	Feb 7	1:30-4:30PM	Lynn Madison	Barrington Area Library
Broker Training: Finance	Feb 10, 24	8:30AM-5PM	Marilyn Glazer	Northbrook Classroom
CE: Right or Wrong: It's a Matter of Ethics	Feb 14	8:30-11:30AM	Lynn Madison	Northbrook Classroom
CE: Dual Agency: Duties in Conflict	Feb 14	12:30-3:30PM	Lynn Madison	Northbrook Classroom
CE: CORE B Agency/Fair Housing	Feb 17	8:30-11:30AM	Marilyn Glazer	Northbrook Classroom
CE: CORE A License Law/Escrow	Feb 17	12:30-3:30PM	Marilyn Glazer	Northbrook Classroom
CE: ABR: Representing the e-Buyer	Feb 21	8:30AM-4PM	Terry Watson	Northbrook Classroom

Consult the Education Catalog or visit the Education page at www.nsbar.org for dates/times of classes through May, 2003, and updates on all classes, including home study and on-line Classes.

October Member Survey

Board staff would appreciate your input on the usefulness of PDAs. Indicate your response to the following questions on this page (or a copy of it), and then fax the page to 847-480-7362. Thank you for your assistance!

Do you have a personal digital assistant (PDA)? (circle one) Yes No

If you currently own a PDA, what manufacturer and model number is it, and how long have you owned it?

What do you like best about your PDA? _____

What do you like least about it? _____

What features would you like to have in your next PDA? _____

**NORTH SHORE—BARRINGTON
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