



## North Central Indiana

### ASSOCIATION OF REALTORS, INC.

SERVING FULTON, MARSHALL, & STARKE COUNTIES

## DECEMBER 2023 NEWSLETTER

### **Vision Statement:**

North Central Indiana Association of Realtors is a unified board here to strengthen the integrity and professionalism of our REALTOR members for the purpose of protecting and serving our community.

### **Mission Statement:**

We exist to unify, serve, and educate our members, and to help them be more successful in real estate.

### **Coming Up!**

- December 25 – Board Office Closed for Christmas Holiday
- December 31 – Realtor Annual Dues Payment Due
- January 1 – Board Office Closed for New Year Holiday



*Welcome*

### **NEW BOARD MEMBER:**

Ryan Chuddzynski  
Helt Realty  
1401 Main St  
Rochester, IN 46975  
Cell: (260) 341-3143  
Email: [RDChudzynski@gmail.com](mailto:RDChudzynski@gmail.com)

Jamie Ganshorn  
Collins & Co Realtors, Koontz Lake  
10873 E Tippecanoe Dr  
Walkerton, IN 46574  
Cell: (574) 767-0003  
Email: [JGanshorn@collinshomes.com](mailto:JGanshorn@collinshomes.com)

### **NEW OFFICE:**

St Joseph Realty Group  
Stephen DiJulius  
1032 E Wayne St  
South Bend, IN 46617  
Cell: (574) 250-0893  
Email: [Steve@stjoe.realty](mailto:Steve@stjoe.realty)

### **NEW AFFILIATE:**

J P Wagner Septic  
Bryan Wagner  
PO Box 2318  
South Bend, IN 46680  
Phone: (574) 339-9557  
Cell: (574) 344-6691  
Email: [service@jbwagnerseptic.com](mailto:service@jbwagnerseptic.com)

### **IMPORTANT LINKS TO CHECK OUT!**

- [WWW.NCIAR.COM](http://WWW.NCIAR.COM)
- [WWW.NAR.REALTOR](http://WWW.NAR.REALTOR)
- [WWW.INDIANAREALTORS.COM](http://WWW.INDIANAREALTORS.COM)
- [WWW.HOMEOWNERSHIPMATTERS.REALTOR](http://WWW.HOMEOWNERSHIPMATTERS.REALTOR)
- [WWW.REALTORPARTY.REALTOR](http://WWW.REALTORPARTY.REALTOR)
- [WWW.NAR.REALTOR/FAIR-HOUSING/FAIRHAVEN](http://WWW.NAR.REALTOR/FAIR-HOUSING/FAIRHAVEN)

# NCIAR COMMITTEES

It's not too late to join a committee for 2024! If you've not already done so, fill out this form and return it to the board office right away. If you have questions about any of the committees, please feel free to call the board office at 574-935-3940.



## NCIAR COMMITTEE SIGNUP SHEET FOR REALTOR/AFFILIATE/APPRaiser MEMBERS FOR 2024

It's that time of year for committee signup for 2024. Please check which committee you would like to serve on, and every effort will be made to assign you to the committee of your choice. Some committees fill up quickly so get your signup sheet in early!

- |                        |   |  |
|------------------------|---|--|
| _____ By-Laws          | _____ Membership  | <u>Social Committees</u><br>_____ Affiliate Fair |
| _____ Education        | _____ RPAC  | _____ Christmas Party                            |
| _____ Public Relations | _____ Realtor Safety  | _____ Charity Events                             |
| _____ Finance          | _____ Grant   | _____ Young People Network                       |
| _____ Technology       | MLS Board/Grievance, Professional Standards and Mediation * |  |

\*To serve on the Grievance, Professional Standards, or as a Mediator, you must be a member in good standing for at least three (3) years and it is mandatory that you attend the annual training provided by the Indiana Association of Realtors (IAR). To become a qualified Mediator, you also must attend a course provided by the National Association of Realtors which is held each year in Chicago and must be approved by NCIAR and accepted for the class by NAR. If funds are available, the expenses for the Chicago training are funded by NCIAR.

Please e-mail your signup sheet to [nciar@comcast.net](mailto:nciar@comcast.net) . Please return it as soon as possible. Thank you.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Member Office

\_\_\_\_\_  
Date



A big **THANK YOU** to everyone who donated and/or participated in our live auction at our Annual Christmas Party this year! We raised a total of \$2710 to go toward our local charities!

