

# REALTOR® News

## June 2001

### Inside this issue:

Broker Training	1
It's the Rule	2
Broker Reciprocity	
The "Blue File"	
Realtor News of Note	3
NAR Update	
IAR Update	
Local Update	
Education	4
Month-by-Month	
Coming Events	5
Smart Growth Seminar	
Top Producer 6i Training	
Niles Township Meeting	
Marcie Roggow	
SRES Class	
Membership Update	6
New Members	
Reinstated Members	
New Offices	7
Transfers	
Dropped Members	
Dropped Offices	
Steve's Street	8
HOPE Awards	9
June Birthdays	10
Within These Walls . . .	10
Calendar	11
Calendar Highlights	12

## Broker Training Begins in Northbrook June 4

This summer and fall the Robert McGuire Education Center will be the site for ten class days that will meet the 75-hour real estate broker pre-license requirement. There will be one 15-hour class each month from June through October and each class will be held on two consecutive Mondays, from 8:30 AM to 5:00 PM each day. You need to attend both days to get credit for a class. The classes are:

June 4 and 11, Advanced Principles 2000  
July 9 and 16, Finance  
August 13 and 20, Sales and Brokerage  
September 10 and 17, Brokerage Administration  
October 15 and 22, Contracts

You can sign up for any or all of the classes, even if you don't intend to take the broker licensing examination. As added incentive, each two-day class offers at least three hours of continuing education credit. The June *Advanced Principles* class offers six hours of CE credit! Instructor for all of the classes will be Marilyn Glazer, GRI, CRS, CRB, M.S.Ed. Broker Pre-License Training is sponsored by the Illinois Association of REALTORS®.

How important could these classes be to your career? Marilyn received this message in May from a student in the last series of broker training classes that she taught:

*"Marilyn, I just passed my broker's test and I am in the process of setting up my new office. I want you to know the overwhelming feeling of accomplishment I have experienced thanks to your excellent training."*

Sign up for these classes today so that you can share that feeling of accomplishment. You only need to sign up for one class at a time, you don't have to be a candidate for a broker's license, and you'll earn CE credit to boot!

**Call the automated Registration Desk at 847-374-5819 to reserve your place in any of the broker pre-license classes. Tuition is \$145 per class for registration one week in advance, and \$165 for late registration. If you are an NSBAR member, your account will be billed unless you would like to pay by check or credit card immediately. If you register for more than one class, your account will not be billed until the month of the class.**

### Just Because It's June

We're in-between license renewal periods, the weather has warmed up, and the number of closings indicates that the economy isn't doing too badly after all. What better time than now to plan your class schedule for the summer and fall? Classes will be less crowded than they were in March and April, you'll learn exciting tips to help your business grow and, when the economy really heats up next spring, you'll be relieved to know that you won't have to be in class!



# It's the Rule by Terry Penza, COO

## Questions About Broker Reciprocity

On April 26, approximately 170 REALTORS® gathered at the Chevy Chase Country Club to learn the latest rules for posting real estate listings on the Web from Randy Reynolds of the Illinois Association of REALTORS®, Jay Huffman, CEO of MLSNI, and Brian Larson, President & General Counsel of the Regional Multiple Listing Service of Minnesota. Here are the highlights of the morning's session.

## What is Broker Reciprocity<sup>SM</sup>?

Simply, it is a system in which brokers give permission for their listings to be displayed on each others' Web sites. Brokers who participate in the program (called Broker Reciprocity<sup>SM</sup> Subscribers or BRSSs) can display all of the active listings of every subscriber. If you choose not to participate, no other broker will be permitted to display your listings.

Do you have to own a Web site with all of the latest technological bells and whistles in order to participate? No! You can include your listings in the Broker Reciprocity<sup>SM</sup> database even if you don't have your own Web site.

## Why Is MLS of Northern Illinois, Inc., involved in Broker Reciprocity<sup>SM</sup>?

The purpose of Broker Reciprocity<sup>SM</sup> is to empower REALTORS® to deal with the real estate consumer of the future. Among the objectives to which MLS of Northern Illinois, Inc. is committed are: (1) permitting brokers to fully market their services on the Internet; (2) permitting the brokerage community to take advantage of data contributed to the system by brokers; and (3) permitting brokers to establish and maintain first contact with the consumer in the real estate transaction.

Increasingly, consumers are looking to the Internet for information about real estate for sale. Until Broker Reciprocity<sup>SM</sup>, consumers could not find that information at broker-owned Web sites. The sites with the best data (from the consumer's perspective) contain the greatest number of listings and they have not been controlled by REALTORS®. On the national front, the site with the greatest number of listings is Realtor.com, a production of RealSelect, a subsidiary of publicly traded HomeStore.com. Locally, consumers find the greatest number of listings on the Web sites of MLSNI and the *Chicago Tribune*.

Some brokers asked MLS of Northern Illinois, Inc., "Why can't a broker's Web site provide the greatest number of listings?" Thanks to Broker Reciprocity<sup>SM</sup>, it can! In fact, this approach provides several advantages:

- Brokerage Web sites can become the best source of listing data. If most brokers participate, the number of listings in the reciprocal database can easily reach and even exceed the number on other popular sites.
- When consumers visit the Web sites of reciprocal brokers, they will stay longer because the brokers will have more listing data to offer. The broker sites may also offer easier interfaces for consumers, since many other sites are "cluttered" with non-listing content. Innovation in on-line services offered by brokers will be a critical factor in the success of broker sites.

We already have examples of just how effective reciprocity can be. The Web sites of the John L. Scott and Windermere real estate firms in Seattle (where reciprocity has been available for three years) are experiencing between 12 and 18 million hits per month, according to senior firm managers. They attribute these high numbers to the relatively complete databases of listings that they can offer consumers.

## What if I do not participate in Broker Reciprocity<sup>SM</sup>?

The Illinois Real Estate License Act states that, if listing information is posted behind a firewall or similar password protected device, that information can be posted without specific authorization and without disclosure of the owner of the listing information since it is not considered "scraping." Scraping information from another site is prohibited by Section 1450.145(h).

Detailed information on Broker Reciprocity<sup>SM</sup> can be found at the NSBAR Web site. Go to [www.nsbar.org](http://www.nsbar.org), then choose "The Answer Page" from the tool bar at the left, then "MLS and Vendor", the third item on the list.



