

JUNE & JULY 2007 CHIPS

JULY MEMBERSHIP MEETING

(No JUNE meeting)

Topic: Measuring Square Footage & Other Appraising Tidbits
Speaker: Dick Carl, Residential Appraisal Services

WHEN: Thursday, July 19, 2007
WHERE: Maplecrest Country Club, Goshen
TIME: **8:30 AM**
COST: \$10.00 for Affiliate and Guests

About the Program:

Dick Carl, a well-known member of the Elkhart County Board of REALTORS, will be speaking to agents on how to measure square footage. This will include what to measure, what not to measure, what to include in the Gross Living Area (GLA), where to put the left over square footage and more! He will also cover other topics such as Appraiser pet peeves, problems with appraisals, cut appraisals, new construction, anomalies, and dos and don'ts. Dick will also wrap up with a Question and Answer session so members can get their questions answered.

About the Speaker:

Dick Carl has had several accomplishments throughout his career and is well respected by many. Dick has worn several hats over the years and is well qualified to address the REALTOR audience. Dick is a graduate of Indiana State University and University of Notre Dame. He is a former teacher, counselor, broker, real estate company owner, owner of an appraisal company, former Vice President of the Elkhart County Board of REALTORS (ECBOR) and the former President of the MLS. Currently, he is a part-time appraiser. Truly, Dick is knowledgeable in many areas of the real estate field and members will walk away with a better understanding of the appraisal process.

RESERVATIONS ARE A MUST FOR BOTH REALTORS AND AFFILIATES! Please call the Board Office, 875-3283 or drop us an email at members@ecbor.com to let us know if you plan to attend. Thank you. Affiliate members and Guests may pay by cash or personal/corporate check either in advance or at the door. The cost is \$10.00

2007 MEMBERSHIP MEETING DATES & TOPICS

June- NO MEETING

July 20:

8:30am- Maplecrest Country Club
Speaker: Dick Carl Topic: Measuring Square Footage

August 23:

11:30am- Matterhorn Restaurant
Speaker: Daniel B. Maidlow Topic: 1031 Exchanges

September 20: 11:30 am LOCATION CHANGE: Ramada Inn, Elkhart

Speaker: Ted Hillary- NCAA Referee, Motivational Speaker

October 25:

11:30am- Matterhorn Restaurant
Speaker: TBA

November: No meeting

December 13:

11: 30 a.m. Matterhorn Restaurant
"Annual Holiday Auction"

EVENTS/AFFILIATE SPONSORS

UPCOMING EVENTS:

**NEW MEMBER ORIENTATION – JUNE 7TH –INOVA/BAYER FEDERAL CREDIT UNION –
8:30 A.M. – 5:00 PM**

ANNUAL CANOE TRIP – JUNE 22nd – Cost is \$15.00 per person and includes lunch

NEW AND IMPROVED ECBOR GOLF OUTING – JULY 26TH – Bent Oak Golf Course - \$60.00 per golfer and includes lunch, green fees and a cart.

ANNUAL AFFILIATE EVENT SPONSORS:

American Home Mortgage
First Federal Savings Bank
First State Bank of Middlebury
Goshen Community Bank
Horizon Bank
LandAmerica Lawyer's Title
LaSalle Bank
Meridian Title Corp.
Metropolitan Title Co
MFB Financial
National City Bank
Stewart Title
TCU
Unlimited Mortgage
Valley Lea Labs.



2007 CALENDAR

This Month:	JUNE		
JUNE 1	EDUCATION COMMITTEE	10:00 AM	BOARD OFFICE
JUNE 7	ORIENTATION	8:30-5:00PM	INOVA FCU
JUNE 11	BASIC PARAGON TRAINING	3:00: 4:00 PM	BOARD OFFICE
JUNE 12	MLS OFFICE ORIENTATION	3:00 PM	BOARD OFFICE
JUNE 13	MINI- SESSION: TECHNOLOGY	11:30-12:30 PM	BOARD OFFICE
JUNE 13	GRIEVANCE COMMITTEE	1:30 PM	BOARD OFFICE
JUNE 14	BOARD OF DIRECTORS MEETING	8:30 A.M.	BOARD OFFICE
JUNE 18	ADVANCED PARAGON TRAINING	3:00-4:00 PM	BOARD OFFICE
JUNE 20	MINI- SESSION: ZIPFORM	11:30-12:30 PM	BOARD OFFICE
JUNE 22	CANOE TRIP	9:30 AM	RIVER INN
JUNE 25	LISTING MAINTENANCE TRAINING	3:00-4:00 PM	BOARD OFFICE
JUNE 26	MLS OFFICE ORIENTATION	3:00 PM	BOARD OFFICE

