



# REALTORS® Report

December 2008

## REALTORS® Association of Northwestern Wisconsin

1903 Keith Street Suite #3  
Eau Claire, WI 54701

(715) 835-0923 office  
(888) 221-0112 toll free  
(866) 414-7387 tech  
helpline

[www.ranww.org](http://www.ranww.org)



## Association Loses Longtime REALTORS®

Our REALTOR® family was saddened to learn of the passing of two longtime members. On November 20th, veteran REALTOR® James Heike of Mondovi passed away. Jim was a former President of the Eau Claire-Chippewa Board of REALTORS® (now RANWW) in 1981, Wisconsin Auctioneers Association, Mondovi School Board and Zion Lutheran Church. Jim is survived by his wife, four children, and many grandchildren.



James Heike 1925—2008



William "Bill" Tiffany 1928—2008

On November 21st, William "Bill" Tiffany passed away at the age of 80. Bill was a longtime resident of Chetek and brought years of real estate and insurance experience to his profession. Bill was a World War II veteran, a member of the American Legion and a lifetime member of the Elks Club. Bill and Jim will both be missed.

Have you used the Tech Helpline? It's one of the benefits of being a member of RANWW. Give it a try today, call:

**866-414-7387**

## December 14th is Close At Hand!!

The Department of Regulation and Licensing reminds you that you **must renew your license no later than December 14th!!** That means that your CE must also be completed by that date. Brokers: it is **your responsibility to ensure that your salespeople have met this requirement!!**

### **ATTENTION RANWW MEMBERS:**

**YOUR DUES FOR THE AMOUNT SHOWN ON THE STATEMENT, LESS VOLUNTARY CONTRIBUTIONS, ARE DUE BY NOVEMBER 30TH! If paid in December, include a \$25 late fee!!!!**

## REAL ESTATE BY ROBIN HOOD TO BE OFFERED BY ASSOCIATION!!

**T**echnology has changed the way many agents do business but most still don't really use the technology they have purchased to its full capacity! This fun and entertaining approach to technology presented by nationally known speaker Verl Workman allows everyone to look at where they are and identify specific areas where they still need some work. Robin Hood was a master with the bow and had a quiver full of arrows, so he was prepared for any situation. This seminar will fill your quivers and better prepare you to compete in today's high tech world. Some of the arrows include:

- \* *Increase your touches with every client to earn more referrals*
- \* *Create a winning pre-listing package and shorten the listing process*
- \* *Turn lookers into buyers and buyers into cash*
- \* *Make real money online by driving a new, qualified business to your web site*
- \* *Overcome the most common objections including, "Will you discount your commission?" and "Can we get back with you later?" Master the "one call" close.*

The Education Committee is in the process of finalizing the date of the seminar in January and needs your help to determine what workshops should be offered following Verl's FREE seminar. **Please indicate your preference of workshops by voting on our Association's website, [www.ranww.org](http://www.ranww.org).** More information, including the date and location, will be in the January newsletter and on the message of the day, so watch for details and plan to attend!!!

## The RANWW Forum

**You do know we have a forum, right?** The RANWW forum gives you the opportunity to talk to your peers, it's a RANWW Member Exclusive, meaning only members are allowed on. The forum has a number of moderated sites where you can ask questions, find solutions, chat about real estate related topics, or discuss issues of the day that affect your day to day business. There are a number of forums that you can choose from. They include: New Agents Corner, RANWW Member Benefits, All Things MLS, Technology—Bits and Bytes, Ask The GAD, Professional Development, and General Discussion. While these are the current topics, the committee is in the process of updating them and welcomes your input. With a challenging housing market, a new administration in Washington DC, and one party in charge of government in Madison, staying abreast of what is happening in your industry will be more important than ever, and having the opportunity to talk with your peers, ask questions and find answers will give you that many more tools to use. Login is simple, and the forum gateway is right on the homepage, simply go to our website; [www.ranww.org](http://www.ranww.org) and start using the RANWW Member Forum today!!

