



OUTLOOK



MISSION STATEMENT:

The Greater Gateway Association of REALTORS® is dedicated to promoting and maintaining high standards of conduct and ethics in the real state profession.

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What's Happening

February

- 7 Proficiency Course/Exam
- 8 CE Courses
- 14 Affiliates Committee Meeting
- 15 Proficiency Exam Only
- 20 GGAR Office Closed
- 24 Awards Reception
- 28 Proficiency Course
- 29 Proficiency Exam



ATTENTION: Transition Applicants



Step 1

Take a proficiency exam or transition course through a pre-license provider.



Step 2

After you have received your passing score, complete a transition application (online or paper application) and submit fee to IDFPR.

Online transition application is available on IDFPR's website:

<https://www.idfpr.com/applications/onlinelicensing/>

Access the link to IDFPR's paper transition application:

<http://www.idfpr.com/DPR/RE/Forms/TransForms.asp>

If you took a 30- or 45-hour transition course instead of the proficiency exam, you will be required to **mail the transition application/fee and include a copy of your transcript.**

IMPORTANT: Applications may take four to six weeks to process. Licensees who have not had their transition application processed by April 30, 2012 will not be able to perform licensed real estate activities. After February 1, 2012, salesperson to broker candidates will have to transition and renew with one application and one fee.



Step 3

Complete your continuing education if required.

Salespersons transitioning to brokers who successfully complete a proficiency exam are required to take 18 hours of CE. If you successfully complete a 30-hour broker transition course, you will not be required to complete any additional CE for your renewal.

Brokers transitioning to managing brokers who successfully complete a proficiency exam are required to take 18 hours of CE plus the 12-hour Broker Management course. If you successfully complete the 45-hour managing broker transition course, you will not have to complete the 12-hour Broker Management course but will be required to complete 18 hours of CE.

Officers:

Chairman of the Board	Joy Wofford, CRS, e-PRO, GRI, RE/MAX Realty Centre
Chairman-Elect	Sandy Michel, Real Living Vandalia Real Estate, Inc.
Vice Chairman	Chris Seniker, Century 21 Seniker-Edwards
Past Chairman of the Board	Jenni Beck, Beck Group Realty

SIR/MLS Governors:

David Cisler, President	635-2244
Jenni Beck, e-PRO, GRI	466-2325
Ed Kleber	654-5575
Rick Lauschke	465-1637
Rick Owens	345-2111

Directors:

Dana Allen, AHWD, GRI, Cisler & Associates Real Estate
Kevin Botterbush, Botterbush & Associates
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Norma Kasten, ABR, CRS, e-PRO, GREEN, GRI, RE/MAX Preferred Partners
Tammy Owens, CRE, RE/MAX Alliance
Stacey Schneidewind, Coldwell Banker Brown REALTORS®
Kathy Shemwell, RE/MAX Alliance
Linda Wheaton, e-PRO, Landmark Realty

GGAR Staff:

Al Suguitan, CAE, GRI, RCE, President and Chief Operating Officer
Doris Stephens, Director of Administrative Services
Lori Eder, e-PRO, Director of Marketing and Communications
Jeanie Leitschuh, Membership Coordinator
Kyle Anderson, Government Affairs Director

Newsletter Staff:

Al Suguitan, CAE, RCE, Publisher
Lori Eder, Editor

Committee Chairpersons:

Affiliates	Robb Treat	656-9090
Awards	Richard Rolingsmeyer, CRB	655-1188
Budget and Finance	David Lauschke	465-2966
Bylaws	Norma Kasten, ABR, CRS, e-PRO, GRI	655-1188
Comm. Involvement	Tricia Buehne	654-1111
	Debbie Conreaux	656-8616
Education	Bev George, ABR, CRB, CRS, e-PRO, GRI	656-1188
Golf Outing	Justin Huneke	656-0057
	Chris Seniker	372-4535
Grievance	Roger Reeves, ABR, e-PRO, GRI	346-7000
Legislative	Julie Lading, GRI	655-4100
Membership	Linda Wheaton, e-PRO	466-1513
Nominating	Doug Hartmann, Jr., e-PRO, GRI	344-7900
Prof. Standards	Sharon Jones, ABR, GRI	288-7100
Programs	Marna Asbury	381-7120
RPAC	Dave Erutti	288-0000
	Adrienne Schaeffer	288-0000

