



EDUCATION  
REALTOR® BENEFITS PROGRAM

EVENTS  
POLITICAL ADVOCACY  
A VOICE FOR REALTORS®

COMMUNITY OUTREACH  
ETHICS  
PROFESSIONAL STANDARDS  
MULTIPLE LISTING SERVICE  
LEADERSHIP

## January 2020 Newsletter

Now taking applications for  
Three Rivers Association of REALTORS  
2020 "REALTOR of the YEAR"



Deadline for all applications is January 25th

[Click here to complete and send "REALTOR of the YEAR" application](#)

## UPCOMING CONTINUING EDUCATION CLASSES



Your TRUSTED SOURCE  
for state-approved education



### JANUARY 6 CE CLASSES

**9:00am to 12:00pm**

"Contract strategies  
for success"

RB 725, 3 hours elective credit

**1:00pm to 4:00pm**

"Your Ethics:  
your reputation"

ETH 1534, 3 hours elective credit



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for state-approved education



### JANUARY 10 CE CLASSES

**8:30am to 12:30pm**

"COR 1900—  
Illinois Core"  
4 hour class

**1:30pm to 4:30pm**

"Agents and  
Appraisers"

APP 501, 3 hours elective credit

Get details and register at  
[www.trarealtors.net](http://www.trarealtors.net) or call 815-744-4520



**JANUARY 15 CE CLASSES**

**9:00am to 12:00pm**

**“Instagram social strategy”**

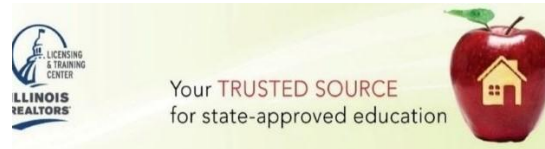
**TEC 1726, 3 hours elective credit**

**1:00pm to 3:00pm**

**“Think outside the box: tell the story with data”**

**TEC 1728, 2 hours elective credit**

Get details and register at  
[www.trarealtors.net](http://www.trarealtors.net) or call 815-744-4520



**FEBRUARY 12 CE CLASSES**

**8:30am to 12:30pm**

**“COR 1900— Illinois Core ”**  
**4 hour class**

**1:00pm to 4:00pm**

**“Legal issues for residential leasing, property & association management”**

**PM 605, 3-hour elective credit**

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[Click HERE](#) for our complete CE course schedule through February 12

## IMPORTANT NOTICE ABOUT THE SEXUAL HARASSMENT PREVENTION AND SAFETY COURSE FROM ILLINOIS REALTORS.....

Based on advice of its legal counsel, Illinois REALTORS® Licensing and Training Center is cancelling the upcoming live classroom sessions of CE courses approved for Sexual Harassment Prevention Training effective December 4, 2019. The instructors for these sessions have been notified. **RD 981 – Sexual Harassment Prevention & Safety On-Line Course** will continue to be available in the Licensing and Training Center's on-line format.

The reason for restricting this course to online presentation (and likely ultimately video format) is in order to be sure the information given to students is delivered in a consistent and uniform manner. The subject matter is very sensitive and it is impossible to know the prior experiences of the listeners. The live classroom presents too many opportunities for unscripted conversations on this very sensitive topic; so in order to reduce the risk to IR school, its branches and, most of all, its instructors, the decision to proceed by making the course available in "online only" format is the best way to proceed going forward.

Due to any inconvenience this has caused, Illinois REALTORS is currently offering the online RD 981 class at a discounted rate. You can access it here:  
<https://www.illinoisrealtors.org/product/rd-981-sexual-harassment-prevention-safety-2-hour-elective/>.



Your **TRUSTED SOURCE**  
for state-approved education



## 2020 Renewal Requirements for Illinois Brokers

[Click HERE for complete details](#)



### MRED CLASSES OFFERED AT THREE RIVERS ASSOCIATION OF REALTORS®

#### Remine

January 16...10am to 12pm

#### Homesnap Pro App

January 16...1pm to 3pm

#### Intro to connectMLS

February 10...10am to 12pm

#### Listing Entry & Successful Marketing

February 10...1pm to 3pm

#### Advanced Searching

March 25...10am to 12pm

#### Prospecting and Farming

March 25...1pm to 3pm

Register at [www.mredllc.com](http://www.mredllc.com)

