



**Greater
Gateway
Association of
REALTORS®, Inc.**

OUTLOOK

Remember WALL:

- Walk
- Around
- Lights off
- Lock doors

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What's Happening

April

- 4 IAR Spring Conference
- 5 IAR Spring Conference
- 10 Affiliates Committee Meeting
- 11 HUD Training Seminars
- 17 Proficiency Course/Exam
- 18 Proficiency Course/Exam
- 30 GGAR Office Closed



**ILLINOIS
ASSOCIATION OF
REALTORS™**



**2011
IAR Spring
conference & expo**
May 4-5 • Collinsville, Illinois
Gateway Center

www.illinoisrealtor.org/springconference

Wednesday, May 4

- OPENING SESSION — *Future Focus: Will Limits on Government Spending Be at the Expense of Real Estate Tax Benefits?* with CHRIS BIRD
- REAL ESTATE EXPO
- COMPLIMENTARY LUNCH
- CORE B CE OPTIONS —
LIVE CE COURSE (Proficiency Exam Prep)
Core B: Legal Issues - Real Estate Fundamentals with KERRY KIDWELL (COR 1676, 3 hrs Core B)
Exam prep for the proficiency test. This session will prepare the salesperson & broker licensees to take the proficiency exam being offered directly following this CE session at Spring Conference. Additional \$58 fee includes exam prep materials & proficiency exam. **Pre-registration only, no walk-ins.**

GREEN CE COURSE (Home Study)

Core B: Legal Issues - Disclosure Issues for Landlords (COR 1662, 3 hrs Core B CE)
This Green course will be e-mailed to Spring Conference registrants prior to the event as a Core B CE option for those who have already completed their proficiency exam and still wish to receive Core B CE in conjunction with the IAR Spring Conference. The test for this home study course will be given on May 4th. Cost included in registration fee. **Pre-registration only, no walk-ins.**

Thursday, May 5

- LEGAL ISSUES BREAKFAST with BETSY URBANCE
- REAL ESTATE EXPO
- CLOSING SESSION — *The Art and Science of Bouncing Back* with KIM DAUGHERTY
- ELECTIVE CE SESSION — *It's a Price War to the Door: Pricing Strategies for the 21st Century* with JACKIE LEAVENWORTH (RB704, 3 hrs Elective CE)

\$99 Early Bird Rate by March 23!

Online: www.illinoisrealtor.org/springconference
Registration Line: 800-252-2910
E-mail: Register@iar.org
Fax: 217-529-0758

Visit GGAR at Booth 11!

Officers:

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

SIR/MLS Governors:

David Cisler 635-2244
 Norma Kasten, ABR, CRS, e-PRO, GRI 655-1188
 Ed Kleber 654-5575
 Rick Lauschke 465-1637

Directors:

Marna Asbury, Olin Community Credit Union
 Kevin Botterbush, Botterbush & Associates
 Jill Cummings, ABR, CRS, RE/MAX Preferred Partners
 Dave Erutti, Bev George & Associates, Town & Country
 Tammie Fleming, Prudential One Realty Centre, Granite City
 Rosetta Heavner, GRI, Landmark Realty, Bethalto
 Tammy Owens, CRE, RE/MAX Alliance
 Linda Wheaton, e-PRO, Landmark Realty

Committee Chairpersons:

Affiliates	Michelle Blom	377-7755
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	Debbie Conreux	656-8616
	Pat Walker	655-4100
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	Jill Cummings, ABR	655-1188
MLS	Doug Hartmann, CPM, CRB, CRS, GRI	344-7900
Nominating	Chris Seniker	372-4535
Prof. Standards	Sharon Jones, ABR, GRI	288-7100
RPAC	Dave Erutti	288-0000
	Jen Teske	288-0000

GGAR Staff:

Al Suguitan, e-PRO, GRI, RCE, President and Chief Operating Officer
 Doris Stephens, Director of Administrative Services
 Lori Eder, e-PRO, Marketing and Communications Manager
 Jessica Newbold, Governmental Affairs Director
 Jeanie Leitschuh, Administrative Assistant

Newsletter Staff:

Al Suguitan, CAE, e-PRO, GRI, RCE, Publisher
 Lori Eder, e-PRO, Editor

From the Board Room

The Board of Directors met on April 21, 2011 and discussed or approved the following items of business:



Administrative - Al Suguitan:

1. Accepted the March minutes.
2. Accepted the financial report subject to audit.
3. Report made that \$1,000 was donated to NAR's Japanese Relief Fund.
4. Suguitan reported that Dr. Ed Hightower, superintendent of Edwardsville School District 7, has agreed to meet with GGAR and the Home Builders Association to discuss the possibility of eliminating impact fees for homeowners.
5. Motion made and approved to accept 21 new licensees as GGAR REALTOR® members.