**Safety tip:** Are you familiar with the "blue file"? Each individual—agents and employees—within each office should be trained in the purpose and use of the "blue file", which is a coded distress signal. Here's how it works: Let's say that in the course of showing property or hosting an open house at 1234 Main Street, you become suspicious or aware of potential danger. You want to call someone, but don't want to aggravate a potentially harmful situation. You explain to the person(s) with you that you are missing an important disclosure form. Then, you call a "buddy's" number and say, "Can you get the disclosure out of the blue file on 1234 Main Street for me? Thanks, I'll wait for you to call right back." Your "buddy" has now been notified that you need help at 1234 Main Street and should immediately phone the police. The "blue file" system should be universal between offices; however, if you wish to set up your own distress signal within your office, you can do that, too. Whatever your code is, keep it simple so that it can be remembered easily by the person in jeopardy as well as the person who receives the distress call.

## National

**Rise in Affordability.** The major factors affecting housing affordability combined for the best showing in two years during the first quarter. NAR's composite Housing Affordability Index was 142.9 during the first quarter, up 9.5 percentage points from 133.4 reported in the fourth quarter; it was 12.1 points higher than the same period a year earlier when it stood at 130.8. Current index is the highest reading since the first quarter of 1999 when it registered 143.3.

The index shows half the nation's households had at least 142.9 percent of the income needed to purchase a home at the first quarter median existing-home price, which was \$139,700. This index measures affordability factors for all home buyers making a 20 percent downpayment, with an index of 100 defined as the point where a median-income family has the exact amount of income needed to purchase a median-priced existing home. The first-quarter median family income was \$52,055.

### New Spanish Edition of EO Brochure.

The Spanish edition of *What Everyone Should Know About Equal Opportunity in Housing* is a brochure that outlines the responsibilities of each party to a transaction as well as relevant information about Fair Housing Law. Call 800-874-6500 for item 166-796-01-IN, or go to <http://www.one.realtorplace.com/prodser.nsf/webitem/166-796-01-LN>.

**Revised Fair Housing Handbook.** The second edition of the *Fair Housing Handbook* offers suggested fair housing office procedures, background on regulations, samples of the HUD Equal Housing Opportunity poster and logo, equal service report forms, and info on the NAR/HUD partnership. Call 800-874-6500 for item 166-1084-IN, or go to <http://www.onerealtorplace.com/prodser.nsf/webitem/Halford>.

**Auto Discounts.** Chrysler/Jeep<sup>®</sup> is offering a \$500 Cash Allowance to NAR members on the retail purchase or lease of new model 2001 and 2002 Chrysler, Plymouth and Jeep<sup>®</sup> vehicles (PT Cruiser, Prowler, Town & Country EX and Wrangler models not included). Members should negotiate their

best price with the dealer, then simply mention their NAR membership. Dealers will be able to verify membership and provide the cash allowance.

## Illinois

**Market trends.** During the first quarter of 2001, stock market lows put a damper on the housing market. Fewer large homes were sold compared to the same period last year; however, the favorable mortgage rates and current U.S. demographic trends will keep homeownership at an upward trend. In the next five years, more households will enter middle age, which is a major home-owning age group. Research conducted in 1999 showed that 76% of persons aged 45-54 were homeowners.

**Single-Family Home Sales.** Existing single-family home sales throughout Illinois totaled 8,174 for the month of March, as reported by IAR. March home sales decreased 4.1% from last year's figure of 8,523. Existing home sales in the Chicago PMSA decreased 4.8% from 4,918 in March 2000 to 4,684 in March 2001.

The statewide median price of a single-family home continues to increase at a normal rate. The Illinois median price rose 6.6% from \$132,700 in March 2000 to \$141,400 in March 2001. The Chicago PMSA median home price of \$183,400 is a 7.9% increase from a year ago.

**Condominium sales.** Illinois condominium sales continued to increase in March, reaching 3,130, which is a 4.6% increase from 2,992 in sales during March 2000. Condo sales in the Chicago area increased 5.0% in March to 2,905. The statewide median condominium price was \$143,500 in March 2001, showing an 8.5% increase from \$132,200 a year ago. The median condo price increased 9.5% in the Chicago PMSA in March to \$148,600.

**Census Reports.** According to data from the 2000 U.S. Census, from 1990 to 2000 the population of the State of Illinois increased by 8.6%, Cook County by 5.3%, DuPage County by 15.7%, Lake County by 24.8% and McHenry County by 41.9%.

**Loan Rates.** According to Freddie Mac, the average commitment rate on a 30-year fixed rate mortgage in April was 7.13% in the North Central Region, which includes Illinois. That amounts to a 0.12 increase from the March average commitment rate of 7.01%, but it is 1.04 percentage points below the 8.17% average for April last year.

## North Shore - Barrington 25-Year Members Honored at September 20 Awards Lunch

What does it take to survive and thrive in the real estate industry? You could get some good tips from the following people, who will be honored guests at the Annual Awards Lunch on September 20. Each has been a member of the North Shore - Barrington Association for at least 25 years. Congratulations go to:

Farrokh Allen  
Eleanor Altman, GRI  
Margaret Baas  
Mary Berg  
Mary Jo Bowers, CRS, GRI  
Janice Castillo  
Pat Cogley-Anhalt, GRI  
Betty Collias  
John Gillard, CRB  
Morris Green  
Dolly Jacobson, GRI  
Jean James, CRS  
Joanne Keller  
Joan Kelly  
Richard Kindwald  
John Klingeman  
Gloria McArdle  
Colleen McNulty  
Maureen Mohling, CRB  
Joseph Moll  
Frank Nash  
Joseph H. Pawlish  
Geraldine Peterson  
Kitty Price  
Colleen Remsberg  
Joan Sedlacek, GRI  
Honey Sheridan  
Elaine Tremko

**New GRIs announced.** Congratulations to the newest NSBAR GRI recipients:

Deloris Axelrod, GRI  
Linda B. Fink, GRI  
A. G. Krone, GRI  
Andrew Mrowiec, GRI  
Susan Ringel Segal, GRI  
Marjorie Rissman, ABR, GRI

## Be There Or Be Square!

Where to begin? There are more courses, seminars and special events being added to the NSBAR calendar every week. Here are the highlights from now through October. Check off the programs of interest to you, then post this page in a convenient place, so you don't forget to register and attend. Easiest way to register? Use the automated Registration Desk line at 847-374-5819.