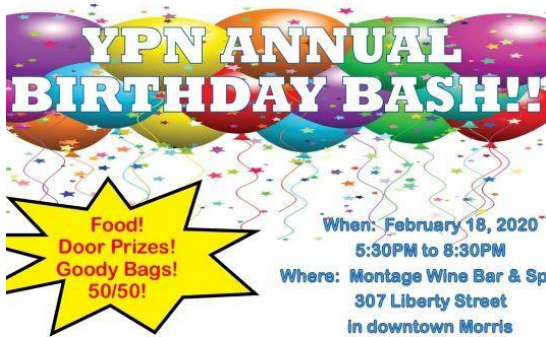


### **Matt Persicketti chosen to participate in Illinois REALTORS Leadership Development Program**

Three Rivers Association of REALTORS® member Matt Persicketti has been accepted as one of only 12 REALTORS® who will be part of Illinois REALTORS® 2020 Leadership Development Program. The purpose of the year-long program is to identify and train REALTORS® who have the interest, aptitude, and potential to lead the association as a committee chair

or elected officer at the local or state level. Participants learn how to capitalize on their strengths, set new goals, and uncover their leadership potential. The class will begin courses in February.

Persicketti is a very active member of Three Rivers Association of REALTORS® having served on numerous committees, been a member of the Board of Directors and was president of the association in 2017.



[Click HERE for promotional flyer](#)

[Click HERE for sponsorship info](#)

[Click HERE for list of benefits](#)

### Three Rivers President-elect Eddie Ruettiger's January video message

*"Happy New Year and welcome to the 20's"*



[Click HERE to view Eddie Ruettiger's January 2020 video message](#)

### Mueller's Musings by Attorney Gary Mueller

In this month's article, Gary writes about a number of new laws that will take effect in the new year. He also cautions to make sure we do proper real estate property tax proration considering some taxing bodies provide credits to owners for a prior year's bill.



[Click HERE to read January's Mueller's Musings](#)



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

As usual, Gideon provides updates as to what is happening on the national, state and local levels with regards to action taken by legislators that has a positive or negative impact on the real estate industry.



[Click HERE to read Gideon's January report](#)



Michael Montgomery  
Mortgage Loan Originator

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mmontgomery@stearns.com

HomeLoansByMichael.com

NMLS# 729567 Branch NMLS# 1153631 Company NMLS# 1854

[Click HERE to view Mike Montgomery's encouraging New Year video message](#)

## Real Estate Industry News and Trends

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

[November MRED market statistics for the Joliet/Will County area](#)

[What's ahead for housing in 2020?](#)

[MRED announces addition of connectMLS voice assistant capabilities](#)

[What you need to know about Cod of Ethics updates](#)

[FHA Loan Limits are increasing in 2020](#)

[Illinois REALTORS Top 5 legal hotline topics during 2019](#)

[Make sure you are totally up to speed with regards to Fair Housing](#)

Sexual Harassment prevention training mandatory beginning January 1, 2020

As of January 1, Remine Pro replaces Realist on connectMLS

As we begin a new year, prepare for common legal hurdles in your business



**FOREWARN is now offered as a FREE benefit to members of Three Rivers Association of REALTORS**  
**Have you registered yet?**

This powerful and proactive tool will help you identify and stay ahead of potential risk and allow agents to properly and safely go about the business of listing and selling homes.

[Click HERE for complete details and instructions on how to get set up](#)

## **NEED A SIGN RIDER OR DIRECTIONAL SIGN?**

Did you know that Three Rivers has a "REALTOR Store at which you can purchase open house and directional signs plus riders to suit almost any purpose priced from \$5.00!

## **LEARNING LUNCH**

Friday, January 17th from 11:30am to 1pm  
at Three Rivers Association of REALTORS®  
303 Springfield Avenue in Joliet

### **"Spot Approvals and FHA Loans"**

Featuring  
Andrea Puricelli and Jennifer Jensen from  
Inlanta Mortgage

## **CALENDAR OF EVENTS AND NEW MEMBER WELCOME**



[Click HERE for promotional flyer](#)

[Click HERE for all information](#)

**FACTS YOU SHOULD KNOW ABOUT**



AND



**Enhance Your Skills.  
Empower Your Future.**

[Click HERE for important facts](#)

[Click HERE for new C2EX web site](#)

**THREE RIVERS ASSOCIATION OF REALTORS®**

303 Springfield Avenue, Joliet, IL 60435

**HOW TO CONNECT WITH US:**

- Phone 815-744-4520.....FAX 815-744-7677
- Web Site.....www.trarealtors.net
- Facebook.....www.facebook.com/ThreeRiversAssociationofREALTORS
- Facebook private group page.....www.facebook.com/groups/327826670399
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