



REALTOR® NEWS



The Voice for Real Estate™ on the North Shore and in Barrington
<http://www.nsbar.org>

NORTH SHORE – BARRINGTON ASSOCIATION OF REALTORS®

NOVEMBER 2000

North Shore – Barrington Association of REALTORS®

December 6, 2000

At Flatlander's Brewery

Located on Milwaukee Ave. at Rt. 22

Time 3:00—6:00 PM

Holiday Party

Door prize to be given away!

Raffles!

★ *Stop by to celebrate the holiday season with the North Shore-Barrington Association of REALTORS®. Price is \$15/person which includes hors d'oeuvres and dessert. A perfect way to meet new friends and wish happy holidays to old friends!*

★ *Door prize to be announced.*

★ *Basket Raffle: Valued between \$100-\$500! \$1/ticket or \$5/6 tickets. Do not have to be present to win.*

★ *Local Board Dues Raffle: \$5/ticket.*

★ *Do not have to be present to win.*

★ *Cash bar available.*

Must RSVP to NSBAR by fax to (847) 381-7899 or (847) 480-7362
Or mail to NSBAR
450 Skokie Blvd., Bldg. 1200
Northbrook, IL 60062

Name: _____

Agent ID: _____

Pay by Cash Check MC/Visa/AX

Bill Me

Card #: _____

ONCE AGAIN, WE ARE SORRY

An email went out to many of our members from a staff person soliciting mortgage referrals.

This was not sanctioned by us and the staff person was dealt with. It would never be our intention to compete with our members and their real estate related businesses.

Please contact Terry if you would like a full copy of the response letter.

REALTOR® NEWS
 North Shore –Barrington
 Association of REALTORS®
<http://www.nsbar.org>

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

2000-2001 OFFICERS

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

DIRECTORS

Wendy Bergseth	234-8400
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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

or maintained by any persons other than the listing broker.

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

Joe Munoz, Web Master
 Luke Stinson, Telephone Operator
 Sheila McInerey, Supra, Member Services
 Alma
 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



IT'S THE RULE, by Terry Penza

Case #16-14: Dealings Initiated by Another Broker's Client (Adopted 5/99)

REALTOR® X, a residential broker, had recently listed a home. REALTOR® X's marketing campaign included "open houses" on several consecutive weekends.

One Sunday afternoon Ben came to the open house. REALTOR® X introduced herself to Ben and asked whether Ben was working with another broker. Ben responded that he was, in fact, exclusively represented but went on to add that he was quite familiar with the property as it had been previously owned by a close personal friend. REALTOR® X told Ben that she would be happy to show Ben through the home and answer any questions he might have, but added that she represented the seller and not Ben.

After viewing the home, Ben indicated that he was seriously interested in the property and intended to discuss a possible purchase offer with his buyer representative. REALTOR® X responded that there were several other buyers interested in the property and that it would likely sell quickly. "I can't tell you what to do, but if it were me, I would make an offer today," REALTOR® X told Ben, "You can go back and discuss this with your broker if you like or I can help you write a purchase contract. It's your choice." With REALTOR® X's words in mind, Ben decided to make an offer. REALTOR® X assisted Ben in filling out a standard form purchase contract which was accepted by the seller later that day.

REALTOR® X was subsequently charged with violating Article 16 for dealing and negotiating with a party who had an exclusive relationship with another REALTOR®.

At the hearing, REALTOR® X defended her actions noting that she had told Ben that she was the seller's exclusive agent and, as such, would not and could not represent Ben's interests. She pointed out that Ben had asked for her help in writing a purchase offer and had not sought the counsel and assistance of his exclusive representative. She concluded her defense noting that Standard of Practice 16-13 authorizes dealings with the client of another broker when those dealings are initiated by the client.

The Hearing Panel disagreed with REALTOR® X's reasoning. They concluded that REALTOR® X's inducement of Ben by emphasizing that the property might sell quickly (which might well have been true), coupled with her offer to prepare a purchase contract on Ben's behalf, constituted an initiation of dealings on the property by REALTOR® X, not by Ben. As a result, REALTOR® X was found in violation of Article 16.

