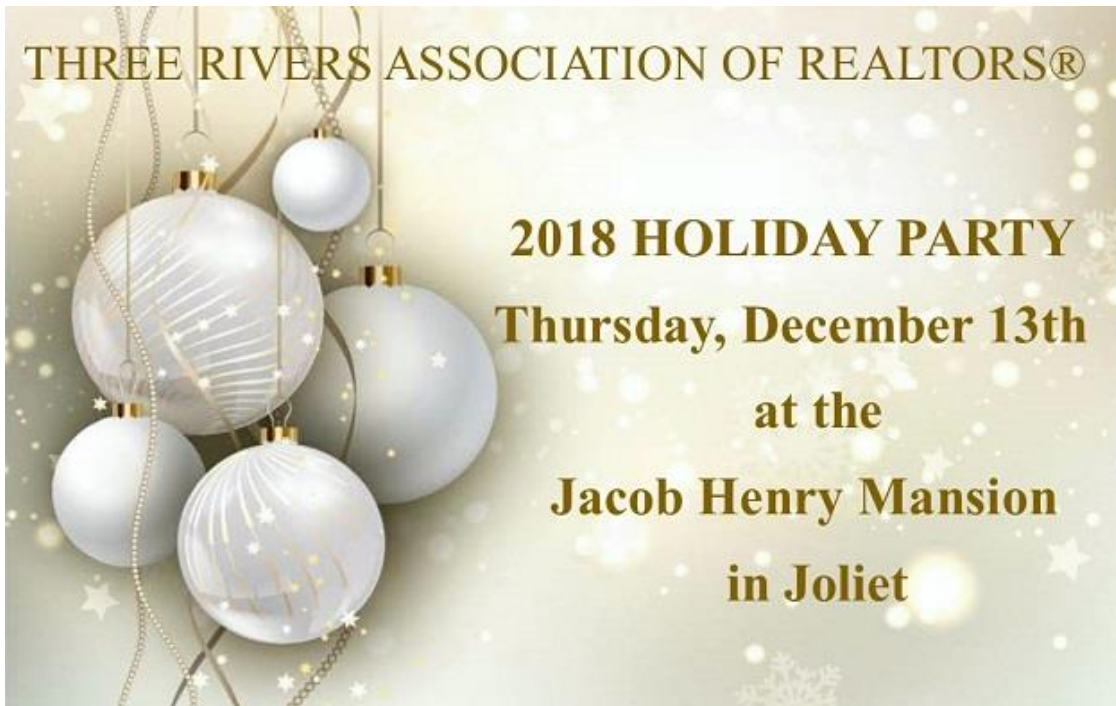




## November 2018 Newsletter



[Click here to view Holiday Party Invitation flyer](#)

[Click Here to view Sponsorship Opportunities](#)

**Three Rivers Association of REALTORS® President  
Judy Panozzo  
presents her November message.  
You can choose to read it or view the video.**



[Click Here to read Judy Panozzo's November message](#)

[Click Here to view Judy Panozzo's November video message](#)



## **National, State and Local updates from our Government Affairs Director Gideon Blustein**

This month, Gideon talks about a new video series from NAR about "What REALTORS® need to know about the new tax law" plus rent control remains a hot topic, Joliet mulling over the implications of inspecting all single family rentals within the city limits, Lemont voting on Home Rule and Wilmington's attempt to spur new residential construction and economic growth.

[Click Here to read Gideon's November report](#)

## **Mueller's Musings by Attorney Gary Mueller**

In this month's article, Gary Mueller states that the new 7.0 Multi-Board Residential Real Estate Contract is nearing completion and could be on the street by the end of the year. He also adds some important thoughts concerning wire fraud and the local real estate market.



[Click Here to read the November Mueller's Musings](#)



## **12 resolutions for common transaction file problems**

Business Development Officer at Stewart Title Company Timothy Fox provides a list of the 12 most common problems that occur when trying to close on a property.

[Click Here to read Timothy Fox's informative article](#)

## Real Estate Industry News and Trends

Click on any of these headlines below to read the rest of the story.....