**"To login to the RANWW Forum, go to the Association website, under MEMBERS ONLY FORUM, and use your MLS Agent ID and Password."**

## RANWW Welcomes New Members!!

RANWW would like to welcome the following new members to our Association. In accordance with the bylaws, written comment, which shall be kept confidential, is invited:

**Kelly Englant**, Value Sell Realty

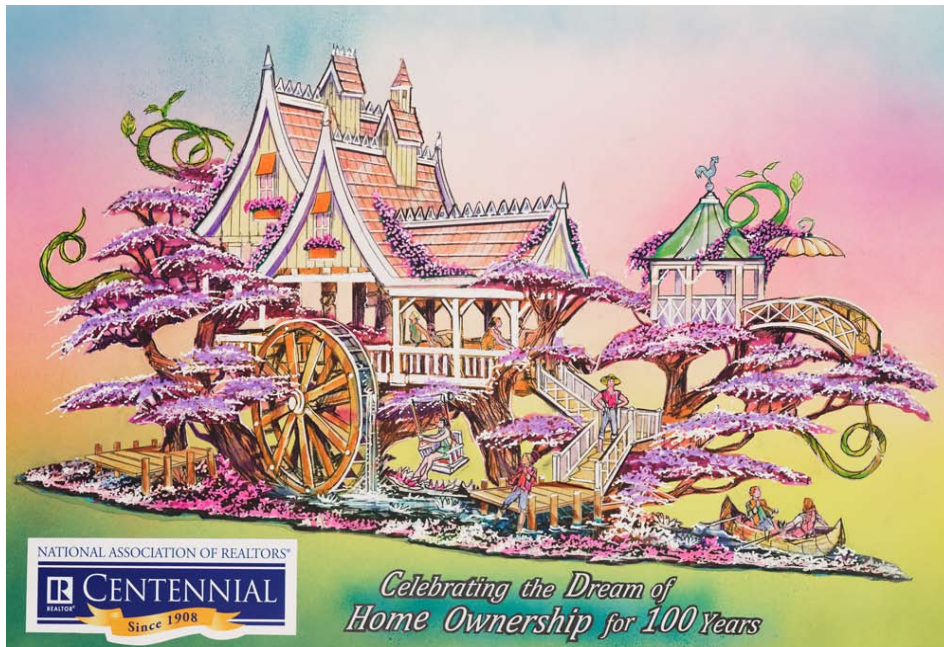
**Kimberly Devereaux**, Porchlight Realty

**Nancy Glaus**, RCU

**Corey Hawkinson**, Diversified Real Estate

\*\*An orientation on December 4th is scheduled for these Realtor® applicants and others who have not satisfied this membership requirement.





## NAR Centennial Tournament of Roses Parade Float

One of America's greatest New Year Day traditions, the Tournament of Roses Parade, is seen by one out of every four U. S. households, and in more than 150 international territories. This coming year, viewers will enjoy a float sponsored by the National Association of Realtors®, wrapping up the association's centennial year of celebrations in style and reinforcing positive messages about Realtors® and housing.

The NAR float is a creative representation of the Swiss Family Robinson's home among the trees, reminding people of the strength and solace offered in a home and highlighting how important homes are to families today.

## PROFESSIONAL STANDARDS UPDATE

..... **Know Your Code – Stop Complaints Cold!!** Article 14 of the Code reads:

***“If charged with unethical practice or asked to present evidence or to cooperate in any other way, in any professional standards proceeding or investigation, Realtors® shall place all pertinent facts before the proper tribunals of the member Board or affiliated institute, society, or council in which membership is held and shall take no action to disrupt or obstruct such processes.”***

Want to know more about the professional standards process and be eligible to be appointed to the committee? **Joe Germain**, who has chaired the Professional Standards Committee for many years and instructed the professional standards portion of the new member orientation, will present a class on the professional standards hearing process on **December 3 from 10 to 3** at the Association office. The class will cover the role of the Grievance Committee, Professional Standards Committee and the Board of Directors. Joe will also cover the difference between an ethics complaint and arbitration request and lead a discussion on procuring cause. Attendance at this (or similar) class at least every three years is a requirement for serving on the Association's professional standards committee. **IT DOES NOT SATISFY NAR'S REQUIREMENT FOR COMPLETING CODE OF ETHICS TRAINING.** Class size is limited – if you have not already registered for this class, contact Joan.

.....The Board of Directors passed a motion to adopt a \$500 processing fee for any member found in violation of the Code of Ethics. This processing fee is in addition to any sanction recommended by the hearing panel. If a member uses the expedited hearing process, the Respondent's administrative processing fee will be \$200 in addition to any sanction recommended by the hearing panel.

