



## Top Agents

April 2 is the deadline for entries in REALTOR Magazine's "Top 100 Salespeople" feature. The September 2001 issue will feature residential real estate sales professionals who reached the top of the industry in 2000. Please help us reach the top salespeople in your market. The entry form is at <http://www.realtormag.com/rmonsrvy.nsf/top100>. For more information on how to enter, contact Leslie Cummings, 312/329-8484 or [lcummings@realtors.org](mailto:lcummings@realtors.org).

## WCR Hosts Junia Hedberg

The North Shore Chapter of the Women's Council of REALTORS will welcome Junia Hedberg, a director of the North Shore Senior Center to the April 12 luncheon meeting at Five Seasons Country Club in Northbrook. Start time is 11:30 a.m.

The North Shore Senior Center has provided services and educational activities for mature adults in Chicago's northern suburbs since 1956. Junia Hedberg has been with the Center since 1986. She is a graduate of Wellesley College and Columbia University. Her background includes medical research, teaching and working for OWL, the Older Women's League, before serving in senior management at the Center. Join us to learn about the nationally-recognized Center, the new Arthur C. Nielson, Jr., Campus and how this vital resource can benefit you, your clients, your family and your neighbors.

The North Shore WCR Chapter is one of 240 chapters of the Women's Council of REALTORS, an affiliate of the National Association of REALTORS. WCR provides 12,000 members nationwide with an extensive referral network, programs for personal and career growth, and opportunities for increased productivity, financial security and leadership development.

For more information about the April 12 luncheon, or to join the North Shore Chapter of WCR, contact Shannon Towson at 847-945-7100, ext 2739.

## Rumor of the month

There is absolutely no truth to the rumor that NSBAR is selling its office building at 450 Skokie Boulevard in order to buy two lakefront acres in Kenilworth for a new state-of-the-art office, classroom and spa. Who starts these rumors, anyway?

### Inside this issue:

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### April Fool? No Way!

The deadline for renewing a real estate salesperson's license is April 30, 2001. This means that your renewal and CE course paperwork must be received by the Office of Banks and Real Estate in Springfield by April 30. To meet this deadline, NSBAR's last spring CE course will be on April 12.

# It's the Rule by Terry Penza, COO

## Commissions Are Not a God-Given Right

There are those who believe that if they hold a valid real estate license, they have a God-given right to receive a commission on any house that is for sale. Sorry, but that is just not true. Those who belong to an MLS place listings in the system and give a blanket unilateral agreement of compensation to others in *that* MLS who assist in the sale of *that* property.

Of course, you all know that compensation goes from broker to broker and not directly to agents. If the listing is not in the MLS then you must be given an offer of cooperation and compensation—having that offer in writing would be nice.

Here is a case example outlined by NAR:

Listing Broker L placed a listing in the MLS and offered compensation to subagents and to buyer agents. Broker Z, not a participant in the MLS, called to arrange an appointment to show the property to a prospective purchaser. There was no discussion of compensation. Broker Z presented Broker L with a signed purchase agreement, which was accepted by the seller. Subsequently, Broker Z requested arbitration with Broker L, claiming to be the procuring cause of sale.

### *Analysis:*

While Broker Z may have been the procuring cause of the sale, Broker L's offer of compensation was made only to members of the MLS. Broker L never offered cooperation and compensation to Broker Z, nor did Broker Z request compensation at any time prior to instituting the arbitration request. There was no contractual relationship between them, and therefore no issue to arbitrate.

Although NAR's Code of Ethics states that REALTORS® can assume that they may cooperate with other REALTORS® it does not state that compensation is assumed. It is the owner of the property who makes the decision on whether the listing company will cooperate and or compensate another company. It is not up to you to assume that the listing agent did not have permission to "hold" the listing. If, you are sure that is the case then you must file an ethics charge. Under no circumstances do you contact the owner direct.

- Standard of Practice 3-1  
REALTORS®, acting as exclusive agents or brokers of sellers/landlords, establish the terms and conditions of offers to cooperate. Unless expressly indicated in offers to co-operate, cooperating brokers may not assume that the offer of cooperation includes an offer of compensation. Terms of compensation, if any, shall be ascertained by cooperating brokers before beginning efforts to accept the offer of cooperation. (Amended 1/99)
- Standard of Practice 3-8  
REALTORS® shall not misrepresent the availability of access to show or inspect a listed property. (Amended 11/87)

An in-depth discussion of this issue can be found on our Web site at [nsbar.org](http://nsbar.org) on the right side of the Home page under Procuring Cause.