### **BOARD OFFICE CLOSED FOR CHRISTMAS & NEW YEAR HOLIDAYS**

The Board Office will be closed Monday, December 25<sup>th</sup> for the Christmas holiday. Regular office hours will resume on Tuesday, December 26<sup>th</sup>.

The Board Office will also be closed Monday, January 1<sup>st</sup> for the New Year holiday. Regular office hours will resume on Tuesday, January 2<sup>nd</sup>.



### **BOARD DUES**



The total dues for 2024, which Includes State, National, National Awareness Campaign, and local dues is \$746. **The due date is December 31, 2023.** When mailing, please allow for closed holiday dates - December 25 and January 1, 2023. Your payments can be put in the secure mailbox marked for drop-off mail only. Be sure not to include any other payment with your annual dues check! If you have any questions about your dues, please contact the board office at 574-935-3940 or [nciar@comcast.net](mailto:nciar@comcast.net).

### **AFFILIATE DUES INCREASE**

The NCIAR Board of Directors voted to increase the Affiliate dues starting with the 2024 annual dues. Currently, the NCIAR Affiliate dues are \$125 per year. For 2024 they will be increased to \$150 per year. Statements for Affiliate dues will go out by December 31<sup>st</sup> and are due by January 31<sup>st</sup>, 2024.



### **AGENT AUDITS**

We were notified that agent audits would be picking up this next year. Please plan ahead and be sure your information is up to date!

### **AUTOMATIC PAYMENTS FOR MONTHLY DUES**

We now offer automatic payments for your monthly dues. If you are interested but have not yet requested it, please contact the board office at 574-935-3940.

## **CALLS TO ACTION**

Just a reminder, it is very important that when NAR or the IAR has a “Call to Action” that you as a member, respond and participate!



Just a  
Friendly  
Reminder

Check out our **Facebook & Instagram** pages!  
“**North Central Indiana Association of Realtors**”  
@nciar. plymouthrealtors



*If you would like to join our private Facebook page, please send email request to [nciar@comcast.net](mailto:nciar@comcast.net) and request an invite.*



## **Stay Productive In A Slower Market**

During periods when real estate activity is low, refocus your time on creating a long-term, solid foundation for your business and boosting your productivity. “Productivity isn’t about doing more; it’s about doing what’s more important,” says business coach Tanya Dalton. [See her top four tips.](#)

## **Your Safety Comes First**

Make sure you care for yourself as much as your clients. Start with a personal safety plan. NAR’s [REALTOR® Safety Program](#) includes the tips and tools you need to invest in your personal, financial and data security

## **Don't Miss Out on Members-Only Perks**

As an NAR member, you have access to customized offers on products and services through [NAR REALTOR Benefits®](#) that build and support your business. Find exclusive deals from providers like Lenovo, REALTORS® Insurance Place and more.

## **Boost Your Referral Traffic**

Get vetted and motivated buyer and seller referrals through [RealEstateAgents.com](#). To start, [create a profile](#). You pay only if you close a transaction with a lead from the site.



## **Report: 12 Trends Shaping the Market**

As they navigate a complex housing market, home buyers and sellers are looking to work with real estate professionals now more than ever. NAR's anticipated "[2023 Profile of Home Buyers and Sellers](#)" reveals what you need to know to meet their needs.

## **Instantly Create CMAs, Estimate Equity**

In a mobile-first world, the Realtors Property Resource® app can give you an edge while you're in the field. Use RPR® to create a CMA or calculate an owner's estimated equity on the fly. [Get step-by-step instructions.](#)

## **REALTORS® Share How They Set a Higher Bar**

You know there's a difference between working with a REALTOR® and working with a nonmember agent, but your clients might not. Make sure you're communicating that distinction to consumers. Learn how to set yourself apart using the tools available at [thedifference.realtor](http://thedifference.realtor).



## **How to Sidestep 9 Major Business Risks**

It can be a minefield out there. Get best practices and resources you need to reduce risk around the top issues affecting the industry, including vacant land scams, fair housing and foreign ownership restrictions and artificial intelligence. Download the semi-annual "[Hot Topics in Broker Risk Reduction](#)."

## **Be a Lifeline in Disasters: Join TEAM RRF**

The REALTORS® Relief Foundation's response to disaster is remarkably swift. State and local associations can apply for funding as soon as a state of emergency is officially declared. Show your support by texting TEAMRRF to 71777 with your donation or visit [nar.realtor/rrf](http://nar.realtor/rrf). One hundred percent of the proceeds go toward disaster relief efforts.