



Education

Get an update on the Illinois Real Estate License Act of 2000, and earn three hours of CORE CE credit. Get the License Law revisions from the Rules Plus! audio update and the Rules Plus! PowerPoint presentation. In addition, the program coincides with three hours of CORE CE credit, upon completing a proctored exam at any of the two NSBAR locations, Northbrook or Barrington. For more information, go to Members Only at www.illinoisrealtor.org or www.nsbars.org/Education

W-9 forms on our web

If asked for it. We now have the W-9 forms on our web page. Go to www.nsbars.org then The Answer Page, Approved Riders & Information. You can then print out the form.

Hint: if you are looking for something on a web page and there is just too much information, go to Edit, Find on this page, type in a key word and then the computer will search for you.

Rumor of the month

We hear from agents and assistants that we're not accepting photos at either locations. We DO receive photos here and they are then shipped out to MLS at the end of each week. There is deadline for the photos of each Thursday at 5:00pm.

The Last Annual Mini Convention



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Tick, Tick, Tick:

Time is running out for those of you who need CE to renew your license. Your salesman's license must be renewed by April 30, 2001. All CE completed courses must be into OBRE by that time. That means if you wait until April 30 to take your classes, you are already too late!

It's the Rule by Terry Penza, COO

Case # 1-25: Disclosure of Latent Defects
(Adopted November, 2000)

REALTOR® A had listed Seller S's vintage home. Buyer B made a purchase offer that was contingent on a home inspection. The home inspection disclosed that the gas furnace was in need of replacement because unacceptable levels of carbon monoxide were being emitted.

Based on the home inspector's report, Buyer B chose not to proceed with the purchase.

REALTOR® A told Seller S that the condition of the furnace and the risk that it pose to the home's inhabitants would need to be disclosed to other potential purchasers. Seller S disagreed and instructed REALTOR® A not to say anything about the furnace to other potential purchasers.

REALTOR® A replied that was an instruction he could not follow so REALTOR® A and Seller S terminated the listing agreement.

Three months later, REALTOR® A noticed that Seller S's home was back on the market, this time listed with REALTOR® Z. His curiosity piqued, REALTOR® A phone REALTOR® Z and asked whether there was a new furnace in the home. "Why no," said REALTOR® Z. "Why do you ask?" REALTOR® A told REALTOR® Z about the home inspector's earlier findings and suggested that REAL-

TOR® Z check with the seller to see if repairs had been made.

When REALTOR® Z raised the question with Seller S, Seller S was irate. "That's none of his business," said Seller S who became even angrier when REALTOR® Z advised him that potential purchasers would have to be told about the condition of the furnace since it posed a serious potential health risk.

Seller S filed an ethics complaint against REALTOR® A alleging that the physical condition of his property was confi-

dential; that REALTOR® A had an ongoing duty to respect confidential information gained in the course of their relationship; and that REALTOR® A had breached Seller S's confidence by sharing information about the furnace with REALTOR® Z.

The hearing panel disagreed with Seller S's contentions. They noted that while REALTORS® do, in fact, have an obligation to preserve confidential information gained in the course of any relationship with the client, standard of Practice 1-9

calls provides that latent defects are not considered confidential information" under the Code of Ethics. Consequently, REALTOR® A's disclosure did not violate Article 1 of the Code of Ethics.

MISC

The National Housing Conference and Mortgage Bankers Association have released a joint study showing that some 13.7 million households are using more than half their income for shelter – including almost 700,000 households generally considered to be "middle class."

That latent material defects are not considered "confidential information" under the Code of Ethics.



Place Tribune
ad here

Education

LAST CHANCE FOR CE HOURS

If you have a real estate salesperson's license, have you completed your continuing education requirement for this renewal period? Your renewal fee as well as evidence of your CE coursework must be received by the Office of Banks and Real Estate absolutely no later than April 30. The penalty for not complying is severe. If OBRE hasn't received your renewal information by May 1, you must cease all activities that require a real estate license.

There are many courses still available through NSBAR, at both the McGuire Classroom in Northbrook, and at the Barrington Library. Check the Education Update sheet that you received with this Newsletter for a list of classes that still have openings. A word to the wise: All classes are filling quickly. Register as soon as possible for the classes you want.