### **Note of Caution About Contracts**

There are unauthorized copies of the Multi Board contracts floating around the area. The sanctioned contract is four legal-size pages and at the bottom of page 4 appears a copyright date of 2000 and a list of the associations (real estate and bar) that have approved the contract. The official contract was approved March, 2000. There is NO new contract and there is NO page 5!



Place Harris Bank ad here

# Education

## CE COURSES AVAILABLE

Yes, you can take CE courses in Northbrook in April, but there are only two remaining, both on April 12: LL 122 The Case of Ostrich Real Estate, 8-11 AM, and RB 757 Personal Assistants, 12-3 PM. Lynn Madison is the instructor for both classes. To sign up, visit [www.nsbars.org](http://www.nsbars.org) and use the on-line registration form at the Education and CE pages, or call 847-480-7177 and ask for our new automated Registration Desk line.

Exciting programs, seminars, panel discussions and designation courses are being added to the 2001 schedule. Check out the Upcoming Events on page 11 of this Newsletter for a preview of what is in store for you. The most important special event to add to your Palm Pilot is the April 26 panel discussion featuring IAR CEO Gary Clayton, MLSNI CEO Jay Huffman, and Brian Larson of the Regional MLS of Minnesota. Call now to reserve your place at this important and informative event.



*Education Director Martha R. Williams*

## Ask Adrienne

### New Columnist Debuts

Welcome to my new column. My name is Adrienne Bairstow, and I am the NSBAR Education Assistant. The purpose of this column is to answer your questions regarding education classes and upcoming events. This month's question is actually a three-parter on license renewals.

**Q: By what date do I need to have my license renewed? Is it the same date for brokers and salespeople? What are my options?**

**A:** Both brokers and salespeople need to complete 12 hours of coursework. At least six hours must be in mandatory courses; the remaining six can be in elective or mandatory courses. Salespeople have until April 30, 2001, for all renewal documents to be received by OBRE. Brokers have until April 30, 2002.

After your license is renewed, you have another two years to complete the CE requirement for the next renewal period. Hours are applied only to the current two-year renewal period; that



*Education Assistant Adrienne Bairstow*

is, you can't roll-over extra hours to the next renewal period. Brokers can take classes now in order to meet their CE requirements, even though they have until April 30, 2002.

There are numerous options available. For the renewal period ending this April 30 we offer classes at either the Northbrook office or Barrington Area Library as late as April 12. For those who are busy selling and would like to take the courses at their leisure, we have two types of home study courses. We have home study courses that cost \$40 each for members and are available for an additional fee for non-members. The courses are on computer disk or

audio cassette and can be taken at your home or office, while driving your car, or wherever you like. You have a two-week rental period. When you are ready, call us so that we can have the test for the class(es) ready for you at the Northbrook or Barrington office.

IAR has decided to sponsor a convenient, money-saving way to take home study. We now have print courses consisting of outlines and sample tests. The cost of one 3-hr. course is \$22, two courses are \$39, three courses are \$59, and four courses (total of 12 hours) cost only \$69. Course tests must be taken at an NSBAR office. Included in this News is a form you can bring in or fax so that we can get you started.

I am available to handle your course registrations and receive your questions, suggestions for future events and comments about your educational experience. Please feel free to call or e-mail me. I am looking forward to helping you and hearing your feedback. Let us know what you like, and what you don't like!

# MLS/Web Update on April 26

## The MLS Event of the Year!

Can you answer these questions?

- Why are my listings on other agents' real estate Web pages without my permission?
- Why are my listings on real estate Web pages without the name of my company?
- What is Broker Reciprocity?
- Why would I want all MLS listings on my Web site?
- Isn't this against the license law?
- Isn't this against NAR rules?

All of these questions—and more—will be answered Thursday, April 26, 10 AM - Noon, at Chevy Chase Country Club on Milwaukee Avenue just north of Lake-Cook Road.

You will hear from three experts:

**Gary Clayton**, CEO of the Illinois Association of REALTORS®, will cover the Illinois Real Estate License Act and its rules on the Internet.

**Jay Huffman**, CEO of MLSNI, will announce the rules on placing your own and other listings on Web pages.

**Brian Larson**, President & General Counsel, Regional Multiple Listing Service of Minnesota, will give us NAR's guidelines on Web marketing.

Cost of \$12 per person, which includes coffee and bagel, can be billed on your NSBAR account.

Real estate on the Internet is now a part of your life. Attendance at this once-in-a-lifetime session will answer the questions that may have kept you from taking full advantage of this important new marketing tool. Phone 847-480-7177 today to reserve your place at this exciting program.

