



North Central Indiana

ASSOCIATION OF REALTORS, INC.

SERVING FULTON, MARSHALL, & STARKE COUNTIES

SEPTEMBER 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!

- SentiLock Implementation Day September 30th
- Affiliate Fair October 2nd
- Fall CE Classes October 8th - 9th
- Daylight Savings Time Ends November 3rd
- Christmas Party December 5th



Welcome

NEW BOARD MEMBERS:

Amy Bevier
 St Joseph Realty Group
 1032 E Wayne St
 South Bend, IN 46617
 Cell: (423) 802-6765
 Email: amybevier.realtor@gmail.com

Cathy Pormen
 St Joseph Realty Group
 1032 E Wayne St
 South Bend, IN 46617
 Cell: (765) 327-1467
 Email: cathypormen.realtor@gmail.com

Kirstyn Stroinski
 St Joseph Realty Group
 1032 E Wayne St
 South Bend, IN 46617
 Cell: (574) 298-3777
 Email: kirstynstroinski.realtor@gmail.com

NEW AFFILIATE:

Simplee Stated Gifts
 Sandra Saenz
 100 W Garro St
 Plymouth, IN 46563
 Phone: (574) 936-5259
 Email: simpleestatedgifts@yahoo.com

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!





NCIAR is proud to announce that we are converting to SentriLock as the Association's marketplace electronic lockbox solution!

As we transition to the new SentriLock lockbox system, we will be assigning new keyboxes to NCIAR members initially on an "as needed" basis. The MLS Board has chosen to replace lockboxes for those who currently have Supra lockboxes first. They will receive them at the **September 30th Implementation Event**. Then, anyone who does not currently have Supra lockboxes can request the SentriLock lockboxes after the September 30th implementation date.

If you currently have Supra lockboxes, you were notified by email to contact the Board Office to confirm your lockbox needs. If you did not receive that email and do have Supra lockboxes, please call the Board Office at 574-935-3940.

Also note that your Supra lockboxes will continue to work up to the end of October. All Supra lockboxes on your account are to be returned to the board office by the end of October. You can return any that you are not currently using to the board office at your convenience. An appointment is not necessary. You are also welcome to turn them in at the SentriLock Implementation Event when you attend.

Starting the first week in September you will be receiving an "activation invitation" notice from SentriLock. Please follow directions as given for downloading and activating your SentriLock App. If you are a member who already has SentriLock through another board, please go ahead and activate it as a second account. You will then be able to toggle between the two accounts as needed. If you have any questions about this, please contact the Board Office.

The September 30th Implementation Event is the kick-off for our SentriLock program. We will be offering training for the new lockbox system and an opportunity for those who are scheduled to pick up lockboxes to do so. We will ask for you to schedule a time to attend this event to help prevent congestion. That information will be sent out as we get closer to that date.

Please feel free to call the board office if you have any questions at 574-935-32940.

NCIAR AFFILIATE FAIR

Our 2024 Affiliate Fair is scheduled for **Wednesday, October 2nd at the Boys & Girls Club** in Plymouth. This year we are having a "Sports" theme. Invitations have gone out. ***If you have not received yours, please contact the Board Office right away!***



This invitation is for Realtor Members. If you are an Affiliate, please contact the Board Office!



2024 Affiliate Fair

The Affiliate Fair is sponsored by the NCIAR Affiliates and the North Central Indiana Association of Realtors.

When: Wednesday, October 2, 2024

Where: Boys & Girls Club, 314 E Jefferson St,
Plymouth

Time: 11 am to 12 pm ET- Meal & Affiliate
Presentations
12 pm to 1pm - Affiliate Fair

Register to win drawings for door prizes!

This is a great opportunity to get to know your local professionals and let them know who you are. Our Affiliates help us sell real estate quicker and more efficiently. Your attendance shows support for your office and our Affiliates!!

Each affiliate participating will have a door prize at their booth to be given to a lucky Realtor! ***YOU MUST BE PRESENT TO WIN A DOOR PRIZE.***

Realtor

Office Affiliation

Registrations are due by Wednesday, September 18th

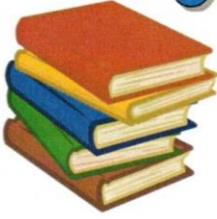
Please email your registration to nciar@comcast.net

Affiliate Fair Committee:

Laurie Tatich – Chair
Sarah Funk-Adkins, Christina Bloom,
Joel Girten, Heather King, Jana Ledbetter,
Shelley Marsiliano, Lori Parrish,
Lisa Patton, Debi Powell,
Jessica Prater, Michele Vanlue



FOR THE
LOVE OF THE GAME



2024 CONTINUING EDUCATION 12 HOUR CE PACKAGE

SPONSORED BY: NORTH CENTRAL INDIANA ASSOCIATION OF REALTORS, INC

**Cost: FREE for Primary Members, \$60 for Secondary Members,
\$120 for Non-Members**

DATE: Tuesday, October 8th Wednesday, October 9th	LOCATION: American Legion Post 27 1040 E Jefferson St Plymouth, IN 46563
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Tuesday, October 8th, 2024 – Instructor – Tim Reed, Reed School of Real Estate
Wednesday, October 9th, 2024 – Instructor – Tim Reed, Reed School of Real Estate