# ***OVER \$11,000 RAISED !!***



Eau Claire Realty claimed the *John Kleven* Traveling Turkey Trophy with their generous support of 17.14 turkeys



DOING THE MOST GOOD



Kay Moen-Urseth displays the “Top Can” award given to Hometown Title in recognition of their generous support to a local food pantry.

The REALTORS® Association of Northwestern Wisconsin’s annual food drive for the Salvation Army and local food pantries raised over \$11,000 proving we are ***“REALTORS® Making A Difference”***



**REAL ESTATE BROKER COURSE OFFERED BY ASSOCIATION AND  
THE REAL ESTATE INSTITUTE!!!**



**If one of your goals is to become more professional by earning your brokers license, we have a great opportunity for you! Minimize your travel expenses and time out of your office with this offering scheduled for two Fridays and two Saturdays. The class is instructed by “King’ Ron, so you know you’ll be learning in a fun environment. Class size is limited, so register early.**

The course satisfies the State of Wisconsin’s **36 hour** education requirement prior to taking the licensing test.

- 2009 Date:** January 16-17 & 30-31 ~ Friday and Saturday for two weeks
- Times:** 8:00 am to 5:30 pm
- Class Size:** Maximum 16 students/ Minimum 12 students – register early to avoid disappointment
- Class Location:** Realtors® Association of Northwestern Wisconsin’s Education Center, 1903 Keith St, Eau Claire, WI 54701

**EXAM INFORMATION**

Salesperson and Broker exams are a computerized test conducted by Promissor, a testing company hired by the State of Wisconsin. In Eau Claire, the exams are offered at 3119 Golf Road, #3, Monday through Saturday and must be scheduled in advance. This schedule is subject to change. No previous computer experience is necessary to write the exam. The exam fee for either the sales or broker test is \$69.00. Contact Promissor at (888) 204-6284 to confirm testing schedule and for additional information.

**CLASS CANCELLATION**

Early registration is recommended. Classes may be cancelled if enrollment does not meet the current minimum requirements.

**FEES**

A **\$208.42** registration fee is payable at the time of registration and includes the cost of textbooks. *A \$15.00 fee will be retained for cancellations.* Written confirmation **IS NOT** given. Call (715)835-0923 to confirm registration.

**TEXTBOOKS**

Textbooks may be picked up at the RANWW office on the first day of class.

**Out-of-state students** (*those holding broker’s licenses in other states*) pay the same tuition and text fees as other students. These students should verify the dates the required 3 hours of instruction will be taught by calling the RANWW office at (715)835-0923. Out-of-state students must pass the same exam as other students and may wish to attend more of the class to help them pass the test.

Check if attending State Portion Only

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**REGISTRATION INFORMATION**

Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
Work Phone: \_\_\_\_\_ Home Phone: \_\_\_\_\_  
Email Address: \_\_\_\_\_

**REQUIRED TEXTBOOKS**

- Broker’s Text* \$30.00 + \$1.65 sales tax = \$ 31.65
- Promissor RE Exam Guide* \$25.37 + \$1.40 sales tax = \$ 26.77

**REGISTRATION FEE \$ 150.00**

**TOTAL FOR TEXTBOOKS \$ 58.42**

**AMOUNT ENCLOSED: \$ \_\_\_\_\_**

Make checks or money orders payable to Realtors® Association of Northwestern WI and mail to 1903 Keith St., Eau Claire, WI 54701



*Realtors® Association of Northwestern Wisconsin's  
Christmas Celebration*

***“PARTY AT THE PINES”  
IT'S CASUAL FRIDAY...***

***Friday, December 12th***

*29 Pines Conference Center*

*Junction of Highway 29 and County Road T Northwest of Eau Claire*

*5:30 Social Hour*

*6:30 Dinner Buffet*

*8:00 – 12:00 Entertainment*

*(With Matt Hanson's Best Sounds and Light Show including Team Trivia)*

*There will be great food, fun entertainment and of course, lots of  
good company--all at an affordable price!!*

*\$10/per person*

*Number Attending: \_\_\_\_\_*

*Names of attendees: \_\_\_\_\_*

***RSVP with payment by Friday, December 5th to***

***RANWW, 1903 Keith Street, #3, Eau Claire, WI 54701 or 835-0923***





# Join us for a Holiday Celebration!!!

Northern Waters Holiday Party

Friday, December 5

Days Inn Conference Center Rice Lake

Social Hour at 5:30 Buffet Dinner at 6:30

Entertainment and cash prizes to follow

Cost: \$20 a person or \$35 a couple

Please RSVP no later than

Tuesday, December 2

Send payment and this form to:

Julie Flor

Mortgages Unlimited

11 E Eau Claire St, Rice Lake, WI 54868

Make checks payable to RANWW

For hotel reservations call 715-234-4444 just mention the party for discounted room rates.