Education - Doris Stephens:

1. Stephens reported on upcoming proficiency courses and exams that are scheduled for the next few months and that the curriculum for the 30- and 45-hour courses should be available in the next month. Test results will now be sent via postal mail and can also be found at www.illinoisrealtor.org under IAR's CE Lookup link.

Government Affairs - Kyle Anderson:

1. Anderson reported that attendees of the Capitol Conference were able to meet five out of the nine Illinois representatives.
2. Heard a report that the RPAC 100% Ask Campaign is currently underway and will be directed toward those who currently do not contribute to the REALTORS® Political Action Committee.
3. Motion made and approved to donate \$500 in RPAC monies to the campaign for Madison County Board Chairman Alan Dunstan.
4. Motion made and approved to provide an RPAC donation for both the Democratic and Republican parties.

MLS - Deb Frazier:

1. Frazier reported that the Multiple Listing Service will be implementing a \$7 (per user per month) dues increase effective September 1.



REALTORS® PROMOTE LEGISLATIVE AGENDA IN WASHINGTON, D.C.

United States Constitution: Amendment I

Congress shall make no law respecting an establishment of religion, or prohibiting the free exercise thereof; or abridging the freedom of speech, or of the press; or the right of the people peaceably to assemble, and to petition the Government for a redress of grievances.

From May 9 through May 14, REALTORS® from across the nation will descend on Washington, D.C. for the National Association of REALTORS® (NAR) Midyear Legislative Meetings and Trade Expo. The Midyear Legislative Meetings represent an important opportunity for REALTORS® to meet with their U.S. Senators and Representatives to petition the government for a redress of grievances. REALTORS® accomplish this by communicating the issues critical to their businesses, communities, and the consumers they represent.

As REALTORS® meet with members of Congress, they will advocate for important policy issues:

Affordable and Available Property Insurance: Since September 2008, Congress has approved nine National Flood Insurance Program (NFIP) extensions and allowed five lapses. During the June 2010 lapse, 47,000 home sales were delayed or cancelled. NAR urges Congress to reauthorize the NFIP for at least five years and end the uncertainty of extensions and shutdowns.

The Future of the Secondary Mortgage Market: The GSEs, though they have been in conservatorship for almost three years, remain critical to ensuring mortgage market liquidity. Elimination of the GSEs, without a viable replacement for their secondary mortgage market mission, will mean severely restricted mortgage capital and higher costs for qualified, creditworthy borrowers. NAR urges Congress to enact comprehensive legislation to restructure the secondary mortgage market in a manner that provides the federal government with a continued role to ensure a continual flow of mortgage liquidity in all markets under all economic conditions.

Access to Affordable Mortgage Products: Purchasing a home requires a significant cash investment from buyers including the downpayment, closing costs, and other fees such as inspections. Requiring a higher downpayment does little to reduce risk of default, but can strip homebuyers of their savings and increase the number of borrowers who would be ineligible. NAR opposes mandatory increases in mortgage downpayments as proposed by financial regulators. NAR also urges Congress to extend the current mortgage loan limits for FHA and GSEs.

Preserving Home Ownership Tax Benefits: In December, 2010, the President's National Commission on Fiscal Responsibility and Reform (best known as the Deficit Commission) issued a report identifying tax and spending changes designed to significantly reduce the deficit over the next decade. That Commission recommended different tax options including elimination of the MID for second homes and reducing the amount of allowable mortgage debt from \$1 million to \$500,000. Any changes to the tax rules that apply to homeownership would disrupt the market and cause home values to further decline. NAR urges preservation of the tax rules that apply to homeownership.

Government Affairs Update

By Kyle Anderson

On April 5, over 500 REALTORS® took the Illinois State Capitol by storm to lobby state legislators on the important legislation affecting REALTORS® and personal property rights.

It was a very effective day as our state representatives saw our local membership not only send e-mails and letters or make phone calls but rather travel to Springfield to explain the effects of pending legislation on REALTORS®.

A few of our top lobbying priorities were:

- * HB 1109 - Unlimited Municipal Powers on Vacant Abandoned Property: IAR opposes Amendment 3 to this legislation that gives municipalities extraordinary powers to clean up abandoned property because it has none of the limitations provided by law on vacant property, throws out any uniformity of current laws, and creates a patchwork varying from city to city.
- * HB 760 - Allow Municipalities to Create Separate Land Banks: We are opposing this legislation that allows all municipalities to establish a Land Bank Authority (LBA). The



LBA is essentially a separate real estate corporation allowed to acquire, buy, sell, rent, hold, manage, and develop any real estate within its jurisdiction.

- * HB 1309 - Amend the Eviction Provisions for Criminal Activity: IAR supports this legislation changing the Code of Civil procedure to give landlords and local governments a clear and effective tool to deal with tenants engaging in criminal activity rather than the 'landlord licensing' approach in the past.