Looking Ahead:

JULY

JULY 4	INDEPENDENCE DAY		OFFICE CLOSED
JULY 9	BASIC PARAGON TRAINING	3:00: 4:00 PM	BOARD OFFICE
JULY 10	MLS OFFICE ORIENTATION	3:00 PM	BOARD OFFICE
JULY 12	BOARD OF DIRECTORS MEETING	8:30 A.M.	BOARD OFFICE
JULY 16	ADVANCED PARAGON TRAINING	3:00-4:00 PM	BOARD OFFICE
JULY 18	GRIEVANCE COMMITTEE	1:30 P.M.	BOARD OFFICE
JULY 19	MEMBERSHIP MEETING	8:30 A.M.	MAPLECREST C. C.
JULY 23	LISTING MAINTENANCE TRAINING	3:00-4:00 PM	BOARD OFFICE
JULY 24	MLS OFFICE ORIENTATION	3:00 PM	BOARD OFFICE
JULY 26	GOLF OUTING	11:00 AM	BENT OAK

Professional Standards Training

Required Professional Standards training for members of the Grievance Committee, Professional Standards Committee and Board of Directors has been scheduled for Wednesday, August 8, 2007 at Inova Credit Union from 9:00 a.m. to 4:00 p.m. This training session is free to members who serve on these committees.



We also want to offer this training opportunity to any member who is interested in serving on the Grievance or Professional Standards Committee in 2008. When enrolling in the class please check that you are a member of the Grievance or Professional Standards committee.

Again, the training is FREE for those who qualify. However, if members wish to receive continuing education credits, the state association charges a \$25.00 administrative fee that needs to be paid in advance. By attending this session, all members will fulfill their NAR Quadrennial Code of Ethics training requirement for the current cycle.

Click here for registration form.

LOCAL NEWS



Canoe Trip

Friday, June 22, 2007
\$15/ person
9:30 am
First Come- First Serve

****Lunch provided by Meridian Title****

Reservations: 875-3283 or info@ecbor.com

[Click Here](#) for the flyer

[REALTOR BENEFITS](#)

Did you know the National Association and the State Association offer many benefits for Realtors®? Benefits include such things as technology services, financial services, office solutions, and much more! Listed below are some of those benefits:



June Benefit Highlights:

From IAR:

The Indiana Association of REALTORS® credit card is a way to increase your marketing exposure and support the state association. Not only will you help support the association, you will also carry a credit card with great marketing potential. Every time you use it to pay for dinner or to buy new clothes, you may walk out with a serious sale or listing lead. What's more, you can take advantage of our itemized Year End Summary of Charges so you can keep track of your business and personal spending. Use Priority Code P60K when calling.



Call Toll-Free 1-866-GET-MBNA (438-6262) TTY users call 1-800-833-6262

[Visit Our Website](#)

Office Products: Order office products via a catalog and/or online. It's simple, inexpensive and quick.



Susie Haler - Call 800-420-6421

[Visit Our Website](#)

IAR is pleased to introduce you to this **NEW** member benefit. As a valued association member, you and your family are eligible to take advantage of the **Wells Fargo Capital for Knowledge Program®**. The Capital for Knowledge Program® is a full-service education and financial resource designed to help you prepare - and pay for - education.



