



Greater Gateway Association of REALTORS®, Inc.

OUTLOOK

Remember WALL:

- Walk
- Around
- Lights off
- Lock doors

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What's Happening

April

- 2 GGAR Office Closed
- 7 Broker Course
- 8 New Member Orientation
- 10 Pre-License Course
- 13 Affiliates Committee Meeting
- 14 Broker Course
- 17 Pre-License Course
- 21 Broker Course
- 22 RPAC Auction
- 24 Pre-License Course
- 28 Broker Course

May

- 1 Pre-License Course
- 5 IAR Spring Conference
- 6 IAR Spring Conference
- 8 Pre-License Course
- 11 Affiliates Committee Meeting
- 12 Broker Course
- 15 Pre-License Course
- 19 Broker Course
- 20 Golf Outing
- 22 Pre-License Course
- 31 GGAR Office Closed



RPAC LUAU



JOIN US FOR SOME TROPICAL FUN AT THE ANNUAL RPAC AUCTION

Thursday, April 22

Moose Lodge, Edwardsville (7371 Marine Road)

Doors/bucket auction/barbecue buffet open at 6 p.m.
Live auction begins at 7:30 p.m.

Miss Hawaiian Tropic contest during live auction
Silent auction closing will be announced

\$10 per person

RSVP to GGAR by Wednesday, April 14
jleitschuh@gatewayrealtors.com, 618-692-8300

Dress in your favorite Hawaiian attire
and COME OUT AND VOTE for your
favorite (male) Miss Hawaiian Tropic!

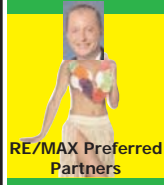
By popular demand . . . MORE silent auction, LESS live auction, and entertainment by DJ Scott Gruber



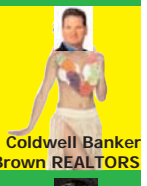
Century 21 Hartmann REALTORS®



GGAR



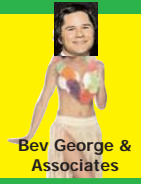
RE/MAX Preferred Partners



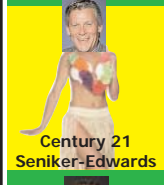
Coldwell Banker Brown REALTORS



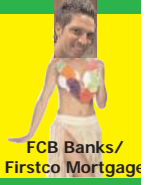
Olin Community Credit Union



Bev George & Associates



Century 21 Seniker-Edwards



FCB Banks/Firstco Mortgage



TheBANK of Edwardsville



RE/MAX Integrit Realty Group



All proceeds benefit the REALTORS® Political Action Committee, the voice of real estate. Learn more at http://www.realtor.org/government_affairs/rpac.

RPAC, the REALTORS Political Action Committee, collects contributions from members and uses those funds to help elect candidates for public office who are supportive of home ownership, private property rights, and the real estate industry. Contributions to RPAC are not deductible for Federal income tax purposes. Contributions to RPAC are voluntary, and you may refuse to contribute without affecting your membership rights. Copies of reports for Illinois RPAC are on file and available for purchase from the State Board of Elections, Springfield, Illinois.

TO LEARN MORE ABOUT RPAC, PLEASE VISIT REALTOR.ORG/GOVERNMENT_AFFAIRS.

Officers:

Chairman of the Board Rick Edwards, Century 21 Seniker-Edwards, Godfrey
 Chairman-Elect Jenni Beck, Beck Group Realty, Inc., e-PRO, GRI
 Vice Chairman Joy Wofford, CRS, e-PRO, GRI, RE/MAX Realty Centre
 Past Chairman of the Board Doug Hartmann, Jr., e-PRO, GRI, Hartmann REALTORS®

SIR/MLS Governors:

David Cisler 635-2244
 Norma Kasten, ABR, CRS, e-PRO, GRI 655-1188
 Ed Kleber 654-5575
 Don Lee 397-1082
 Sandy Michel, GRI 283-4436

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
 Carrie Michalik, GRI, RE/MAX Alliance
 Richard Rolfingsmeyer, CRB, RE/MAX Gold

Committee Chairpersons:

Affiliates	Gloria Burch	258-3168
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/IMPAC	Julie Fleck	346-7000
	Kathy Kruegel, GRI	977-2803

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
 Melody White, Membership Assistant
 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 March, 18, 2010 and discussed or approved the following items of business:



Administrative - Al Suguitan:

1. Accepted the February minutes.
2. Accepted the financial report subject to audit.
3. Suguitan reported that representatives from the National Association of REALTORS® will be at the IAR business meetings to discuss their new RPR (REALTORS® Property Resource) program.