**CHAIRMAN OF THE
BOARD
MARGARET SEMRAD,
GRI, CRB, CIPS**



For just a few minutes I want to talk about the vision I have for our assoc. in 2000 and 2001. This year my theme is reach out and touch someone.

In the new high tech world of real estate, we speak often of web sites, high-speed access and computer related tools to make our jobs better. What we need to compliment these advances is an even greater emphasis on high touch service, both of our clients and amongst the real estate community. During my administration itself. We are extremely fortunate to have Terry the road with her staff, bringing training and seminars to your She'll be discussing tools, trends, and personal growth to help careers. Some the workshops planned

administration, it will begin with the Penza, our CEO. Terry Penza will be on offices and other convenient locations. our members get the most out of their Include:

1. Planning for your retirement. Especially important as the average age of membership are 53
2. Feng Shui. This is decorating and lifestyle trend has many facets and practitioners. I saw a special recently telling about REALTOR® in California who deal solely with clients looking for feng shui and finding even more success than selling homes in general.
3. Computer courses. The new Internet-styled MLS system is here and with other Tech advances, it means we must keep on the cutting edge to be able to compete in this world.

We are also planning social as well as business events to bring all of us together for a most important part of our business... networking.

Whenever I have been at management meetings where managers are paired off for discussions... the North Shore and Barrington inevitably put together because of our social-economic similarities.

Many of us see each other's clients as they move from the North Shore to Barrington and vice-versa. These networking opportunities allow us the chance to get to know each other better. One of my goals for the upcoming year is to continue the outstanding work of Roxanne Malo in bringing greater unity between the North Shore and Barrington regions. Greater understanding means we can serve our clients better by more quickly connecting them to a REALTOR in their destination area.

With our fast paced lives and the growing trend of working out of one's home, Our NS/Barrington Assoc. has become a hub of info for many of our members. As these REALTOR® deal with day to day activities of helping clients buy and sell real estate, our assoc must act as consultants to them, keeping them up to date with the many changes our industry is going through.

Our outreach agenda will also include educating our REALTOR® on the value of the NS/BAR Assoc. We will make our trade shows more interactive thus creating a learning experience. We will better define the REALTOR® role in our ever changing industry through info and education, and last but not least developing future leadership.

We will expand the number of REALTOR® who attend the board of directors meetings each month by having each member invite a member from the assoc. to the meeting. The more members who know the focus of the board and what is important, the greater the range of our story.

AGENT TO AGENT FLYER DISTRIBUTION PRICE LIST

Barrington Only Distribution

PRE-PRINTED \$12.00 NSBAR TO PRINT \$17.00
(\$20.00 Non NSBAR Members) (\$45.00 Non NSBAR Members)

Entire Routing Distribution

PRE-PRINTED \$30.00 NSBAR TO PRINT \$60.00
(\$40.00 Non NSBAR Members) (\$70.00 Non NSBAR Members)

One Flyer Per Office

PRE-PRINTED \$6.00 NSBAR TO PRINT \$10.00
(\$10.00 Non NSBAR) (\$14.00 Non NSBAR)

For more information and clarification of guidelines,
call Amanda at 847-381-7827

Congratulations!

Maureen Morey of Koenig & Strey, Glenview is 2000 Business Person of the Year selected by the Glenview Chamber of Commerce.

Well done!

Special award

Roxane Malo presented the Associate of the Year Award to Keith Hancock of Re/Max Villager and the REALTOR® went to Marge Hawk of JS James Co in Barrington. These awards are the highest the association bestows. Congratulations!