Are you a broker who wants to fulfill your 2002 CE requirement this year, to get it out of the way? Until July 1, 2001, the requirement

for "core" courses can be met by taking any of the courses that are currently labeled "mandatory". After



Martha Williams, new Director of Education

July 1, core course requirements can only be met by taking courses labeled "core". Why should this be of interest to you? Because there are many excellent mandatory courses being offered right now that you can take to complete your broker CE hours. Just take a look at the Education Update that you received with this Newsletter. You will find your favorite instructors and exciting courses. Why not take advantage of all that learning now rather than later? And, just think of how great you will feel when you know that you have finished your CE requirement!
COMING UP AT NSBAR

Actually, what's next in store at NSBAR is up to you. Are there favorite speakers that you would like us to bring to Northbrook or Barrington? Are there hot topics that you would like to learn more about? What time of day works best for you? Would you enjoy a luncheon presentation, or would a half-day or full-day seminar be your preference? Fill out the questionnaire below to let us know what would best suit your needs.

WCR

The North Shore Chapter of the Women's Council of Realtors is scheduled to host Rosalyn B. Rosenfeld, Manager and Fashion Consultant of the Nordstrom's Personal Touch Department at their March 8 luncheon meeting beginning at 11:30AM at the Nordstrom Department Store at Old Orchard Shopping Center.

Rosalyn has been associated with Nordstrom's since 1995. Prior to that she was with Baskin's for 12 years, a wholesale representative for 4 years, and Manager of the Gap stores for 3 years. At this fun, fashionable seminar Rosalyn will introduce the current seasonal trends, how to maximize your wardrobe, and how to be tastefully dressed with a variety of options to fit any size and any budget. We will also learn how shopping can be easy, convenient, and enjoyable with no extra charge by taking advantage of Nordstrom's Personal Touch Department. Please join us and don't forget your credit card!

Speaker(s) I would like to hear: _____

Topic(s) I would like to learn about: _____

Days of the week that work best for me are: _____

Time of day that works best for me is: _____

I prefer: hotel lunch presentation NSBAR half-day class longer program

Name (optional): _____

Company/Location: _____

Please fax this sheet to 847-480-7362. Thanks for your help!

MISC

The North Shore WCR Chapter is one of 240 Chapters of Women's Council of Realtors, an affiliate of the National Association of Realtors, providing 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. Contact: Shannon Towson 847-945-7100 ext. 2739

From MLSNI:

The following is from MLSNI:

With the completion of the archiving process (with the exception of photo purge, which will take place in the near future), and the disk defragmentation, the overall system performance has improved. However, we are aware of periodic slowness and are continuing to work with VISTAinfo to eliminate this problem. We have also received reports of kick-outs and lock-up and are working with individual Subscribers to resolve these issues.

MLSNI also says:

If your members still have problems with the system, please encourage them to call the MLSNI Help Desk or leave a voice mail message.

WE WILL get back to them.

FYI, MLSNI has hired two new Help Desk representatives, who will start next week. MLSNI has received enough qualified applications that we should be able to

achieve a full complement of Help Desk staff, 8 total, by the end of next week. Once the new hires are trained and ready to take calls, an existing Help Desk rep will move to the Technical Support department, bringing their complement up to 5 staff persons.

Communication

A new feature has been added to the MLSNI Intranet site (www.mlsni.com MLSNI Members Only). This is a "pop-up" window that will be used to communicate any system related messages, i.e. system down, system changes, etc.). The main reason for adding this is to provide Subscribers with urgent, up to date, system information when problems occur. Please help us by directing your members to this beneficial and informative new feature.

This is the first in an ongoing series of bi-weekly updates. Information that needs to be communicated in between these updates will be distributed in a timely fashion.

Welcome

NSBAR is pleased to announce that Adrienne M. Bairstow is now on staff as Administrative Assistant to Education Director Martha Williams. Adrienne will be taking class reservations, maintaining the education files in our database, greeting students, assisting with the Newsletter and class promotions, and helping plan and coordinate NSBAR convention and meeting activities.

Adrienne, a Wilmette resident, received her B.A. in Communications from Concordia University and has also attended classes at Oakton Community College.

