



Greater
Gateway
Association of
REALTORS®, Inc.

OUTLOOK

Remember **WALL**:

- Walk
- Around
- Lights off
- Lock doors

In This Issue

From the Board Room	Page 2
Lunch and Learn	Page 3
Government Affairs Update	Page 4
A Word From Our Affiliate	Page 4
Legislative Update	Page 5
Take Knife to Federal Budget	Page 5
SIR/MLS Scoop	Page 6
ACT	Page 6
Member News	Page 7
Do Good, Live Well	Page 8

What's Happening

July

- 5 GGAR Office Closed
- 10 Broker Course
- 13 Affiliates Committee Meeting
- 14 Broker Course
- 17 Broker Course
- 21 Broker Course
- 24 Broker Course
- 28 Broker Course
- 31 Broker Course

August

- 10 Affiliates Committee Meeting
- 12 New Member Orientation
- 17 Annual Meeting/Election
- 18 Broker Course
- 21 Broker Course
- 25 Broker Course
- 28 Broker Course



**Top 10 reasons to become a member of
GGAR's Board of Directors**

10. You look forward to spending quality time with AI and his staff.
9. You want to be a part of GGAR's leadership team.
8. You get excited about the thought of free breakfast once a month.
7. You enjoy meeting and networking with other members of GGAR, IAR, and NAR.
6. You'd like to be among the first to learn about the latest technology and tools in the world of real estate.
5. You want to represent GGAR at local, state, and national events.
4. You prefer to play an active role in decision-making for GGAR.
3. You'd like to be an advocate for legislation that affects the real estate industry.
2. You would like to actively serve as a voice for REALTORS®.

1. You're eager to represent the best interests of GGAR members.

Play a major part in the direction of your association, the real estate industry, and your career! Complete a nomination form today.

**Visit the Forms page on the
Member's Area at
gatewayrealtors.com
to download a nomination form.**

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 Conreaux	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

Brokers Get Involved

By Neil Malone, Illinois Association of REALTORS® Local Government Affairs Director



In these challenging times, government at the local, state, and federal levels plays a larger role in our daily lives. The decisions made by these government entities affect the lives and livelihoods of REALTORS®.

So it is more important than ever that REALTORS® become engaged on the issues that affect the industry and provide a loud, clear, and unified voice.

When a lawmaker hears from a committed constituent (you, the REALTOR® -- a taxpayer-voter who is working and living in the lawmaker's home district), it can really reinforce the lobbying efforts taking place in Springfield and in Washington, D.C. by your association and its team of professional lobbyists.

For this reason, the National Association of REALTORS® (NAR) and the Illinois Association of REALTORS® (IAR) will issue Calls to Action asking members to contact their elected officials and request that they support or oppose specific legislation. That's where the Broker Involvement Program comes in.

NAR's Broker Involvement Program is an enormous breakthrough in how REALTORS® can more effectively lobby their federal and state lawmakers through greater participation in these efforts. The program provides broker-owners and managing brokers the tools necessary to inform their agents on important issues being debated. It also reinforces the status of the broker-owner or managing broker as a resource for their agents on important public policy matters by providing brokers with advance notice of important legislation before Calls to Action are issued.

Sign up online for the Broker Involvement Program at the REALTOR® Action Center by visiting www.realtoractioncenter.com/realtors/brokers/. NAR staff will contact you to verify your information and obtain your company logo.

When a federal broker Call to Action is issued, NAR will generate a personalized e-mail to your agents using your logo and branding. The message will be available for the broker to review or decline prior to being sent. NAR always gives enrolled brokers the choice to participate in a broker Call to Action.

Government Affairs Update

By Jessica Newbold

The City Council members in Collinsville continued a series of "work" sessions to discuss their proposed inspection ordinance. We have received updated versions of the proposal as the City Council continues to request changes. Revisions were also requested on behalf of the membership of the REALTOR® Association of Southwestern Illinois and the Greater Gateway Association of REALTORS®.

The last "work session" was held on June 14 where the City Council members decided it may be best to start their work over since the draft has gone through so many changes.

In addition to the continued debate on the inspection proposal, city officials are also looking at imposing a mandatory Crime-Free Housing Ordinance. I will keep you updated as this issue continues to be debated.