Our maps on line

Cartographic Services, Inc.

of Westmont, Il and Midwest Mapping of Woodridge, IL is offering our extensive digital mapping database to the public via the World Wide Web. Cartographic Services, Inc. has provided many with the most up to date mapping of the Chicagoland Area. Our web project is designed to fit your needs as you can search by local grid numbers (i.e. 24W-2N). Search by address or town. Schools and other points of interest will be

displayed. You can zoom in or zoom out. This website is totally FREE. Visit us as many times as you like (50 times a day is fine with us). Visit our web site today at:

<http://www.chicagomapping.com>

ATTENTION BROKER OWNERS & OFFICE MANAGERS

Are you getting the best value on your phone service? Are your phone bills easy to read and deci-



Happy Birthday Members!!

1-Dec	Michele A. Faul			Michele Rogan Wilson	Catherine McCabe	Tina Tremulis	Dinny Dwyer
	Douglas G. Walker	Carol E. Bohne	Charles E. Bell			Marina Pomeranz	Christine McNamara
Lela Theriault	George Spirrison	Cornelia Sawle	Maureen C. Muller	Irwin Gothelf	21-Dec	Shirley Bee Kostakos	
Nancy Greenberg	Helen Schlesinger	Chick Magoon Hayman	Bertha A. Bieszk	Charles B. Barsamian	Gail Lissner		29-Dec
Vi Simonds					Michael J. Rafferty Jr.		
Irene Groebner	5-Dec	Mark S. Pieters	14-Dec	Dominick Gualberto	25-Dec	Susan Baxter-Blum	
Mary Ellen Stalzer		Harry Brugger		Donna Wieland		Jacqueline Waldstein	
James D. Davis	Vivian Landon		John Nemz	Chuck Koenigs	Michael Kaplan	"Ervin Rogers, Sr."	
Kristine A. Olson	Frances Kiem	9-Dec	Merle Kirsner-Styer		Mila Tsarfis	Arthur T Fitzgerald	Wendy Bergseth
Keith R. Kovanda	Barbara Gruenke		Heidi O. Grumley	18-Dec		Kanak Kumar	Charles Freeman
Reed M. Hagee	Doreen K. Rau	Albert Varjabadian	Lior Coresh		22-Dec	Anne A. Branning	Wendy Cross
			Sheryl Larson	Linda M. Lohr		Carol M. Berry	Linda Bussey
2-Dec	6-Dec	10-Dec	Joan C. Grodecki	Lawrence Levin	Carol McGregor		Sandra L. Sucusy
				Ruth Lewis	Joni Gould	26-Dec	Michael Bernard
Elena Stockslager	Arlene Stensby	Donna S. Strauss	15-Dec	Jin Moon	Diana H. McGuire		Ronald Ohr
Fotini Bonnett	Stanley A. Thoren Jr	Wendy Shea		Joel Ushkow	Sally Gerber-Weiland	Paula Simon	Elena Basich
Julie Morse Mikrut	Robert Parris	Renee Finucane	Renee Frumentino		Renate Staley	Lisa Fishbein	
Cory L. Conti	Aslaug Holm Johnson	Rayna Jacobson	Tess Polites	19-Dec	Barbara A. Cochran	Isabel Dardick	30-Dec
Heidi Collins			Mark Ditka		Bradford H. Browne		
Elizabeth Varis		11-Dec	Fraz Z. Abbasi	Merle Lewis		27-Dec	Jean Anderson
Sandra Brown	7-Dec	Sonia Munwes	Nitza Khan	Frederick Holt II			William Schniedwind
		Cohen	Roxanne Quigley	Thomas Dettloff	23-Dec	Karla J. Carreiro	Wilma Schultz
3-Dec	Dianne M. Galos		Jean S Montgomery	Maureen Spriggs		Kelly Tiltges	Charlotte Shea
	Val Vanstaan		Marilyn Elrod	Jeanne McDonagh			Sena Caruso
Elizabeth Bowden	Eve Nortman	12-Dec			Kyung Hee Campbell		
Paul J. Bobor	Noreen M. Nagle				Carol Healy	28-Dec	
Barbara S. Bro	Gloria V. Rolighed	Pamela J. Fuller	16-Dec	20-Dec	Paula J Puls		31-Dec
Lois Gould	Andria Berg Bolan	Kenneth M. Neiman	Beth Marquardt	Matthew L Doetsch	Niki Tsitsis	Nancy Becker	
Else S. Berge	Florence Wolf	Janice Rizzo	Richard W. Wilde Jr.	Ila Coretti	Gloria Sheppard	Marisa Frecska	Marcia D Bennett
Jose G Beltran	Beverly Fleischman	Carrie Nadler Healy	Norman J. Graff	Jodie Trace Holder	Bliss	Eve Glidden	Cami Burgess
Marsha B. Balsamo	Judith Ingram	Abbey Schragar	Beth K. Reed	Abby Ginsburg-Weinstein		Mitchell B. Ruchim	Max Gorenyuk
Carolyn Smith	Barbara Rocha	Marlon L. Primous			24-Dec	Marian Czajka	Carolyn Willison
	Joon Choi	Rak Woo Cha	17-Dec	Eleonora Myaskovsky		Roz Kahn	Dennis Gawlik
4-Dec				Carol Monsees	Ruth Silberman	Ira M. Mizell	Delia Joyce
	8-Dec	13-Dec	James Kuzynowski		Chris J. Thomas	Alla Aizenberg	
					Bonnie Smith	Jane Weeden Hall	