SIR/MLS - Al Suguitan:

1. Suguitan reported that the \$40 new member application fee is still being defined.
2. Suguitan reported that GGAR is strongly encouraging the MLS to implement a credit card system for ease in payment.
3. Suguitan reported that issues have arisen regarding the Property Panorama renewal feature, and it is being investigated along with a few other administrative issues.

Government Affairs - Jessica Newbold:

1. Newbold reported that the City of O'Fallon is still working on a crime-free housing proposal. Two bills were introduced into Senate calling for all Illinois municipalities to pass these types of ordinances.
2. Heard report that the Illinois Association of REALTORS® would like to enroll 1,000 members in the Broker Involvement Program by April 1. Please contact Newbold at jnewbold@iar.org for assistance.

Education - Al Suguitan:

1. Heard a report that IAR's Education Task Force met to discuss various topics such as exams being created for testing, new education rules, and the proficiency exam. Details are forthcoming.

REALTORS®! *Participate in the*



REALTOR® Nationwide

Open House

April 10-11

What it is:

Your local Association of REALTORS® has teamed up with associations across the country for one weekend of Nationwide Open Houses. The purpose is to encourage those who are thinking of buying a home to take advantage of unique home market factors and the federal first-time home buyer tax credit that expires on April 30th. This is the first event of its kind nationwide. In 2009, the Washington Association of REALTORS® was the first to hold a state wide open house weekend. NAR will be promoting the event on a national level.

Your Part:

Be sure to include your open houses for that weekend on the MLS! We'll be directing the public to the MLS to view the open houses for that weekend.



LEGISLATIVE UPDATE

By Congressman Jerry Costello

Toward the end of last year, I updated you on successful efforts in Congress to extend the First-Time Homebuyer Tax Credit by passing H.R. 3548, the Worker, Homeownership, and Business Assistance Act of 2009.

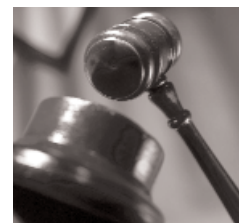
This legislation extends the \$8,000 First-Time Homebuyer Tax Credit to April 30, 2010, and it creates a new \$6,500 tax credit for homebuyers who purchase a new home after living in their current home for five years or more. As a member of the Congressional Real Estate Caucus, I was proud to support this measure, which has had a positive effect on economic growth.

In fact, recent trends in the Illinois housing market suggest some economic improvements. According to a recent report by the Illinois Association of REALTORS®, statewide total home sales - which include single-family homes and

condominiums - were up 14 percent in January 2010, totaling 5,483 homes sold compared to sales of 4,809 homes in January 2009.

The same report also pointed to the first monthly increase in the median price of homes sold in Illinois for the first time in nearly two and a half years. In addition, interest rates remain favorable at around 5 percent. In such difficult economic times, these are certainly welcome developments.

I look forward to keeping you updated on these and other important issues that affect the real estate market and the long-term growth of our economy.



CENSUS DAY Is April 1st

By Congressman John Shimkus

Article I, Section 2 of the United States Constitution: "The actual Enumeration shall be made within three years after the first meeting of the Congress of the United States, and within every subsequent term of ten years, in such manner as they shall by law direct."

The Census is important - not only for the apportionment of seats in Congress, the Illinois House and Senate, county boards, and city wards - but also for the distribution of funding in many state and federal programs.

Last year, every residential address was verified by Census employees. The next step is for residents of each of those addresses to be counted.

The 2010 Census will be the first census to use the short form only. In the past, a long form was sent to some households. With the elimination of the long form, there is no time excuse not to



complete the simple Census form.

Ten questions; not even ten minutes to complete!

April 1, 2010, is the official Census Day. So where you live on April 1 is where you should complete a census form. College students who live away from home the majority of the year should be counted at their school address, not at their parents' address.