## Top Producer 6iTraining

Tom Byers will be conducting a Top Producer 6i Training Session at NSBAR on Wednesday, April 18. Every student in the class, which is limited to 10, will have the use of a computer and the TopProducer software. The registration fee for the class is \$150. With the limited number that can be accepted, you must phone 847-480-7177 to reserve your place as soon as possible.

## Stephan Swanepoel to Speak to NSBAR

Save September 20 for the Annual Awards Luncheon. Featured speaker this year will be Stephan Swanepoel, author of *Real Estate Confronts the e-Consumer*. The Awards Luncheon is one of the highlights of the NSBAR year. Look for application and reservation information in a future issue.



April  
7<sup>th</sup>  
Fair  
Housing  
Month

## Letters Entertain You

**Q:** What is the definition of a bedroom? Do basement rooms count?

**A:** MLSNI defines a bedroom as a private room capable of being closed off from other living space that does not have its only entrance from another bedroom. Basement bedrooms may *not* be included in total count and entered as bedrooms in listing input. Note: By ordinance, the Village of Skokie does not allow bedrooms to be below grade.

**Q:** I received an e-mail from the Real Estate Cyberspace Society telling me that I have until March 1 to take advantage of NAR reciprocity. What's this all about?

**A:** The Real Estate Cyberspace Society is a private organization that has created its own computer certification program. The RECS (Real Estate Cyberspace Specialist) designation is not affiliated with NAR. The e-mail promotion you received refers to the RECS requirements to qualify for the designation. The promotion implies that NAR is sanctioning the designation, which it is not. This might be a valuable program and designation, but the form of advertising appears to be misleading. Thank you for bringing this to our attention.

**Q:** My birthday is March 8 but it wasn't included in the March birthdays listed in the March newsletter.

**A:** The birthdays listed in the newsletter are for the month following the date of the newsletter. So, the March newsletter actually listed April birthdays. The March heading on the birthday list in the March issue was in error. In this issue, you will find the list of May birthdays. We apologize for any confusion that was caused.

### 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.

### 2000-2001 Officers

Margaret Semrad, GRI, CRB, CIPS Chairman of the Board	382-3600
Harvey Hoffman, GRI, CRS, Chairman Elect	295-8400
Georgia Pierini GRI, CRS, ABR, Secretary-Treasurer	724-1855

### Directors

Wendy Bergseth	234-8400
Paul J. Bobor, GRI	729-0990
David P. Buckley, GRI	381-1641
Joseph P. Goodman, GRI	328-4440
Steve Kolko	433-7220
Roxane Malo	501-4300
Vitali Polyakov	967-6700
Joy Sarver	234-1855
Wendy Shea	441-6300
Ellie Sipple	381-0500
Mary Ellen Tainer	491-1855
Jeanine Van De Velde	382-3600
Michele Wilson, GRI	234-3800

### Northbrook Office

450 Skokie Blvd, Building 1200  
Northbrook, IL 60062  
847-480-7177 Fax 847-480-7362  
Reservations 847-480-1546

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

Martha R. Williams, Director of Education  
Adrienne Bairstow, Education Assistant  
Steve Volkodav, Director of Info. Systems  
Ben Cabrera, Technical Advisor  
Sheila McInerey, Supra & Member Services  
Christina Marino, Secretary  
Sam Mittleman, Intern

