



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

January

- 2 GGAR Office Closed
- 4 30-Hour Transition Course
- 7 Pre-License Course
- 10 Affiliates Committee Meeting
- 11 30-Hour Transition Course
- 13 CE Course
- 14 Pre-License Course
- 17 Proficiency Course/Exam
- 18 30-Hour Transition Course
- 21 Pre-License Course
- 25 30-Hour Transition Course
- 26 Proficiency Exam Only
- 28 Pre-License Course

AT THE CAPITOL



Julie Sullivan | Assistant Director, Legislative and Political Affairs

NEW YEAR, NEW LAWS

While we know early 2012 will be dominated by the license transition (see page 18), there are some other new laws that Illinois REALTORS® should be aware of.

School Report Card Redesigned

For the first time since first mandated 26 years ago, the school district report cards will be redesigned. The report that will be of particular interest is a one-page report targeted at a broad community—particularly parents. In a user-friendly document, you will be able to capture a wealth of information including demographics, curriculum, student achievement and student progress. More detailed reports will also be available to district and school leaders as well as researchers. IAR was proud to be in support of this Advance Illinois effort! <http://www.advancellinois.org>.

▶ WHAT THIS MEANS FOR YOU:
More information in your hands to assist your clients!

Transfer of Property without Probate Court

Public Act 97-555 (HB 1153) created the Illinois Residential Real Property Transfer on Death Instrument Act. This new law will provide for the various requirements for an owner to transfer residential real estate by a transfer on death instrument which is a revocable non testamentary instrument.

▶ WHAT THIS MEANS FOR YOU:
IAR legal counsel recommends that property owners seek legal advice. IAR, in cooperation with the Illinois



State Bar Association will continue to educate real estate practitioners.

Mandatory Seat Belts in the Back Seat

Public Act 97-16 (HB 219) mandates that back seat passengers wear seat belts. While there are specific exemptions from the law—children less than 8 years of age are still covered under the Child Passenger Protection Act;

passengers who are unable for medical or physical reasons; vehicles with a model year prior to 1965; passengers of an authorized emergency vehicle or in the back seat of a taxicab. Generally speaking passengers in both the front and back seats need to buckle up.

▶ WHAT THIS MEANS FOR YOU:
Buckle up your passengers!



DON'T MISS THE ANNUAL IAR CAPITOL CONFERENCE • March 27, 2012

It's your chance to meet directly with your state lawmakers at the State Capitol in Springfield and make sure the Illinois REALTOR® voice is heard on proposed laws affecting your real estate business.

REGISTER at www.IARActionCenter.org

Learn more about promoting the real estate industry at the State Capitol in this video: <http://youtu.be/BoisCVYxpbE>



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Vice Chairman	Chris Seniker, Century 21 Seniker-Edwards
Past Chairman of the Board	Jenni Beck, Beck Group Realty

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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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Stacey Schneidewind, Coldwell Banker Brown REALTORS®
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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 Rolfingsmeyer, 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

From the Board Room

The Board of Directors met on December 15, 2011 and discussed or approved the following items of business:

**Government Affairs - Kyle Anderson:**

1. Anderson reported that an RPAC Major Donor dinner will be held on February 2 at the Doubletree Hotel in Collinsville. Details are forthcoming.
2. Heard a report that Greenville is reviewing their land use initiative and considering compiling all aspects into one ordinance.
3. Anderson reported that Alton's Crime-Free Ordinance is still on hold and he will keep us informed of any updates.
4. Anderson reported that Godfrey is reducing their property tax levy. It will not be significant, but worthwhile.
5. Heard a report that Roxana will be increasing their commercial property taxes.
6. Anderson reported that the State Fire Marshal may mandate home sprinkler systems for new construction.
7. Heard a report about the Energy Conservation Code and concerns about making new homes meet specific energy efficiency requirements.
8. Anderson reported on local candidates for the 2012 election. He will monitor the election closely and inform GGAR about recommendations for endorsements.

Administrative - Al Suguitan

1. Suguitan reported on the possibility of offering an e-signature program to MLS users.
2. Suguitan reported on the demo of a management system provided to GGAR staff from vendor Avecetra. He is currently evaluating the program to determine if it's worthwhile for the association and members.