Adrienne brings an interesting combination of association and technology experience to her new position. While in school she served an internship in Meeting Planning and Fundraising at the American Farm Bureau. She assisted in planning the Farm Bureau's World Congress convention, and designed and maintained the ACCESS database used to track members and corporate donors. She also served as office assistant to faculty members at both Concordia and Oakton.

For the last two years, Adrienne was Administrative Assistant at Networks! Inc. Adrienne marketed and demonstrated Web sites for True Value stores at trade shows and also acted as Web Master on Call, helping members build their Web sites. She maintained the ACT database used for billing and customer service. In addition, she organized company events, parties and out-of-town meetings, working on site to facilitate events.

Please join us in welcoming Adrienne to the North Shore - Barrington Association of Realtors.

VISION

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

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 Williams, Director of Education
Adrienne Bairstow, Adm Assistant
Steve Volkodav, Computers
Ben Cabrera, Computer Geek
Sheila McInerey, Supra, Member Services
Christina Marino, Secretary
Sam Middleman, 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

Antonia E. Berarducci, RE/MAX Showcase, 810 S Waukegan Rd, Lake Forest, 3460

Scott J. Levy, Coldwell Banker, 640 Vernon Avenue, Glencoe, 3630

Nahrain L. Michaels, Prudential Preferred Property, 1600 Orrington, Evanston, 3521

Jung K. Chung, Chung Realty, 1260 S. Elmhurst #114, Mount Prospect, 3624

Paul D. Speer Jr, MFCS, Inc., 2456 Hedge Row, Northfield, 3623

Sandra Bravata, Coldwell Banker, 330 E Main, Barrington, 6022

Dave Wahrer, Coldwell Banker, 330 E Main, Barrington, 6022

Jacki Mallick, Koenig & Strey, 538 Chestnut Street, Winnetka, 3790

Phyllis M. Lancaster, Smart Realty, 1150 Wilmette Avenue, Wilmette, 3405

Heidi Mergenthaler, O T Pickell Builders, 2201 Waukegan, Deerfield, 3329

Michelle Lezotte, Koenig & Strey, 2528 Green Bay Road, Evanston, 4110

Kathryn Ness, Coldwell Banker, 1893 Sheridan Road, Highland Park, 3640

Judith A. Mies, Coldwell Banker, 1893 Sheridan Road, Highland Park, 3640

Wanda Palka, Baird & Warner, 754 West Northwest Highway, Barrington, 6026

Carlos C Marquez, North Shore Realty Group, 1114 Waukegan Road, Glenview, 4240

Judith Rudis, Koenig & Strey, 538 Chestnut Street, Winnetka, 3790

Adrienne Kriezelman, Koenig & Strey, 538 Chestnut Street, Winnetka, 3790

Barbara Friedman, Coldwell Banker, 1330 Shermer Road, Northbrook, 3940

Arlene Skolnick, Coldwell Banker, 1330 Shermer Road, Northbrook, 3940

Jin H. Joung, Realty One, Inc, 958 N. Harlem Av, Glenview, 4912

James H. Morse, Coldwell Banker, 1330 Shermer Road, Northbrook, 3940

Carolyn Schwartz, Coldwell Banker, 1330 Shermer Road, Northbrook, 3940

Patricia R. Crne, Coldwell Banker, 1330 Shermer Road, Northbrook, 3940

Tatjana S. Vargas, Ace Realty, 4815 Crain, Skokie, 3603

Joseph R. Carr, Century 21 Sketch Book, 20 Northwest Hwy. Cary, 6251

Diane Drell, Coldwell Banker, 1330 Shermer Road, Northbrook, 3940

Maxine I. Goldberg, Coldwell Banker, 1893 Sheridan Road, Highland Park, 3640

Andra O'Neill, Baird & Warner Residential, 207 E Westminster Rd, Lake Forest, 3106

New Offices

Chung Realty, 1260 S. Elmhurst #114, Mount Prospect, 3624

MFCS, Inc., 2456 Hedge Row, Northfield, 3623

Renaissance Realty Partners, 225 E. Deerpath, Lake Forest, 3625

Reinstated

Robert J. Burack, Coldwell Banker, 1893 Sheridan Road, Highland Park, 3640

Alice Nixon, The Preferred Realty Group, 7337 N Lincoln Avenue, Lincolnwood, 3241

Marilyn Luczak, Koenig & Strey, 800 Waukegan Road, Deerfield, 3710

Dropped Offices

Sunrise Properties, 612

Barton, Evanston, 4979

Fairbanks, Realtors, 1545 Waukegan Road, Glenview, 3041

Real Estate and Rehab, 1853

Kiest, Northbrook, 3482

Dropped Members Feb.