Number Attending: \_\_\_\_\_

Names of Attendees: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Tired of the grind at work? Tired of dealing with the kids? Or how about just plain bored out of your skull????!!

**Then you need a microvacation!...**

Hypnotist K.C. Braun will bring you on a most incredible journey by blending the fine art of live music with the most magical experience of Hypnosis!

Have you ever wondered what it would be like to be a rock and roll star? Or hitching a ride on an alien space? Mastering travel of both time and space is but a small sample of what you will experience on your micro-vacation. This trip is not just for the members on stage— audience members, too, can experience this memorable and mind –bending excursion! And just when you think the experience is over,... KC throws in a couple of surprises! So come on over for the experience of a lifetime. You will never view reality in the same way again!!

Washburn County  
Health and Human Services Department

Human Services Department  
PO Box 250 – 110 4<sup>th</sup> Ave. West  
Shell Lake, WI 54871

Lori L. Bina  
Director

Health Department  
222 Oak Street  
Spooner, WI 54801

E-Mail: [humanser@co.washburn.wi.us](mailto:humanser@co.washburn.wi.us)  
Phone: 715-468-4747 Fax: 468-4753

E-Mail: [health@co.washburn.wi.us](mailto:health@co.washburn.wi.us)  
Phone: 715-635-4400 Fax: 635-4416

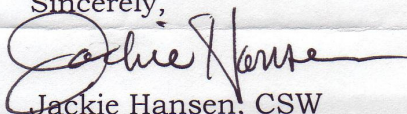
November 20<sup>th</sup>, 2008

Realtors Association of  
Northwestern Wisconsin  
1903 Keith Street  
Eau Clair, WI 54701

Dear Foundation members:

I have inspected the work done by the contractor and the floor is solid, so no more danger of falling through the floor and the toilet is just the right height now. Darryll says he can easily get on and off without having to strain to lift himself onto his wheelchair. This has made a world of difference for Darryll. He is not a person who complains a lot about his circumstances and it takes a lot for him to have to ask for help. He is very grateful for the assistance you have given to him and I feel very grateful, too, to have such a wonderful resource that is available for us to access. Please be sure to thank all who have contributed to this foundation. I realize that we are in tough economic times and it is not as easy as it used to be to contribute to the foundation and we are truly grateful!

Sincerely,



Jackie Hansen, CSW

Social Worker, Washburn County Health and Human Services Dept.  
715-468-4751/[jhansen@co.washburn.wi.us](mailto:jhansen@co.washburn.wi.us)



**YOUR investment in the RANWW Foundation, and in our friends and neighbors throughout northwestern Wisconsin makes letters like this possible. Thanks for your continued support!!!**

**REALTORS® Association  
of Northwestern  
Wisconsin**

1903 Keith Street  
Suite #3  
Eau Claire, WI 54701

Phone: 715-835-0923  
Fax: 715-835-4621  
Tech helpline: 866-414-7387

The indispensable resource for real  
estate in northwestern Wisconsin

[www.ranww.org](http://www.ranww.org)

**The Association Offices will be  
CLOSED on Wednesday,  
December 24th and Thursday,  
December 25th, but will reopen  
on Friday, December 26th.  
SEASONS GREETINGS from  
your Association staff**



I asked my agent if he was a REALTOR®

## Need A Computer? We've Got Some To Sell!!!



Are you looking for a strong second computer, or maybe one for the kids (or grandkids)? Or maybe you already have a Dell, and need parts. Your Association has five Dell computers, with keyboards and mice (no monitors) for sale. These are the computers that were used to serve you over the past few years. They were all very



well taken care of and would make an excellent addition to your home or office. Price is just \$150.00. First five people will walk out with a great home computer. For more information, including specifications, call the Association office at 835-0923.