### June

- Jeff Elias finance program on Friday, **June 1**, 8:30 AM - Noon. Cost of \$20 includes refreshments. Co-sponsored by Chicago Bancorp.
- **June 4 and 11**, Advanced Principles broker pre-license class will be taught by Marilyn Glazer, GRI, CRS, CRB, M.S.Ed., from 8:30 AM - 5 PM. \$145 for early birds; \$165 late.
- Jump Start Orientation Program for new members will be held on **June 6** from 8:30 AM - 4 PM. Allyson Hoffman will be our "Ask the Pro" speaker and Clybourn Financial Group will sponsor lunch.
- **June 13**, Commercial Investment Forum will hear from Dana Marberry of the Chicago Assessor's Office at a lunch presentation, 11:30 AM - 1 PM.
- Lori Lasday, SRES, CRS, CRB, GRI, returns to NSBAR with "A Licensee's Guide to Working with Seniors" on **June 14 and 15**, 8:30 AM - 4 PM. This is the only course required for the SRES (Senior Real Estate Specialist) designation. *Note: You must call the Senior Advantage Real Estate Council (SAREC) at 800-500-4564 to register for this class. NSBAR is not taking registrations.*
- Two brand- new elective-hour courses will be taught by Bill Schiller, GRI, CRS, RECS, on **June 18: TEC 1701E Using Technology to Better Serve Consumers**, 8 - 11 AM, and **TEC 1702E Consumer-Centric Real Estate Web Sites**, 12 - 3 PM.
- **June 20**, Tom Byers returns with the Top Producer 6i training class, 9 AM - 4 PM, \$150. Class size limited to 10 students.

### July

- Broker training continues with Real Estate Finance on **July 9 and 16** from 8:30 AM - 5 PM each day. Marilyn Glazer, Instructor, and the course offers three hours of CE credit. \$145 early birds; \$165 late.

- Jump Start Orientation Program for new members, **July 11**, 8:30 AM - 4 PM. "Ask the Pro" speaker will be Roxane Malo and lunch sponsor will be Merrill Lynch.

### August

- **August 8**, Jump Start Orientation Program, 8:30 AM - 4 PM, with "Ask the Pro" guest speaker Harvey Hoffman. Lunch sponsored by Harris Bank.
- **August 9 and 10**, ABR (Accredited Buyer Representative) designation course, 8:30 AM - 5 PM each day. Instructor is Lynn Madison. \$250 for registration by July 20; \$275 for late registration.
- **August 13 and 20**, Marilyn Glazer will teach the Sales and Brokerage broker pre-license class from 8:30 AM - 5 PM. \$145 for early birds; \$165 late. Three hours CE; also satisfies NAR Ethics requirement.
- On **August 27**, the new CORE A (8 - 11 AM) and CORE B (12 - 3 PM) CE courses will be taught by Lynn Madison. \$39 each class for NSBAR members; \$54 for other REALTORS®; \$69 for non-REALTORS®.

### September

- **September 5**, Jump Start Orientation Program, 8:30 AM - 4 PM, with "Ask the Pro" guest speaker Laurie Tierney. Lunch provided.
- **September 10 and 17**, 8:30 AM - 5 PM, the Brokerage Administration broker pre-license class will be taught by Marilyn Glazer. \$145 for early birds; \$165 late.

### October

- **October 10** Jump Start Orientation Program, 8:30 AM - 4 PM, with "Ask the Pro" guest speaker Wendy Shea. Lunch provided.
- **October 15 and 22**, Contracts and Conveyances, the last broker pre-license class of the series, from 8:30 AM - 5 PM each day. Marilyn Glazer, Instructor, and this class will provide three hours of CE credit. \$145 for early birds; \$165 late.
- On **October 18** from 8:30 AM - 12 PM, the NAR Smart Growth program will be the focus of a panel headed by Joseph Molinaro of the NAR Washington staff. Joining Joe will be Chuck Hanlon of Land Planning Services, Inc., of St. Charles, and Mike Scobey of the IAR legislative staff. Cost and location TBA.



### About the Jump Start Program

New REALTORS® must attend an orientation within the first 90 days of joining. NSBAR's Jump Start Orientation Program is held monthly on a Wednesday from 8:30 AM to 4 PM. *Warning:* The rush-hour commute can be lengthy, and parking in Northbrook is always problematic. If you are coming from the Barrington area, allow at least a one-hour drive time. If you arrive by 8:20 you should be able to find a parking place close by.

The Jump Start day begins at 8:30 AM with coffee and a chance to meet members of the NSBAR staff. At 8:45 we introduce your national, state and local associations. The rest of the morning is devoted to the REALTOR® Code of Ethics. *New members must be in the classroom no later than 9 AM. Anyone arriving after that time will not be given credit for attending the Ethics class.*

Lunch is from 12-12:45 PM, followed by a half-hour question and answer session with our lunch sponsor, usually a local lender. From 1:15 to 2:15 you will meet one of the long-time NSBAR members for an "Ask the Pro" session. This is your chance to learn what it really takes to get your real estate career in gear. The rest of the afternoon is devoted to technology, including the opportunity to gain hands-on experience using the MLS at one of the classroom computers. *Any member may join us for the afternoon portion of the program.*

New members have told us that they enjoy the day and consider it an informative and stimulating experience. Best of all, they get to meet and start networking with some of the people with whom they will be doing business. In short, Jump Start provides what skilled negotiators call a win-win outcome in which everyone benefits.

# Coming Events . . . Smart Growth & More

## **National and Local Experts to Speak to REALTORS® on Smart Growth Issues at Panel Discussion October 18**

There are two questions that have raised important concerns in every urban area of the country. How much real estate development should be allowed, and what kinds should they be? What is at stake is nothing less than our quality of life.

The North Shore - Barrington Association of REALTORS® and the Northwest Association of REALTORS® are pleased to announce that Joseph Molinaro of NAR's Washington staff and one of the foremost national experts on the issues surrounding what has been termed "smart growth," will be coming to our area on October 18 to take part in a panel discussion that will be open to all of our members. Mr. Molinaro will be joined by Chuck Hanlon, consultant with Land Planning Services, Inc. of St. Charles, and Mike Scobey, legislative specialist for the Illinois Association of REALTORS®.

The issues raised by this topic are not simple and they do not lend themselves to formulaic solutions. Geographic and cultural differences are just a few of the factors that make a one-size-fits-all approach to land use planning impossible.

What works in Portland, Oregon, may not work anywhere in Illinois. Differences exist even within the same region. The levels of both commercial and residential development in the Chicago metro area may be considered unacceptable in outlying areas.

In the midst of all the competing special interest groups that try to influence decision-makers, how can the real estate industry make its voice heard? And who better than real estate professionals to speak on issues of greatest concern to consumers, those they represent?

That's what the program on October 18 will be about. The panelists will provide an overview but also focus on issues we are facing now, including airport and highway development. They will explain what you need to do to best represent the interests of your clients and customers. They will also respond to your questions.

The program will be held from 8:30 AM to 12 PM at a location to be announced. A sell-out is anticipated. Call the NSBAR Registration Desk at 847-374-5819 to reserve your place at what should be an exciting and timely program.