### Barrington Office

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

Kimberley Davis, Accounting  
Barbara "Kay" Kozerowitz, Membership

*Advertising rates available upon request.*

# Welcome New Members

## New Members in March

**Laura Serdar**, Prudential Preferred Property,  
3115 Dundee Road, Northbrook, 3517

**Nicholas Burbulis**, Nimrod Realty Group,  
1761 Glenview Road, Glenview, 3093

**Troy Bernstein**, The Brahos Group,  
4219 Kirk, Skokie, 4983

**Paria Forouzi**, Coldwell Banker,  
1508 Sherman Avenue, Evanston, 3920

**Mary Holleb**, David C. Otis Real Estate,  
1450 E American Lane, Schaumburg, 3584

**Carrie Mehleck**, Coldwell Banker,  
1508 Sherman Avenue, Evanston, 3920

**John B. Dias**, RE/MAX Alliance North  
Suburban, 4035 Main Street, Skokie, 4008

**Mark Williamson**, Coldwell Banker,  
1508 Sherman Avenue, Evanston, 3920

**Edward Wetterquist**, Baird & Warner,  
754 West Northwest Hwy, Barrington, 6026

**Mary Lorraine McDaniel**, Coldwell Banker,  
586 Lincoln Avenue, Winnetka, 3930

**Valerie Gabuzzi**, Century 21 Marino,  
5800 Dempster Street, Morton Grove, 3020

**Wendy Magann**, Coldwell Banker,  
280 Deerpath, Lake Forest, 3950

**Betty Y. Lasky**, The Preferred Realty Group,  
7337 N Lincoln Avenue, Lincolnwood, 3241

**Anita T. Signorino**, Koenig & Strey,  
800 Waukegan Road, Deerfield, 3710

**Susan J. Anderson**, Marketing Specialist,  
15420 Little St. Mary's Road, Mettawa, 3228

**Sandra Grieco**, Coldwell Banker,  
330 E Main, Barrington, 6022

**Kamila Eva Babiuch**, Coldwell Banker,  
1330 Shermer Road, Northbrook, 3940

**Rick L. Schnitzer**, Coldwell Banker,  
1330 Shermer Road, Northbrook, 3940

**Bruce M. Skeggs**, Coldwell Banker,  
1420 Waukegan Road, Glenview, 3970

**Inga Jaeschke**, Coldwell Banker,  
552 Lincoln Avenue, Winnetka, 3650

## Reinstated in March

**Beth Marquardt**, Coldwell Banker,  
280 Deerpath, Lake Forest, 3950

**Virginia Hagerty**, Coldwell Banker,  
552 Lincoln Ave., Winnetka, 3650

**Suzanne M. Smith**, Coldwell Banker,  
2929 Central Street, Evanston, 3310

**Jacqueline K. Lee**, Stone Realty Inc.,  
1051 Waukegan Rd, Glenview, 3552

## Transfers in March

**Peggy Cahill** from Century 21 North,  
3014 to Coldwell Banker, 1330 Shermer  
Road, Northbrook, 3940

**Peggy Budwig** from Prudential Preferred  
3609 to Prudential Preferred Property  
850 Green Bay Rd, Winnetka, 3588

**Kerstin Stenlund** from Coldwell Banker  
6022 to Coldwell Banker M & M  
4632 Church Street, Skokie, 3810

**Annette Rigali** from Coldwell Banker to  
A-Net Appraisal, 8 North June Terrace,  
Lake Forest, 3627

**Marilyn R. Wetterquist** from RE/MAX  
of Barrington 6018 to Baird & Warner,  
754 W Northwest Hwy, Barrington, 6026

**Mark W. Nash** from Prudential Preferred  
3521 to Prudential Preferred Property  
850 Green Bay Rd, Winnetka, 3588

**Joseph A. Wetmore** from Century 21,  
North 3014 to Coldwell Banker, 1330  
Shermer Road, Northbrook, 3940

**Mariana Popa** from Coldwell Banker 3061  
to Coldwell Banker, 1420 Waukegan Road,  
Glenview, 3970

**Evelyn Leberis** from Baird & Warner 3150  
to Coldwell Banker, 586 Lincoln Avenue  
Winnetka, 3930

## New Offices in March

**A-Net Appraisal**, 8 North June Terrace,  
Lake Forest, 3627

## Dropped Offices in March

**Prime Property Investors**,  
3100 Dundee Rd, Northbrook, 3388  
**CIT Consumer Finance Group**,  
337 E. Butterfield Rd., Lombard, 6237  
**Scanlan Realty & Investments**,  
460 Coventry Lane, Crystal Lake, 6239

## In Memoriam

We regret to announce the passing of  
**Nancy Scott Mulvihill**, who was affiliated  
with Coldwell Banker, 552 Lincoln Avenue,  
Winnetka.

# More Member News

## Dropped Members in March

**Mary E. Borgstrom**, Coldwell Banker, 640 Vernon Avenue, Glencoe, 3630  
**Ann-Marie Rogers**, Prudential Preferred Property, 1600 Orrington, Evanston, 3521  
**Kwan Soon Im**, Coldwell Banker, 1420 Waukegan Road, Glenview, 3970  
**Donna Stockton**, Smart Realty, 1150 Wilmette Avenue, Wilmette, 3405  
**Michael H. Zaransky**, Prime Property Investors, 3100 Dundee, Northbrook, 3388  
**Richard W. Lyon**, ERA Countrywood Realty, 39 S Barrington Rd, Barrington, 6019  
**Martin Guthrie**, John Sobol & Assoc, 729 Ridge Road, Wilmette, 3417  
**Diana Ezerins**, Coldwell Banker, 1508 Sherman Avenue, Evanston, 3920  
**John Tovar**, Town & Country REALTORS, 1855 Deerfield Road, Highland Park, 4017  
**Levon A. Poladian**, Preferred Realty Group, 7337 N Lincoln Avenue, Lincolnwood, 3241  
**Charles Glick**, James Meyers & Company, 707 Skokie Blvd, Northbrook, 3089  
**Kathy Bashore**, CIT Consumer Finance Group, 337 E Butterfield Rd, Lombard, 6237