pher? Is it possible to lower the cost of your existing phone service to accommodate the new expense of MLSNI Internet access?

These are all questions you have been or should be asking as the way we do business has changed. Along with those changes comes increased expenses. You should not have to pay a high cost for necessary services. The phone is a necessity, the high cost per minute is not.

It is time for a single communication company to act not only as a provider of telecommunication services but also as a consultant. If that company does its job, then REALTORS can do what brings them revenue – SELL HOMES.

Depending upon your needs and geographic location, a carrier that is a good fit for one company, may not be good for another. The best situation is one where the provider maintains relationships with only the finest vendors and carriers.

NSBAR and the IAR have found and endorse one such provider – **CIMCO** Communications. CIMCO is an Integrated Communication Provider (ICP) offering business customers a single source for local, long distance, data, and Internet communication solutions. CIMCO prides itself on many benefits to its customers: 1. Unparalleled Customer Service, 2. Best of Class Solutions, 3. No Volume Commitments, and 4. One Consolidated Bill/Invoice for All Telecommunication Services. **CIMCO**'s solutions are flexible, and expandable. All CIMCO services offer migration paths that adapt as technology evolves.

Questions and Answers

Q: Do I have to make any changes to my phone equipment?

A: In most cases the answer is no. Most times it is a simple assumption of current phone services provider to a lower cost solution. The only difference is your bill comes from **CIMCO**.

Q: Will all my services come on one bill?

A: YES! What ever services you have

with **CIMCO** will come on one invoice. That invoice can then be designed to your specifications (authorization codes, usage per line, etc.).

Q: What if I have already activated a DSL solution?

A: Then give **CIMCO** the opportunity to save you money on your local and long distance.

Q: What if I have a problem with my service?

A: You call **CIMCO**. They get on the line with the vendor and resolve the issue.

Q: What is the best solution for my business?

A: Give a **CIMCO** representative the opportunity to do a **FREE** Analysis. **CIMCO** will take a snapshot of your needs and offer the Best of Class Solution.

Q: How do I get started?

A: Our CIMCO representative is B.J. Vorderer. He can be reached at 630-929-4819 and/or bvorderer@cimco.net .

Note: B.J. will be out in the area and calling to set up appointments to execute the free analysis. Please take advantage of this opportunity. In the meantime, feel free to call him to get out to your office sooner. NSBAR is a current customer of **CIMCO** Communications.

Trigger Terms

Regulation Z states rules for advertising terms of credit. If there are "trigger" terms then the ad must also include 1) the amount or percentage of down payment, 2) terms of repayment; and 3) the annual percentage rate or APR.