## **Top Producer 6i Training**

Tom Byers will be conducting the Top Producer 6i Training Session at NSBAR on Wednesday, June 20. Every student in the class, limited to 10, will have use of a computer and the most recent edition of the Top Producer software. Fee for the class is \$150. Phone 847-374-5819 to reserve your place as soon as possible.

## **Niles Township School Meeting**

The Niles Township School Districts will hold a Town Hall Meeting from 7:30 PM to 8:30 PM on Thursday, June 14, in the auditorium at Fairview South School, 7040 Laramie Avenue in Skokie.

According to Laurie Goeppinger, President of the Skokie School District 68 Board of Education, the meeting is to educate Niles Township residents on the Business Property Tax Appeal Process and the direct negative impact this process is having on area school districts and ultimately the property taxes of Skokie residents. Estimates are that the Niles Township Schools stand to lose up to \$7.5 million in revenue each year.

The format for the evening will include a panel presentation by local school board members, who will explain just what the appeals process is as well as its implications for taxing bodies such as schools. Community members will have an opportunity to ask questions and provide comments. Local REALTORS® are invited to attend.

## **Marcie Roggow Coming to NSBAR in November**

Marcie Roggow will present her "Kiss, Bow or Shake Hands" cultural diversity program on November 12. More details will be announced in the next issue.

## **We're Not Getting Any Younger**

The surge of baby boomers has reached the age 55 mark and will continue to add to the growing number of seniors for two decades to come. Since this is also the age bracket with the greatest number of homeowners, doesn't it make sense for you to know how to reach this lucrative niche market?

The Senior Advantage Real Estate Council (SAREC) is bringing its SRES (Seniors Real Estate Specialist) program to NSBAR. You can take advantage of the resources offered by SAREC by enrolling in the SAREC step-by-step program. By taking the 12-hour course you fulfill the complete education requirement for your SRES designation.

The SRES course will be held on June 14 and 15 at the Robert McGuire Education Center, from 8:45 AM to 4:30 PM each day. Instructor will be Lori Lasday, SRES, CRS, CRB, GRI. Lori, with the assistance of an attorney, will cover the skills needed to understand the needs of seniors and how best to respond to those needs.

The SRES course will help you to:

- Identify the buyer power of generational demographics
- Learn specialization services for seniors
- Create team-building skills with other seniors professionals
- Survey tax laws and probate and estate planning issues
- Learn equity conversion strategies
- Improve your communication skills
- Set yourself apart from the competition

Sign up for this useful program by phoning SAREC at 800-500-4564. Tuition of \$399 includes your first-year dues to SAREC. For more information, you can visit SAREC's Web site for brokers and consumers, [www.seniorsrealestate.com](http://www.seniorsrealestate.com).

## **Do You Know Your Community?**

In 1990 and 2000, what percentage of Oakton Community College students had a native language other than English? What were the most popular native languages of those students? The answers to these questions appear at top right on page 7.

### 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

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847-480-7177 Fax 847-480-7362  
Reservations 847-480-1546

President/Chief Operating Officer  
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Martha R. Williams, Director of Education  
Adrienne Bairstow, Education Administrator  
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  
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847-381-7827 Fax 847-381-7899

Kimberley Davis, Accounting  
Barbara "Kay" Kozerowitz, Membership

*Advertising rates available upon request.*

# Welcome New Members

## New Members

**Peter G. Archos**, Peter G. Archos,  
311 N Linden, Prospect Heights, 6017  
**Svetlana Bakun**, Century 21 A.M. Realty,  
814 Dempster, Evanston, 3611  
**Susan E. Banas**, Coldwell Banker,  
990 S Waukegan Rd, Lake Forest, 3483  
**Diana Berman**, Coldwell Banker  
1770 First St, Highland Park, 3960  
**Joseph O. Brogan**, North Shore Realty Group,  
1114 Waukegan Rd, Glenview, 4240  
**Michael Cell**, Coldwell Banker,  
740 Waukegan Rd, Deerfield, IL 3910  
**Yvonne R. deJongh**, Bradbury,Romey,Egan &  
Partners, 794 Oak St, Winnetka, 4042  
**Lisa C. Erdmier**, Jean Wright Real Estate,  
559 Chestnut St, Winnetka, 4048  
**Alex Erman**, Alex Erman,  
8916 Odell Ave, Morton Grove, 3635  
**Mahnaz Farhadieh**, Real Estate Professionals,  
1707 Benson Ave, Evanston, 4007  
**Cy Fine**, hometouch Centers, Inc.,  
2720 S River Rd, Des Plaines, 3632  
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**Diane A. Geissler**, RE/MAX Showcase,  
810 S Waukegan Rd, Lake Forest, 3460  
**Gene Hara**, Horizon Realty,  
1236 Lynn Terrace, Highland Park, 3059  
**Ellen W. Herdeck**, Coldwell Banker,  
1508 Sherman Ave, Evanston, 3920  
**Kathy Hoary**, Dream Homes USA,  
650 Dundee Rd, Northbrook, 3302  
**Mary E. Hostetler**, Coldwell Banker,  
330 E Main, Barrington, 6022  
**Barbara A. Huvad**, Starck & Company,  
222 E Main St, Barrington, 6017  
**Lina M. Jimenez**, North Shore Realty Group,  
1114 Waukegan Rd, Glenview, 4240  
**Chong Kap Kim**, Continental Realty Group II,  
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**Mary Ann Kollar**, Koenig & Strey,  
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**Linda M. Landsell**, Coldwell Banker,  
280 Deerpath, Lake Forest, 3950  
**Alice A. LeVert**, Coldwell Banker,  
280 Deerpath, Lake Forest, 3950  
**Debra J. Lewandowski**, Coldwell Banker,  
640 Vernon Ave, Glencoe, 3630  
**Leslie Maguire**, Bradbury,Romey,Egan &  
Partners, 794 Oak St, Winnetka, 4042