**Stephen Guranovich**, ERA Countrywood Realty, 39 S Barrington Road, Barrington, 6019  
**Jerzy Majewski**, Scanlan Realty, 460 Coventry Lane, Crystal Lake, 6239  
**Patrick R. Molidor**, Scanlan Realty, 460 Coventry Lane, Crystal Lake, 6239  
**Jeff D. Popp**, Scanlan Realty, 460 Coventry Lane, Crystal Lake, 6239  
**Christopher Scanlan**, Scanlan Realty, 460 Coventry Lane, Crystal Lake, 6239  
**Allan Ashman**, Coldwell Banker, 4th & Linden, Wilmette, 3320  
**Evelyn Leberis**, Baird & Warner, 714 Elm St, Winnetka, 3150  
**John Mark Calahan**, Coldwell Banker M & M, 4632 Church Street, Skokie, 3810  
**Judith C. Kimpel**, J. S. James & Co., 5041 Shoreline, Barrington, 6025  
**Marsha Thigpen**, Smart Realty, 1150 Wilmette Avenue, Wilmette, 3405  
**Seonagh M. Arnold**, Coldwell Banker, 1508 Sherman Avenue, Evanston, 3920

## Dropped Affiliates in March

**Julie Goril**, AmeriSpec Inspection Services, P.O. Box 506, Morton Grove, 3436  
**Michael Phillips**, Washington Mutual Bank, 1300 E Woodfield Road, Schaumburg, 3367  
**Melanie A. Smith**, Mid America Title, 1216 E Central Rd, Arlington Heights, 6221  
**Philip S. Merlin**, Northern Trust Lake Forest, 265 E Deerpath Road, Lake Forest, 4834



*Above*, Joe Goodman, M. J. Sobota, and Don Gelfund met State Senator Kathy Parker at the IAR Capitol Visits in Springfield, February 24.  
*Right*, Marilyn Glazer met State Rep. Lou Lang.



## BENEFIT REFERENCE INDEX

### Health Insurance

National Association of Self-Empl.

Ron Shapero  
312-337-7133

Marc Jacobson & Assoc.  
847-498-7181

Castel Group 559-8100  
NAR

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

### Reduced Telephone Rates/Telephone

Cimco Communications  
630-691-8788

### Car Rental

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

### Courier Service

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

### Cellular Svc. & Smart Number

Autosonics  
Michael Malenfant  
or Corky Peterson  
847-831-4000 312-831-4400

# Steve's Street

## Virus Update 1

Since its discovery on March 6, McAfee.com has seen a large and growing number of computers infected with W32/Naked@MM. This is a HIGH RISK virus that is spreading rapidly via the Windows email program Outlook. The infected email can come from addresses that you recognize. Attached is a file named NakedWife.exe, which poses as a Flash movie. The email message can appear as follows:

Subject: Fw: Naked Wife  
Body: My wife never looked like that! ;-)  
Best regards, (sender's name)  
Attachment: NakedWife.exe

When run, the virus copies itself to a TEMP directory and displays a window entitled "Flash" which reads "JibJab loading." It then attempts to delete all .BMP, .COM, .DLL, .EXE, .INI, and .LOG files in the WINDOWS and WINDOWS\SYSTEM directories and emails itself to all recipients in the Windows Address Book using Microsoft Outlook.

View this website for detection and removal instructions:

<http://clinic.mcafee.com/clinic/ibuy/campaign.asp?cid=2163>

## Virus Update 2

A new virus has just been discovered that has been classified by Microsoft (<http://microsoft.com/>) and by McAfee (<http://www.mcafee.com/>) as the MOST DESTRUCTIVE ever! This virus was discovered March 8 by McAfee and no vaccine has yet been developed. This virus simply destroys Sector Zero from the hard disk, where vital information for its functioning is stored.



*Director of Information Systems  
Steve Volkodav*

The virus sends itself automatically to all contacts on your list with the title "A Virtual Card for You." As soon as the supposed virtual card is opened, the computer freezes so that the user has to reboot. When the ctrl+al+del keys or the reset button are pressed, the virus destroys Sector Zero, thus permanently destroying the hard disk. So, don't open any mails with the subject "A Virtual Card for You." As soon as you get the mail, delete it.