It was a very eventful and effective Capitol Conference. I want to give a special THANK YOU to all those members who attended and spoke on our behalf. You were great!

As your local Government Affairs Director, I ask that you forward me any concerns or ideas you hear on local ordinances proposed. I look forward to working with you all in making the REALTOR® voice an even bigger force in the future!

GGAR has added three new proficiency exam (only) dates (only one exam date is necessary to fulfill the proficiency requirement):

Thursday, June 23	9 a.m.	OR	Thursday, June 23	2 p.m.
Thursday, July 28	9 a.m.	OR	Thursday, July 28	2 p.m.
Wednesday, August 24	9 a.m.	OR	Wednesday, August 24	2 p.m.



Visit gatewayrealtors.com for details, registration forms, and additional courses.

SIR/MLS SCOOP

SIR/MLS, Inc. will have a booth at the IAR Spring Conference on May 4 and 5. Our booth numbers are 34 and 35. We will be holding drawings for both "Boogie Boards" (an electronic way to keep notes) and a Kindle. Several of our preferred vendors will be in attendance - Real Estate Webmasters, Boopsie, and Real Estate Technology will also have booths.

SIR/MLS, Inc. will also be showing the new improved and very exciting Realist 2.0. This is the new upgraded version of Realist. We'll see you there!

Don't forget we have training every month at the MLS office in Collinsville. It is hands-on (we have the computers) and free of charge. All we ask is that you call 618-343-3030 or e-mail the MLS office (debi.peel@sirmlsinc.com) to reserve a seat. Our training schedule is listed on the MLSiren every week.



Our next Affiliates Committee meeting will be held on Tuesday, May 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.

SAVE THE DATE! The Affiliates Committee is hosting a Lunch and Learn seminar on Thursday, June 9 from 11 a.m. to 1 p.m. at the Moose Lodge in Edwardsville. The topics being discussed include government lending changes, the Good Funds law, Closing Protection Letters (CPLs), and appraisals. We will also have a Q&A about the Good Faith Estimate and HUD.

The Affiliates Committee meeting schedule for 2011 is: April, May, June, August, October, and December on the 2nd Tuesday of each month at 8:30 a.m. at GGAR. It's a great opportunity to meet other affiliate members and get involved with projects that have great potential for networking.

The Affiliates Committees 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.

Michelle Blom, Community Title & Escrow, Chairman
Donna Thornton, Southern Illinois Real Estate Title Center, Vice Chairman
Maureen Donaho, Chicago Title Insurance Company, Secretary
Marna Asbury, Scott Credit Union, Board Representative

8th Annual Richard D. Wiegers Golf Outing



Thursday, June 2, 2011

Rolling Hills Golf Course, Godfrey

Registration/open range 9 a.m.; Shotgun start 10 a.m.

\$300/foursome, \$75/individual
(includes snacks, drink tickets, dinner)

- Longest Drive Contest
- Closest to the Pin Contest
- Hole-in-One Contest on Every Par 3
(sponsored by National Property Inspections)
- Complimentary lunch provided by First American Title



All proceeds benefit the Richard D. Wiegers Scholarship Fund

Mail along with payment to GGAR at 10 Ginger Creek Parkway, Glen Carbon, IL 62034 or fax to 618-692-8307. You may also pay by credit card over the phone at 618-692-8300. **Deadline for registration is May 25.**

Foursome:

1. _____ Phone: _____

2. _____ Phone: _____

3. _____ Phone: _____

4. _____ Phone: _____

Please place me on a team.

Name: _____ Phone: _____

\$100 Hole Sponsor: Signage: _____

EPA WAGES WAR on Jobs and Coal

By Congressman John Shimkus

I chair the House Energy and Commerce Subcommittee on Environment and the Economy. We have been holding a series of hearings on how the various federal agencies, particularly the Environmental Protection Agency (EPA), do not follow the President's own executive order and how they really use their power for political purposes in attacking coal.



To set the background, President Obama issued an executive order on January 18, 2011, that

stated in part: "Our regulatory system must protect public health, welfare, safety, and our environment while promoting economic growth, innovation, competitiveness, and job creation." I like to point out the inclusion of job creation, which implies that rules and regulations that hurt job creation and cause job loss should be carefully scrutinized.

On April 14, my subcommittee held a hearing on regulating coal combustion residue (CCR) as a hazardous waste, which concerns me as coal is just beginning to make a comeback in central and southern

Illinois. The fact that CCR is also used in many other products, such as cement and roofing materials, is also a concern for those industries.

In just another instance of the regulatory agencies not taking into account their actions, the EPA Assistant Administrator for Office of Solid Waste and Emergency Response admitted that they do not directly examine the impact on jobs.