**Rohi Moradi**, Coldwell Banker,  
1420 Waukegan Rd, Glenview, 3970  
**Robert Nelson**, Coldwell Banker,  
1508 Sherman Ave, Evanston, 3920  
**Rita Osborne**, Coldwell Banker,  
552 Lincoln Ave, Winnetka, 3650  
**Kimberly Park**, Koenig & Strey, Inc,  
1009 Waukegan Rd, Glenview, 3740  
**Siiri Pfalzer**, Coldwell Banker,  
1770 First St, Highland Park, 3960  
**Cher Phillips**, Coldwell Banker,  
1508 Sherman Ave, Evanston, 3920  
**Eve Pribel**, Baird & Warner,  
1900 Waukegan Rd, Glenview, 3120  
**Richard M. Rengel**, Starck & Company,  
222 E Main St, Barrington, 6017  
**Anatoliy Revenko**, Prime Realty Group,  
9365 Milwaukee Ave, Niles, 3479  
**Maureen B. Ryan**, Coldwell Banker,  
586 Lincoln Ave, Winnetka, 3930  
**Tamara Sedenkov**, Century 21 A.M.  
Realty, 814 Dempster, Evanston, 3611  
**Nancy Sells**, Coldwell Banker,  
330 E Main, Barrington, 6022  
**Serdyuk Sergiy**, RE/MAX United,  
81-B S Milwaukee, Wheeling, 3600  
**Yolanda Seymens**, Koenig & Strey,  
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**Marie Simons**, Baird & Warner Residen-  
tial, 1920 Sheridan Rd, Highland Park, 3104  
**Maria Speakman**, Coldwell Banker,  
740 Waukegan Rd, Deerfield, 3910  
**Byung C. Yoon**, Baird & Warner,  
1900 Waukegan Rd, Glenview, 3120  
**Susan E. Yoon**, RE/MAX On The Shore,  
340 Ridge Rd, Wilmette, 4014

## Reinstated

**J F Caputo**, J F Caputo & Company,  
3900 N Lakeshore Dr, Chicago, 6207  
**Jose N. Cyriac**, Dome Realty,  
6015 Dempster St, Morton Grove, 3034  
**Joe Gilbert**, Koenig & Strey,  
538 Chestnut St, Winnetka, 3790  
**Charles Kim**, Stone Realty,  
1051 Waukegan Rd, Glenview, 3552  
**Elizabeth Snell**, Starck & Company,  
222 E Main St, Barrington, 6017

# More Member News

## New Offices

**Peter G. Archos**,  
311 N Linden, Prospect Heights, 3632  
**hometouch Centers, Inc.**,  
2720 S River Rd, Des Plaines, 3632  
**JPM Properties, Inc.**,  
3261 Lakeside, Northbrook, 3633  
**Century 21 Elite, Inc.**,  
7300 N Cicero Ave, Lincolnwood, 3634  
**Alex Erman**,  
8916 Odell Ave, Morton Grove, 3635

## Transfers

**Iqrar H. Bokhari** from Dome Realty, 3034 to Century 21 Elite, Inc, 7300 N Cicero Ave, Lincolnwood, 3634  
**Fran Horvath** from Coldwell Banker, 3061 to Coldwell Banker, 4th & Linden, Wilmette, 3320  
**Joe Horvath** from Coldwell Banker, 3061 to Coldwell Banker, 4th & Linden, Wilmette, 3320  
**Maria Giurovici** from The Preferred Realty Group, 3241 to JPM Properties, 3261 Lakeside, Northbrook, 3633  
**Kim Gomora** from Network Marketing, 3466 to Koenig & Strey, 600 N Western Ave, Lake Forest, 3750  
**Laura Kramer** from Gold & Azen, 3399 to Coldwell Banker, 1893 Sheridan Rd, Highland Park, 3640  
**Marie C. Passalino** from Koenig & Strey, 3196 to Coldwell Banker, 990 S Waukegan Rd, Lake Forest, 3483  
**Mickey Quinn** from RE/MAX of Barrington, 6018 to Baird & Warner, 754 W Northwest Hwy, Barrington, 6026  
**Soraya Reza-Brown** from Prudential Preferred Property, 3521 to Baird & Warner, 1900 Waukegan Rd, Glenview, 3120  
**Raya Shvartsman** from Koenig & Strey, 3710 to Prudential Preferred Property, 1890 First St, Highland Park, 3609  
**Beth Welch** from Koenig & Strey, 3790 to Prudential Preferred Property, 850 Green Bay Rd, Winnetka, 3588

## Dropped Members

**Alana J. Amaker**, Gaskin, Realtors,  
817 Main St, Evanston, 3045  
**Charles C. Bellows III**, Starck & Company,  
222 E Main, Barrington, 6017  
**William D. Bernett**, RMC Realty Co,  
5227 Touhy Ave, Skokie, 4002  
**George Biederman**, George W. Biederman,  
REALTOR, 1225 Wilmette, Wilmette, 3591  
**Charles A. Brown**, Lakeshore Partners,  
2006 Central St, Evanston, 3101  
**Margaret F Calk-Sauser**, Law Off Margaret  
F Calk-Sauser, 2120 Clover, Northbrook, 3516  
**Sena Caruso**, Coldwell Banker,  
1508 Sherman Ave, Evanston, 3920  
**Peter Condich**, Cardinal Realty,  
4016 W Church Rd, Beecher, 6083  
**Karen Dubin**, Coldwell Banker,  
640 Vernon Ave, Glencoe, 3630  
**Laurie B. Epstein**, Coldwell Banker,  
640 Vernon Ave, Glencoe, 3630  
**Edward K. Flanagan**, Coldwell Banker,  
552 Lincoln Ave, Winnetka, 3650  
**Nicoletta Harris**, Coldwell Banker,  
640 Vernon Ave, Glencoe, 3630  
**Dan King**, Coldwell Banker,  
740 Waukegan Rd, Deerfield, 3910  
**William Knapp**, Koenig & Strey,  
2528 Green Bay Rd, Evanston, 4110  
**Joan M. Oberg**, Koenig & Strey,  
1009 Waukegan Rd, Glenview, 3740  
**Soraya Reza-Brown**, Prudential Preferred  
Property, 1600 Orrington, Evanston, 3521  
**Mary Rosinski**, Coldwell Banker,  
640 Vernon Ave, Glencoe, 3630  
**Sarah Jean Rosinski**, Jean Wright Real  
Estate, 559 Chestnut St, Winnetka, 4048  
**Cathleen D. Sabo**, Starck & Company,  
222 E Main St, Barrington, 6017  
**Gershon T. Sapperstein**, Century 21 Marino,  
5800 Dempster St, Morton Grove, 3020  
**Lorraine R. Parisi**, MidLakes Management  
LLC, 20 N Wacker Dr, Chicago, 3628

## Dropped Office

**George W. Biederman, REALTOR**,  
1225 Wilmette, Wilmette, 3591

## Dropped Affiliate Office

**Johnson Bank Illinois**, 920 S Waukegan Rd,  
Lake Forest, 3531

## How Well Do You Know Your Community?

In 1990, a survey showed that 19% of Oakton Community College students had a non-English native language. By 2000, that number had risen to 40% of students.

In 1990, the most popular non-English native languages of students were Russian (19%), Spanish (16%), Tagalog (Philippines) (15%) and Korean (8%).

In 2000, the most popular non-English native languages of students were Polish (16%), Spanish (12%), Russian (10%), Tagalog (9%) and Korean (8%).