Triggering terms:

- *No down payment
- *Easy monthly payments
- *Low down payment accepted
- *Pay weekly
- *Financing available

BENEFIT REFERENCE INDEX

Health Insurance
National Association of Self-
Empl.
312/337-7133, Ron Shaper
Marc Jacobson & Assoc.
847/498-7181

**Reduced Telephone Rates/
Telephone**
CimcoCommunications 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 Malenfant
or Corky Peterson-847/831-4000
312/831-4400

Need Information?
Call Northbrook 847/480-7177 or
Barrington 847/381-7827
and ask for:
Northbrook Office
Barrington Office:

Buyer Fees

SouthMor Mortgage has announced that effective immediately, it will routinely list buyer acquisition fees on the buyer side of the HUD-1 settlement statement – a break with real estate tradition. Although transaction fees historically have been reported on the seller side of the form, there is no HUD prohibition on moving them to the buyer side.

SouthMor is a mortgage cooperative owned by members of The Buyer's Agent franchise.

NORTH SHORE—BARRINGTON ASSOCIATION OF REALTORS®

3...2...1

BLAST OFF!



Boost Yourself To Greater Success

January 19, 2001

8:00—8:30 Coffee

8:30—10:00 Keynote Speaker Allen F. Hainge, CRS, Allen F. Hainge Seminars, Inc.

10:00 Trade Show begins

10:30 –11:30 3 Sessions

11:30—1:00 Betsy Urbance, IAR Legal Hot Line Attorney

1:30—2:30 3 Sessions

2:30—3:30 3 Sessions

3:30—4:00 Trade Show Only

4:00 Cocktail party with music

Realtor.com page

Realtor.com, the official Web site of NAR has renovated their page. Review the site”

- *Nationwide comparable price search
- *New and improved Neighborhood evaluation tools
- *New global navigation

Latest features:

- *Home listing search 20% faster
- *Virtual tours
- *Million dollar homes
- *Neighborhood search Home Listing Alert
- *”Real Estate 101”
- *Enhanced Home Planner
- *Contact Me Now
- *realtor.com Home Type and style gallery
- *”Anatomy of a Home”
- *Relocation Wizard®
- *Relocation E-mail program
- *”Everything Home Newsletter
- *Expanded discussion Boards.

MLSNI selects new Board and Officers

- *Aurora Tri County: Dennis Stone, Pilmer Real Estate, Aurora
- *Chicago: Jim Kinney, Rubloff, Chicago
- *Elgin: Jeff Kellenberger, Preferred Homes Realty, Elgin
- *Fox Valley: Shirley Newman, Baird & Warner, Geneva
- *Lake County: Michael Goins, Coldwell Banker, Vernon Hills
- *McHenry: Jim Schaid, RE/

MAX Plaza, McHenry

*North Shore-Barrington: Roxane Malo, Village Green Realty, Winnetka

*Northwest: Fran Broude, Coldwell Banker, Arlington Heights

*Oak Park: Joan Cusack, Century 21 Classic, Oak Park

*South/Southwest: Val Hatzelis, McColly REALTORS®, Tinley Park

*West Towns: Loretta Alonzo, Alonzo & Associates, LaGrange Park

*R@ Western Suburbs: Sharon Downey, Keller Williams Realty, Naperville

*Will-Grundy: Mark Shell, Pro Real Estate, Wilmington

Officers and Executive Committee

President: Jim Kinney (Chicago)

Secretary: Joan Cusack (Oak Park)

Directors: Loretta Alonzo (West Towns); Jeff Kellenberger (Elgin); Mark Shell (Will-Grundy)

WCR

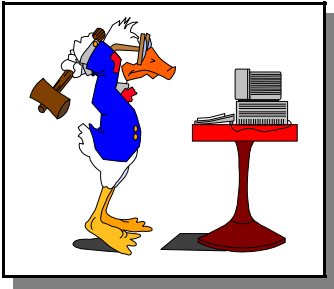
The North Shore—Barrington Chapter of the Women’s Council of REALTORS® presents their annual Silent Auction and luncheon hosted by The Dragon Lady Antiques on November 16th beginning at 11:30 at Valley Lo Country Club in Glenview.

