



1st Quarter 2010

President's Message

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We're on the Web!
www.NWIBA.com

It is with great pleasure that I sit down to write the President's Message for our recently revived IBA Newsletter!

We had a very successful year in 2009, which included the following noteworthy accomplishments:

- ◆ We hired our first ever Membership Director, Ruth Baumgart, Property Lines Real Estate. (See page 3.)
- ◆ We campaigned to help elect our own IBA member, Mike Skahen, to the Board of the NWMLS.
- ◆ We started a Satellite School with Rockwell, giving our members class discounts.
- ◆ We recognized and thanked key personnel at the Multiple for their contributions to our profession and to our organization.
- ◆ We continued to provide highly qualified and educational speakers at our monthly meetings, including presentations from the Department of Revenue, the Department of Licensing, the NWMLS and from the private sector to talk about Green Building and Solar Power.
- ◆ We updated and implemented new bookkeeping standards to better track spending, keeping us financially healthy.
- ◆ We added assigned phone numbers, faxes and emails to key positions. This will allow members *and potential members* to more easily contact the IBA.
- ◆ We performed frequent website updates, enhancing our communication.
- ◆ We created an email notification system for Member Affiliated Agents,

and began communicating with them directly so they could also enjoy the benefits of our organization.

- ◆ We streamlined the class registration process by using the new online fax system.
- ◆ We provided a Short Sale Class to our members and had 100 attendees.
- ◆ We changed the venue of our highly anticipated Educational Conference & Trade Show (ED-CON) to the Argosy Cruise Ship and watched it successfully set sail under the direction of our Special Events Coordinator, Doug Davis, Hallmark Realty Corporation!! (See page 2 and save May 6th for ED-CON 2010.)

These outstanding accomplishments were, in large part, due to the commitment and vision of our Board of Directors (listed on page 4) and to the technological talents of our Treasurer, Louis Herrera, RT Brokerage Services.

A huge thank you goes to every member of the Board for your contributions. You have helped make IBA stronger.

The Board is now looking forward to and planning a great 2010!

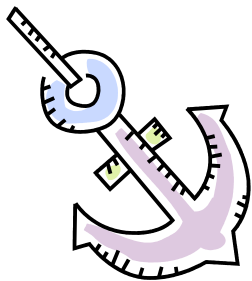
Read on to learn about our upcoming ED-CON, our Membership Director's Report, speakers for our monthly meetings and the work of our Nominating Committee.

Sincerely,

Anne Rittenhouse

Anne Rittenhouse, IBA President & Editor
 Rittenhouse Realty LLC
 206-714-0826

SAVE THE DATE!



Independent Broker's Association
Educational Conference & Trade Show

May 6, 2010



7:30am Registration, Classes 8am-5:30pm*

Royal Argosy Cruise Ship, Pier 56
Seattle, WA

Anchors Aweigh

Come Earn Clock Hours & Play

See Vendors Galore

Win Prizes & More

Classes are 3 Clock Hours each and admission includes a continental breakfast, gourmet lunch, delicious snacks and many drawings!

(Including FIVE \$100 Cash Drawings!)

It's a fun day in a spectacular setting.

Morning classes:

CORE – Instructor Larry Christensen, or

RE.net: Social Networks bring you business – Instructor Claudia Wicks

Afternoon classes:

Generate Online Business – Instructor Claudia Wicks, or

Transitions – Instructor Larry Christensen

\$60 IBA Members & Affiliated Agents, \$100 Non IBA Members

Check website on or around March 15th for registration information.

www.NWIBA.com

***The ship will return to dock at noon, if anyone wishes to disembark at that time.**

Membership Director's Report

Spring is here and that is synonymous with growth. As our outside world shows signs of change, so does our IBA. In the past six weeks we have added four new members with more brokers requesting applications.

Our new members are listed at the bottom of this page. Please give them a call or send them an email and welcome them to your IBA.

Not only are we growing with new members, we are growing with new benefits. Continuing education is one of the most requested benefits by members. To meet that request, we're happy to announce that IBA is now a satellite school of the Rockwell Institute. When you or your agents register through our website, you will receive a substantial discount. Just go to www.NWIBA.com click on the Events and Meetings tab, and then scroll down to Rockwell Satellite School.

It's just that easy!

If you know of someone who you believe would like to become a member of IBA please give me a call or drop me an email. I'll be happy to contact them.

HELP US GROW!

***Bring a guest to any of our
General Membership Meetings.
We'll supply professional networking,
an educational speaker, a great breakfast
buffet and plenty of hot coffee!***

Ruth Baumgart, IBA Membership Director
Property Lines Real Estate, 425-985-4221

Membership@NWIBA.com

WELCOME NEW IBA MEMBERS

Jeanette H. Saxby

Emerald City Realty
1617 Ferry Ave SW
Seattle, WA 98116
206-914-4207

emeraldcityrealty@comcast.net

Bradley K. Hickel

Hickel Real Estate
16035 SE 45th Pl.
Bellevue, WA 98006
(425) 444-3765

hickelrealestate@comcast.net

Cally Fulton

Infiniti Real Estate & Development
410 21st Ave E
Seattle, WA 98112
(206) 786-5061

cally@infinitired.com

Jon Alberts

In-City Real Estate Inc.
7901 Aurora Ave N
Seattle, WA 98103
(206) 789-2888

greenwoodre@yahoo.com

AT OUR NEXT MEETING...