Carol M. Berry, Baird & Warner, 714 Elm St, Winnetka, 3150

Bjorn D. Skaalerud, M-G-M Realty, 4023 Church Street, Skokie, 4000

Patti Schofield, Jasco Realty, 3000 Dundee Road, Northbrook, 3065

Edgardo V. Rimando, Century 21 Jay C. Realty, 4652 Oakton Street, Skokie, 3017

Milka Latinovich, Koenig & Stray, 601 Green Bay Rd., Wilmette, 3780

Djuro Mirjanic, Koenig & Strey, 601 Green Bay Road, Wilmette, 3780

Cheryl Resnick, Coldwell Banker, 1770 First Street, Highland Park, 3960

Patricia A. Hickey, Network Marketing, 1117 S Milwaukee Avenue, Libertyville, 3466

Patricia D. McGuire, Jameson Realty Group, 425 W North Avenue, Chicago, 3138

Pam Hillebrand, Baird & Warner, 5101 Washington St., Gurnee, 3471

William Pullinsi, Prudential Preferred

Property, 1600 Orrington, Evanston, 3521
Bruce Bowers, First Midwest Bank, 725
Waukegan Rd, Deerfield, 3418
M. Gordon Lackie, Griffith, Grant &
Lackie, 678 N Western Avenue, Lake
Forest, 3051

Debbie Dawson, Griffith, Grant &
Lackie, 678 N Western Avenue, Lake
Forest, 3051

Anthony J. Salemi, Century 21 American
Northwest, 500 W. Main, Lake Zurich,
6255

Frank S. Sabor, First of America Mort-
gage, 325 N. Milwaukee Ave., Libertyville,
3419

Samia Saljooqi, Baird & Warner, 714 Elm
St, Winnetka, 3150

Sandie Swanson, Lakeshore Partners, 2006
Central Street, Evanston, 3101

Khanna Youkhana, Preferred Realty
Group, 7337 N Lincoln
Avenue, Lincolnwood, 3241

Joel W. Epstein, Coldwell Banker, 1893
Sheridan Rd. Highland Park, 3454

Diane M Galimoto, RMC Realty Co, 5227
Touhy Avenue, Skokie, 4002

Regina Prokop, Gold & Azen Realty, 9410
Waukegan Road, Morton Grove, 3399

Irene Keyser, Gold & Azen Realty, 9410
Waukegan Road, Morton Grove, 3399

Alla Tamarkina, Gold & Azen Realty,
9410 Waukegan Road, Morton Grove,
3399

Charles F. Muckenhirn, Kenilworth
Realty Co., 410 Green Bay Rd, Kenilworth,
3070

Lesley Siegel, Koenig & Strey, 800
Waukegan Road, Deerfield, 3710

Jeanne Daley Lees, Koenig & Strey, 538
Chestnut Street, Winnetka, 3790

Ruth Tuzson, Koenig & Strey, 2528 Green
Bay Road, Evanston, 4110

Jefferson Collins, Sunrise Properties, 612
Barton, Evanston, 4979

David S. Weiner, Century 21 Jay C., 4652
Oakton Street, Skokie, 3017

Randal Drury, L.E. Drury, 17 W. 375
Deerpath, Bensenville, 6249

Marion Scully, Koenig & Strey, 538
Chestnut Street, Winnetka, 3790

Allen Fairbanks, Fairbanks Realtors, 1545
Waukegan Road, Glenview, 3041

Lena Goryunov, Gold & Azen Realty, 9410
Waukegan Road, Morton Grove, 3399

Betty Abeles, Coldwell Banker, 640 Vernon
Avenue, Glencoe, 3630

Maura H. Bowen, Starck & Company, 222
E Main Street, Barrington, 6017

Alfredo Busano, Real Estate and Rehab, 1853
Kiest, Northbrook, 3482

Joe Gilbert, O T Pickell Builders, 2201
Waukegan Rd, Deerfield, 3329

Kathleen Monaco, Coldwell Banker, 1420
Waukegan Road, Glenview, 3970

Gurney C. Passant, ERA Countrywood Realty,
39 S Barrington Road, Barrington, 6019