The Capital for Knowledge Program comes equipped with:

- An online resource center packed with college preparatory information
- A scholarship search engine loaded with information on nearly \$5 billion in available monies
- The Wells Fargo CollegeSTEPS® Program Scholarship Sweepstakes
- Hands on BankingSM
- An online student loan calculator, and
- An online financial literacy program

In addition to features that can allow our members to finance up to \$25,000 per school year, borrow even if they're enrolled less than half time, and access their account online 24 hour a day, the program includes a series of flexible, affordable student loan options:

- Higher education loans for undergraduate and graduate programs
- Career education loans for technical/professional training and certification
- Loans for private K-12 schools and academies

- Education loan consolidation

Call 1-888-651-LOAN (1-888-651-5626)

[Visit Our Website](#)

FROM NAR

Chase Card Services

NAR and Chase are pleased to offer you a selection of REALTOR® Platinum Visa Card products and to introduce this unprecedented offer: New card members receive an automatic \$64 on your first statement after your first purchase when you apply and are accepted for REALTOR® Platinum Visa® Card.

Please note offer is available online at www.chase.com/applyrealtor or by calling 1-866-VISA-NAR.

REALTOR® Platinum Visa Card Benefits

- Receive an automatic \$64 on your first statement after your first purchase.
- Great low rate on purchases and balance transfers.
- Low introductory 0% fixed annual percentage rate (APR) for up to 15 months.
- Choice of card design featuring REALTOR® logo.
- No annual fee.

Optional Rewards Program, Chase Flexible Rewards

- Earn one point for every \$1 spent in card purchases.
- Redeem points for travel, cash, merchandise or gift certificates.
- No cap on points.
- \$59 annual fee.

More Exclusive Platinum Visa Benefits

- 5% savings from the REALTOR.org Store when purchasing with your REALTOR® Platinum Visa Card.
- Travel accident insurance.
- 100% protection against unauthorized purchases.
- Emergency card and cash.
- Auto rental insurance.
- Travel and emergency assistance.
- Year-end summary of charges upon request.

View Products/Services from Chase

When applying for your REALTOR® Platinum Visa Card, choose from three attractive card designs, all featuring the REALTOR® logo.

Mini-Sessions: Improve Your Knowledge

An opportunity to expand your knowledge in the Real Estate Industry!

June 13th- Technology Panel

11:30-12:30pm

How to Maximize the Use of Technology

In your Business, ONE TIP could save you LOTS OF MONEY!

June 20th- ZipForm Online

11:30-12:30pm

Attendees must know how to use ZipForm. This is not a training class but more of a question answer time.

Don't forget.... bring your own lunch!

Reservations: Call 875-3283 or e-mail: info@ecbor.com.

The sessions are designed to give the maximum of amount of information in the smallest amount of time so as not to waste the agent's valuable time.

MLS INFO

WiFi VS. E-Key Professional

Recently, the MLS incorporated the new "WiFi" service offered through FNIS. "Wifi" access allows members with Internet enabled cell phones or PDAs to access summary MLS listing data instantly. The WiFi service through the MLS is currently available at no extra charge and requires no software downloads or registration. You will be able to search active, pending and sold data. Each listing will display 1 photo and many data fields. Search by:



- Street Name
- Street Number
- MLS Number
- Quick Search

As members who have the eKey Professional know, they get MLS Listing data downloaded into their Cell Phone/PDA as part of the eKey Pro service. Since this is similar to the WiFi service, members have asked if the MLS WiFi would replace their eKey professional service. We want to take this opportunity to address that question and try to clarify the differences between WiFi and E-Key.

The main difference between the MLS WiFi service and the eKey Professional is the eKey offers many more benefits than just access to the MLS listing information. The eKey Professional turns your cell phone/PDA into a keypad to open homes, allows for wireless updates, downloads office and agent rosters and more. See below for a complete list.

MLS WiFi only provides access to summary MLS Listing Data. The benefit to the WiFi service is the cost is included in the month Unit of Service and no downloads are required to take advantage of the benefit other than having a phone/PDA that is WAP (Wireless Application Protocol) enabled.

Here's a short comparison to show similarities between WiFi and E-key features:

WiFi

E-Key Professional

- Listing Data is updated daily

- Includes Photo
- Displays Listing Office name and phone
- • Search by status (active, pending, sold)
- • Displays Listing Agent name and phone & Selling Agent name
- • View Hot Sheets
- • View Agent Roster
- • Free Mapopolis maps linked to listings
- • View showing details and feedback
- • Open IBoxes
- • Offers Wireless Updates

MLS Training Classes

MLS Paragon Training classes have been scheduled for June and July. All Classes will be held at the Board Office at 57225 Alpha Drive, Goshen. To make your reservation, please call the Board Office at 875-3283. Class size is limited. If you cannot attend, please call the Board office so we can fill the vacancy with those on a wait list. Classes will be open to shared service and reciprocal agents in the near future.

