



# REALTORS® Report

Volume 1, Issue 1

June, 2008

REALTORS® Association of  
Northwestern Wisconsin  
1903 Keith Street Suite #3  
Eau Claire, WI 54701  
(715) 835-0923 office  
(888) 221-0112 tollfree  
(866) 414-7387 techhelpline

## Inside This Issue:

- NAR and DOJ Agree on new  
MLS Policy—Page 1
- Realtor® Report Gets A New  
Look—Page 1
- RANWW Members Only Forum  
Now Online—Page 2
- RANWW Annual Meeting June  
19th in Rice Lake—Page 2
- New Member Orientation on  
June 5th—Page 2
- RPAC Investment Campaign  
Begins This Month—Page 3
- Northern Waters Golf/Pontoon  
Outing in Rice Lake—Page 5
- RANWW Foundation Golf Clas-  
sic in Eau Claire—Page 6
- Who Won Realtors® Got Tal-  
ent?—Page 7
- Are They Done?—Page 8

## Special Report: NAR, DOJ Agree on Multiple Listing Service Policy

The National Association of Realtors® reached a settlement with the US Justice Department on May 27 that resolves the ongoing litigation between the two over the display of listings from the MLS on brokers' virtual office websites.

The order, which was filed in Chicago, validates NAR's long-standing Internet data exchange (IDX) policy and strengthens the membership rules governing multiple listing services.

The order is the end of a three-year long battle between the two parties. In 2005, the US Justice Department filed suit against NAR calling it anti-

competitive for brokers to have unlimited say in where, and how, their clients' listings are displayed on other brokers' VOWs.

The agreement reached declares that NAR does not admit any liability or wrongdoing, and that NAR makes no payments in connection with the settlement. The terms of the agreement enhance the MLS as a means for broker-to-broker cooperation intended to serve real estate professionals who list or sell property in that MLS.

NAR will be reinstating an updated version of its VOW policy, which governs the use of MLS data for bro-

kers who offer brokerage services online by requiring customers to register with the brokerage before they can search for homes. That policy was rescinded in 2005 when certain provisions were challenged by DOJ. The revised policy continues to protect the rights of sellers who do not want their property or their property's address displayed on the Internet, and it protects sellers from having false information about their listings appear on the VOWs of a member of the MLS.

MLSs and local associations that operate MLSs have 90 days to pass and implement the amended VOW policy.

## Special points of interest:

- \* MLS Policy Changes
- \* New Look for REALTORS® Report
- \* Annual Meeting In Rice Lake June 19th
- \* Invest in RPAC
- \* RANWW Member Forum
- \* New Member Orientation June 5th

## New Look For REALTORS® Report

Beginning this month, we've changed the format of the monthly REALTORS® Report. Inside, you'll find all the information you need to conduct your day-to-day business, including information on the MLS, important meet-

ings occurring in the Association, with WRA, and NAR.

You'll also find news about our members, fundraisers for the REALTOR® Foundation and opportunities to invest in RPAC.

The "new look" mirrors the changes we made to the monthly "GAD Report" that is posted on the WRA website.

You'll find the REALTOR® Report every month on our site: [www.ranww.org](http://www.ranww.org).

## RANWW Annual Meeting Scheduled for Rice Lake June 19th

Notice is hereby given that the Annual Meeting of the REALTORS® Association of Northwestern Wisconsin will be held on Thursday, June 19th at 12:00pm at Turtleback Conference Center in Rice Lake.

The slate of candidates for the officer and director positions will be presented at the meeting.

In addition to the candidates submitted by the Nominating Committee, members will be able to nominate someone from the floor. If that member's nomination is seconded, his/her name will be added to the ballot. No voting for the

positions to be filled will be done at the meeting, that will be conducted electronically from July 15 to 25th.

In addition to the official Association business, there will be a presentation by Aaron Brunette, Haselwander Realtors®, GMAC on Foreclosures and Short Sales.

Prior to the membership meeting at Turtleback, there will be an opportunity to receive more training on the new MLXchange system. Call the board office for details.

A buffet lunch for \$11 will be served—exact cash or a check payable to

RANWW will help speed up the check-in process. Please plan on arriving by 11:45 and noon to register and be seated so we may begin promptly at noon.

**Please register me for the Annual Meeting at Turtleback June 19. My reservation is my commitment to pay even if I am unable to attend.**

NAME: \_\_\_\_\_

**FAX to 835-4621 by June 12, 2008 or register and pay online at [www.ranww.org](http://www.ranww.org).**

## RANWW Website Now Has Members Only Forum Available

Your Association has added a "members only" section to the RANWW website that features a forum for your use on a number of real estate topics, and can be accessed by using your MLS login and password.