Melissa Spring, Coldwell Banker, 1508
Sherman Avenue, Evanston, 3920

Igor Averbukh, RE/MAX United, 81-B S.
Milwaukee, Wheeling, 3120

Deceased

Marco DiPietro, Coldwell Banker, 740
Waukegan, Deerfield, 3910

Transfers Feb.

Margaret Kamarchevakul from Coldwell
Banker M&M 3810 to Coldwell Banker, 1330
Shermer Road, Northbrook, 3940

Virginia Poczatek from ERA Countrywood
6019 to Coldwell Banker, 330 E Main,
Barrington, 6022

Robert D. Mann from RE/MAX Homes
Northwest 6076 to Century 21 American
Northwest, 500 W. Main Street, Lake
Zurich, 6255

Dorothy A. Schaffer from RE/MAX Homes
Northwest 6076 to Baird & Warner,
4212 N. Arlington Heights Rd., Arlington
Heights, 3149

Leo Birov from Coldwell Banker, 3630 to
Koenig & Strey, 538 Chestnut Street
Winnetka, 3790

Lisa Hathaway, Renaissance Realty Part-
ners, 225 E. Deerpath, Lake Forest, 3625

Dow S. Molsbee, Renaissance Realty Part-
ners, 225 E. Deerpath, Lake Forest, 3625

Faina Firfer from Coldwell Banker 3061 to RE/
MAX United, 81 B-S. Milwaukee
Wheeling, 3600

Stanley A. Thoren Jr., from John Sobol &
Assoc. 3417 to Tighe Realty Company
521 4th Street, Wilmette, 4038

Katharine C. Pinkus from Barrington Realty
6023 to RE/MAX of Barrington
306 W Northwest Highway, Barrington, 6018

Norma Pollack from Coldwell Banker 3320 to
M-G-M Realty, 4023 Church Street
Skokie, 4000

Patrick Krohn from Baird & Warner, 3120 to
Prudential Preferred Property
3115 Dundee Road, Northbrook, 3517

Louise Tesinsky from Smart Realty 3405 to
Coldwell Banker, 552 Lincoln Ave.
Winnetka, 3650

Pamela Thonander from Real Estate & Rehab,

3482 to Lakeshore Partners,
2006 Central Street, Evanston, 3101

Nora V. Amerazian from RE/MAX
Villager 4997 to Prudential Preferred
Property

3115 Dundee Road, Northbrook, 3517

Jason Hartong from Coldwell Banker
3920 to Jameson Realty Group, 1007
Church Street
Evanston, 3138

Must read

Real Estate Confronts the e-Consumer
by Stephan Swanepoel is a must read
for anyone planning to stay in the real
estate field. This sequel of Real Estate
Confronts Reality helps the real estate
agent stay with and be in front of the
computer knowledge of their consumer.
Currently in the NSBAR Board store
for \$25.

BENEFIT REFERENCE INDEX

Health Insurance

National Association of Self-Empl.

312/337-7133, Ron Shapero

Marc Jacobson & Assoc.

847/498-7181

Castel Group 559-8100

Nar www.narhealth.com

Reduced Telephone Rates/Telephone

Cimco Communications 630-691-8788

Car Rental

Alamo Rent-A-Car

1/800/539-2322

Rate Code-BY

ID#BY428299

Courier Service

Timely Courier

Michele DiMaio/Fred Cisarik

708/834-4380

Cellular Svc. & Smart Number

Autosonics-Michael Malanfant

or Corky Peterson-847/831-4000

312/831-4400

Steve's Street

Kickback Calls

If you receive an e-mail message asking you to dial a number in an area code you haven't heard of, such as 809, check the location before you call. You could save yourself from a very unpleasant surprise.