[September Stats...and what may impact the housing market moving forward](#)

[NAR offers 4-part video series about the new tax law](#)

[5 ways you can blend your offline and online followers](#)

[Ways to prevent burnout as a real estate agent](#)

[Proposed change to REALTOR code of ethics addresses offer confirmations](#)

[Millions of consumers getting a credit score boost](#)

[Warning signs that your client may be getting cold feet](#)

[How to use LinkedIn to build your business](#)

[How to 20% Business Income Deduction applies to you](#)

[What to do when you are forced to be away from your business](#)

[Illinois REALTORS.....On why Rent Control is a Threat](#)

**Ethics deadline is December 31, 2018**

**Forget Something?**

The NAR Code of Ethics training deadline is

**DECEMBER 31**

Don't delay!



THE NATIONAL ASSOCIATION OF REALTORS®

Your ethics requirement (2.5 hours of ethics credit every 2 years) must be completed by December 31, 2018. Three Rivers Association of REALTORS® has home study options that do require an exam and provide C.E. credit. NAR has a no-cost option that does not award C.E. and a paid option with C.E. credit. Illinois REALTORS® has an online course option that includes 3 hours of C.E. credit. Please note that if you take (or have taken) an ethics course with anyone other than Three Rivers Association of REALTORS®, **YOU MUST** provide

Three Rivers with documentation that you have completed the ethics requirement. Send it to [stephanie@trarealtors.net](mailto:stephanie@trarealtors.net).

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Your TRUSTED SOURCE for state-approved education.

**COMPLETE CONTINUING EDUCATION COURSE SCHEDULES**

Click for Sept. to Dec.

Click for Jan. to April

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**Broker Management**  
A 12-hour mandatory CE class  
Instructors: Lynn Madison and Chris Read  
Presented by  
Three Rivers Association of REALTORS®  
Dec. 6 & 7, Jan. 28 & 29 or Mar 12 & 13  
9am to 4pm

Click Here to see flyer

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Your TRUSTED SOURCE for state-approved education.

**TEAM LEADERSHIP for MAXIMUM PERFORMANCE**  
With Chris Read  
This course provides a one day elective for CRETS Certification and 3 hours elective CE  
Presented by  
Three Rivers Association of REALTORS®  
April 17, 2019 from 9am to 4pm

Click Here to see flyer

**MRED**  
Midwest Real Estate Data  
REinventing MLS

**LEARNING LUNCH**

NOVEMBER 15th FROM 11:30AM UNTIL 1:00PM  
AT THREE RIVERS ASSOCIATION OF REALTORS®  
303 SPRINGFIELD AVE, JOLIET

Click Here to see promotional flyer

ILLINOIS REALTORS®  
Licensing & Training Center

2019 **MANAGING BROKER RENEWAL**

Countdown Begins to MB Renewal Deadline...  
**April 30, 2019**

[www.IllinoisRealtors.org/ManagingBrokerRenewal](http://www.IllinoisRealtors.org/ManagingBrokerRenewal)



Click Here to view all requirements





**NOVEMBER 7th FROM 6PM TO 8PM**  
**Only \$5 for members!**

Brought to us by our  
YPN Committee




**THREE RIVERS ASSOCIATION OF REALTORS®**  
**VOLUNTEER DAY AT**  
**HABITAT FOR HUMANITY RESTORE**  
**NOVEMBER 17...9AM UNTIL NOON**

[Click Here for promotional flyer](#)

[You must register to participate...Click Here](#)

THREE RIVERS ASSOCIATION OF REALTORS®



**BLOOD DRIVE**

Tuesday, November 20th  
From 11:30am to 2:30pm at  
303 Springfield Avenue in Joliet

[Click Here for promotional flyer](#)

**CALENDAR OF EVENTS  
AND NEW MEMBER WELCOME**



[Click Here for all information](#)

**RPAC**

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Invest \$1,000 or more and receive benefits from the National Association of REALTORS®, Illinois REALTORS® and Three Rivers Association of REALTORS®



[Click Here for list of benefits](#)

**FACTS YOU SHOULD KNOW ABOUT**



AND



[Click Here for facts you should know](#)

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