The Technology Committee has approved six forums, which will be moderated by volunteers, staff and web developer Jerry Bauer. Each forum

moderator will examine the content of each post, and will serve as a resource to the forum to answer questions, and at times, direct the discussion on a particular topic or political issue. The forums are designed for members to discuss issues or thoughts or experiences so that they can be shared with other RANWW members.

Forum subjects are: New Agents Cor-

ner, All Things MLS, Technology Bits and Bytes, Ask the GAD, Professional Development and a General Topics Forum.

**"The TechHelpline is available for you! Call 866-414-7387"**

## Membership News And New Member Orientation Scheduled

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

Wendy Ann Boulden, Ridgeview Real Estate.

Dean Dixon, LL Stewart

Denise M Fitch, ReMax Properties & Affiliates, Chippewa Falls

Lisa Hendrickson, Investment Realty; Deborah Kappus, Haselwander Realtors®, GMAC; Robert Kibler, Affordable RE; Angela Klatt, Weichert Realtors®, Miller Associates; Paul Olson, Edina Realty, Eau Claire; Derek P. Prock, North Shore Appraisals of Eau Claire; Heather VonEschen, ReMax Today's Properties; Jamie Whitwam, Diversified RE Specialists; Corita Wilkerson, ERA American Re-

alty Group; and new affiliate Roger Fjelstad, Indianhead Home Inspections. New member orientation will be held at the board office on Thursday June 5th.

Congratulations to **Aaron Brunette** for receiving his ABR designation and to **John Flor**, Chairman of the Board-elect to the Wisconsin Realtors® Association.

# If Real Estate is your profession . . . Politics **IS** your business !!!

Every election cycle brings the same thing . . . Lots and lots of commercials, lots and lots of debates, and lots and lots of candidates asking for money.

Your career is influenced by every level of government passing laws that impact how you do business. Whether you like it or not, financial contributions to candidates do make a difference.

Through the Wisconsin Realtors® Association, financial investments can be done in two ways. If you wish to leave it up to the RPAC Trustees of WRA which candidates to support at the state or national level, you can invest in RPAC thru dues billing.

If you wish to make your own decision who to contribute funds to, the RPAC-Direct Giver is the way to go. Through Direct Giver, you and only you, decides who receives your campaign investment. Example: Invest \$100\* to RPAC-Direct Giver, and you can split those funds into 4-\$25 contributions to candidates running for President, United States Senate, Congress, State Senate, State Assembly, Mayor, City Council, County Board, School Board, Attorney General, or Governor.

During June and July, the Realtors® Association of Northwestern Wisconsin is conducting their annual Direct Giver Drive. Candidates running for election this fall need financial support. You can help yourself and invest in your business by investing in candidates that support positions important to you and your customers.

If you plan on hosting or sponsoring a candidate fundraiser, be sure to make your check out to RPAC-Direct Giver and run it thru the board office as we get credit toward our \$22,000 RPAC goal for 2008. PLEASE send your check payable to "RPAC-Direct Giver" to the RANWW board office today!

If you have questions or would like either Bruce King ([bruce@ranww.org](mailto:bruce@ranww.org)) or Al Arnold ([al@alarnold.us](mailto:al@alarnold.us)) to attend one of your office meetings to discuss RPAC and/or the Direct Giver Program, please contact them.





Your membership in NAR, WRA and RANWW offers you a wealth of discounts and services. Check Them Out!!!!

**INSURANCE**



Group health insurance, dental, vision, short and long term disability and life insurance. Call 833-9828 for information.



Discount offered on auto and home insurance. Call 579-6438



Errors and Omission insurance for real estate professionals. 800-447-4982 for information.

**TRAVEL & GAS**



Save on car rentals-visit them online for details.



Save on gas PLUS receive an initial credit of \$25 with a new account. Visit our website, www.ranww.org for details!!

**TECHNOLOGY**



Support on technology related products, assistance in evaluating hardware and software applications. Call 866-414-7387 for information.



Discounts on network design and support and hourly rate repairs, training also offered. Call 828-0356.



Discounts are offered on office and personal computers and other hardware. Call 800-999-3355.

**DESIGNATION EDUCATION**



Designation classes, continuing education and workshops are offered regularly to enhance your professionalism. Watch monthly newsletters for current offerings.

**OFFICE MANAGEMENT**



WRA and DRL forms needed for real estate transaction with your company information. Go to www.wra.org.



10 to 30% discounts available on office supplies. 888-512-6473 for information.