It seems to me that the EPA does not follow the President's executive order and simply wants to proceed with an agenda and not look at any consequences of their actions.

LEGISLATIVE UPDATE

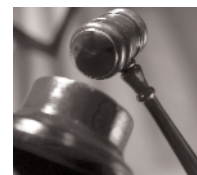
By Congressman Jerry Costello

Recently, both houses of Congress voted to pass the Small Business Paperwork Mandate Elimination Act. This legislation, which the President is expected to sign, would repeal the expanded Form 1099 information reporting requirements mandated by the Affordable Care Act. I co-sponsored and voted for the 1099 repeal legislation, as it became apparent that the new reporting requirements, while well-intentioned, pose a burden to small businesses - including many real estate businesses.

Currently, businesses are required to file a 1099 only when they pay an individual more than \$600 for the purchase of services; purchases of most goods and purchases from corporations are exempt from reporting. Unless the President signs the repeal bill that we passed, starting in 2012,

businesses will have to file 1099 forms whenever they purchase more than \$600 of goods or services from a corporation or an individual. The National Association of REALTORS® has called the new 1099 requirements "controversial" and "burdensome," and I am pleased that they are likely to be repealed.

As a member of the Congressional Real Estate Caucus, I am committed to supporting policies that do not place an unfair burden on our nation's REALTORS® and other small business owners. Please be assured that I will continue working with my colleagues in a bipartisan fashion to restore and maintain a healthy housing market.



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 Jenni Beck, 10 Ginger Creek Parkway, Glen Carbon, Illinois 62034.

New REALTOR® Members:

Lisa Costin, Coldwell Banker Brown REALTORS®, Edwardsville
Cindy Driesner, Coldwell Banker Brown REALTORS®, Edwardsville
Marvin Ganger, Progressive Property Network, Inc.
Judith Henzlik, Gold Realty Services, LTD
Brian Hill, Coldwell Banker Brown REALTORS®, Troy
Casey Lautz, Coldwell Banker Brown REALTORS®, Edwardsville
Kynan Mielke, Property Professionals of Illinois
Myra Mollett, 1st Choice Realty, Inc.
Wayne Mollett, 1st Choice Realty, Inc.
Becky Nasalroad, Coldwell Banker Brown REALTORS®, Troy
Ken Noll, Coldwell Banker Brown REALTORS®, Edwardsville
Sheri Peneston, Coldwell Banker Brown REALTORS®, Troy
Chris Pilcic, Landmark Realty, Edwardsville
Amy Portwood, Coldwell Banker Brown REALTORS®, Edwardsville
Adam Proctor, Key Real Estate
Angela Steinman, Coldwell Banker Brown REALTORS®, Edwardsville



Returning REALTOR® Members:

Loretta Englebright, Cisler & Associates Real Estate
Tammy Johnson, Coldwell Banker Brown REALTORS®, Highland
Shannon Wyatt, RE/MAX Alliance

Transfers:

Lynnea Carr, Prudential One Realty Centre, Edwardsville
Susan Cameron, Landmark Realty, Bethalto
Laura Goggin, Bev George & Associates, Town & Country
Diane Rieger, Prudential One Realty Centre, Edwardsville

Drops:

Kate Riney, RE/MAX River Bend

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

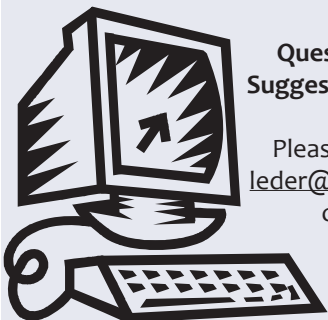
Contact GGAR at 618-692-8300 for assistance.



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

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

Help Wanted!

The Nameoki Township Tax Assessor's Office is currently collecting the following items in an effort to assist residents of Granite City who were affected by the Good Friday storms:

- Plastic tubs for packing personal items
- Flash lights and batteries
- Weather radios
- Tarps and rain ponchos
- Candles and matches
- Bottled water
- Portable snacks
- Wipes
- Packing tape
- Energy/snack bars
- Address books, note pads, pens, pencils
- First aid kits
- Trash bags
- Gloves
- Personal care items

These items may be dropped off at the Granite City assessor's office (4250 Highway 162). Please contact them at 618-931-5688 if you have any questions.

As part of the real estate industry, we know you realize the benefit and importance of giving back to the community, and we appreciate your help in supporting those in need.



GGAR Snapshot	
As of April 20, 2011	
Affiliate Offices/Members	98
Full Member Appraiser Offices	80
Full Member REALTOR® Offices	139
TOTAL FULL MEMBER OFFICES	219
Full Member Appraiser Members	85
Full Member REALTOR® Members	878
TOTAL FULL MEMBERS	963
Total GGAR Offices	317
Total GGAR Members	1,061