Basic Paragon Training Class

Monday, June 11, 2007

Monday, July 9, 2007

3:00 PM - 4:00 PM

Advanced Paragon Training Class

Monday, June 18, 2007

Monday, July 16, 2007

3:00 PM - 4:00 PM

Beginner Paragon Listing Maintenance

Monday, June 25, 2007

Monday, July 23, 2007

3:00 PM - 4:00 PM

MEMBER MONITOR

MAY AND JUNE NEW MEMBERS & OFFICES

The Board of Directors was presented with the following new members at the May and June meetings. Members are given the opportunity to present objections or support for the new applicants. If members have any comments please direct them to the Board of Directors. The following members will be inducted at orientation and presented to the membership at the May and July membership meetings.

REALTORS®:

Mary Ellen Fedorow

Century 21 Landmark

Cindie Gills
Evelyn Johnston
Mary Dale
Lou Ann Slaven
Abiel Valdez
Dan Wiseman
Veronica Rodriguez
Shawn James
Tricia Flicker-Miller
Tara Lochmandy
Tom Babcock
Brad Beer
Stephanie Volpe
Mike Albright
Michael Woodward
Jeffrey McCord
Jeremy McCord
Jason Ball
Stacey Estep

Century 21 Landmark
Prudential One Realty
Coldwell Banker Anchor
Cressy & Everett
Brad's Realty & Prop. Mgt.
1-2-3 Realty, Inc.
1-2-3 Realty, Inc.
Coldwell Banker Anchor
Cressy & Everett
Cressy & Everett
Century 21 Landmark
A Progressive Realty
Coldwell Banker Anchor
Preferred One Realty Group
Cressy & Everett
Stewart Realty
Stewart Realty
Silver Creek Realty, LLC
Homestead Realty

AFFILIATES:

Angeline Beres
Joe Hartsough
Andrew Taghon
Kevin Finn
Shayne Sherman
Heidi Cintron
Tammy Koontz

Key Bank
Preferred Real Estate Inspection
Midwest Real Estate Inspections, LLC
Kevin Finn, P.E., Inc.
Credit Builders, Inc.
First Horizon Home Loans
Stewart Title of Elkhart County

New MLS Office Applicants:

International Realty, LLC
1012 Lantern Lane
Goshen, IN 46526
Participant: Sergio Velasco

Silver Creek Realty, LLC
2260 Cassopolis St.
Elkhart, IN 46514
Participant: Jason Ball

Option Real Estate
1743 Canterbury Dr.
Elkhart, IN 46514
Participant: Amy Prithyani

New Reciprocity Office Application :

Signature Real Estate Group
307 W Market Street Ste #3
Warsaw IN 46580
Participant, Amy Kinsey

The Member Watch

Congratulations!

Congratulations to Dawn Bolock (Coldwell Banker Anchor) for obtaining her ePRO designation from the National Association of Realtors. The e-PRO Certification Course is an educational program unlike any other professional certification or designation course available, comprehensive and Interactive. It is sponsored by the NATIONAL ASSOCIATION of REALTORS® and is specifically designed to help real estate professionals thrive in the competitive world of online real estate.

In addition, the e-PRO Certification Course is geared to ensure continued success in online real estate after the course has been completed and certification earned, by online participation in the e-PRO Community and the e-PRO Referral Network. Students must complete the course within 6 months of registration.

CONGRATS, DAWN!!!

NEW BABY!! Congrats to Nate and Angie Roll on the birth of their daughter, Piper Jo Roll!!!!