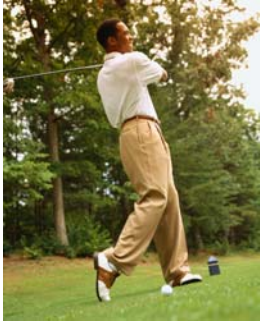
The Legal Hotline answers real estate questions and follows up in writing if requested. Call 800-799-4468.



21% discount on priority overnight mail. Enter passcode LCRS8P13.



Career apparel, marketing products and more for the real estate professional available at www.ranww.org.



REALTORS® ASSOCIATION OF NORTHWESTERN WISCONSIN  
NORTHERN WATERS AREA  
*2008 Fun In The Sun Golf Outing*  
**Thursday, July 24th At Turtleback Golf & Country Club**  
*All Members Welcome!!*

**2:00PM:** Nine-Hole Scramble Golf Tournament. Tee Times begin at 2:30. Golfers/Duffers may select their own foursome or register as a single and be placed in a random foursome. \$55.00 for 9 holes of golf, a cart and dinner.

**3:30PM:** For those of you that don't golf, how about a wonderful pontoon ride on Rice Lake!! This year, the pontoon ride is sponsored by A+ Inspections, the pontoon will be under the command of Captain Gary Roholt. We will depart from Veterans Memorial Boat Landing, located on East Orchard Beach Lane, just off Main Street in Rice Lake. Seating is limited on a first come, first served basis. Cost is only \$25.00 and includes dinner.

**5:30PM** Social Hour & Dinner. For those of you who cannot join us for golf or a pontoon ride, dinner is only \$22.50, and will feature Turtleback's famous buffet with three entrees, veggies, potatoes and dessert.

**Name/Office:** \_\_\_\_\_

**Phone Number:** \_\_\_\_\_

**Scramble Golf Tournament Name(s):** \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Pontoon Ride Name(s):** \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Payment Enclosed:** \_\_\_\_\_ \$55 for golf/dinner \_\_\_\_\_ \$25 dinner/pontoon  
\_\_\_\_\_ \$22.50 dinner only

Send your registration by **JULY 16th, 2008** WITH PAYMENT. Checks should be made payable to RANWW, and should be mailed to Margo Katterhagen, Coldwell Banker Brenizer, 237 South Main Street, Rice Lake WI 54868.

**\*\*\*BONUS:** There will be a chance at the putting green for a closest to the pin contest and all proceeds will go to the RANWW Foundation!!



**Realtors® Association of Northwestern Wisconsin Golf Classic 2008**  
**Thursday, August, 7 at Wild Ridge Golf Course**

- Golf** Morning golf will be for those “serious” golfers who want to play for individual scores. Afternoon golf will be a five-person, best ball/scramble. Golfers may choose their own five-person teams or may register as an individual, requesting to play with any other team that is short of five players.
- Tee Times** Morning golf tees off at 10:00 a.m. Afternoon scramble players should be at the club house by 12 noon. Shotgun start will be at 1:00 p.m. Afternoon golf is limited to the first 180 golfers and is expected to sell out quickly so sign up early!
- Lunch** A soup and sandwich buffet lunch will be served beginning at 11:30 a.m.
- Refreshments** A cash bar will be available throughout the day and each player will receive two complimentary drink tickets. Complimentary soft drinks and snacks will also be available on the course during the afternoon.
- Dinner** A dinner buffet including chicken and BBQ ribs will be served at approximately 5:30 p.m. with a short program and prizes to follow.
- Sign-up** All golf and dinner fees MUST be paid with your reservation by 4:00 p.m. on July 7. Late reservations and reservations without payment will **NOT** be accepted.

**\*\*\*THERE WILL BE NO EXCEPTIONS! ACT TODAY!!\*\*\***

---

**2008 RANWW GOLF RESERVATION FORM**

**Choose One of the Following:**

**INDIVIDUAL** (will be placed with team)                      **OR**                      **TEAM** (if short of 5 players, individuals will be assigned)

Name \_\_\_\_\_

Captain \_\_\_\_\_

Players \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Choose One of the Following:**

\_\_\_\_\_ Morning and Afternoon golf (18 Holes), cart, lunch and dinner, prizes - \$90.00 per person

\_\_\_\_\_ Afternoon golf Only (9 Holes), cart lunch and dinner, prizes - \$75.00 per person

\*\*\*\*\*

\_\_\_ Lunch, dinner, 2 drink tickets, prizes— \$30.00 per person

\_\_\_ Dinner, 2 drink tickets, prizes— \$20.00 per person

Send reservations **WITH PAYMENT** to:

RANWW, 1903 Keith Street.  
 Eau Claire, WI 54701

# *This Just In . . . REALTORS® Raise Over \$1700.00 For The RANWW Foundation!!!*

With Brian Dunham serving as Master of Ceremonies, REALTORS® sang their hearts out for a great cause, and had fun doing it. Turtleback Golf and Country Club has served as host of many an event, but nothing like this: REALTORS® Got Talent!!