## 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 Purchase

Chrysler/Jeep

### 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

### Need Information?

Call Northbrook 847/480-7177 or  
Barrington 847/381-7827



## MLSNI

**Warning!** Wireless Data Link and Pronto Communications have been making presentations to broker offices promoting wireless MLS access. *Neither the North-Shore Barrington Association nor MLSNI supports these third-party wireless Web application companies.* The only company that has written permission to provide this type of service to our members is Wireless Wisdom. If you have scheduled Wireless Data Link, Pronto Communications or another wireless company to come into your office, please call me prior to their presentation. Remember, neither NSBAR nor MLSNI supports these products and therefore you are on your own for support.

**Correction from last month's column.** The Board of Directors has decided that broker tours in the North Shore area that are entered into the MLS must be at the *minimum* times listed below. Last month we posted 9:45 AM as the start time; it should have been 9:30 AM.

<b>Tuesday</b>	<b>9:30 AM - 12:45 PM</b>
<b>Wednesday</b>	<b>9:30 AM - 12:45 PM</b>

It is permissible to *extend*, not replace, the stated hours. It is also permissible to have a Brokers Open at a time other than those posted, but you cannot enter it into the MLS.

**Acceptable forms of listing agreement.** The Multiple Listing Service accepts exclusive-right-to-sell and exclusive agency listing contracts, and may accept other contracts that make it possible for the listing broker to offer cooperation and compensation to the other participants of the Multiple Listing Service.

An exclusive-right-to-sell contract is a written listing agreement between a broker and seller to market the seller's property. It gives the broker the right to place the listing into the Multiple Listing Service and offer cooperation and compensation to other multiple listing service participants exclusively. The listing broker earns a commission no matter who sells the property.

The exclusive agency contract also authorizes the listing broker, as exclusive agent, to offer cooperation and compensation on a blanket unilateral basis, but the owner has the right to sell the property directly without owing a commission to the listing broker.

Exclusive-right-to-sell and exclusive agency listings with named prospects exempted should be clearly distinguished by a simple designation, "V" (variable rate), "X" (exclusive agency) or "Z" (exceptions) in the "Special Compensations Information" line.

**Unacceptable listings.** The MLS does *not* accept *open listings* and *net listings*.

Net listings are deemed unethical and illegal and by their nature they do not permit appointment of cooperation and compensation on a blanket unilateral basis.

Open listings are not accepted because the inherent nature of an open (non-exclusive) listing is such as to usually *not* include the power to offer cooperation and compensation.

**Auction listings.** An exclusively listed property that is subject to auction and shows a listed price may be placed in the MLS compilation of current listings; however, auction listings, which do not show a listed price, may *not* be placed in the MLS compilation of current listings.

## Virus Updates

Napster fans who are looking for an alternative to the Internet music-swapping service could be in for a viral surprise. Antivirus experts have discovered a PC-infecting worm traveling through Gnutella, a system that allows Internet users to share songs and full-length movies and has rapidly gained popularity with the threat of Napster's shutdown. The worm, called **W32/Gnuman.worm** or the more colorful alias "Mandragore", attempts to look like a file with the desired song or film clip but contains the virus instead. Users who download and run the disguised file will activate the worm, which then resides on that PC and attempts to spread itself to other file-searching users, according to Vincent Gullato, an antivirus expert with McAfee. While Mandragore doesn't cause any damage to a user's PC at this point, Gullato said the worm could be modified to delete files or erase hard drives.

Almost 60 Million people swap music files through Napster, where no viruses are known to have appeared to date.

The incidence of the following two medium-risk viruses has been rising over the last several days. McAfee.com recommends that you scan your system to check for infection.

**W32/Badtrans@MM** is a mass-mailing worm that spreads via the email program MS Outlook. This worm creates an Outlook object that sends an infected document as a reply to all unread email messages. If the attachment is opened, the worm displays a message box:

Title: Install error  
Message: File data corrupt: probably due to a bad data transmission or bad disk access.

Once running, the Trojan attempts to mail the victim's IP Address to the author. When this information is obtained, the author can connect to the infected system via the Internet and steal personal information such as usernames and passwords. In addition, the Trojan is capable of capturing other vital information such as credit card and bank account numbers.

For detection and removal instructions: [www.mcafee.com/anti-virus/viruses/badtrans/](http://www.mcafee.com/anti-virus/viruses/badtrans/)

**W32/Matcher@MM** is another mass-mailing worm that spreads via MS Outlook. Once running, the program attempts to email itself to everyone in the Outlook address book repeatedly until the worm is removed from the system. The email message appears as follows:

Subject: Matcher

Body: Want to find your love mates!!! Try this its cool...

Looks and Attitude Matching to opposite sex

Attachment: Matcher.exe

For more information: [http://vil.mcafee.com/dispVirus.asp?virus\\_k=99072&W32/Badtrans@MM](http://vil.mcafee.com/dispVirus.asp?virus_k=99072&W32/Badtrans@MM) Help Center: <http://clinic.mcafee.com/clinic/ibuy/campaign.asp?cid=2208>

## PDA's

**Price Reduction.** Due to the lowering of retail pricing of the Palm Vx unit, we are reducing the price of the Supra Palm (Palm Vx with Top Producer for Palm OS). Effective immediately, the Supra Palm unit will drop from \$399 to \$349. If purchased from the North Shore - Barrington Association, we will include a 1-1/2 hour private lesson. Only three left as of May 8.

Get cool palm add-ons from:

[www.palm.com](http://www.palm.com). [www.pda.homepage.com](http://www.pda.homepage.com). [www.palmgear.com](http://www.palmgear.com).

[www.twilightedge.com](http://www.twilightedge.com). [www.palmzone.com](http://www.palmzone.com).

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

[www.palm-top.com](http://www.palm-top.com). [www.landware.com](http://www.landware.com). [www.smallware.com](http://www.smallware.com)

[www.zdnet.com/downloads/pilotsoftware](http://www.zdnet.com/downloads/pilotsoftware). [www.tapmagazine.com](http://www.tapmagazine.com)

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

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

Flash Pack/FlashPro (\$18.95) [www.trgnet.com](http://www.trgnet.com) allows you to use flash memory on your Palm's organizer's chip that is left free by the basic Palm software (about an extra 800 kb)

IRLink [www.iscomplete.org](http://www.iscomplete.org) (\$20) This program allows your Palm to use its infrared port to sync with any infrared-enabled PC or laptop. Also has some games.

PalmRemote [www.hp.vector.co.jp/authors/VA0055810/remocon/premocce.htm](http://www.hp.vector.co.jp/authors/VA0055810/remocon/premocce.htm) (\$20) turns your Palm into a TV/VCR remote control using its IR port (in case you can't find your remote?).

