

# Realtors® Report

September, 2007

## FOUTS HONORED AS REALTOR® OF THE YEAR



Mark Fouts was selected to receive the highest award given by our Association based in part on his outstanding leadership this past year. Under Mark's presidency, the Association continued to meet members' needs, including introducing the very popular Tech Helpline. Mark made the time in his schedule to not only represent the Association at the state and national conventions, he also attended the NAR mid-year meetings to take part in important discussions with our MLS vendor. Mark took his responsibilities as our President very seriously, always coming to meetings well-versed on the agenda and seeking input from all participants. As our official spokesperson, he did an outstanding job giving accurate statistics to the media with a positive outlook. Mark accomplished all this during a year filled with some personal challenges due to his wife's health. His many contributions to the Association over the past four years and his high ethical standards have made him a worthy recipient of this award.

## RENTON AFFILIATE OF THE YEAR



Bryan Renton, a lender with United Bank of Osseo, has been named as the Affiliate of the Year. Bryan has been a member of the Association since 2004 and has been involved in the Christmas party and golf committees. Bryan has been a director of our Foundation for the past two years and in 2006 organized a fun fundraiser, Cheeseburger in Paradise. In addition to serving on committees and Foundation board, Bryan regularly attends Association events. It's never easy to identify an Affiliate for special recognition because we have so many who support the Association, however, Bryan's involvement has made him very deserving of this award.

## SERVICE AWARD GIVEN TO DE LONG

From teaching to entertaining to organizing events, Martha's done it all for the Association! Since joining in 1997, she's taught at JumpStart, chaired the orientation committee, acted as master of ceremonies at an installation banquet, served on the golf and Christmas party committees and helped organize a successful Realtor® Idol fundraiser for the Foundation. Just recently Martha has been instrumental in enhancing the Realtor® image in the Hayward area by organizing a tour of new listings for Realtors®. The local media has given the tours coverage, noting the good working relationship Realtors® have developed.



*Please join us on September 20 at Lake Wissota Golf & Country Club in Chippewa Falls to help honor Mark, Bryan and Martha and to welcome our 2008 President David Dresel. In recognition of another good year for the Association, the Directors have voted to make the event free to all members. Look inside for your invitation.*



**Coming Soon**  
**Insurance Plans**  
**Exclusively for**  
**RANWW Members**

The Board of Directors, in conjunction with Employers Benefit Group (EBG) of Eau Claire, is excited to present an insurance offering to members of the RANWW. Now you can obtain health, dental, life and short-term disability insurance on a "group" basis – even if you are a "group" of one! Plan designs have been created specifically for RANWW

members and will be available for quoting in mid-September for an October 1 effective date. Watch for details in the next newsletter; however, if you would like more information before this, please contact Dee Schlieve at Employers Benefit Group, 715-833-9828, ext. 334 or dschlieve@e-b-g.com.

Employers Benefit Group, LLC, is partially owned by R.W. Scobie, a wholesale managing general agency for over 2,000 agencies in four states. EBG is the benefit hub for agencies that do not specialize in employee benefits but wish to address all of their client needs. The principals of EBG, Michael Konzen and Dean Estling, have a combined 55 years of experience in the group. health and life industry.

**REALTORS® ASSOCIATION OF NORTHWESTERN WISCONSIN**

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**www.ranww.org**

**TechHelpline 866-414-7387**

***The Voice for Real Estate in Northwestern Wisconsin***

## . . . .MEMBERSHIP NEWS. . . .

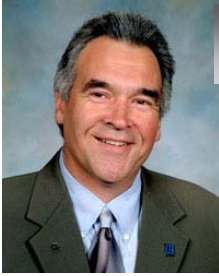
The following people have made application for Realtor® membership; in accordance with the bylaws, written comment, which shall be kept confidential, is invited.

<i>Eric Borst</i>	Eau Claire Realty	<i>David Kurschner</i>	Wisconsin Realty Express
<i>Heidi Calchera</i>	Schepke Real Estate	<i>Robert Lessard</i>	Boncler Realty
<i>Debra Jowett</i>	United Country/Blk River	<i>Charissa Myers</i>	Jenkins Realty
<i>Jennifer Karau</i>	American Realty Group	<i>Wendy Phernetton</i>	Wisconsin Realty Express
<i>Jonathan Koestler</i>	Prudential Benrud Realty	<i>Vicki Tessoroff</i>	Anderson-Moessner