On the Move:

Heather Raney– moved from Prudential One Realty to Century 21 Gold Star Realty

Jose Botello – transferred from Homeward Bound Real Estate to A Progressive Realty

David Dull – from Trinity Realty to River Walk Realty, LLC

Samuel Kamwenji – moved from Century 21 landmark to Homestead Realty

Dan Tucker – from Stellar Real Estate to Century 21 Landmark Realty

Sergio Velasco – from A Progressive Realty to International Realty, LLC

Diana Castillo – from A Progressive Realty to International Realty, LLC

RECENT INACTIVE AGENTS:

Dallas Fireline – A Progressive Realty

Brandon Gardner – Re/ Max Excellence

Michelle Moden – Cressy & Everett

Dan Weaver – Susie Tucker Realty

BOARD MEETING HIGHLIGHTS

The Board of Directors did not meet in the month of May. June meeting highlights will be posted in the August newsletter.

LOCKBOX & VOICEMAIL UPDATES

LOCK BOX NEWS:

VISTA Compatibility – E-Keys

Exciting news from GE Security! We are pleased to announce that eKey is now approved for use with the new Microsoft Windows Vista operating system. GE Security has tested Palm Desktop version 4.1.4E for compatibility with Microsoft Windows Vista. This version of the Palm Desktop software corrects previously reported issues with syncing applications and allows for eSYNC to perform updates on certified Palm devices. Certified Windows Mobile devices are compatible with the Microsoft Windows Vista Operating System and require no software changes.

If you have the new **Vista** Operating System on your computer *and* you have a device with a **Palm** Operating System, you can find the software link and download instructions directly on the Palm website below.

<http://www.palm.com/us/support/downloads/windesk414e.html>

PLEASE NOTE: Do NOT install this software unless you have the new Vista O/S from Microsoft AND a Palm O/S device. If you are using an older version of Windows O/S, such as XP or Windows 2000 OR you are using a Windows Mobile device (such as the Palm Treo 750, 700wx, HTC 8525, HP6900) then you do NOT need to install this software.

This new eKey software release and all future software releases are available for immediate download on KIM. Simply log-on to KIM and download the most current software for eKey certified devices. **Note: you must load eKey software version # 4.3.02 which is now available on KIM in order for eKey to work properly on the Treo 680 & Treo 755p.** For technical assistance, or if you would like a copy of the software on CD, please contact our customer service department at: 1-877-699-6787.

DisplayKey USB Cradle Approved for Windows Vista

GE Security wants to assure all of our members who have recently purchased new computers that the GE Security DisplayKey USB Cradle has been tested and approved with Microsoft's newest operating system (also known as Vista). As such, you can feel confident that these devices will continue to work with your new computers now and in the future.

MORE exciting news from GE Security! We are pleased to announce that the following devices are now certified for use with eKey:

- **Cingular/AT&T 8525**
- **Cingular/AT&T Treo 750**
- **HP iPAQ 6925 (Cingular/AT&T)**
- **HP iPAQ 6945 (unlocked version)**
- **Qwest PPC6700**
- **Alltel Treo 700wx**
- **Verizon Treo 700wx**
- **Sprint Treo 755p**

For a current list of all eKey certified devices, please visit our website at: www.supraekey.com (click on "eKey" compatible devices) . While there, be sure to check out the latest wireless carrier "special offers" on eKey and many certified devices.

All questions regarding new devices are referred to Supra Technical Support department at 877-699-6787, seven days a week from 5:00am until 7:00pm, Pacific Time.

VOICEMAIL TIDBITS

What makes eGIX voice mail different from other services:

Everyone has voice mail...voicemail on their cell phone, home phone and then eGix voice mail for the business end of things. Why not use the eGix voice mail to answer all your devices? That way you have one voice mail to check instead of many voicemails. All you need is call forwarding on the phones to forward the call to your eGix voicemail. You will be surprised at the time this can save.

Listed below are some other Voice mail options not ordinarily available with other answering service or answering machine.

- You can receive 30 or more messages based on your service plan

- You can set up your voice mail to go to your email software and then save it forever.
- You can use your voice mail number as a fax number and the fax can also go to your email management software.
- You can answer voice mails sent through the system by pressing one button. No hanging up and redialing needed.
- You can keep message to play at a later time or forward them to another voice mail user in your network
- You can send a message to more than one voice mail user.
- Each message is time-stamped
- If you would like to know immediately when a message has been left, there are several options available to notify a pager or cellular phone
- The system is very responsive. You can rapidly give it directions by just interrupting the voice prompts

THE ETHICS CORNER

Case Interpretations related to Article 4:

Article 4

REALTORS® shall not acquire an interest in or buy or present offers from themselves, any member of their immediate families, their firms or any member thereof, or any entities in which they have any ownership interest, any real property without making their true position known to the owner or the owner's agent or broker. In selling property they own, or in which they have any interest, REALTORS® shall reveal their ownership or interest in writing to the purchaser or the purchaser's representative. *(Amended 1/00)*



• **Standard of Practice 4-1**

For the protection of all parties, the disclosures required by Article 4 shall be in writing and provided by REALTORS® prior to the signing of any contract. *(Adopted 2/86)*

Case #4-1: Disclosure when Buying on Own Account (Reaffirmed Case #13-1 May, 1988. Transferred to Article 4 November, 1994.)

Client A consulted REALTOR® B about the value of a lot zoned for commercial use, saying that he would soon be leaving town and would probably want to sell it. REALTOR® B suggested an independent appraisal, which was arranged, and which resulted in a valuation of \$130,000. The property was listed with REALTOR® B at that price. Shortly thereafter, REALTOR® B received an offer of \$122,000 which he submitted to Client A, who rejected it. After the passage of four months, during which no further offers were received, Client A asked REALTOR® B if he would be willing to buy the lot himself. REALTOR® B on his own behalf, made an offer of \$118,000, which the client accepted. Months later Client A, on a return visit to the city, discovered that REALTOR® B had sold the lot for \$125,000 only three weeks after he had purchased it for \$118,000.

Client A complained to the Board of REALTORS® charging that REALTOR® B had taken advantage of him; that he had sought REALTOR® B's professional guidance and had depended on it; that he could not understand REALTOR® B's inability to obtain an offer of more than \$122,000 during a period of four months, in view of his obvious ability to obtain one at \$125,000 only three weeks after he became the owner of the lot; that possibly REALTOR® B had the \$125,000 offer at the time he bought the lot himself at \$118,000.

At the hearing, REALTOR® B introduced several letters from prospects that had been written while the property was listed with him, all expressing the opinion that the lot was overpriced. The buyer who purchased the lot for \$125,000 appeared at the hearing as a witness and affirmed that he never met REALTOR® B or discussed the lot with him prior to the date of REALTOR® B's purchase of the lot from Client A. Questioning by members of the Hearing Panel established that REALTOR® B had made it clear that his offer of \$118,000 in response to his client's proposal, was entirely on his own account.

The panel concluded that since REALTOR® B's own purchase was clearly understood by the client to be a purchase on his own account, and since the client's suspicions of duplicity were proven to be unfounded, REALTOR® B had not violated Article 4 of the Code of Ethics.

STATE NEWS

**LISA- New Fax Number
Legal Information Services Access**

The New Fax Number Is: **1-317-842-8494**
The Phone Number is the same: 1-800-444-5472

Please view the flyer here: http://indianarealtors.com/pdf/LISA_New_FAX.pdf

Comments by: Karl Berron, CEO of Indiana Association of REALTORS®

As most of you know, the Indiana Legislature passed a bill to help mitigate the impact of higher property taxes through out the state. I am unable to put the actual bill in the newsletter because it is very lengthy and difficult to understand. However, I am posting the comments sent to the Board by Karl Berron, IAR CEO and including a link to a letter that was sent to all the newspapers through out Indiana. We are waiting for the state to give us an overview of what can be done by the local Boards and members to help the local governments decide how to optimize the bills benefits. We will keep you posted.

I have posted comments sent to the Board from the State Association discussing the Property Tax legislation recently passed.

Dear Local Boards:

As you probably know, the basic plan calls for a rebate check to be mailed to each homestead in the state to offset potential increases in their property tax bills. The rebates will be one time, and will be funded by license fees from allowing slot machines at the state's two horse tracks. The rebate checks will be relatively small individually, but will amount to roughly \$550 million statewide. For a home assessed at \$150,000, assuming the average statewide tax rate, the check would amount to about \$250. Some in the media and elsewhere have criticized the rebate mechanism as being unwieldy (me included), but the reality is that other approaches at delivering one time relief such as a credit on fall property tax bills, would also create uncertainty for real estate closings.