Intel announced that a new and very destructive virus was discovered recently. If you receive an email called "An Internet Flower for You", do not open it. Delete it right away! This virus removes all dynamic link libraries (.dll files) from your computer. Your computer will not be able to boot up.

## From MLSNI

Regarding weekend support: The help desk is staffed on Saturday 10 AM till 4 PM.; call logs show that MLSNI is receiving less than a dozen calls on a typical Sunday. At the present time it does not seem to be cost effective to man the help desk on Sundays.

**Market Time Calculation:** The specifications for calculating Market Time on Compass are as follows:

**CTG** List Date to Current Date (It does not calculate to Contract Date; however, once CLSD or PEND, the MT will calculate to Contract Date.)

**CANCEL** List Date to Off-Market Date

**CLSD** List Date to Contract Date

**EXP** List Date to Expiration Date

**PEND** List Date to Contract Date

**Prospects Disappearing:** As for prospects "disappearing", there is an automatic routine within the Compass system that will purge prospects if they have not been searched for 60+ days. It is vital, therefore, that users date/time stamp their prospects after searching in order to avoid this purge.

To do this on Compass when searching for prospect matches, ALWAYS exit the prospect by using the <F10> key. This is the date/time stamp key. When searching all prospect at one time, the <F10> should be used from screen to screen in order to date/time stamp all searched prospects (including those for which there are no matches).

To date/time stamp on RE/Xplorer when searching prospects, select the prospect(s) you wish to run and click after the search/printing is complete return to the Prospect tab and click the Set Last Run Date button.

**MLSNI Vendors:** At the last NSBAR BOD meeting it was requested that MLSNI provide the NSBAR with a list of current MLSNI vendors so that, when approached by a vendor who claims to have a contract with MLSNI, you can verify that information.

The following list also appears on our Web site and will be updated as necessary.

Vistainfo  
Realty plus On Line - Fusion & Chorus  
Homeseekers - XMLSWeb  
Wireless Wisdom  
i Property  
Homestore/IPIX/TBI (for photos)

## Web Stuff

If you're ever looking for other consumer opinions on a product or service you're contemplating, take a look at <http://www.epinions.com/>. It's a member-driven rating system that not only tells you what other members think about any item, but also provides average retail pricing as well as links to other valuable resources, such as auction sites, that might have the product.

What's really valuable about this site is that you see both positive and negative comments. In addition, you know exactly how many "votes" were tallied, so you can determine the value and reliability of the information. You can also quickly pull up the "top rated" products as well as the "bottom rated" ones, so you know what to avoid. This site could easily save you a ton of time in research and more than a few costly mistakes!

Check out <http://www.bartleby.com> to search a number of references ranging from dictionaries and thesauruses to encyclopedias and quotation collections, all from this one site. While similar services exist, what I really like about this one is that the American Heritage Dictionary has an audio feature that will play a recording of the word you select so that you know exactly how to pronounce it. I'm willing to bet the dictionary on your bookshelf can't do that!

## Palm Stuff

### Palm V Series Static Shocker

Greg Gaub of SeaPUG (Seattle Palm Users Group) claims that his HP PC's motherboard was fried when he placed his Palm V in its cradle because the poorly designed cradle doesn't properly dissipate static charges. Mr. Gaub also details Palm's lack of responsibility for the problem in many phone conversations he had with customer service representatives at

various levels. If you want to learn the potential damage a Palm V and some static electricity can allegedly cause, check out <http://www.seapug.com/articles/palmv-static-shocker.html>.

### The standard built in commands in almost all Palm applications are:

/C - Copy  
/X - Cut  
/P - Paste  
/D - Delete  
/U - Undo  
/B - Beam  
/L - Address Lookup

and, in a few default apps,

/G - Graffiti Help

With the exception of Beaming, Lookup and (possibly) Undo, all of the commands have been in Palms since revision 1.0 of the operating system. All of the commands, with the exception of /G and /L, require that you first select an entry by tapping on it, or select text by highlighting it.

## Symantec AntiVirus Software for PalmOS

You'll find the Symantec software at <http://www.symantec.com/avcenter/palmscanner.html>  
Beta version is free.

Check out the March 2001 issue of eCompany magazine at <http://www.ecompany.com/articles/mag/0,1640,9320,00.html>  
Go to page 135/136, *The Whole World In Your Palm*. This perforated section will give you a quick summary of *everything* you want to know about the Palm—for example:

15 Most Popular Palm Downloads  
4 Best Sites for Downloads  
8 Hacks software to enhance the Palm's OS  
2 Info-Packed Apps  
PeanutPress.com, the most popular site to download ebooks  
10 sites for the savvy wireless Palm user  
How to Download  
How to Beam  
and more!