Legislative Update

By Congressman Jerry Costello



With the President's State of the Union Address behind us, the legislative year in Congress is fully underway. While I do not expect a lot of major accomplishments, I am hoping we will

at least begin to work in a more bipartisan manner, particularly on ways to continue and improve our economic recovery, which is our first priority. What follows is a short list of bills or issues I expect to receive attention this year:

* **Extension of the payroll tax cut, unemployment benefits and the so-called "Doc Fix" to keep a significant cut to Medicare reimbursements for doctors from taking effect.** The compromise two-month extension agreed to at the end of 2011 runs through February, and a conference committee is meeting to agree on how to extend these items for the rest of 2012.

* **Final passage of the Federal Aviation Administration (FAA) Reauthorization bill and a Highway bill.** These bills offer the best hope for renewing a sense of bipartisanship, as they are not traditionally ideological and will put thousands of Americans back to work while improving the efficiency of our economy. We have seen recent

progress on the FAA bill and expect to consider the Highway bill in the House in early February, though how to fund it must still be determined. As a senior member of the House Transportation and Infrastructure Committee and the Aviation Subcommittee, I will continue to be very involved with both of these bills.

* **Defense cuts from last August's debt limit deal.** With the failure of the Super Committee last November, \$600 billion worth of defense cuts are scheduled for 2013, with an equal amount of non-defense cuts. There will be a lengthy discussion this year about whether the cuts should be allowed to occur and if so, what programs should be cut. I will be following this debate closely for any potential impacts to Scott Air Force Base.

* **Government-Sponsored Enterprise (GSE) reform.** Considering legislation on this is a much longer shot, particularly given the important role that Fannie Mae and Freddie Mac play for our economy, but I expect this topic to at least continue to be discussed.

I will keep the concerns of REALTORS® in mind as we consider these and other issues during the year.

KEYSTONE XL is Vital to Our Region

By Congressman John Shimkus

President Obama rejected the Keystone XL pipeline for the second time in mid-January. This pipeline would carry crude oil from the oil sands region of Alberta, Canada, to Steele City, Nebraska, and additional locations in a series of phases.

The original Keystone pipeline brings oil from Alberta to Steele City and then on to the ConocoPhillips refinery in Wood River and on to Patoka, where other pipelines take it to



additional refineries.

The immediate effect is 20,000 construction jobs, and those people all spend money along the way. The average American would benefit from having an oil supply from a friendly neighbor such as Canada instead of worrying about keeping Iran from closing the Strait of Hormuz.

While the ConocoPhillips refinery already accepts oil from

Canada, the Keystone XL would be larger than the original Keystone pipeline and would allow for more oil to flow this way. It really would be beneficial to us locally. And while oil and gas are global commodities, I will continue to argue that a larger supply works to keep prices down.

We will hear from the State Department in one of my committees as this is due, so I hope that eventually an agreement can be reached to make the Keystone XL reality.



Our next Affiliates Committee meeting will be held on Tuesday, **February 14 at 8:30 a.m.** at the association office. Any affiliate member may join the Affiliates Committee. If you are interested in serving on this committee, please contact GGAR at 618-692-8300.

At the January Affiliates Committee meeting, we talked extensively about Lunch and Learn topics and scheduling of sessions. We are looking at a late March session and will be informing everyone about the topic, date, and location. Marna Asbury is leading the Lunch and Learn sub-committee consisting of herself, Alicia Obernuefemann, Donna Thornton and Deb Conreaux. The sub-committee would welcome any topic ideas you may have.

We also discussed the mission of the Affiliates Committee focusing on: education, supporting all GGAR members, recruiting new members to the committee, networking opportunities for all members, and community service. We hope to finalize the mission statement at our next meeting.