Since the legislative session ended, IAR has been in discussions with various parties in the Administration, legislative staff, and the Association of Indiana Counties (AIC). IAR plans to advise Boards immediately when decisions have been made on the mechanics of how the rebate will be handled. The county auditors and treasurers were in town for meetings last week (they have the major responsibility locally for dealing with this). Based on those discussions, the AIC will soon circulate a proposal through the appropriate state agencies for comment, with the hope of publicly announcing their plans in the next two weeks. We will be privy to that process. While not all questions will be answered, we expect that many of the issues that are unknown currently (timing of rebates, who receives the check, etc) will become clearer through this process.

Once IAR has that information, IAR will provide information to Boards and members on how to pro-rate or otherwise deal with this in a transaction. Richelle Cohen Mossler, IAR Director of Legal Affairs, will be providing that information. IAR understand the uncertainty that exists at the moment is frustrating, so IAR will get information out as soon as we can.

Thanks much, let me know if you have any questions.

Karl Berron, CEO

Indiana Association of REALTORS®

REALTORS® from across Indiana joined the Indiana Association of REALTORS® staff for the April TriAnnuals at the French Lick Springs Resort and Casino from April 3rd to April 5th. During the time in French Lick, REALTORS® were able to attend various committee meetings and events, allowing them to network with REALTORS® from across the state. Under the guidance of new CEO Karl Berron, the TriAnnuals are beginning to change. From minor changes of eliminating some committee meetings and combining some meetings to the addition of general session featured speaker, it is plain to see that the face of our TriAnnual meetings are changing.

Top 10 Trends Impacting the Future of Real Estate:

April TriAnnuals marked the debut of the general session open to IAR members attending TriAnnuals. The featured speaker, Stefan Swanepoel, spoke to a capacity crowd about real estate trends and the future of the real estate industry. No one researches more about change and trends impacting the residential real estate industry than Stefan Swanepoel. He always provides a balanced and objective evaluation of the market, highlighting the key players and facts of tomorrow. For more information on him, please go to www.swanepoel.com.

Technology:

Jeff Donovan held a question answer forum regarding ZipForms®. Questions that were not answered during the forum will be researched and answers will be provided through e-mail, the IAR website and Indiana REALTOR® magazine in the future.

A brief synopsis of all meetings can be found at www.indianarealtors.com. Photos of our time in French Lick can be found at: <http://iarfrenchlick.shutterfly.com/action>



RPAC Olympics: Passing the RPAC Torch

FUNDS RAISED
GOAL: \$377,000
REACHED: \$49,981.66

2006 Goal: \$350,000
2006 Raised: \$375,697.45

2007 Goal: 377, 000
of Members (as of 11/30/06): 20,033

Pass the Torch at the REALTOR Olympics!

Fund Raising Totals as of March 31, 2007

STERLING "R" CONTRIBUTORS (\$1,000)

Beckie Agan *MIBOR

Herm Hoge *GNIAR

Tom Rayl * Fort Wayne

Karl Berron *IAR	Pooch Hunter *MIBOR	Sharon Schapker *Evansville
Bruce Bright * MIBOR	Delbert Ludlow *MIBOR	Randy Scheidt *IN Commercial
Jan Brinkman * Columbus	Norm McClain *MIBOR	BruceAnn Singleton *GNIAR
Jana Caudill *GNIAR	Kent Miller * Elkhart	Nancy Smith *MIBOR
Megan Cecil *BNIAR	Max Miller *Northeastern	Steve Sullivan *MIBOR
John Creamer *MIBOR	Larry Mitchell *MIBOR	Joseph Traynor *MIBOR
Pat Day *GNIAR	Myrl Nofziger *Elkhart	Larry Vaughn *MIBOR
Wm. Jeff Donovan *Elkhart	Thelma Nolan *GNIAR	Mike Watkins *MIBOR
Sarah Ellison *Lafayette	Gene Ploughe *MIBOR	Paul Wyman *RACI
Alice French *Bloomington	Sue Pfohl *Evansville	Lou Zickler *MIBOR
Wanda Grabner *MIBOR	Dolly Poston Zollars *Lafayette	
Kathy Harbaugh *RACI	Pat Pullara *GNIAR	