In addition to Collinsville, the Village of Swansea is also currently considering an inspection and occupancy permit program. The Village has created an ad hoc committee made up of myself, two local landlords, an attorney, and a staff member from the Village Building and Zoning Department to assist with the creation of this program.

The Village officials are very interested in receiving our feedback, and our first two meetings have gone well. The Village Administrator has taken our comments and feedback and discussed them with the Village Trustees. We are currently waiting to review the updated version of their proposal.

Other news in Swansea includes changes to their sign ordinance. In late 2006, the Village of



Swansea passed an ordinance outlawing the placement of signs in public right-of-ways. This includes directional signs, open house signs, and other real estate-related signs.

I have submitted a "model right-of-way" sign proposal to the Village of Swansea in an effort to change their current ordinance. This proposal would allow signs to be placed in public right-of-ways during certain hours of the day on certain days of the week. The Village of Swansea will discuss our proposal at their Planning and Zoning Board meeting in July.

The City of Highland is also considering passing requirements on local landlords. During a recent Public Hearing held by city officials, the city decided to pursue passage of a "rental registration" ordinance.

Highland city officials and local landlords agreed to pursue a program that requires landlords to register their properties with the city. There will likely be no fee imposed for this program as it is just in the "discussion" stage, and a proposal has not yet been written or voted on. I will keep you comprised of any changes in Highland.

If you have any questions about the issues mentioned above, please don't hesitate to contact me at 618-692-8300 or JNewbold@iar.org.

As a reminder, if there is something happening in your community that you think I should be aware of, please contact me immediately.

LEGISLATIVE UPDATE

By Congressman Jerry Costello

Earlier this year, I wrote to you about one of the more recent challenges facing economic growth: the commercial real estate market. In late 2009, Federal Reserve Chairman Ben Bernanke identified commercial real estate (CRE) as one of the major risks to the economy - and a number of economists have echoed his sentiments, raising concerns about the CRE market.

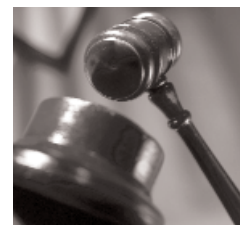
Many of these concerns were examined at a real estate summit held just weeks ago by the National Association of REALTORS® (NAR). The general impression of the summit was that the CRE market is still struggling, but in light of broader economic growth and recent job creation, there are slight signs of improvement in the CRE market. One promising trend is that the market is seeing an increase in transactions due to a rise in the number of distressed properties available, and prices are starting to stabilize.

You may remember that in an effort to call attention to the fact that CRE market conditions

could hamper economic recovery, I joined 78 of my colleagues earlier this year in writing a letter to Chairman Bernanke and U.S. Treasury Secretary Timothy Geithner.

The letter urged regulators to take a number of proactive steps to help the CRE market. Among these recommendations was a call to make clear public statements encouraging lenders to continue to make credit available for performing assets as a means of restoring confidence and long-term value in the CRE market.

This recommendation was one example of the steps that NAR said Congress should be taking to show leadership in addressing the problems facing the CRE market. The federal government has an important role to play in helping to keep the real estate market strong and maintain the long-term growth of our economy, and I will continue to support these and other efforts.



BP Should Pay for Gulf Clean Up

By Congressman John Shimkus

Over two months ago a deepwater oil platform in the Gulf of Mexico exploded and is still leaking oil and methane into the waters off the shores of Louisiana. The well was in the final stages of construction, and unfortunately, 11 lives were lost in the explosion.

As a child, my mother always warned us to be careful in stores, because if we broke something

we would have to pay for it. In this case BP broke it, and they now own the cost to stop the spill, remediate the environment, and provide compensation to justified claims.

Whether this total is \$10 billion, \$20 billion, or \$30 billion, does not matter. BP is on the hook. The sooner the leak is capped, the better. Yet the total clean up could take years.

I support the President's \$20 billion trust fund and the third party oversight he negotiated.



SIR/MLS SCOOP

Out with the old . . . in with the new!

On July 7, a new MLS log-in screen will be launched that will require Adobe Flash. Adobe Flash is a very common program that is required by numerous sites, thus the majority of computers are already equipped with it. However, if you don't currently have the program, you can download it from the link provided on the new log-in page.