Reservations required by February 16:
jleitschuh@gatewayrealtors.com
618.692.8307

Celebrate! Relax!
Mingle!

Friday, February 24, 2012, 6-8 p.m.

Business After Hours Awards Reception

*Join us for cocktails (cash bar) and hors d'oeuvres
in a non-intimidating, informal environment!*

\$20 per person in advance

Payment will not be accepted at door; no walk-ins

**Gateway Center, Ballroom C and D
One Gateway Drive, Collinsville**

**Presentation of Special Awards, REALTOR® of the Year,
REALTOR® Choice Award, and Affiliate of the Year —7:30 p.m.**

*Awards for all levels will be available for pick-up at the
reception. Recipient names will be shown on video screen
throughout event; recipients may submit a photo to
leder@gatewayrealtors.com by January 13 to accompany
their award recognition at the event.*



Congress Finishes 2012 APPROPRIATIONS

By Congressman John Shimkus

I supported the Fiscal Year 2012 Consolidated Appropriations Act (HR 2055) that passed the House on December 16 and was subsequently signed into law. This bill funded nearly three-quarters of the federal government for the remainder of the fiscal year that began on October 1.

For the second year in a row, federal appropriations have gone



down and there are no earmarks. We are still in deficit spending, but we are sticking to the path of cutting real dollars and eliminating unnecessary programs.

Several provisions included in this bill prohibit the ridiculous regulations proposed by the Administration or others in Congress, such as energy

provisions for televisions, regulations on window blinds, and storm run-off from roads in a forest.

Additional language prohibits a coal dust rule until an independent assessment is made and prohibits reporting of an ergonomics standard - both are issues that I have been involved with.

Congress also cut its own budget by 5.2 percent.

Legislative Update

By Congressman Jerry Costello



Congress continues to work on a variety of issues of interest to REALTORS® and the overall economy.

The final budget for fiscal year 2012 was approved and signed into law by President Obama and was consistent with the spending limits approved as part of the debt limit vote in August.

The National Flood Insurance Program (NFIP) was extended for an additional six months through May 2012 as part of this legislation. While the extension is important to maintain this necessary program, we need to pass a comprehensive reauthorization of the NFIP.

The House passed its version of an NFIP reauthorization bill earlier this year with provisions I worked to include to provide relief from mandatory insurance purchase requirements as

part of an ongoing Federal Emergency Management Agency effort to redraw flood maps across the country. The legislation will provide communities an incentive and time to fix levees and make other improvements without the adverse economic impact of expensive new insurance premiums.

In other economic news, pending home sales were up dramatically in October, increasing 10.4 percent since September. While there is more work to be done, when combined with an encouraging holiday sales season, the recent drop in the national unemployment rate to 8.6 percent and positive forecasts for investments in equipment and software next year, we head into 2012 with some positive momentum.

I wish everyone the best for a happy and healthy 2012!



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.

Visit the CE page at Gatewayrealtors.com to view the education matrix.

SIR/MLS SCOOP

C.U.N. 2012 (a.k.a. see you in 2012)

Marching into 2012 will bring some much needed changes to the MLS. First, we've moved our news source to the blog located at www.mlsiren.com. Among other freedoms, this blog style news will allow us the flexibility of updating posts with video. If you have yet to sign up to receive updates, please visit the site and fill in the "follow" section near the top left.

We will also be launching an iPad application and QR code marketing in the coming weeks, both of which are long overdue.

We know you are all excited about the upcoming Awards Reception and look forward to seeing old friends and making new ones (in person) this year. If you have taken a break from

association events or have never found a reason to attend, we would like to encourage your participation.

It is you, your suggestions, your presence, and your guidance that will drive change in the coming years. We often sit back in our own little corner that has been carved in the real estate world and hope for things to be changed, enhanced, or evolved, but it will only happen with your direct interaction.



I can think of many ways you can get involved, and not all of them revolve around your association or the MLS. There are many great organizations in our communities that could use the help of someone like you...doing so benefits you and the REALTOR® brand!