Individuals typically receive an e-mail saying they're entitled to money in an unclaimed bank account if they call a number like 809-474-nnnn (where n is any numeral). Businesses receive requests that they fax a price quote to a number like 664-410-nnnn.

Such phone numbers look like any other in North America. In the U.S. and Canada, consumer-protection laws discourage unexpected charges from appearing on your bill.

But island nations in the Caribbean - including the Dominican Republic (809) and Montserrat (664) - are not subject to U.S. or Canadian laws.

Unwittingly calling or faxing a pay-per-call number in these area codes could add up to \$25 per minute to your monthly statement.

Such a number is called an "international kickback number." The commercial promoter that charges you for the call pays part of the money to the local telephone company that owns the wires.

E-mail messages that include kickback numbers often don't look like spam. Because of the high profits that kickbacks make possible, it's feasible for an unscrupulous promoter to look up your name, address, or other details, and include them in a tailor-made message.

But obvious spammers have sometimes included headlines in their junk e-mail such as, "To be removed from our list, call 1-473-408-nnnn." The actual number, in Grenada, silently charged callers \$2 per minute.

Memorizing the area codes involved would be difficult. But you can avoid most unexpected charges by remembering a few rules of thumb:

- **900 Numbers.** Numbers in the 900 area code have been used for pay-per-call services

in the U.S. and Canada for many years. [Regulations](#) of the U.S. Federal Trade Commission require 900-number operators to start calls with a recorded "preamble." This preamble must state a call's cost and inform the caller that no charge will be made if the caller hangs up immediately.

Technology empowers the real estate agent, it does not replace the agent

It's important to note two big exceptions, however. A preamble is not required if the cost of the call is \$2 or less. And no preamble is required for machine-to-machine connections, such as a linkup between two computers or fax machines.

- **700 and 500 Numbers.** Area codes 700 and 500 were created in the U.S. for "carrier-specific" services. And some telephone carriers offer free 700-number services that are actually useful.

For example, calling 700-555-4141 - a free call in the U.S. - tells you the name of the long-distance carrier that serves the telephone line you called from. This can be useful to check whether your line's been "slammed" (switched without your permission to another carrier).

But calls to area codes 700 and 500 may

involve unexpected charges. Although 500-number calls were never intended for pay-per-call use, a loophole in the regulations allows promoters to silently forward such calls to international kickback numbers. You won't hear a preamble informing you of the cost if your call is forwarded to a country where this isn't required.

- **Other Area Codes.** If a number is in an area code you don't recognize, look it up in the [Kickback Number Directory](#) before you call. This directory is maintained by LincMad.com, a consulting firm. It lists telephone prefixes that are set aside for pay-per-call services in the Caribbean and many other countries.

Not every telephone number in an unfamiliar area code, of course, is a pay-per-call number. Thousands of perfectly ordinary phone numbers exist in the

Caribbean islands, and calling these numbers costs no more than your long-distance provider's usual international rates.

But LincMad's directory is a quick way to make sure. You probably want to avoid numbers in Jamaica such as 1-876-468-nnnn (1-876-HOT-nnnn).

E-mailing photos to MLSNI

Here's how to submit your own digital photos to the MLS. Your photo must meet these requirements...

Pixels	512x400
Print size	5.33 X 4.167
DPI	6
File Size	30K approx
Quality (compression)	35-40%
File Type	jpg

Email the photo file to this address:
tbil@tbinc.com



Steve Volkodav





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Prudential

**Preferred
Properties**

Steve's continues

COMPUTER LEARNING SPECIAL

Want to tune up your tech savvy? Or just master the mouse? Whether you're a trembling newbie or an insatiable techie, About's Guides have online courses, tutorials and expert advice for your inner geek.

<http://netforbeginners.about.com/library/>

Fun sites:

<http://sanemarketing.com/ezone-builder.html> FREE Personalized Newsletter Perfect For Your Real Estate Internet Farm Build it in 5 minutes or less!
http://www.jellybelly.com/sample_summary.html Free Jelly

Belly Samples!

<http://www.eRealtyCards.com> This is a fun site for sending strictly real estate email cards via the internet. The cards are free and can be used over and over.