“The Dragon Lady”, also known as Loretta Morley is an independent entrepreneur with a strong dedication to serving clientele with pride and integrity. Loretta’s company specializes in fine porcelain and crystal glassware, sterling Victorian silver plate, gold, silver, and costume jewelry.

Some of the items that will be auctioned at the Women’s Council luncheon include a watercolor painting, an old painting, a French lamp, crystal candlesticks, a set of basket weave acrylic dishes, candles, a beauty basket, and interest for one day on \$1 million dollars, and many more.

For information contact Shannon Towson 847-945-7100.

COMPUTER
CORNER
BY CHARLIE
NUNEMAKER



I'm sure you have all heard by now the Charlie Nunemaker has left the association to pursue a new position with a dot com company. But, don't worry, we still have staff who can help with your computer hardware and software needs. Until we find a full replacement we will be unable to go out into the field. New arrangements are being sought. In the meantime call Joe, Alma, Nick or Sam for assistance.

We also are seeking a new Education Department so with both Charlie and Lori out, we will have MLSNI do computer training until we find replacements.

November 17

9—12 Essentials of Compass
1:30-4:30 Inputting and
Marketing your listings in
Compass

November 20

9-12 Using Lightning CMA Plus
1:30—4:30 Using Lightning CMA
Plus

December 6

9-12 PC Access
1:30-4:30 Lightning

December 8

9-12 Essentials of Compass
1:30—4:30 Inputting &
Marketing you listings in
Compass

December 12

9-12 Getting the Most From PC
Access
1:30—4:30 Listing Manager:
Working offline

You have to call MLSNI to
make appointments for the
classes 630-955-2755.

Need input sheets

It's 3 AM and you need an input
sheet for a new listing — where
to find one? [Http://www.mlsni.com](http://www.mlsni.com)
and then go into "Members
Only". Every one in the
different property types is on the
page. You will need the free
software Acrobat to download
the forms.

Email Photos

Email your photos to MLSNI
You can email your photos or
sketches to MLSNI for input in
to the Compass system. To do
this it must meet the following
criteria:

*Dimensions: 512x400

*Q (compression) factor: 35-
40%

*Output DPI (resolution): 96

*Image Type=JPG

*File Size=Approx 30K

*File name: Property's listing
number

*E-mail address: tbill@tbinc.com

SCI

CONTINGENCIES APPLICA-
BLE TO LISTINGS: Any contin-
gency or conditions of any term
(including a "special agreement"
regarding compensation) in a list-
ing shall be specified and noticed
to the Participants, by showing
"V" (variable rate), "X" (exclusive
agency) or "Z" (exceptions) in the
"Special Compensations Informa-
tion" line.

EXCLUSIVE AGENCY - "X"

The Exclusive Agency listing au-
thorizes the Listing Broker, as ex-
clusive agent, to offer cooperation
and compensation on a blanket
unilateral basis, but also reserves
to the seller the general right to
sell property on an unlimited or
restrictive basis.

**EXCLUSIVE RIGHT TO SELL,
WITH NAMED EXCEPTIONS -
"Z"**

**DUAL OR VARIABLE RATE
COMPENSATION - "V"**

This is an arrangement in which
the seller agrees to pay a specified
commission if the property is sold
by the Listing Broker without as-
sistance and a different commis-
sion if the sale results through the
efforts of a Cooperating Broker;
or one in which the seller agrees
to pay a specified commission if
the property is sold by the Listing
Broker either with or without the
assistance of a Cooperating Bro-
ker and a different commission if
the sale results through the efforts
of a seller.

Looking for a new Roster:

The web page not only offers member search capability, but also the roster by either office/agent alpha (like you used to see in the MLS book) or a full agent roster by alpha. Click your selection from the line under the green box. The date the list was pulled is on the roster.