Schedule
Tuesday, October 8th, 2024 – 8 hours

Indiana Contracts
New Class, Counts for Managing Brokers
___ 8:00 am to 12 pm

Understanding Contingencies
___ 1:00 pm to 3:00 pm

Land Trusts
___ 3:00 pm to 5:00 pm

Schedule
Wednesday, October 9th, 2024 – 4 hours

Code of Ethics
___ 8:00 am to 12 pm

*If NOT attending all 12 hours, please check
which class(es) you are attending - class fee
is \$50 per class (if applicable).*

REGISTRATION BEGINS BOTH DAYS AT 7:30 A.M.

REGISTRATION FORM: DUE BY MONDAY, September 30th, 2024.

MAKE CHECKS TO: NCIAR and mail to NCIAR, 409 N Michigan St, Plymouth, IN 46563 *(if applicable)*

First Name Last Name

Home Address* City State Zip

RB

License Number Phone Number Email Address

*Home address is required by the Indiana Professional Licensing Agency (IPLA) on registrations.

NAR Class Notice Information

The following is the most recent information from NAR about the class notice that sellers may receive. Although NAR does not manage the class notice process; they are providing support to members who may receive inquiries from past sellers.



*"It is important to underscore that NAR does not manage the class notice process. NAR members may nonetheless receive questions from consumers. NAR members should direct consumers to the settlement website (www.RealEstateCommissionLitigation.com) where they can find relevant information. You may also direct them to call the settlement administrator at 888-995-0207, for additional guidance. **NAR members should refrain from further advising consumers on class notice.**"*

- Settlement Information is available for Associations and members at facts.realtor
- Settlement Information for the public is available at competition.realtor

INDIANA LICENSE LAW IN EFFECT!

If you missed the IAR All-Member Legal Briefing on June 27th, you can check out the recording found at: <https://www.youtube.com/watch?v=SWSJp4JITmk>. Also, you can request a copy of the slide show by contacting the board office.

An informative video on the top 5 questions about Broker Compensation and the NAR Settlement can be found at: https://www.youtube.com/watch?v=w1ZX3Q_xHjQ.



New Indiana laws including our state-level requirement for written buyer agency agreements took effect on Monday, July 1st; REALTOR® MLSs must implement the conditions of the proposed NAR settlement by August 17th. While this should be familiar by now, we want to provide a brief breakdown on Indiana law and the settlement terms. Use this QR code to take you to this information.

LINKS TO NAR'S LATEST SETTLEMENT FAQs

NAR members can continue to access the latest information and FAQs about the settlement on facts.realtor.

NAR will also continue to provide updates about the settlement process as it unfolds on competition.realtor.



FOREWARN INFORMATION



Forewarn is a great resource that is available to our Realtor members as a member benefit. Please check out these links for great information!

Forewarn provides monthly live training for you to join. Use [this link](#) to see what is scheduled and get signed-up.

In addition, you can use [this link](#) to access their on-demand (recorded) training, and [this link](#) to view their FAQ page.

RECP – NEW WEBSITE



RECP has launched its [new website](#), LMS, and registration system. Take a few minutes and check it out!

Also, Member benefit CE for 2025 has been released. You can find information on it and other courses available to you at the new website. Be sure to check it out!

LIVESTOCK ORDINANCES FOR THE CITY OF PLYMOUTH

Did you know that chickens are not allowed in the Plymouth city limits including the 2-mile zone around Plymouth. The Board Office was asked by the City of Plymouth Building Commissioner, Dennis Manuwal Jr, to make sure you know the zoning ordinances before you inform your clients. For more information about the zoning ordinances regarding chickens, animals for 4H purposes, or livestock, you can contact him at 574-936-2824.



ACCREDITED BUYER'S REPRESENTATIVE (ABR®) DESIGNATION COURSE



Throughout 2024, NAR is making the popular Accredited Buyer's Representative (ABR®) designation course, typically \$295, available to REALTORS® at no cost. Take the first step toward earning your ABR® designation at [become.abr.realtor](#).

NAR NXT, The REALTOR® Experience



NAR NXT combines the power of industry-leading speakers, expert education, and networking opportunities with 15,000+ attendees in Boston, MA for the year's premier real estate conference, **November 8th – 10th**.

Attendees including real estate agents, brokers, real estate technology companies, and more exchange ideas and experiment with cutting-edge innovation at the industry's largest real estate expo. You determine what's NXT, and now's the time to take center stage, harness your exponential potential and step into the spotlight! **Registration is now open!** For more information and to register, go to [NAR NXT, The REALTOR® Experience](#).

COE REQUIREMENT DUE IN 2024!

The Code of Ethics requirement for Cycle 7 is due December 31, 2024. If you're not sure if you have taken a Code of Ethics course within the 2022-2024 year cycle, please contact the board office.