Please join us at our next meeting on February 14 at 8:30 a.m. at the GGAR office.

The Affiliates Committee is composed of lenders, appraisers, housing inspectors, home improvement companies, title companies, community and government offices, local newspapers, and construction services. Our goal is to enhance vendor relationships with REALTORS®.

Robb Treat, FCB Banks, Chairman
Donna Thornton, Southern Illinois Real Estate Title Center, Vice Chairman
Karon Wolfe, Madison County Community Development, Secretary
Maureen Donaho, Chicago Title Insurance Company, Board Representative



Step 4

Renew: follow the matrix for your continuing education requirements.

Transition and CE Requirements

A Sole Proprietor who is not a Managing Broker must transition to Managing Broker by 4/30/2012

Licensed as a Salesperson on or before 4/30/2011	Broker licensed on or before 4/30/2011 who will remain a Broker licensee (non-managing)	Broker licensed on or before 4/30/2011 who will transition to Managing Broker
<p>NO RENEWAL UNTIL 4/30/2012</p> <p>30-hour transition course and successful passage of the exam</p> <p>No additional CE required</p> <p>OR</p> <p>Pass the proficiency exam** and 18 hours of continuing education: 9 core* and 9 elective credits</p>	<p>12 hours of regular continuing education: 6 core and 6 elective credits</p> <p>No Broker Management course required</p>	<p>45-hour transition course and successful passage of the exam and 18 hours of continuing education: 9 core* and 9 elective credits</p> <p>No Broker Management course required</p> <p>OR</p> <p>Pass the proficiency exam** and 18 hours of continuing education: 9 core* and 9 elective credits AND 12-hour Broker Management course</p>

- The transition period runs from May 1, 2011 through April 30, 2012.
- CE renewal for all brokers is April 30, 2012.
- CE renewal for all managing brokers is April 30, 2013.
- *The minimum 9 hours of core credit should include one Core A and two Core Bs.
- **The deadline for completing a proficiency exam is March 15, 2012.
- All transition applications must be postmarked no later than April 30, 2012.

Member News

The Board of Directors will act on new applicants subject to completion of the required New Member Orientation class and notice to members. If any member knows of any reason why these applications should not be accepted, please write a letter to Chairman of the Board Joy Wofford, 10 Ginger Creek Parkway, Glen Carbon, Illinois 62034.

New REALTOR® Members:

Nicholas Bridges, Nextage Arch Realty
Valerie Dison, Progressive Property Network
April Dunn, Sellstate Expert Realty
Brad Russell, Century 21 Seniker-Edwards
Jaynie Wells, Century 21 Prestige
Toni Zach, RE/MAX Legacy

Returning REALTOR® Members:

Greg Laub, Wooff REALTORS®, Edwardsville
Shelley Romanik, Coldwell Banker Nester, Glen Carbon
Amy Wooff Flach, Wooff REALTORS®, Alton

Transfers:

James Dunn, Sellstate Expert Realty
Sue Ferguson, RE/MAX Integrity Realty Group
Brenda Hancock, All About Realty
Linda Rader, Wooff REALTORS®, Edwardsville

Drops:

Bayo Adanri, Planning & Valuation Consultants
Wayne Astrauskas, Strano & Associates Real Estate, Edwardsville
Mary Barringer, Coldwell Banker Brown REALTORS®, Highland
Stephen Batchelor, Batchelor Real Estate
Judith Bohringer, Century 21 Seniker-Edwards
Kevin Carney, Progressive Appraisal, St. Louis
Jeana Christopher, Century 21 Hartmann REALTORS®
William Duckworth, Home Sweet Home Real Estate
Raymond Duda, Cisler & Associates Real Estate
Heather Durr, Home Sweet Home Real Estate
Jeanie Feeley, Cisler & Associates Real Estate
Ron Fleming, Cisler & Associates Real Estate
Cari Flaming, Cisler & Associates Real Estate
Mary Griffith, Century 21 Hartmann REALTORS®
Nikki Haller, Equity Fifty-Five Highland LLC
Judith Henzlik, Gold Realty Services
Bob Hernandez, RE/MAX Integrity Realty Group
Nathalie Holland, Sellstate Expert Realty
Christina Hornacek, Coldwell Banker Nester, Columbia
Melvin Huber, Schaal & Associates Real Estate
Mary Beth Huebner, Landmark Realty, Bethalto
Barbara Kraner, Cisler & Associates Real Estate
Joanne Krueger, Montgomery County Realty
Bernice Lechner, Landmark Realty, Edwardsville
Don Lee, Lee Appraisals
Sherry Luster, Real Living Vandalia Real Estate