Illinois Property Inspections, Inc

Would like to congratulate the winners of our "guess the number of jelly beans" contest at the Mini Convention:

1st Place

Shirely Olin - Coldwell Banker, Glencoe
 4 tickets to see the Chicago Bulls

2nd Place

Judith Weiner - Coldwell Banker, Highland Park
 \$50 Lettuce Entertain You Gift Certificate

3rd Place

Patricia Ortseifen - Coldwell Banker, Deerfield
 5 car washes

Thanks to all who participated!
 The actual number of jelly beans was 3,077

March Birthdays

1	Audrey Press	Carol A. Bild	Patricia	Joseph Cavolick	Wallace Jones	N. Peter Maggos	Beverly Beucher
Patricia Wargowski	Arline Levy	Gretchen Brewster	Denenberg	Matrona Malik	Renee G LaPak	Robin Bentley-Gold	Marian Strauss
Sue Ahn	Susanne Hollander	Walter R Servos	Thomas Johnson	Scott E. Brown	John P	Seonagh. Arnold	Nickolaus Holleck
George Biederman	Andrea Stein	8	Sharon Glidden	Judith Bergstrom	Schermerhorn	Ina Nechamkin	Ed Watts
David Lupfer	Christine Weprin	F.E. Rosenfeld	Fran Fryman	17	Allyn W Rawling	Donald Price	Lynne Heidt
Dorothea Buller	John Hu	Jean George	Julie Miller	Rose M. Brugioni	Jason Hartong	21	28
Sue Ahn	Susan K. Levinson	Dennis Niles	13	Roberta Berk	21	25	Marco DiPietro
David Lupfer	5	9	Joan	Dean Pappas	Susan Levine	Sybil Rosenstein	James Clark
2	Nancye Shaevitz	Gene Schloss	Christopoulos	Mary Jane	Linda M. Biondi	Elizabeth	Garrat Van
Terrie Crowley	Carol Hendrix	Elaine Meo	Edward Skae	Alagheband	Deborah Ogunro	Keeper	Wagenen
Katie Marx	Maureen Morey	Shiela Harris	Iqar H. Bokhari	18	Esther Erickson	Deborah H.	Patti S. Johnson
Joung Sun Bak	Jane Pickus	10	Eugene Salganik	Gerald Perlow	Eugene Lang	Stangle	Karen J. Goldberg
Frances Ellis	Judy Laner	Sue Moon	Yaaqov Khaikin	Lyn Mathews	Nina Mitkevick	Patricia Strong	Midge Powell
Ada Friedman	Katherine Hudson	A.G. Krone	Sarah Jean	Joann LaPorte	Helen S. Panje	Nancy Gibson	29
Batti Atar	Neil F. Burmeister	Joseph Nash	Rosinski	James C Choi	Helen Jaffe	Sam Borek	Tami L. Rosen
Dorothy	6	11	Fran Horvath	Joanne Pappas	22	Mary Lou	Suzanne Shapiro
Petruzzello	Youngsook Shin	Eileen J. Andrews	14	Siapkaris	Marlene Samson	Hollocker	Martin Kong
Barbara Pepoon	Annette Kaefer	Robin Frank-	Natalya	Jacqueline Klein	Judith Yesnick	26	Gwen Hartsell
Abol Mabadi	Steve Rice	Pevitz	Gorodetsky	Susan Ringel Segal	Robert J. Witt	Ellen Kaplan	Nancy Taylor
Sherry	Janet Staackmann	Phyllis Price	Chic Sullivan	Thomas Molitor	Norv Waldron	John L. Krifka	Galina Iklov
Schneidewind	Diane Israel	Helen Nektis	John Graf	Thea Nash	23	Christine	Deborah Phillips
Lee B. Keating	Katy Elliott	Heidi Schaeerli Papa	Dmitriy Fridman	19	Beverly Bedoe	Drimalla John	Amy Parris
3	James Lane	Marsha C. Noble	Trudy Unger	Darleen Hollender	Ellen Wolf	Barney Sofya	30
Elliot Jaffe	7	Joseph Alexander	15	Barbara Koch	Karen Ben Ezra	Zapadinskaya	Karen Dubin
Agnes Cibon	Roni Fayette	Pamela Kirby	Sam Wallach	Stuart T. Adler	Brian Jessen	Michael J. Caplin	Mary Anne
Cheryl O'Rourke	Jody K. Hillger	Ruth Ann Moore	Mary Keegan	Shai Lothan	Phyllis Kogen	Rhonda M.	Havey
Gaye Sodke	Patricia Hupperich	Ruth Payne	Daniel Scott	20	Marilyn Lyons	Plunkett Bing	Piero Orsi
4	Michael Fuller	12	Deborah Gross	Jennifer Noone	24	Reid	Beverly D. Curry
Joan Ross	Ramesh Patel	Erven R Luchs	Sylvia Kovitz	Tatyana Sukhman	Donna E. Hardy	Mary Jane Ratty	
	Taylor Lindstrom	Lesley Siegel	16	Joyce Z Gallo	Lois Levy	27	

