



North Central Indiana

ASSOCIATION OF REALTORS, INC.

SERVING FULTON, MARSHALL, & STARKE COUNTIES

JANUARY 2024 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!

- Committees will start meeting soon. See your Committee Chair for information on those meetings.
- Daylight Savings Time starts Sunday, March 10th



Welcome

NEW BOARD MEMBERS:

Bill O'Bryant
Collins & Company Realtors
10873 E Tippecanoe Dr
Walkerton, IN 46574
Cell: (574) 540-9161
Email: wlo21977@gmail.com

Robert Taylor
White Hat Realty Group
303 Broadway Ave
Chesterton, IN 46304
Cell: (574) 216-0487
Email: rtaylor@whitehatrealtygroup.com

NEW MLS MEMBERS:

Nichole Barnett
Listing Leaders
410 Lincolnway
Valparaiso, IN 46385
Cell: (219) 406-3081
Email: nicholebarnettrealtor@gmail.com

Elias Zikkos
Listing Leaders
410 Lincolnway
Valparaiso, IN 46385
Cell: (219) 916-3107
Email: zikkos113@gmail.com

NEW AFFILIATE:

The Federal Savings Bank
Jana Ledbetter
8250 Haverstick Rd, Ste 205
Indianapolis, IN 46240
Phone: (463) 254-0815
Cell: (618) 713-5316
Email: jledbetter@thefederalsavingsbank.com



MEMBERSHIP FOR 2024



To date, we have 128 Board Members who have renewed their membership, and with our MLS Members we now have a total of 185 Members!

COMMITTEES

Committee Chairperson and committee assignments will be emailed this month. Chairpersons will then be asked to contact their committee members to schedule their first meeting. Just remember, your association cannot grow and complete our Core Standards without the help of all our members, either as a chairperson of a committee or committee members. Please do your part and participate when asked. You only get out of the association what time and effort you put into it to make it successful!



Please support your Chairperson and NCIAR to make this a successful year in 2024!

COE REQUIREMENT DUE IN 2024!



The Code of Ethics requirement for Cycle 7 is due December 31, 2024. If you have taken a Code of Ethics course within the 2022-2024 year cycle, please be sure to send a copy of your certificate to the Board Office so that we may update our records. You can email it to nciar@comcast.net.

We will be offering CE opportunities that include the Code of Ethics in May and in October this year. Information will be sent out in the early spring. You can access a free online COE course at www.nar.realtor. For more information, please call the Board Office at 574-935-3940.

INDIANA REALTOR LEADERSHIP ACADEMY, CLASS OF 2025

Application for the Indiana REALTOR Leadership Academy, Class of 2025, will open June 1, and close August 1, 2024. For more information, go to <https://indianarealtors.com/about-us/leadership-academy/>



AFFILIATE ANNUAL DUES

The NCIAR Board of Directors voted to increase the Affiliate dues starting with the 2024 annual dues. They have been increased to \$150 per year. Statements for Affiliate dues have gone out and are due by January 31st, 2024. If you are an affiliate and have not received yours, please contact the Board Office at 574-935-3940.

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.

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 and request an invite.

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!

A yellow sticky note with a red pushpin at the top, containing the text "Just a Friendly Reminder".

IMPORTANT LINKS TO CHECK OUT!

- WWW.NCIAR.COM
- WWW.NAR.REALTOR
- WWW.INDIANAREALTORS.COM
- WWW.HOMEOWNERSHIPMATTERS.REALTOR
- WWW.REALTORPARTY.REALTOR
- WWW.NAR.REALTOR/FAIR-HOUSING/FAIRHAVEN

Be Polite—But Not at Your Safety’s Expense

“We want to be so polite in this business that we take our safety for granted,” says broker Carter Martin Jr. “But we have to control the situation and keep our safety in mind.” NAR’s safety tools can help create the systems and strategies you need to make safety a habit. [Find out more.](#)

Navigate Diverse Markets, Gain New Business Opportunities

When you earn the “At Home With Diversity®” certification, you not only develop skills for working in increasingly multicultural markets but also get access to networking groups, e-newsletters and customized marketing materials. Learn more at AHWD.realtor.

How You Can Use AI to Expand Your Reach

Need scripts to overcome objections? Want to convert more people on Facebook? Looking for ideas for short-form videos? Artificial intelligence can be an efficient starting point when you're staring at a blank page. [Learn clever ways to drum up more business](#) in the latest episode of the “Decoding Real Estate” podcast from Realtors Property Resource®.

Real Estate Lessons in a Mobile App

NAR's new AI-powered C2EX mobile app gives you a more efficient way to earn your endorsement by seamlessly blending learning into your daily routine. Get updated lessons, real-life scenarios and library resources in the palm of your hand. [Download the C2EX app.](#)

Earn CE Credit While Fighting Housing Bias

Unconscious biases can inadvertently harm your interactions with clients, customers and colleagues. NAR's "Bias Override" certificate course, which may be eligible for CE credit in your state, helps you interrupt stereotypical thinking to avoid fair housing violations and provide equal professional service to all. [Register now.](#)

Be the Sustainability Expert Clients Trust

Consumers are placing value on indoor air quality and energy efficiency because of the potential cost savings and health benefits. To become a go-to resource for clients interested in high-performance homes, take NAR's free one-hour course, "Intro to Sustainability: What REALTORS Need to Know." [Enroll now.](#)



What You Should Never Post on Social

Many real estate pros strive to be authentic on social media, but where is the line in the sand? What you say about your clients, your listings and yourself could reveal information to bad actors who may be looking online for an easy target. [Listen to "Drive With NAR"](#) to learn how one home sale fell apart over a social post.

Stay Ahead of the Tech Curve

NAR researches, vets and champions the most promising technology so you don't have to. Visit NAR's [Real Estate Technology page](#) to stay ahead of the competition.