A new member orientation for these applicants and others who have not yet satisfied the membership requirement will be held on September 13 at WITC in Rice Lake. . . . Welcome to our newest affiliates, **Jeff Hayes** of Hawkeye Home Inspections and **Scott Schiefelbein** of Independent Inspections. Did you know you can find an Affiliate member by business type on our website, ranww.org? Click on “Featured Affiliate” at the bottom of the home page—you’ll see a link to affiliate members by business type. We make it easy for you to help support our affiliate members who help support our Association! . . . Congratulations to **Nora Shaide** for winning the free WRA convention registration! Nora’s taking advantage of the convention to do some networking AND earn her ABR designation. . . Hats off to **Margo Katterhagen** for continuing to serve on the Board of Directors as past president representative. Our Association is very fortunate to have past presidents who don’t just fade away but continue to serve! . . . A big THANK YOU to Brian Dunham who had a luau at his home for family, friends and customers. As part of the event, attendees were invited to make a cash contribution to the RANWW Foundation, resulting in a \$275 contribution! Because of Brian’s and other members’ support of the Foundation, we’ve been able to provide assistance to repair crumbling steps that created a danger for a family with a child with cerebral palsy. The Foundation awarded a grant for \$325 to replace the steps, making the home much safer for the family. The grant not only made a big difference in the lives of this family, it enhanced the Realtor® image by demonstrating we do more than list and sell real estate—we care about our communities and the people who live here! . . . Thank you to the almost 400 members who completed the survey on our MLS system. The committee and our consultant will be reviewing the results to determine our next step in making sure members have a system that meets their needs. . . President-elect **David Dresel** has already demonstrated his commitment to the Association by attending leadership training in Chicago. In addition to making time to take this training, David has also shown how seriously he’s taking his responsibilities by chairing a task force assigned to establish criteria for the Association to follow before endorsing or recommending a product or service to our members. Good signs for some strong leadership next year!



**D**id you know you can order everything from balloons and napkins with the Realtor® logo to a variety of career apparel on our Association’s website? Looking for signs or riders? Brochure holders? How about some Realtor® jewelry or promotional products? Need some real estate forms? Check out the variety of goods available to you by clicking on the Realtor® Store on our Association website.



## *From the President. . . . Mark Fouts*

**A BIG THANKS** to all of you who have helped me serve your Association this year. I hope you have enjoyed it and experienced as much personal growth as I have. I'd like to recap some of the events of this past year.

√**Education:** We offered education classes throughout the year -- the Walter Sanford seminar had a great turnout of 200 members, two legal updates with Kevin King were well attended and we offered an ABR class. Also provided was the Professional Standards Training to accommodate our record number of ethics hearings held this year. Several Jumpstart, sales and broker classes, continuing education classes, and new member orientation sessions were held.

√**Public Relations/Community Involvement:** Marketed an extensive "Great Time to Buy" campaign on TV, radio, and newsprint to combat national media reports of the terrible housing market. Donated \$1,500 in school supplies to the military to increase goodwill with Iraqi school children and held our 15<sup>th</sup> Annual Food Drive contributing over \$15,000 in cash and food to the Salvation Army.

√**Technology:** Provided a free technology help-line for all members. Launched a new user-friendly website for members and public. Equipped the Association office and classroom with wireless Internet access.

√**Foundation:** Grants totaling over \$14,000 were awarded and several successful fundraising events were held.

√**Future Planning:** Updated our strategic plan to ensure we are meeting our goals and members' needs. The Board of Directors reviewed and approved a Policy Manual for the continued operation of the Association.

√**MLS:** Continued our work on InnoVia issues and had several meetings with representatives from their parent company. Committee members met with other MLS vendors in D.C. to consider a new MLS vendor. Hired a consultant to represent us in future MLS decisions and to keep us involved in the upcoming statewide data sharing initiative. We also completed a reciprocity agreement with the Central Wisconsin Board of Realtors®.

√**Governmental Affairs:** We had a record number of (52) members attend Realtor & Government Day in Madison. You donated \$28,600 for RPAC. Several members met with our representatives in Washington D.C. to voice our concerns.

√**Meetings/Social:** We celebrated with three awesome Christmas parties, two successful golf outings this summer, and held an inspirational Past Presidents Meeting that was attended by 30 of our Past Presidents.

As we continue to grow and become more involved, we now have a local member as an executive on the WRA as well as two members serving on the WRA Board of Directors. For the first time, we have a local member on the NAR Board also.