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## Are You a Good Neighbor?

Last year's inaugural Good Neighbor Awards program was such a success, REALTOR® Magazine once again is looking for REALTORS® who are making exceptional contributions to improve the quality of life in their communities. Eligible activities might include work on affordable housing issues, educational programs, youth-related activities or anything else that makes a community a better place to live.

The five humanitarians chosen as Good Neighbors in 2001 will each receive a \$2,500 grant for their community projects, coverage in REALTOR® Magazine and Realtormag.com, travel expenses to the 2001 REALTORS® Conference & Expo in Chicago, and more. Benefits go beyond the awards ceremony. Winners in 2000 received congratulations (and contributions) from REALTORS® all over the country.

Entry form, rules and judging criteria for the 2001 Good Neighbor Awards are available at [www.realtormag.com](http://www.realtormag.com). *Entries must be received by Tuesday, May 1, 2001.*

# May Birthdays

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**1**  
Chacko V. George  
**2**  
Gloria Redman  
Colleen McGinnis  
**3**  
John Chiappetta  
Linda J. Rengel  
Lydia Citron  
Thomas Grant  
Dorothy Goldberg  
Joanne Keller  
Judy McEvoy  
**4**  
Darla Terrell  
**5**  
Dorothy A. Schaffer  
Scott Wolff  
Ragini Arora  
Mary Ellen Conboy  
**6**  
Joseph A. Wetmore  
Diane Rossa Kwiatt  
Nancy W. Nazari  
Christina Fawcett  
Cynthia K. Tobisch  
**7**  
Vicki Tenner  
**8**  
Harold Cowell  
John Tovar  
Sheila Montet  
Sharon Eckersall  
Allyn K. Sloat  
Jenny Mircevska

**9**  
Julia Hyuns Kim  
Scott T. Betz  
**10**  
Janie Bress  
Gail Johannson  
Jeanne Weill Schwartz  
Michael J. Horne  
Val Napadov  
Gary Aver  
**11**  
Bette Amato  
Kenneth Yoshida  
Charlotte M. Ruffin  
**12**  
Edward A. Ganja  
Mary Anne Thomas  
Margaret H. Smith  
**13**  
Valerie Gleason  
Brenda Ferdman  
Tiz Barrett  
**14**  
Mary Berg  
Anne Davis  
**15**  
Daniel J. Staackmann  
Sandy Clifton  
**16**  
Deborah L. Kiddle  
Benny Kuriakose  
Thomas Phillips

**17**  
Michael J. Carrera  
Marcia O'Hara  
Brad Warren Andersen  
Lola Glyman  
Olga Sapozhnikov  
Phyllis Rothschild  
Sylvia Holdampf  
**18**  
Maria Kernahan  
Regina Correa  
**19**  
Marla Schneider  
Suzanne E. Dusthimer  
Lynn Chamberlin  
Michael V. Chiara  
**20**  
Janis Peltier  
Richard Murawski  
Arlene Warshawsky  
**21**  
Priscilla J. McIntosh  
Claire Blumenthal  
Elaine Harvey  
**22**  
Roberta E Miller  
Linda H. Moser  
Camille Bass  
Antoinette Vigilante  
Bobbi Chasin  
**23**  
Helen Larsen  
Elisa Wolter  
Jill M. Swenson

**24**  
Kathryn E. Smith  
Marilyn Sorensen  
Carmen Burgess Olson  
Susan Kelly  
Rosemary R Thomas  
**25**  
Vernon Hein  
Cyndee Keiser  
Brunhild Baass  
Sharon Stirn  
James G. Sirotzki  
Richard Wallach  
**26**  
Roberta Field  
Aleksander Dubinsky  
Linda Wolff  
**27**  
David DeRicco  
Russell Boothe  
Brenda O'Neill  
Kwan Soon Im  
Oleg M. Petryuchenko  
**28**  
Jane Svyatsky  
Donna Zupancic  
**29**  
Janine Juster  
Barbara Jacobs  
Gail R. Seidman  
**30**  
David A. Harper  
**31**  
Marilyn Leader  
Peter Holstein