And all information gathered by the Census is completely confidential. Census employees face serious penalties if they disclose personal information gathered during the Census. Also, this information cannot be shared with any other state or federal agency.

So please do not be concerned about completing your census form. It is vital to make sure that every person is counted in the 2010 U.S. Census.

Government Affairs Update

By Jessica Newbold

The General Assembly is back in full swing and our elected officials are busy debating legislation. The backdrop of the current legislative session is overcast by two things: our budget crisis and the November elections.

On Wednesday, March 10 Governor Quinn gave his budget address to the General Assembly. The brief 20 minute speech called for massive cuts in state aid to cities, revamping of state employee pensions, and cuts to education and other state services. The Governor also urged a 33 percent hike in the Illinois income tax to raise \$2.8 billion for education. While Quinn was pushing for a tax hike, leaders in both the House and Senate openly opposed the idea.

In other Statehouse news, the Illinois Association of REALTORS® (IAR) is having a successful start to the legislative season. Two of our victories include the defeat of Senate Bill 3001 and House Bill 5071.

Senate Bill 3001, sponsored by Senator Susan Garrett, sought to grant counties the authority to increase the cost of recording real estate-related documents with proceeds to be used for a county defined "affordable housing program." IAR successfully argued that a case had not been made for this program and that we STRONGLY opposed giving authority to a county to impose yet another fee on property owners WITHOUT VOTER APPROVAL.

The bill would have granted a county board the authority to impose a charge that begins at \$5 in 2010 and 2011 and could be increased up to \$10 after 2019. THANK YOU to the 2,668 members who responded to the Call to Action on this issue.

IAR was also successful in defeating House Bill 5071, which was sponsored by the Home Builders Association (HBA). The HBA sought to delete the "regular employee" definition from the Real Estate License Act.

As you are aware, the Real Estate License Act has always had a provision exempting an individual or entity that is selling or leasing its own property from needing a license to do so. This exemption had included the "regular employees" of such owner or lessor. However, this limitation had never been clearly defined and the regulating agency, the Illinois Department of Financial and Professional Regulation, sought clarity in the meaning of the term, and so a definition was added to the rewrite approved by the General Assembly in the 2009 session.

House Bill 5071, sponsored by Representative Bill Black, was STRONGLY OPPOSED even with amendment offered to the original proposal that made the definition murky. We believe that this is a significant consumer protection issue, and we were able to convey that belief to the committee members. The bill is currently INACTIVE since no motion was made to advance the bill.

In local news, the Village of Millstadt approved their masonry requirement ordinance on March 15. This ordinance was met with opposition from the Home Builders Association of Southwestern Illinois and the REALTOR® Association of Southwestern Illinois. The Millstadt Planning Commission made amendments from their initial proposal. The new masonry requirements will be effective on all new platted subdivisions in Millstadt.

The requirements are as follows: 25 percent of the dwellings located

on the lots in the subdivisions shall have a minimum of 50 percent of the exterior walls



including a full frontal façade constructed of masonry; a minimum of 50 percent of the dwellings shall have a minimum of a full front façade constructed of masonry; and the exterior walls of 25 percent of the dwellings in the subdivision may be constructed of materials other than masonry. These requirements are for residential dwellings only.

Also, the City of O'Fallon passed their Crime-Free Multi-Housing initiative on March 1. The final proposal included changes that were suggested by the REALTOR® Association of Southwestern Illinois. The O'Fallon proposal was very similar to the Crime-Free Housing initiatives that have been passed in surrounding communities.

We were successful in getting these communities to agree that landlords do not need to attend the required class in every community. They will treat class time in a neighboring community as fulfilling their local requirement. The most difficult point was fighting the city's definition of "owner" as we believed this was a violation of the Real Estate License Act. Todd Turner of the Sorling Law Firm wrote a letter on our behalf to the elected officials in O'Fallon, and they agreed to amend their language.

If you have any questions or concerns about the above mentioned issues, please feel free to contact me at JNewbold@iar.org or by calling GGAR at 618-692-8300. Again, if there is something happening in your community that you think I should be aware of, please let me know.

SIR/MLS SCOOP

It doesn't matter if you're an old hat or the new kid on the block - we know you will find useful information about the Innovia MLS system in the Training Manual.