Upcoming Events

Subject	StartDate	StartTime	EndTime	Description	Location
WCR	3/1/2001	2:00:00 PM	2:30:00 PM	Directors	Classroom
CE-ProStandards Process	3/1/2001	12:00:00 PM	3:00:00 PM	Lynn Madison	Classroom
CE-Agency	3/1/2001	8:00:00 AM	11:00:00 AM	Lynn Madison	Classroom
AT 201 Anti-Trust: Don't Let What Hap	3/5/2001	10:00:00 AM	1:00:00 PM	Marilyn Glazer	
RB 784 Internet: Land Mine or Gold Mi	3/5/2001	2:00:00 PM	5:00:00 PM	Marilyn Glazer	
JumpStart	3/7/2001	8:30:00 AM	4:30:00 PM		
Hearing	3/8/2001	1:00:00 PM	1:30:00 PM		
WCR General Meeting Day!	3/9/2000	11:30:00 AM	2:30:00 PM		
MLSNI all day	3/12/2001	8:00:00 AM	4:00:00 PM		
LL 131: License Law Y2K & Beyond,	3/13/2001	10:00:00 AM	1:00:00 PM	Wayne Paprocki	
RB 794: Technology & the Real Estat	3/13/2001	2:00:00 PM	5:00:00 PM	Wayne Paprocki	
Hearing	3/13/2001	1:00:00 PM	5:00:00 PM		
Hearing	3/15/2001	1:00:00 PM	5:00:00 PM		
RD 914 Property Disclosure	3/15/2001	10:00:00 AM	1:00:00 PM	Wayne Paprocki	
ENV 1245 Environmental Issues & the	3/15/2001	2:00:00 PM	5:00:00 PM	Wayne Paprocki	
Computer Club	3/15/2001	11:00:00 AM	12:30:00 PM		
Fair Housing	3/16/2001	8:00:00 AM	11:00:00 PM		
Realty Court	3/16/2001	12:00 PM	3:00 PM		
TEC 1700: Using E-Mail and the Web	3/19/2001	2:00:00 PM	5:00:00 PM	Margery Shinnars	
Hearing	3/19/2001	1:00:00 PM	4:30:00 PM		
CE-It's a Matter of Ethics	3/23/2001	1:30:00 PM	4:30:00 PM	Lynn Madison	Barrington Library
CE-License Law	3/23/2001	9:30:00 AM	12:30:00 PM	Lynn Madison	Barrington Library
BOD	3/26/2001	1:00:00 PM	4:00:00 PM		Classroom
Finance	3/26/2001	10:30:00 AM	12:00:00 PM		Board room
MLSNI all day	3/27/2001	8:00:00 AM	4:00:00 PM		Classroom
Education Committee	3/27/2001	4:00:00 PM	5:00:00 PM		Board room
MLSNI all day- MLS Specialist	3/29/2001	9:00:00 AM	4:30:00 PM		
Jump Start	4/4/2001	10:30:00 AM	4:30:00 PM		
WCR Meeting	4/5/2001	11:00:00 AM	1:00:00 PM		
MLSNI all day	4/9/2001	8:00:00 AM	4:00:00 PM		
CE-Personal Assistants	4/12/2001	12:00:00 PM	3:00:00 PM	Lynn Madison	Classroom
CE-Ostrich Real Estate	4/12/2001	8:00:00 AM	11:00:00 AM	Lynn Madison	Classroom

Harris Ad

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

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