Membership Directory

Search for one of our members, by one or more than one criteria below:

Last Name of Agent:	<input type="text"/>
Name of Company:	<input type="text"/>
City of Company:	<input type="text"/>
	<input type="button" value="Search"/>

[Click here for a full roster \(Office/Agent\)](#) [Click here for one line agent roster](#)

Harris Ad

APPLICATIONS - REALTORS® - (New Offices)

Dean N. Kallianesis - Dean N. Kallianesis, Wilmette 3604
David Lee - Lee Realty, Wilmette 3605
Gus Katsaforos - The Capital Realty Group, Northfield 3607
James Bledig - Midwestern Appraisal Services, Skokie 3608

APPLICATIONS - REALTORS®

Dean N. Kallianesis - Dean N. Kallianesis 3604
Nicholas C. Marino - Century 21 Marino 3020
Michael A. Mazzei - Koenig & Strey 3740
Connie J. Tripple - Real Estate Consulting Service 3164
Peter M. Consolo - J.S. James & Co. Inc. REALTORS 6025
Thomas F. Jelinek - Starck & Company 6017
Anna Kempisty - Coldwell Banker 3650
Maureen T. Coykendall - Koenig & Strey 3750
Marie L. Fern - Prairie Shore Properties 3145
Adrienne Han - Best Choice Real Estate 3592
David M. Lee - Lee Realty 3605
Linda S. Schwartz - Koenig & Strey 3750
Pamela Bogan Boemi - Coldwell Banker 3650
Kathleen McIntyre - Coldwell Banker 3320
Philip J. Stelnicki - Koenig & Strey 3740
Tracey Soucy - Century 21 American Northwest 6255
Jennifer Muskat - Koenig & Strey 3750
Gus G. Katsafaros - The Capital Realty Group 3607

Deborah Z. Carr - Koenig & Strey 3750
Barb Lawrence - Coldwell Banker 3940
James E. Bledig - Midwestern Appraisal Services 3608
Emily Guthrie - Koenig & Strey 4110
Suzanna S. Perkins - Baird & Warner 3150
Joana K. Perkins - Baird & Warner 3150

TRANSFERS - REALTORS®

Paul Kholodov from Coldwell Banker 3970 to RE/MAX United 3600
Jong C. Park from C 21 Frontier 4957 to Realty One, Inc 4912
Boo Y Jang from Champion Realty 3118 to Stone Realty Inc. 3552
Charlotte M. Ruffin from Prudential Preferred 3540 to Prudential Preferred Property 3521
Roger Owen from Coldwell Banker 3483 to RE/MAX Showcase 3460
Denise M. Kellar from Koenig & Strey 3780 to Coldwell Banker 3930
Lisa Wight Harris from Koenig & Strey 3740 to Prudential Preferred Property 3517
Carol Prieto from Koenig & Strey 4110 to Prairie Shore Properties 3145
Sally Grabill from Koenig & Strey 3770 to Prudential Preferred Property 3517
Eve Glidden from Koenig & Strey 3770 to Prudential Preferred Property 3517
Sharon Lee Glidden from Koenig & Strey to Prudential Preferred Property 3517

REINSTATEMENTS - WELCOME BACK!

Lori Walowitz - Berkson & Sons 3010
Samia Saljooqi - Baird & Warner 3150
Michael R. Fournier - Red House Realty 6246

APPLICATIONS - AFFILIATES - MEMBERSHIP

Scott Cooper - Illinois Property Inspections, Buffalo Grove 3606

OFFICE CHANGES

DEATH NOTICE
Marilyn Busscher, Marilyn Busscher Real Estate

Reinstated Oct.

Dianna L. Drury-Akers, Paradise Homes, 3925 W Main Street. McHenry, 6077
Karen Feldman, RE/MAX North, 3100 Dundee Road, Northbrook, 4018

New Affiliate Ofcs Oct.

Barbara Tomasello, Barrington Bank & Trust, 201 S. Hough St, Barrington, 6412

Dropped Members, Oct.