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

NEW FAIR HOUSING TRAINING REQUIREMENT FOR 2025



In May 2023, NAR's Board of Directors approved a new training requirement that will require new-member applicants to complete two hours of fair housing training and existing members must complete two hours of fair housing training every three years as a condition of REALTOR® membership. This requirement will begin in

2025. Go to <https://www.nar.realtor/breaking-news/new-fair-housing-training-requirement> or scan the QR Code for more information.



Listen to host Marki Lemons Ryahl, fair housing experts Sabrina Brown, and Greg Kiely discuss how to use NAR's new fair housing training requirement as an opportunity to challenge yourself and your business practices for the better. Listen to their conversation at <https://www.nar.realtor/magazine/drive/how-fair-housing-training-helps-you-live-your-values>

Visit the Fairhaven Fair Housing Simulation at <http://fairhaven.realtor>

HOMEOWNERSHIPMATTERS.REALTOR

The National Association of REALTORS® fights for the rights of property owners across America. We know that a home is not just a home. It's a place that is uniquely yours. A place to build your future. As real estate policy continues to evolve at all levels of government, we too, look to evolve our approach to protecting the dream of homeownership.



As we move into a new, exciting chapter of homeowner advocacy, we will be retiring the Home Ownership Matters brand and investing in new tools, resources and opportunities that help secure and protect your most valuable asset. Discover more information at <https://homeownershipmatters.realtor>.

IMPORTANT LINKS TO CHECK OUT!

Be sure to check out the following links! They are a wealth of information. The more you visit them the more you learn!

- [NCIAR - https://nciar.com/](https://nciar.com/)
- [IAR - https://indianarealtors.com/](https://indianarealtors.com/)
- [NAR - https://www.nar.realtor/](https://www.nar.realtor/)
- [NAR Realtor Party - https://realtorparty.realtor/](https://realtorparty.realtor/)
- [NAR RPAC - https://www.nar.realtor/rpac](https://www.nar.realtor/rpac)
- [NAR Fair Housing - https://www.nar.realtor/fair-housing/fairhaven](https://www.nar.realtor/fair-housing/fairhaven)



NCIAR WEBSITE MEMBER PROFILES



On the NCIAR website, each member of NCIAR has their own profile. Your profile will include a bio, headshot, and links to your social media page(s). It is completely up to you on how you would like your profile to be displayed.

If you would like your headshot, bio, and/or social media page(s) displayed, please email your information to nciar@comcast.net. If you have any questions, please feel free to call 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.



MOBILE HOME LISTINGS

As a new membership benefit, you are now able to input your mobile home listing **in a section of our website** specifically created for advertising these types of listings.

Click the link below to see what the mobile home input form looks like along with becoming familiar with the mobile home listing rules. <https://nciar.com/listings/mobile-home-listings/>
If you have any questions, contact Alivia at nciar@comcast.net or call 574-935-3940.



How Agent Confirms Fake, Real Emails

Consumers say they need more help from real estate professionals to defend against potential fraud during the transaction. Virginia broker Nicholas Lagos has created his own system for clients to know when the emails they receive are legitimate. You may want to replicate it. [Listen to "Drive With NAR."](#)

Buyers Overcome by Agent's Secret Note

During a grueling six-month build, Oklahoma City real estate pro Trenesha Harrison [wrote a secret message](#) to her clients on a support beam in their new home. The buyers say it's one of the most sentimental gifts they've ever received. Find out what it said: Watch the fourth season of NAR's "First-Time Buyer," now streaming on Hulu and at firsttimebuyer.realtor.



Compensation, Commission and Concessions

While members are immersed every day in discussions about how their fee is paid, it's important for them to review the different ways agents and brokers can be compensated as well as how each is—or is *not*—changing because of practice changes. Encourage your members to share [this overview of compensation options](#) with their clients.

Minimize Risk in Your Everyday Business Practices

Meeting strangers and holding open houses alone—common scenarios in real estate—can be risky. Learn to identify potential threats, get strategies for one-on-one meetings, use technology to stay safe and effectively handle emergencies during NAR's REALTOR® Safety Month live webinar, Sept 18 at noon CT. [Register now.](#)



What Class Action Notice Means for You

A nationwide class of affected home sellers have begun to receive notice about the proposed NAR settlement and what it provides. Watch NAR's latest "[Window to the Law](#)" video on settlement facts to find out how to answer consumer questions about the class notice.



Answering Questions About Compensation

The process of establishing a written agreement with a consumer is a prime opportunity for members to explain the value they bring to the transaction. They should keep in mind that selling the value of an intangible service such as theirs may take extra thought and explanation. [Here's how they can make the case.](#)

Tailor Your Own Education Plan

Further your professional development with learning tailored just to you. NAR's Commitment to Excellence program uses AI technology to assess your expertise, identify knowledge gaps and customize lessons that include real-life scenarios. [Download the app.](#)

Get a Leg Up on Code of Ethics Training Requirement

Avoid the last-minute scramble and complete your required Code of Ethics training well before the Dec. 31 deadline. [Check your status and explore various training options.](#)