The winner of Realtor® Idol, Jennifer Rooney, opened the evening with a song, then joined fellow judges Al Arnold and Cat Korby to listen to our talented performers sing their favorite songs. The contestants were: Tom Berlage, Dave Mickelson, Char Nordquist and Lisa Schwingle from TM Title, and Linda Bucher & Company. Everyone was treated to the comedic styling of Trevor Mickelson, who had a thing or two to say about home inspectors.

**CONGRATULATIONS TO THIS YEAR'S WINNER OF \$500.00: TOM BERLAGE!!**

A **BIG THANK YOU** to everyone who made this event a success!!

ORGANIZERS: Martha DeLong, Margo Katterhagen, Patty Flynn & Courtney Johnson

SPONSORS: Vinopal Title, Johnson Bank, Edina Realty and TM Title

JUDGES: Jennifer Rooney, Al Arnold, Cat Korby

THANKS also to Cat Korby's husband for the sound system, Brian Dunham for being MC and Tuttleback Golf and Country Club for the wonderful facility.

***It's more than having fun . . .it's REALTORS® making a difference!!!***

**Your investment in the Realtors® Foundation goes to your neighbors in your communities...all of it...100% goes toward making lives better. Grants are provided to help finance a variety of repairs, updates and installations such as roof repairs, electrical upgrades, window replacement, garage door installation, plumbing and bathroom repairs, well and septic updates and more. The Foundation has awarded nearly \$12,000 to individuals and families in northwestern Wisconsin so far this year alone.**

**The RANWW Foundation is supported entirely through members of the Realtors® Association of Northwestern Wisconsin!! Your donation is tax-deductible, and 100% of all monies go to benefit residents of northwestern Wisconsin.**

**Please consider an investment by sending your check to: RANWW Foundation, 1903 Keith Street, Eau Claire, WI 54701, or call 835-0923 for more information.**

## REALTORS® Association of Northwestern Wisconsin

REALTORS® Association of  
Northwestern Wisconsin  
1903 Keith Street  
Suite #3  
Eau Claire, WI 54701

Phone: 715-835-0923  
Fax: 715-835-4621  
TechHelpline: 866-414-7387

The Voice for Real Estate in  
Northwestern Wisconsin

We're on the Web at  
[www.ranww.org](http://www.ranww.org)

Do you know the proper placement of Real Estate Signs in your community? In Eau Claire, "For Sale" signs are permitted on the property itself. If it is a corner lot, two signs are permitted. Directional sale signs are *not* permitted unless they are being displayed for an open house.

(\*Source: John Guettinger, Code Compliance Inspector, City of Eau Claire)

Also as a reminder, you are advised to remove signs from expired listings!!



Buyer's market, seller's market.  
Either way, it's an "I-need-a-REALTOR™" market.  
NATIONAL ASSOCIATION OF REALTORS®

## State Capitol . . . Or Granite Big Top?

Despite some last-minute tinkering with the budget, and passing the Great Lakes Compact, the Legislative session is done in Madison. Politicians will now turn their attention toward getting re-elected so they can return to the statehouse in January, and do it all over again. Which now begs the question:

*What did you do for us?*

Speaking strictly from a Realtor® standpoint, the past session did bring some critical victories for all Realtors® in Wisconsin. They include:

- \*Limiting Municipal Impact Fees
- \*Eminent Domain Use Restricted
- \*DNR Pier Regulations Modified
- \*Agency Law Updates Enacted
- \*Sales Tax on Commissions Stopped

\*DNR Permitting Process Expedited

\*Protections Against Fraud Improved

The next session will bring with it more challenges than in past sessions, more so than the bi-annual budget often brings. What we know so far is that there will be many new faces in



Madison as 17 Republicans and De-

mocrats have already said "no" to returning to Madison. Those are just incumbent legislators, not counting the possible turnover during the election process. Currently the Senate is 18 to 15 Democrat and the Assembly is 52 to 47 Republican, mix those numbers with 17 retirements, and a number of hotly contested races (both political parties agree that the Eau Claire area will again be one of two "ground zero" areas in Wisconsin this fall!), and you have one of the most unpredictable elections cycles in recent memory.

All of you will need to be engaged and informed thru the summer and fall as the July 8th filing deadline comes and goes and really get to know the candidates running for office so that you can make an informed decision when you go to vote on November 4th.