Christian A. Hamidani, Century 21 Shoreline, 3928 Dempster Street, Skokie, 3022
Mary Abreu, Koenig & Strey, 800 Waukegan Road, Deerfield, 3710
Robert Jolly, Baird & Warner, 207 E Westminster Road, Lake Forest, 3106
Danielle Morse, Koenig & Strey, 2528 Green Bay Road, Evanston, 4110
Judith M. Kaplan, Coldwell Banker, 1330 Shermer Road, Northbrook, 3940
Harold Beerli, Baird & War-

ner, 1900 Waukegan Rd, Glenview, 3120
Ellin Moore, Baird & Warner, 714 Elm St, Winnetka, 3150
Mary Ann Moltz, Koenig & Strey, 538 Chestnut Street, Winnetka, 3790
Deann L Cohick, Koenig & Strey, 538 Chestnut Street, Winnetka, 3790
Clara Harrison, Baird & Warner, 754 West Northwest Highway, Barrington, 6026
Susan J. Matthys, North Shore Realty Group, 1114 Waukegan Road, Glenview, 4240
Mumtaz A. Khan, Nest Realty, 2517 W. Devon, Chicago, 3567
Jim Darnell, Koenig & Strey, 825 S Waukegan Road, Lake Forest, 3196
Lillian V. Rozanski, Randwood Realty Group, 11318 Algonquin Road, Huntley, 6021
John R. Demma, Randwood Realty Group, 11318 Algonquin Road, Huntley, 6021
Randy Naples, Randwood Realty Group, 11318 Algonquin Road, Huntley, 6021
Merle Kramer, Coldwell Banker, 1420 Waukegan Road,

Glenview, 3970
Dale Mandrell, RE/MAX of Barrington, 306 W Northwest Highway, Barrington, 6018
Irene Ishoo, Baird & Warner, 2735 Central St, Evanston, 3110
Bradley H. Ellis, Ellis Valuation Consultants, 710 E. Clarendon Ave, Arlington Hgts, 6191
Peter S. Pagratis, Hallmark Homes Corp., 123 E Sigwalt Street, Arlington Heights, 3339

Dropped Offices Oct

Nest Realty, Inc, 2517 W. Devon, Chicago, 3567
Randwood Realty Group, Ltd, 11318 Algonquin Road, Huntley, 6021
Ellis Valuation Consultants, 710 E. Clarendon Ave., Arlington Heights, 6191
Hallmark Homes Corp., 123 E Sigwalt Street, Arlington Heights, 3339

New Offices Oct.

Prudential Preferred Property, 850 Green Bay Rd,

Winnetka, 3609
Century 21 A.M. Realty, 814 W. Dempster, Evanston, 3611
HSS Real Estate, Inc., 333 Skokie Blvd., Northbrook, 3612
Red Seal Realty, 425 Huhel Rd. Northbrook, 3614

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Coming Attractions



11/07 – 11/13	NAR Convention, San Francisco	
11/08	Jump Start	8:30 – 4:40
11/13	CE Fair Housing	8-11
11/13	CE – Using Email and the Web	12-3
11/15	Commercial Forum – Multi Housing	9 – 10:30
11/15	Executive Committee	11-12
11/15	Board of Directors (Open Meeting)	1-3
11/16	Computer and Palm Club	9-10:30
11/16	WCR meeting	11-2
11/17	MLSNI Training	All day
11/20	Lightning Training	9-12
11/20	Lightning Training	1:30-4
11/23-11/24	Office Closed for Holiday	
11/30	CE Personal Assistants	1-11
11/30	CE Anti Trust laws	12-3
12/5	Jump Start	8:30-4:30
12/6	MLSNI Training	All Day
12/6	HOLIDAY PARTY	3-6
12/7	CE Double A Rating	8-11
12/7	CE Appraising	112-3
12/8	MLSNI Training	All Day
12/11	CE BARRINGTON Fair Housing	9:30-12:30
12/11	CE BARRINGTON Safe Real Estate	1:30-4:30
12/11	Liaison Meeting	1:30
12/8	MLSNI Training	All Day
12/14	WCR Meeting	11-2
12/15	CE Fair Housing	8-11
12/15	CE Lead Paint	12-3
12/21	Computer and Palm Club	9-10:30
12/22-12/26	Office Closed for the Holidays	