Our next Affiliates Committee meeting will be held on Tuesday, **January 10 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.

As we begin 2012, defining where we are going for the coming years seems a logical start. Given the unique business environment we are in, it is incredibly important that we use our resources wisely.

A mission statement will become the measuring stick against which we will evaluate everything we do and consider doing. Critical questions to ask as the Affiliates Committee are: what can we do to help REALTORS®; what can we do to help other affiliate members; and what can we do to help the communities in which we live and work. Please come be a part of defining the role of the Affiliates Committee for the coming year at the January meeting.

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

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:

Matthew Dionne, Gnomad Realty LLC

Returning REALTOR® Member:

James Westcott, Wooff REALTORS®, Fairview Heights

Transfers:

Kim Benda, All About Realty

Kim Evans, Bailey Real Estate

Linda Meyer, All About Realty

Lisa Smoot, Prudential One Realty Centre, Edwardsville

Drops:

Mary Boyer, Paul R. Lauschke & Associates

Denise Chatham, Fayette County Real Estate

Jackie Evans-Jones, RE/MAX Alliance

Dennis Feist, Coldwell Banker Nester, Shiloh

Marge Haworth, RE/MAX Integrity

Marchie Nehr, Sellstate Expert Realty

Jasen Pool, Strano & Associates Real Estate

Darelyn Schmidt, Landmark Realty, Edwardsville

Patty Seymour, Landmark Realty, Godfrey

Mariann Vitale, Wooff REALTORS®, Alton

New REALTOR® Offices:

All About Realty

Gnomad Realty LLC

Dropped REALTOR® Offices:

Lampitt Appraisals (changed to affiliate member)

Tri-County Real Estate

Dropped Affiliate Office:

Air Control Services



****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.



OUTLOOK

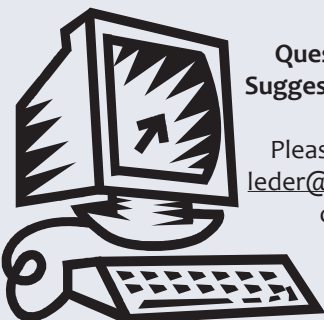


Remember **WALL**:

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

We're on the Web!

www.gatewayrealtors.com



Questions? Comments?
Suggestions? E-mail change?

Please contact Lori Eder:
leder@gatewayrealtors.com
or 618-692-8300



GGAR Snapshot

As of December 14, 2011

Affiliate Offices/Members	92
Full Member Appraiser Offices	80
Full Member REALTOR® Offices	139
TOTAL FULL MEMBER OFFICES	219
Full Member Appraiser Members	86
Full Member REALTOR® Members	861
TOTAL FULL MEMBERS	947
Total GGAR Offices	311
Total GGAR Members	1,039

Government Affairs Update

By Kyle Anderson

Every year, millions of Americans will make their new year's resolution to lose weight, start working out, or quit smoking. The same tired resolution typically leads to the same tired conclusion. That is why this year, the Illinois Association of REALTORS® and I challenge you to change your resolution and "Resolve to be Involved" in your local association's Government Affairs activities.



January 1, 2012 is the beginning not only of a new calendar year but also a new election year. The next leaders of offices ranging from President, Congress and the Illinois General Assembly to local county races will be decided this November. These leaders will have a great impact on the future of the housing industry and, as a result, your business future. That is why 2012 is a year you should Resolve to be Involved.

There are many ways to become involved in Government Affairs. First, join your association's Legislative Committee. This committee is not time consuming or physically taxing. The committee helps provide guidance to the Board of Directors on what position the association should take on local issues.

Another way you can Resolve to be Involved is to commit to attending the Illinois Association of REALTORS® Capitol Conference on March 27 in Springfield. Capitol Conference brings together REALTOR® members from across the state to lobby our State Legislators on important real estate legislation. It is an important reminder to our state legislators that local REALTORS® are paying close attention to what is going on in Springfield.

The more members that get involved in Government Affairs the more effective we will be in preventing legislation that hurts the real estate industry from becoming reality. Make 2012 the year you Resolve to be Involved, and contact me at kanderson@iar.org or 618.660.6826 to participate in your local government affairs efforts.