## Tips

A great place for promoting your site is [www.freepromote.com](http://www.freepromote.com). The site is packed with tips on getting your site to rank high with search engines and it also includes tools to submit your site to various engines. Best of all, it's totally free!

A good site with free real estate clip art: [www.realestateclipart.com](http://www.realestateclipart.com).

While most of us will not want to purchase Photoshop with its \$600 price tag for photo editing, you might want to look at three alternatives. **MGI Photo Suite 4 Platinum Edition**, is less expensive, but not as complete. See [www.mgisoft.com/photo/photosuite/photosuite4/index\\_ps4.asp](http://www.mgisoft.com/photo/photosuite/photosuite4/index_ps4.asp). **ULead Photo Impact** has more features, especially for the web, but costs twice as much. Go to [www.ulead.com/pi/runme.htm](http://www.ulead.com/pi/runme.htm). For **Microsoft Picture It!** go to [http://shop.microsoft.com/Products/Products\\_Feed/Online/PictureIt!Photo2001\[10525\]/ProductOverview.asp](http://shop.microsoft.com/Products/Products_Feed/Online/PictureIt!Photo2001[10525]/ProductOverview.asp).

Great real estate marketing tips are available from Robert Fore. To subscribe visit [www.top10realty.com/subscribe.htm](http://www.top10realty.com/subscribe.htm).

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## Real Estate Associations Announce HOPE Awards to Promote Minority Homeownership

A partnership of six real estate associations has a new national awards program to recognize outstanding contributions by individuals and organizations to promote homeownership by minorities. Each winner of a HOPE Award ("Home Ownership Participation for Everyone") will receive a \$10,000 prize and trophy at a dinner at the National Building Museum in Washington on October 10. Winners will also discuss and share their work and experiences with housing policymakers at the National Press Club.

Categories for the awards include homeownership education, finance, project of the year, real estate brokerage, public policy, media coverage and leadership. Awards will be determined by a panel of distinguished judges based on the impact of the nominee's work on promoting minority homeownership, use of innovative ideas, acceptance by the minority community, focus on minority homeownership and focus on affordability. Applications for nominations are due by July 2.

In addition to the National Association of REALTORS®, HOPE partners include the Chinese American Real Estate Professionals Association of Southern California, the Chinese Real Estate Association of America, the Korean Real Estate Brokers of Southern California, the National Association of Hispanic Real Estate Professionals and the National Association of Real Estate Brokers. Co-sponsors are the Fannie Mae Foundation, Freddie Mac and the National Association of Home Builders.

The partnership has stated: "Today more American families own their own homes than ever in history, but not all Americans participate equally in homeownership. . . Credit issues, homeownership education, lack of affordable housing, language barriers, cultural sensitivities, access to real estate services--these are just some of the issues that these unsung heroes are helping members of minority groups to overcome. The HOPE Awards will recognize and honor these individuals and organizations, and by doing so, raise public awareness that much work remains to be done to reduce and eliminate barriers to minority homeownership."

For further information about the HOPE Awards and application forms and instructions, contact Madeline Diehl at 800-445-0784 or visit the HOPE Awards Web site at [www.hopeawards.org](http://www.hopeawards.org).

# June Birthdays Yes, these are the same names that appeared in the last issue. The July birthdays will appear in July.

<b>1</b> Mark Johnson Emily Kamatos Alicja Skibicki Mary Tam Elaine Waxman	Neil B. Legner Kelly Post Howard B. Richter Allen Rodriguez <b>6</b> Terry L. Anderson Jack Kulas	<b>11</b> Alexander Danilov Patricia DeNoyer Robert E. Heiberger Jean Royster Ruth Thiel	<b>17</b> Paige Dooley Valerie E. Curran Joyce Falanga David Kang Roberta Rhodie	<b>22</b> Paula Carroll John P. Cashner Mary Kay Dasse Vivian Israel Dean N. Kallianesis Eugene Kim Cheri J. Moloznik Paula Moss Dick Potter Meir Rotstein Jane Song Grace Tepper	<b>26</b> Erin B. Dickerson Lawrence M. Gomborg Barb Lawrence Helene O'Hara Virginia Phillips Lyle E. Schrock Michael E. Stude
<b>2</b> Julie Deutsch Andria B. Gillespie Kathleen McIntyre Doug Needler Azadeh Nadimi Lorraine R. Parisi Ralph Rosedale Tracey Soucy Cynthia C. Whybrow	<b>7</b> Laura Collyer Kim Gomora Lisa Hathaway Lisa Hilgenberg Michael P. LeTourneau Yeong-Suk Lee Joyce Rubin Leslie Rukin Dolores Sharlot	<b>12</b> Marguerite S. McKenna Sun Ae Nho <b>13</b> Marian D'Ambrose Chris Downey Sue Ewers Mary Anne Fowler Mitzi Gibbs Katherine Kingsley Anne McGarry Norman Ring William A Walsh	<b>18</b> Aleksandr Katsman Claudia LeSueur Jacki Mallick Azalea Seals <b>19</b> Barbara Amdur Jack Cohen Jeannine Cleary George A Dadian Diane M. Falk Cary Halpin Theresa Tuffner- Gurau	<b>23</b> Virginia C Cleary Svetlana Kordonsky Marilyn Luczak Diane Zalusky <b>24</b> Tony Clark Gregory Berdyshev Linda Jacobson Alice Scifo	<b>27</b> Lisa Davis Lois Cross Caroline Druker Helen G. Gilbert Annette Logan Dawn M. Wheldon
<b>3</b> Donald T. Engelhardt Morris Green Carol Holler Jackie Rhee Marjorie Rissman	<b>8</b> John T. Mathew Thomas A. Mitchell <b>9</b> Joan Kelly Alex Kravetz Geraldine Peterson John C. Regan Zoya Sadkhin Jan Shields	<b>14</b> Sandra Goldberg Jeff McIntyre Lucy P Meehan Nancy Jo Stein <b>15</b> Allen Andreasen Soraya Reza-Brown <b>16</b> Lynne Butler Eve Bremen James Diamond Rosemary Duffy Soonin Hong Esther Kapetansky Connie J. Tripple	<b>20</b> Annette Blumberg Mary Ann Dooley Magdalena Gornik Rissa Lambert Katie Traines <b>21</b> Marco Chou Katherine Lane Ferraro Gloria Gaschler Donna Gritton Harvey Hoffman Brian J. Miller Betterose Widran Rita Williams	<b>25</b> Joan Broderick Mary Ann Kenmotsu  Vicki Goodwin Janice Hazlett Emily McNish Donald C. Middlebrook Nancy Scott Mulvihill Dolly Tsimin Valerie Samutin	<b>28</b> Rosanne O'Donnell Hardial S. Deol <b>29</b> Rae Berneman Benjamin Ronald A Dim Jeannette D. Halliday Doraine Heftel Sandra Limacher Barbara Pierce <b>30</b> Margaret Goss Jerry Mulick Dina Svistunov Gregg Swanson Bill Tsagalis Phyllis Wallach
<b>4</b> Jon R. Bogie Barbara Kornblatt Susan Kuo Arlene D. Larsen David R. Nash Julie Naumiak Beth Ford O'Grady Dore Tigerman	<b>10</b> David Braun Robin Lee Evans Gary Fishkin Julie A. Jensen Samuel Kim William J. Melody Scott Patterson Ling Y. Shi Masha D. Veidenbaum				
<b>5</b> Husain Fakhri Albert Gaskin Marilyn Golden Edith K. Jasser					