Learning something new in the Innovia MLS system can be an overwhelming experience. It can be time consuming and a bit stressful if you're not familiar with the task that needs completed. Our goal at SIR/MLS is to simplify the training process.

One of the tools that helps make training a painless endeavor is the Training Workbook. This workbook is provided to everyone that uses the Innovia MLS system and can be found under the Miscellaneous tab after logging into the system.

SIR/MLS also offers free on-site, hands-on

training. For a list of upcoming classes, you can check the left column of our weekly MLSiren newsletter or call the MLS office at 618-343-3030.

There is also a link to training videos under the Links of Interest in Innovia and a searchable Help Topics button on the right side of the Innovia Home Page.



Good Luck, Stay Safe, and Train Hard! You never know when the right time, right tools, and right training will help make the difference in your career.



Our next Affiliates Committee meeting will be held on Tuesday, April 13 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.

Gloria Burch, Chairman
Gary Hoggatt, Vice Chairman
Alicia Oberneufemann, Secretary
Marna Asbury, Board Representative

Congratulations to U.S. Bank who received the 2009 Affiliate of the Year award at the annual Awards Banquet.

New Member Orientation will be held on April 8 at GGAR. Come join us in welcoming the next class as they start their new career. If you have any informational material that you would like to give out, have it to the association office by Wednesday, April 7.

The RPAC auction will be held on April 22 at the Moose Lodge in Edwardsville. This event is always loaded with lots of fun. This year's theme is a Hawaiian Luau, so come enjoy the tropics indoors and get in the mood for spring. We will be having a very interesting beauty contest you won't want to miss! Some of the members of the Affiliates Committee will be calling you to see if you would like to make a donation for this event.

The Richard D. Wieggers Golf Outing is scheduled for May 20 at Rolling Hills Golf Course in Godfrey. Consider getting a team together for this event; look for a registration form in the coming weeks.

The next Lunch and Learn seminar is scheduled for June 3. It will be held at the Moose Lodge in Edwardsville, and the topic will be on Good Faith Estimate and Truth-In-Lending and how the changes affect borrowers.

Please consider joining the affiliates committee. We meet on the second Tuesday of each month. If you haven't attended a meeting lately, why not come and join us again; if you've never been to a meeting, we would love to have you in attendance!

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®.

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 Rick Edwards, 10 Ginger Creek Parkway, Glen Carbon, Illinois 62034.

New REALTORS® Members:

Laura Baragiola, Dream Home Realty Centre, Inc.
LaMyeia Bradshaw, Coldwell Banker Nester, Shiloh
Courtney Cardona, Progressive Property Network, Inc.
Brian Coffman, Coffman Real Estate Services
Adam Glosier, ROI Realty Partners
Rick Mathis, Prudential One Realty Centre, Granite City
Kris Nalley, Fayette County Real Estate
Michelle Richards, Coldwell Banker Nester, Columbia
Chuck Seibert, Prudential One Realty Centre, Edwardsville



Returning REALTORS® Members:

Mike Hartman, Landmark Realty, Godfrey
Vernetta Zeller, Prudential One Realty Centre, Edwardsville

Transfers:

Wendy Brady, Prudential One Realty Centre, Edwardsville
Wayne Britsch, Prudential One Realty Centre, Edwardsville
Johnny Carlson, RE/MAX Alliance
Maureen Clark, Prudential One Realty Centre, Edwardsville
Larry Cooper, Prudential One Realty Centre, Edwardsville
Deborah Cotton, Prudential One Realty Centre, Edwardsville
Jackie Evans Jones, RE/MAX Alliance
Dave Gipson, Prudential One Realty Centre, Edwardsville
John Goodall, Prudential One Realty Centre, Edwardsville
Erica Hampton, Coldwell Banker Brown REALTORS®, Troy
Carol Hawkins, RE/MAX Alliance
Laura Locandro, Prudential One Realty Centre, Edwardsville
Vicky Matthews, Prudential One Realty Centre, Edwardsville
Norma Rea, Prudential One Realty Centre, Edwardsville
Roger Reeves, Prudential One Realty Centre, Edwardsville
Roger Reiff, Coldwell Banker Nester, Glen Carbon
Kathy Seibert, Prudential One Realty Centre, Edwardsville
Bob Stephens, RE/MAX Alliance
Heather Stirling, Prudential One Realty Centre, Edwardsville
Beverly Wydra, Prudential One Realty Centre, Edwardsville