# Upcoming Events

Event	Date	Start Time	End	Speaker	Location
Jump Start	4/4	8:30 AM	4:00 PM	Staff	Classroom
WCR Meeting	4/5	11:00 AM	1:00 PM		Board Room
MLSNI all day	4/9	9:00 AM	4:30 PM		Classroom
LL 122 Case of Ostrich Real Estate	4/12	8:00 AM	11:00 AM	Lynn Madison	Classroom
RB 757 Personal Assistants	4/12	12:00 PM	3:00 PM	Lynn Madison	Classroom
Contracts Task Force	4/13	1:00PM	4:00PM		Board Room
MLSNI all day	4/17	9:00 AM	4:30 PM		Classroom
Top Producer 6i Training	4/18	9:00AM	4:00PM	Tom Byers	Classroom
Computer Club	4/19	9:00AM	10:30AM	Staff	Classroom
Liaisons	4/23	1:30PM	4:30PM		Board Room
Board of Directors	4/25	10:00AM	5:30PM		Board Room
MLS/Web Update	4/26	10:00 AM	12:00PM	Panel	Chevy Chase
RS 202 Sales Strategies for the Residential Specialist	5/10 & 11	8:30AM	5:00PM	Ed Hatch	Classroom
Break the Rules--Close More Sales!	5/21	11:30AM	1:30PM	Merit Gest	Classroom
How to Attract More Buyers and Create More Sales	6/1	8:30AM	12:00PM	Jeff Elias	Classroom
Broker Training: Adv RE Principles	6/4 & 11	8:30AM	5:00PM	Marilyn Glazer	Classroom
SRES Senior RE Specialist	6/14 & 15	8:00AM	4:00PM	Lori Lasday	Classroom
CE: Using Technology to Better Serve Consumers	6/18	8:00AM	11:00AM	Bill Schiller	Classroom
CE: Consumer-Centric Web Sites	6/18	12:00PM	3:00PM	Bill Schiller	Classroom
Broker Training: Finance	7/9 & 16	8:30AM	5:00PM	Marilyn Glazer	Classroom
ABR Accredited Buyer Rep Course	8/9 & 10	8:30AM	5:00PM	Lynn Madison	Classroom
Broker Training: Sales/Brokerage	8/13 & 20	8:30AM	5:00PM	Marilyn Glazer	Classroom
Broker Training: Brokerage Admin.	9/10 & 17	8:30AM	5:00PM	Marilyn Glazer	Classroom
Awards Luncheon	9/20	11:00	2:00PM	Stephan Swanepoel	Chevy Chase
Broker Training: Contracts	10/15 & 22	8:30AM	5:00PM	Marilyn Glazer	Classroom

# NSBAR Calendar Additions

**Broker Training.** Broker pre-license training will be offered in five sessions on two Mondays each month from June through October. You can sign up for all of the classes, or only those you need to complete your broker licensing education requirements. All classes will be held from 8:30 AM to 5 PM at the Robert McGuire Education Center, 450 Skokie Blvd, Bldg 1200, Northbrook. Cost is \$145 per two-day class for registrations received at least one week before the first class day. Late registration is \$165 per two-day class.

June 4 and 11	Advanced Real Estate Principles
July 9 and 16	Finance
August 13 and 20	Sales and Brokerage
September 10 and 17	Brokerage Administration
October 15 and 22	Contracts

All classes will be taught by  
Marilyn Glazer, GRI, CRS, CRB, M.S.Ed.

Broker Pre-License Training is sponsored  
by the Illinois Association of REALTORS®.

**Sales Training.** Merit Gest of the Sandler Sales Institute will speak at a luncheon on May 21 from 11:30AM to 1:30PM at the NSBAR office, 450 Skokie Blvd, Bldg 1200, Northbrook. Topic will be “Break the Rules--Close More Sales!” Cost is \$10 per person.

**Finance Techniques.** Jeff Elias will tell you how to attract more buyers and close more sales using your knowledge of the latest real estate financing methods. Registration fee of \$20 includes refreshments. Program will be held from 9 AM to Noon on June 1, with refreshments served starting at 8:30 AM. Sponsored by NSBAR and Chicago Bancorp.

**New CE Classes.** Bill Schiller will be presenting two new CE classes on June 18. “Using Technology to Better Serve Consumers” will be held from 8-11 AM and “Consumer-Centric Real Estate Web Sites” will be held from 12-3 PM. Each class has been approved for three elective hours of continuing education credit for salespersons or brokers.

**Call the Registration Desk at 847-480-7177 to reserve your place at any of these exciting events.**

**NORTH SHORE—BARRINGTON  
ASSOCIATION OF REALTORS®**

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*YOUR 24-7 ASSOCIATION*

**We're on the web  
[www.nsbar.org](http://www.nsbar.org)**