You will continue to log in using the SafeMLS token/keyfob until you are prompted to go through a short enrollment process where you will answer secret questions, as well as set up your new password. You will only have to do this once.

In addition, you will no longer be able to save your log-in ID or password, as the new technology involves keystroke recognition that will require you to type your user ID and password with each log in. Upon completion of the enrollment process, you will no longer need your token/keyfob to log in, as it will be immediately disabled.

This dual log-in screen will be available for 30 days. At the end of the 30 days, the SafeMLS token/keyfob log-in box will be removed.

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. Call the MLS office at 618-343-3030 or e-mail debi.peel@sirmlsinc.com to reserve your seat. Our training schedule is listed on the MLS Siren every week.



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

The Affiliates Committee is hosting a Meet and Greet Happy Hour for all GGAR affiliate members on Thursday, July 22 from 5-7 p.m. at Boogies Restaurant and Sports Bar in Maryville. A complimentary drink and hors d'oeuvres will be served.

The Affiliates Committee nominations will be announced at the next meeting, so be sure to attend on July 13 at 8:30 a.m. We'd like to have as many affiliates as possible in attendance since we will need a quorum of at least 13 members present for voting purposes.

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 to provide us with your insight, ideas, and experience!**

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®.

Gloria Burch, Chairman
Gary Hoggatt, Vice Chairman
Alicia Oberneufemann, Secretary
Marna Asbury, 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 Rick Edwards, 10 Ginger Creek Parkway, Glen Carbon, Illinois 62034.

New REALTORS® Members:

Autum Getting, Property Professionals of Illinois, LLC
Mark Harman, Travis Tarrant, Broker
Ashley Hill, Property Professionals of Illinois, LLC
Chad Plenske, Cisler & Associates Real Estate
Jill Schulz, RE/MAX Express



Transfers:

Julie Mayfield, Prudential One Realty Centre, Edwardsville
Travis Tarrant, Travis Tarrant, Broker
Robert Wagener III, Keller Williams Premier Realty

New REALTOR® Office:

Travis Tarrant, Broker

Save the Date!

The Annual Meeting and Election will be held on Tuesday, August 17 beginning at 11 a.m. at Villa Marie Winery in Maryville.

Details are forthcoming.

Broker Course Series

Be prepared for the License Law Rewrite changes - enroll in our upcoming broker course series. Saturday classes are now forming.

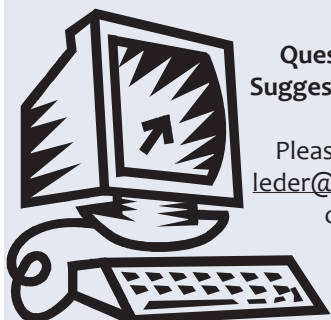
Visit gatewayrealtors.com for details and a registration form.



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

Serving the Military

For all they've done for our country, the government is giving back to service members. While the largest federal homebuyer tax credit incentive expired for most consumers on April 30, members of the military could have an additional year to purchase a home and claim the credit.

A new law allows service members another year to buy a home and claim the credit if they served on official extended duty outside of the United States for 90 days or more any time between January 1, 2009 and May 1, 2010. Those members have until April 30, 2011 to sign a sales contract and until June 30, 2011 to settle and close on the home.

Both the \$8,000 first-time homebuyer and the \$6,500 repeat homebuyer tax credits are eligible.

Typically, homes that are sold or cease to be used as a principal residence within three years of the initial purchase

are subject to recapture the tax credit. However, qualified service members who sell or move from a tax-credit home within three years of the initial purchase due to official extended duty are exempt from the recapture rule.

A "qualified service member" is a member of the uniformed services of the United States military, a member of the foreign service of the United States, or an employee of the intelligence community.

For more information, visit IRS.gov.



GGAR Snapshot

As of June 15, 2010

Affiliate Offices/Members	100
Full Member Appraiser Offices	82
Full Member REALTOR® Offices	132
TOTAL FULL MEMBER OFFICES	214
Full Member Appraiser Members	89
Full Member REALTOR® Members	939
TOTAL FULL MEMBERS	1,028
Total GGAR Offices	314
Total GGAR Members	1,128