Drops:

Carol Cunningham, Bev George & Associates, Town & Country
Eric Huber, Real-Pro Realty U.S., Inc.
Jeff Mitchell, Real-Pro Realty U.S., Inc.
Connie Piper, Coldwell Banker Nester, ??
Nick Sievers, Prudential One Realty Centre, Edwardsville
Marilyn Stambaugh, Real-Pro Realty U.S., Inc.
Kara Steelman, Real-Pro Realty U.S., Inc.
Terry Thompson, Coldwell Banker Brown REALTORS®, Edwardsville
Tracy Wellen, Coldwell Banker Brown REALTORS®, Highland

New REALTOR® Offices:

Coffman Real Estate Services, LLC
ROI Realty Partners

Dropped REALTOR® Offices:

Jackie Evans Jones, Broker
Prudential One Realty Centre, Maryville

Office Name Change:

Century 21 Schaal & Associates to Schaal & Associates Real Estate

Dropped Affiliate Offices:

Better Way Builders of Central Illinois
Green Remodeling
Jim Bagi, Associate Appraiser
Leehy Inspection
Metro East Home Inspection
Mortgage Makers, Highland
Superlative

New Member Orientation will be held on Thursday, April 8 beginning at 8:30 a.m. at the association office; a complimentary lunch will be served. All new members are required to attend this class.

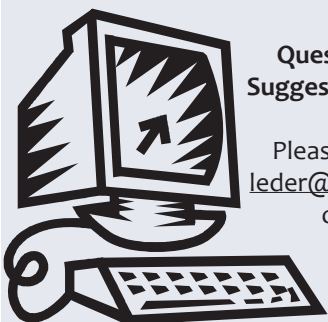
Please RSVP by e-mailing Melody at mwhite@gatewayrealtors.com or calling 618-692-8300.



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

Stay Safe at Open Houses

During a recent busy open house in St. Louis, the house was robbed. While the host was at the front door the entire time greeting everyone, and talking to them as they left, someone still managed to take a laptop computer and some jewelry from a jewelry box.



The "suspect" the agent has in my mind even took a flyer on the way out, but this particular person is the only one who left in a hurry.

The suspected thief is considered to be a white female about 5'8" or shorter with strawberry blond frizzy hair that was pulled back. As she was leaving, she said how the house was beautiful and that her dad was coming back and wanted her to look and pick up flyers. She then took a flyer.

She stood out in the agent's mind because she was in a hurry and volunteered information so quickly. This same person struck another agent holding an open house in the neighborhood as being suspicious, and she gave the same story.

Please be on the lookout, keep your guard up, and be careful. If you encounter a similar situation, please contact GGAR at 618-692-8300.



GGAR Snapshot

As of March 17, 2010

Affiliate Offices/Members	98
Full Member Appraiser Offices	91
Full Member REALTOR® Offices	133
TOTAL FULL MEMBER OFFICES	224
Full Member Appraiser Members	98
Full Member REALTOR® Members	932
TOTAL FULL MEMBERS	1,030
Total GGAR Offices	322
Total GGAR Members	1,128

Suguitan Awarded CAE



The American Society of Association Executives (ASAE) has announced that Albert M. Suguitan, President and Chief Operating Officer of the Greater Gateway Association of REALTORS®, has earned the Certified Association Executive (CAE™) credential. The CAE is the highest professional credential in the association industry, earned by less than 5 percent of all association professionals.

To be designated as a CAE, an applicant must have a minimum of three years experience in non-profit organization management, complete a minimum of 75 hours of specialized professional development, pass a stringent examination in association management, and pledge to uphold a code of ethics. To maintain the certification, individuals must undertake ongoing professional development and activities in association and non-profit management.

The ASAE is a membership organization of more than 22,000 association executives and industry partners representing more than 11,000 organizations. Its members manage leading trade associations, individual membership societies, and voluntary organizations across the United States and in 50 countries around the world.