



Board of Director Changes

There have been some recent changes made to the current Board of Directors due to some departures. Elected Secretary Danielle Eingenmann resigned from her position due to another career opportunity. Laurie Boo resigned last fall due to a move to the Indianapolis area which leaves a local director position vacancy that the Past President serves.

As per local association bylaws, the board may appoint individuals to fill the vacancies until the next general election. Gary Jones has been appointed to serve as Secretary and Dan Coffey has been appointed to serve as local director. Both are one year terms.

General Membership Meeting

“CE Night ~ Instructor Tim McColly”

2 Hours Mandatory Credit ~ Settlement Procedures

Date: Tuesday, March 9, 2010

Time: 5:30 p.m. (please be prompt)

Cost: \$14 with reservations/\$16 for walk-ins

Place: Portofino’s Grill in La Porte

Program: CE Night with Tim McColly—class will focus on the new Good Faith Estimate, HUD-1 Form and also emphasis on the new RESPA changes.

2 Hours of Mandatory Credit



For Reservations: Please contact the Board Office no later than Friday, March 5, 2010 at 219-324-8120 or via email at lpicar@verizon.net. Please have your check ready for our meeting, made payable to lpicar. Thank you.

*Reservation Policy: We strongly suggest you make reservations in advance. Any reservation made and not cancelled **2 hours prior to the start of our event will be charged for the cost of the meal.** Portofino’s is very accommodating with our reservations but we are required to call in a reservation number ahead of time.*

Professional Courtesy: Respect for Property

We are all aware that when clients are viewing properties, it is up to the agent to make sure that their clients respect the property and its content; regardless of the type of property they may be viewing. With the re-

cent market conditions, there seems to be more REO properties and unfortunately a rise in unusual client behavior such as peeling wallpaper, putting holes, taking off siding, etc. in these properties.

NAR developed and supports a list of professional courtesies called Pathways to Professionalism and within this list it includes the following section:

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Professional Courtesy: Respect for Property (continued)

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II. Respect for Property

1. Be responsible for everyone you allow to enter listed property.
2. Never allow buyers to enter listed property unaccompanied.
3. When showing property, keep all members of the group together.
4. Never allow unaccompanied access to property without permission.
5. Enter property only with permission even if you have a lockbox key or combination.
6. When the occupant is absent, leave the property as you found it (lights, heating, cooling, drapes, etc). If you think something is amiss (e.g. vandalism) contact the listing broker immediately.
7. Be considerate of the seller's property. Do not allow anyone to eat, drink, smoke, dispose of trash, use bathing or sleeping facilities, or bring pets. Leave the house as you found it unless instructed otherwise.
8. Use sidewalks; if weather is bad, take off shoes and boots inside property.

To view "Pathways to Professionalism" in its entirety, visit:

<http://www.realtor.org/mempolweb.nsf/pages/Pathways?OpenDocument>

During these difficult times, let us all remember to be professional and courteous with each other and the properties that are shown.

Membership Update

The following have applied for membership in our Association:

Joseph "Jay" Tenuta ~ Exit 1 Realty

Patricia Kreuser ~ Exit 1 Realty

Stacy Watkins ~ Exit 1 Realty

Amy Feikes ~ Exit 1 Realty

Nick Sinnott ~ ServiScape LLC

If you have any questions or comments, please contact the board office at 219-324-8120 or via email at: lpcar@verizon.net.

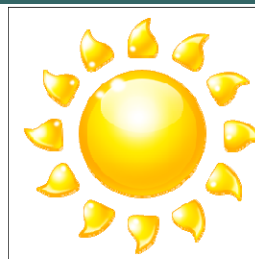
Designated REALTORS: Please remember to notify the Board Office of any changes in your office including agent transfers, new agents, agents in referral, address changes, name changes so that we may update the information on the NAR website. Thank you.

Sunshine Committee

Sunshine Committee members for 2010 are **Rose Pollock** (Century 21 Middleton) for Michigan City and

Robin Umphrey (Liston Brown REALTORS) for La Porte. Please contact them with any news relevant to

this association.



LPCAR Scholarships Available to Area Graduating Seniors

LPCAR is pleased to offer Scholarships to area seniors who plan on pursuing further education after graduation.

This award will be given to a person demonstrating outstanding community involvement who is planning to pursue further education through an accredited college, university, or trade school. Candidates should be involved as a volunteer in at least one non-profit organization, provide proof of enrollment at an accredited educational institution and their current employer cannot pay for any of the further education. The



amount of the award will be \$500.00.

Applications are available at all area public schools. The application also requires an essay of 200 words or less explaining why the scholarship should be awarded.

Any application received without the essay will not be considered during the selection process. It is important for the student to complete all parts of the application.

Seniors who have family members of the La Porte County Association of REALTORS should note on their applica-

tion that family member. They will be given special consideration for this scholarship.



The deadline for this year is April 1, 2010. All applications must be either received by that

date or postmarked by that date.

Please have your student contact their local high school for this application.

Applications are also available at the Board Office. If you have any questions, please contact the Board Office at 219-324-8120.

2010 New Member Orientation ~ Spring Session

The 2010 Spring Session of New Member Orientation will take place on **Saturday, April 17, 2010**. This session will be held at La Porte Library, La Porte Indiana.

All new members of the association are required to attend a New Member Orientation

within 180 days of joining the association to fulfill their National Association of REALTORS membership obligation.

Letters will be sent to those agents who need to attend the 2010 Spring session and to those agents who were unable to attend a previous

session.

If you need to attend a new member orientation, please save the date.

Completion of the New Member Orientation also fulfills your Code of Ethics Quadrennial Training for NAR.

NAR Report: Existing-Home Sales Down, Higher than a Year

Existing-home sales fell in January but are above year-ago levels, according to the latest release. Existing-home sales – including single-family, townhomes, condominiums and co-ops – dropped 7.2 percent to a seasonally adjusted annual rate of 5.05 million units in January from a revised 5.44 million in

December, but remain 11.5 percent above the 4.53 million-unit level in January 2009. Lawrence Yun, NAR chief economist, said there is still some delay between shopping and closing that affected current sales. “Most of the completed deals in January were based on contracts in November and December. People who got

into the market after the home buyer tax credit was extended in November have only recently started to offer contracts, so it will take a couple months to close those sales,” he said. “Still, the latest monthly sales decline is not encouraging, and raises concern about the strength of a recovery.”

LA PORTE COUNTY ASSOCIATION OF REALTORS, INC.

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March 2010

Board Office Hours: Monday, Tuesday, Thursday, Friday - 9:00 a.m.—4:30 p.m. Closed Wednesdays

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1	2 Board of Director Meeting at 11:30 a.m. ~ Board Office	3	4	5	6
7	8	9 General Membership Meeting at 5:30 p.m. ~ Portofino's	10	11	12	13
14 	15	16	17 	18	19	20 
21	22	23	24	25	26	27
28	29	30	31			