BOARD TOTALS

Adams-Jay Wells	\$0	Lafayette Region	\$0
Anderson-Madison County	\$2,425	LaPorte County	\$250
Bedford	\$1,425	Marion Area	\$99
Bloomington	\$0	Metropolitan Indy	\$3,972
Carroll County	\$0	Miami County	\$0
Cass County	\$0	Mid Eastern	\$0
Columbus	\$0	Muscatatuk	\$0
Decatur	\$0	North Central IN	\$0
East Central IN	\$0	Northeastern IN	\$375
Elkhart County	\$3000	Putnam	\$608.50
Evansville Area	\$1000	RACI	\$0
Fort Wayne Area	\$11,931	Randolph County	\$190
Frankfort	\$0	Richmond	\$0
Greater Northwest IN	\$16,296.41	South Bend/Mish	\$1,948.75
Greene County	\$0	Southeastern IN	\$0
Huntington Area	\$450	Southern IN	\$0
Indiana Assn.	\$0	Starke Pulaski	\$344
IN Commercial	\$2335	Terre Haute	\$4,407
Jackson County	\$0	Wabash County	\$0
Jefferson County	\$0	Washington	\$0
Knox County	\$0	White County	\$0
Kosciusko	\$0		

Source: Indiana REALTOR Magazine, May/June 2007

** Please note ECBOR has not begun it's RPAC fund raising. RPAC is billed along with annual dues in August.*

NATIONAL NEWS



Each year since 2002, President George W. Bush has designated June as National Homeownership Month, with the goal of increasing minority homeownership in America by 5.5 million by the end of the decade.

To celebrate National Homeownership Month 2007, NAR presents a wealth of resources and tools that support homeownership and strong communities.

Association Executives and State and Local Association members are encouraged to participate actively in efforts to encourage homeownership and strengthen our neighborhoods, towns, and cities.

Learn about these NAR programs that support homeownership and strong communities:

- [Housing Opportunities>](#)
- [Diversity>](#)
- [Smart Growth>](#)

Source: www.realtor.org; National Association of REALTORS®



In 1974, Congress enacted the Real Estate Settlement Procedures Act (RESPA) to address problems in the real estate settlement process including:

- abusive practices that increased costs to homebuyers
- lack of understanding about the settlement process and its costs

RESPA's purpose is Two-Fold:

- to provide consumers with information about the real estate mortgage transaction and the costs associated with it
- to prohibit certain practices , such as referral fees between settlement providers, that result in higher costs and reduced quality to consumers

[LEARN HOW TO COMPLY>](#)

[RESPA Quiz: Do you know the law?>](#)

[Federal Issues in Brief>](#)

[RESPA Do's and Don'ts>](#)

Source: www.realtor.org; National Association of REALTORS®

THE 2007 REALTORS® CONFERENCE & EXPO
November 13-16, 2007
Las Vegas
No Limits

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LIMITLESS Business Growth!

There's something for everyone at the 2007 REALTORS® Conference & Expo:

- Gain practical solutions and real business tips.
- Network with thousands of real estate professionals from around the world.
- Get valuable insights on leadership and marketing from product brand giants, sports, the Internet and history from this year's distinguished Entrepreneurial Excellence Series line up.
- Renew your technology skills and increase your productivity with hands-on training at the Technology Learning Center (TLC).

LIMITLESS Fun!

Have the time of your life in the "City of Lights":

- Hear **James Taylor** live in concert.
- Enjoy an evening of laughs with **Bill Cosby**.
- Fabulous shows, great restaurants, and shopping are waiting for you in Las Vegas!
- See the best of Las Vegas and the surrounding area in Optional Tours.

LIMITLESS Expo Opportunities!

Discover infinite new ideas and productivity tools that will help you save time, work more efficiently, and make more money:

- More than 700 exhibitors, talk directly with product experts
- Shop, compare, and save on the coolest productivity tools on the market.
- Unlimited opportunities to learn about second home and resort properties in the U.S. and around the world in the International 2nd Home & Resort Pavilion.

New Midweek Schedule With All Programs Under One Roof

New this year: The REALTORS® Conference & Expo runs from Tuesday through Friday, and all REALTORS® Conference & Expo activities will take place under one roof at the Venetian Resort Hotel and Casino and the Sands Expo and Convention Center.