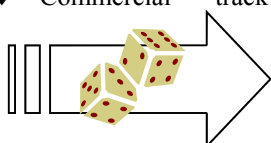
**It's been an enjoyable year as your '06-'07 President. I appreciate the opportunity I've had to serve you.**



**Here are just a few of the events offered at the annual convention:**

- ◆ Designation classes
- ◆ Four real estate CE modules
- ◆ Seven hours appraisal CE
- ◆ Commercial track
- ◆ Technology track
- ◆ Broker track
- ◆ Numerous workshops
- ◆ Networking for future referrals

**In addition to all these educational opportunities, you'll be able to enjoy yourself at the icebreaker and 007 dance! Register by Sept. 5 at [wra.org](http://wra.org)**



**Don't forget NAR's convention Nov. 13-16 in Las Vegas!**



September 9-15

“Local Realtor® attacked and Robbed on the Job” - That was the headline of a report on a local Sacramento news broadcast on June 4, 2007. Surprised? You shouldn’t be—the same thing can happen to you if you’re not prepared. Every day you put yourself in a position where you can be a victim of a dangerous crime. Whether it’s putting up signs along the highway or showing a house to a prospective buyer, your personal safety is often at stake. Hosting an open house is another area that can put you in a dangers position. Take these steps to stay safe:

- 1. If possible, always try to have at least one other person working with you at the open house.
2. Check your cell phone’s strength and signal prior to the open house. Have emergency numbers programmed on speed dial.
3. Upon entering a house for the first time, check all rooms to determine several “escape” routes. Make sure all deadbolt locks are unlocked for a faster escape.
4. Make sure that if you were to escape by a back door, you could escape from the backyard. Frequently high fences surround yards and contain swimming pools or hot tubs.
5. Place one of your business cards, with the date and time written on the back, in a kitchen cabinet. Note on it if you were the first to arrive or if clients were waiting.
6. Have all open house visitors sign in. Ask for full name, address, phone number and e-mail.
7. When showing a house, always walk behind the prospect. Direct them, don’t lead them. Say, for example, “The kitchen is on your left,” and gesture for them to go ahead of you.
8. Avoid attics, basements and getting trapped in small rooms.
9. Notify someone in your office, your answering service, a friend or a relative that you will be calling in every hour on the hour. If you don’t call, they are to call you.
10. Inform a neighbor that you will be showing the house and ask if he or she would keep an eye and ear open for anything out of the ordinary.
11. Don’t assume everyone has left the premises at the end of an open house. Check all the rooms and backyard prior to locking the doors. Be prepared to defend yourself, if necessary. (From NAR Realtor® Safety kit)

While September 9-15 has been designated Realtor® Safety Week, it should be a year-round priority. For more information on Realtor® Safety, contact the Association office for an 8-minute CD or visit realtor.org.

.... GOLF OUTINGS A HUGE SUCCESS!!!! ...

Whether you took advantage of the outing on July 19 or August 2 (or maybe both!) - the result is the same: it was great! Dan Lawler, Margo Katterhagen and Ken Kust worked with their committees to organize generous door prizes, delicious food, great golfing and even good weather! Of course, with out the support of Affiliate members, the outings would not have been possible, so please offer your thanks to them by making them your first business contact when possible.

- 1st National Bank
A-1 Inspections
Advance Printing of Hayward
All Title Services
American Alliance Bank
American Title & Abstract
Anchor Bank
Apex Surveying
Associate Title, LLC
Associated Bank
Augusta Resource Management
Bank Mutual
Bank of the West
Bergum Appraisals
Charter Bank
Chippewa County Abstract
Chippewa Valley Bank of Hayward
Countrywide Home Loans

- Dairy State Bank
Eau Claire Press
Hanke Appraisal Services
Hayward Community Credit Union
Hayward Land Title
Hometown Title
Johnson Bank
Lynn Dale’s Golf Course
M & I Bank
Marketplace Homes
Northwestern Bank
Patrick Hamblin Appraisals
Peoples National Bank
Preferred Mortgage
Quality Title
Rice Lake Chronotype
Royal Credit Union
S & C Bank

- Saltness Home Inspections
Sawyer County Record
Sawyer County Abstract & Title
Spectrum Insurance
Sterling Bank
Steve Kelsey Appraisals
Superior Home Mortgage
Title One
Todd Meinen Appraisal
Turtleback Golf & Country Club
United Bank
Valuation Specialists
Vinopal Law Office
Vinopal Title & Abstract
Washburn County Title
Wells Fargo
Womens Council of Realtors®

In addition to being a lot of fun, the outings raised around \$2,000 for our Foundation!



*The Realtors® Association of Northwestern Wisconsin  
Cordially invites you to the*

*Awards & Installation Banquet*

*For the installation of  
David Dresel as President*

*And recognition of*

*Mark Fouts as Realtor® of the Year*

*Martha DeLong as Board Service Award Recipient*

*And*

*Bryan Renton as Affiliate of the Year*

*Thursday, September 20, 2007*

*Six o'clock social, dinner following*

*Lake Wissota Golf*

*16108-97th Avenue South*

*Chippewa Falls, WI*

*Name* \_\_\_\_\_

*Guest* \_\_\_\_\_

**RSVP by September 13, 2007**

**To RANWW, 1903 Keith Street, #3, Eau Claire, WI 54701**

**Price Per Person: \$22 (Members pay only for guest)**

*Note: Members who register and do not attend or cancel by noon, September 17, will be invoiced \$22 per reservation*