New REALTOR® Office:

Area Appraisal Agency

Dropped Offices:

Batchelor Real Estate
Clark Mandrell, Broker
Dunn Realty
Home Sweet Home Real Estate
Lee Appraisals
Planning & Valuation Consultants
Progressive Appraisal
Rakers Appraisal Service

**Don't forget to update your member record on the
GGAR Members Only page at
www.gatewayrealtors.com.

Contact GGAR at 618.692.8300 for assistance.

Clark Mandrell, Clark Mandrell, Broker
Harry Mason, Real-Pro Realty U.S. Inc.
Debbie McGinnis, Wooff REALTORS®, Alton
Lynette Melton-Wolfe, Almost Home Realty
Maria Norkus, Strano & Associates Real Estate
Lori Novosel, RE/MAX Alliance
Jennifer Pace, Property Professionals of Illinois
Chris Pilcic, Landmark Realty, Edwardsville
Chad Plenske, Cisler & Associates Real Estate
Kristina Pratt, RE/MAX Preferred Partners
Joe Rakers, Rakers Appraisal Service
Janice Spencer, Century 21 Seniker-Edwards
Sharla Stewart, Home Sweet Home Real Estate
A.D. Stonecipher, Coldwell Banker Brown, E
Phillip Szymarek, Century 21 Bailey & Company
Doug Thomas, Strano & Associates Real Estate
Kelly Van Ryswyk, Bev George & Associates
Marella Vlasich, RE/MAX Integrity Realty
Dana Wagner, Wooff REALTORS®, Alton
Julie Wagner, Coldwell Banker Brown, Troy
Farah Walleck, Landmark Realty, Edwardsville
Charlie Wilson, Century 21 Seniker-Edwards
Terry Wray, Codwell Banker Brown, Edwardsville



OUTLOOK



Remember **WALL**:

- W**alk
- A**round
- L**ights off
- L**ock doors

We're on the Web!

www.gatewayrealtors.com



GGAR Snapshot

As of January 18, 2011

Affiliate Offices/Members	91
Full Member Appraiser Offices	78
Full Member REALTOR® Offices	136
TOTAL FULL MEMBER OFFICES	214
Full Member Appraiser Members	84
Full Member REALTOR® Members	827
TOTAL FULL MEMBERS	911
Total GGAR Offices	305
Total GGAR Members	1,002

Word From Our Affiliate

By Robb Treat, FCB Banks

The Illinois Housing Development Authority (IHDA) launched the Welcome Home Heroes program to honor those who sacrifice to safeguard our freedom. It is open to all qualified Illinois veterans, active military personnel, reservists and Illinois National Guard members.



The Welcome Home Heroes homebuyer financing package includes:

- * A \$10,000 forgivable loan over two years for down payment and closing cost assistance
- * A 30-year fixed rate mortgage that has an affordable interest rate (4 percent as of 12/14/11)
- * An optional mortgage credit certificate to reduce federal income tax liability.

Eligibility

- * Veterans (who need not be first-time homebuyers)
- * Active military personnel, reservists and Illinois National Guard members (must be first-time homebuyers)
- * Buyers must qualify based on income and purchase price limits.

How to apply

Interested buyers must apply through a lender in their area. The program only applies to one to two unit residential properties in the State of Illinois purchased as a primary residence.

Call any one of GGAR's affiliate lender members to assist you and your customers with this loan program.