March 18th - "Migration to Matrix"

The next IBA General Meeting will be on March 18th at 10 am.

We are very pleased to announce that Bob Gent, Director of Business Development and Member Relations at the NWMLS, will give us an overview and demonstration of the new Matrix computer system.

This presentation will count as your required "Migration to Matrix" class so we will be devoting our entire 90-minute meeting to this class.

***Please plan on
arriving early so that
you will be ready
when class starts at
10 am.***



WHO'S WHO AT THE IBA



Memoriam

**Gerald (Jerry) B.
Strovas
1939-2010
North Bend**

Jerry was an Associate Broker of Cook Real Estate in North Bend and died on January 20, 2010. He was a real estate agent since 1999.

Jerry was a long time IBA member with his previous real estate companies and will be sincerely missed by those who knew him.

The IBA will make a donation in his name to the American Heart Association, honoring the wishes of the family.



EXECUTIVE COMMITTEE

President: Anne Rittenhouse, Rittenhouse Realty LLC, Bellevue 206-714-0826
Vice President: Kelly O'Neil, Shannon O'Neil Associates Realty, Inc., Bellevue 425-746-5656
Secretary: Jenn Flynn, Quorum - Laurelhurst, Inc., Seattle 206-522-7003
Treasurer: Louis Herrera, RT Brokerage Services, Seattle 206-973-2587

Membership Director: Ruth Baumgart, Property Lines Real Estate, Bellevue 425-985-4221
Executive Assistant: Liz Duran, Rittenhouse Realty LLC, Bellevue 206-354-4227

DIRECTORS

Brian Graves, Bentley Properties, Bellevue
Tom Fields, Fields Realty, LLC, Bellevue
Elizabeth Erickson, Gallery Homes, LLC, Mukilteo
Doug Davis, Hallmark Realty Corp., Kirkland
Michael Cornell, Michael Cornell RE Group, LLC, Seattle
Brett Warner, Strategy Real Estate, Inc., Bremerton
Cary Porter, The Cascade Team RE, Issaquah
Delna Vermillion, Towne or Country Wash. RE, Inc., Seattle

Nominating Committee for April 2010 Elections
**Please call one of the members below if you are interested
in serving as an IBA Board Member!**

Scott Mallard, Chair

Madison Properties
(425) 427-0800

Brian Graves

Bentley Properties
(206) 669-2119

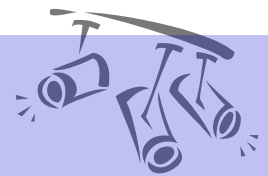
Jenn Flynn

Quorum - Laurelhurst, Inc.
(206) 522-7003

Louis Herrera

RT Brokerage Services
206-973-2587

Look for the new



SPOTLIGHT ON MEMBERS

*column debuting in the next IBA Newsletter!
See what your colleagues are up to,
learn how they got started in Real Estate,
hear their most important piece of advice and much more!*

Who will be the first victim?

IBA Meeting & Event Calendar

March 18th Meeting* - "Migration to Matrix"

overview and demonstration of new computer system presented by Bob Gent, Director of Business Development and Member Relations at the NWMLS.

April 15th Meeting* - IBA Board Elections, followed by Martha Rose, "Building Green" slideshow presentation.

May 9th - ED - CON onboard the Argosy Cruise Ship, Pier 56

See page 2 for additional information, or visit our website, www.NWIBA.com

May 20th Meeting*

June 17th Meeting*

July 15th Meeting*

August 19th Meeting*

September 16th Meeting*

October 21st Meeting*

November 18th Meeting*

December 9th Meeting* - NWMLS Recognition

*Meetings are held on the third Thursday of the month at 10 AM
at: The NWMLS Building, 11430 NE 120th St.
Kirkland, WA 98034, except for our December meeting,
which is moved to the second Thursday.

Other tentative 2010 speakers include representatives from the Institute of Real Estate Management, Sound Transit, the Realtor's Association, the State of Washington Real Estate Commission and the NWMLS, as well as presentations on statistics & developing issues in our profession.

Check our website for updates and notices.

We are always looking for speakers and/or meeting topics that will benefit our members. If you have any ideas, please contact our Programs Coordinator, Elizabeth Erickson, Gallery Homes Real Estate, at 425-508-1405.

***“Keeping the
Independent
Broker ...
Independent.”***



The Northwest Independent Broker's Association (IBA) is a non-profit, membership-based real estate broker's association.

The IBA brings service-minded, independent real estate brokers in Washington State together so that they can collectively deliver solutions and strategies to provide their agents and clients with superior services. Our commitment to giving the real estate client the very best in truly independent representation is enhanced through our regular meetings, special events and conventions, clock hour classes and seminars.

Membership in the IBA is open to all real estate brokerages who are not part of a national or regional franchise organization. Today, IBA membership includes over 50 brokerage offices, representing more than 1,700 real estate professionals in western Washington.