## Within These Walls . . .

A new permanent exhibit has opened at the National Museum of American History, Smithsonian Institution, Washington, D.C. Featuring an 18th century Georgian-style house as its centerpiece, *Within These Walls . . .* tells 200 years of extraordinary stories played out in one American home. The exhibition highlights five ordinary families whose lives within these walls became part of the great changes and events in American history.

*Within These Walls . . .* American colonists created a new genteel lifestyle, patriots fought a Revolution, an African-American struggled for freedom, neighbors organized to end slavery, immigrants made a new home and a livelihood, and a woman and her grandson served on the home front in World War II.

The exhibit is the largest single artifact in the Museum. Built in the 1760s, the house was occupied until 1961 and collected by the Smithsonian in 1963. The exhibition showcases original architectural details and allows visitors to peer into the house to view scenes from the 1760s, 1840s and 1940s. Contents include a rare Revolutionary War uniform, 18th century tea table, Stamp Act box (1765), Anti-Slavery Almanac, Wedgwood Anti-Slavery Medallion, WW II-era cook-books and posters and other items.

The exhibit opened to the public on May 16. You can learn more about the exhibit and its contents by visting the Smithsonian's Web site at <http://americanhistory.si.edu/house>.



# Upcoming Events

Event	Date	Start Time	End	Speaker	Location
Attract Buyers/Create Sales	6-1	8:30AM	12:00PM	Jeff Elias	Education Center
Broker Training: Adv RE Principles	6-4 & 11	8:30AM	5:00PM	Marilyn Glazer	Education Center
Jump Start	6-6	8:30 AM	4:00 PM	Staff	Education Center
WCR Board Meeting	6-7	3:00PM	4:00PM		Board Room
MLSNI all day	6-12	9:00 AM	4:30 PM		Education Center
Commercial Investment Forum	6-13	11:30AM	1:00PM	Dana Marberry	Education Center
WCR Lunch Meeting	6-14	11:30 AM	1:30 PM		
SRES Senior RE Specialist	6-14 & 15	8:00AM	4:00PM	Lori Lasday	Education Center
CE: TEC 1701E Using Technology to Better Serve Consumers	6-18	8:00AM	11:00AM	Bill Schiller	Education Center
CE: TEC 1702E Consumer-Centric Web Sites	6-18	12:00PM	3:00PM	Bill Schiller	Education Center
Computer Club	6-21	9:00AM	10:30AM	Staff	Education Center
MLSNI all day	6-28	9:00AM	4:30 PM		Education Center
Broker Training: Finance	7-9 & 16	8:30AM	5:00PM	Marilyn Glazer	Education Center
ABR Accredited Buyer Rep Course	8-9 & 10	8:30AM	5:00PM	Lynn Madison	Education Center
Broker Training: Sales/Brokerage	8-13 & 20	8:30AM	5:00PM	Marilyn Glazer	Education Center
CE: CORE A	8-27	8:00AM	11:00AM	Lynn Madison	Education Center
CE: CORE B	8-27	12:00PM	3:00PM	Lynn Madison	Education Center
Broker Training: Brokerage Admin.	9-10 & 17	8:30AM	5:00PM	Marilyn Glazer	Education Center
Awards Luncheon	9-20	11:00AM	2:00PM	S. Swanepoel	Chevy Chase C.C.
IAR Fall Convention	10-2-4				Tinley Park
Smart Growth Seminar	10-18	8:30AM	12:00PM	Molinaro/Panel	T B A
Broker Training: Contracts	10-15 & 22	8:30AM	5:00PM	Marilyn Glazer	Education Center
NAR Annual Convention	11-2-5		All Day		Chicago
CE: CORE A	12-17	8:00AM	11:00AM	Lynn Madison	Education Center
CE: CORE B	12-17	12:00PM	3:00PM	Lynn Madison	Education Center

# NSBAR Calendar Highlights

**Broker Training.** Broker pre-license training will be offered in five two-day sessions (always on Mondays) from June through October. You can sign up for all of the classes, only those you need to complete your broker licensing education requirements, or any individual class that interests you, even if you don't plan to get your broker's license, or you already have it! 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	All classes will be taught by Marilyn Glazer, GRI, CRS, CRB, M.S.Ed.
July 9 and 16	Finance	
August 13 and 20	Sales and Brokerage	Broker Pre-License Training is sponsored by the Illinois Association of REALTORS®.
September 10 and 17	Brokerage Administration	
October 15 and 22	Contracts	

*Note: Your NAR Ethics requirement can be satisfied by taking the Sales and Brokerage class on August 13 and 20.*

**SRES (Seniors Real Estate Specialist) Course.** On June 14 and 15, instructor Lori Lasday will show how you can help clients and customers in this growing area of practice. Class meets from 8:30 AM to 4 PM each day. Contact the Senior Advantage Real Estate Council (SAREC) at 800-500-4564 to register. Registration fee is \$399. Visit [www.seniorsrealestate.com](http://www.seniorsrealestate.com) for info about SAREC.

**ABR (Accredited Buyer Representative) Course.** If you represent buyers, you should have the ABR designation. Lynn Madison will be at NSBAR on August 9 and 10 to teach the ABR class. You qualify for the ABR designation by completing the class successfully and fulfilling other requirements, including providing proof of having represented the buyer(s) in at least five transactions that closed within the 18 months preceding (or following) the ABR class. Class hours are 8:30 AM to 5 PM each day. Cost is \$250 for registration by July 20 and \$275 for registration after July 20. Tuition includes first-year REBAC dues of \$110. *This class offers six elective hours of continuing education credit.*

**Call the NSBAR automated Registration Desk line at 847-374-5819 (or the number indicated) to reserve your place.**

## NORTH SHORE—BARRINGTON ASSOCIATION OF REALTORS®

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YOUR 24-7 ASSOCIATION

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**[www.nsbar.org](http://www.nsbar.org)**