



REALTORS® Report

January-February, 2010

A NEW YEARHOW WILL YOU SPEND IT???

If you're like most people, you'll make some resolutions for the new year—hopefully, you'll even keep them! Many people's resolutions include some way of saving time—maybe by becoming better organized or eliminating some activity. Since this is such a popular resolution, it might interest you to know how the average person who lives to be 75 has spent his or her time.

- ◆ 3 years, 24 hours a day, is spent acquiring an **Education** (grade school, high school, college)
- ◆ 7 years, 24 hours a day, is spent **Eating**
- ◆ 14 years, day and night, **Working**
- ◆ 5 years, 24 hours a day, is spent **Traveling** in cars or planes
- ◆ 5 years, day and night, is spent **Talking** with others
- ◆ 1 year, 24 hours a day, is spent **Sick** or **Recovering**
- ◆ 24 years, day and night, is spent **Sleeping**
- ◆ 3 years, 24 hours a day, is spent **Reading**
- ◆ 12 years, day and night, is spent **Amusing** ourselves

If one of your resolutions is to become more professional and avoid a last-minute rush to get your continuing education (remember, you need 18 hours, not 12!) before December 14, 2010, consider attending the winter convention at Lake of the Torches January 25-27. You can get 12 hours of CE, take advantage of designation classes, attend workshops, hear dynamic speakers and, of course, enjoy some moose jerky and chili! Not convinced yet that you should attend? Check out the video on the Association's website by the McKenzie Brothers (AKA **David Fitzgerald** and **John Flor**) on the top ten reasons why you should attend! You can also fulfill your resolution to become more professional by earning a designation on the fast track during Designation Week (Feb. 8-11) in Appleton. NAR studies show members with designations enjoy double the earnings of members without one. Register online at wra.org for the Winter Convention or Designation week.

BROKER MEETING SCHEDULED.

Brokers and sales managers, please plan to join us on January 14, from 11 to 12:30 to discuss issues of common interest. The meeting will be held in the Association's former classroom and is open to all brokers. Since this meeting is intended to be an open discussion, your input on topics of interest is needed to help plan the agenda. Please contact Joan at joan@ranww.org to RSVP or to add something to the agenda.

The next broker meeting is tentatively scheduled for April 7 at WITC in Rice Lake.



REALTORS® ASSOCIATION OF NORTHWESTERN WISCONSIN

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The Voice for Real Estate in Northwestern Wisconsin



MEMBERSHIP NEWS

. . . . In accordance with our bylaws, notice is hereby given that **Linda Klatt**, Real Estate One, has made application for Realtor® membership; written comment, which shall be kept confidential, is invited. An orientation for new Realtor® members who have not attended one will be held on February 10 in the Association office. Additional information will be given, but if you have not satisfied this membership requirement, please reserve the date now.

. . . **Maria Beffa** of Bremer Bank and **Doug Haglund** of A+ Home Inspection have applied for Affiliate membership; welcome, Maria and Doug!

. . . Congratulations to **David Suchla**, **David Engedal**, **Mike Brenizer** and **Roger Rivard**. Lady Luck smiled on them when they spun the wheel at the Christmas party. All of them won complimentary registrations and will be able to take advantage of all the great offerings at the winter convention!

CHRISTMAS PARTY ENJOYED BY ALL



About 120 people enjoyed 'Christmas in the City' on December 11, thanks to the hard work of **Paul Canfield** and his committee! The Metropolis Resort staff served delicious food and provided great service in an elegant, contemporary décor. The festive event concluded with live music featuring Dixie and the Dreamers—a great way to end the evening! While the committee did an outstanding job organizing and planning the event, it would not have been possible without the generous support of our sponsors. Please be sure to thank them and try to make them your first business contact whenever possible. They support us, we should support them!

MAJOR SPONSORS:

Vinopal Title & Abstract employees—band sponsor (\$1500)
American Title & Abstract—beer and soda sponsor (\$250)
TM Title and 1st National Bank & Trust—room rent sponsor (\$400)
Edina Realty—dessert sponsor (\$200)

GOLD SPONSORS (\$150)

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BRONZE SPONSORS (25-99)

Aries Systems
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Julie Flor of Mortgages Unlimited
The Title Company
Wisconsin Building Inspectors

COMMITTEE MEMBERS:

Paul Canfield, Catherine Bade,
Jim Bechly, Ronna Beck,
Holly Bowe, Julie Flor, Mary
Hafenstein, Stacy Neuman,
Barb Oas, Melissa Zander



*The Association/MLS office will be closed
January 1—we wish you a happy, healthy
and prosperous 2010!*

RANWW FOUNDATION — MAKING A DIFFERENCE!!

“I want to thank you for helping me get a new water heater. There was no way I could afford one. Not with my income. It is nice to have friends like you to help us out like that. Thank you very much. God bless you.”

We received those thank you words from a disabled man who had been without hot water for six weeks. With limited resources, he was unable to replace the heater and had been heating water, which was extremely difficult because of his disabilities. He came to the Association office to give us his thank you note and express his gratitude.

“Lucy was so excited and happy she even cried. She is now able to go in and out, unassisted, without fear. She has been telling anyone who will listen how wonderful your association is. I’m almost as happy as she is. What a true difference you have made in this lady’s life—living alone, in a rural community. Thank you”

Those comments were written by the case worker of an 84 year old woman living alone who needed a ramp to allow her to use her walker or wheelchair. Lucy has more freedom now because of the \$920 grant.

Foundation Facts:

- ✓ 100% of contributions are used for grants
- ✓ Grants have been awarded in all counties in RANWW’s jurisdiction
- ✓ Grants are awarded in April & September
- ✓ Grants must be used for improvements in real estate owned by the applicant.

These are only two examples of the kind of comments the Foundation receives. It’s obvious that while we’re Making a Difference in the lives of the grant recipients, we’re also enhancing our image with the recipient, recipient’s family and friends and case workers.

Thank you to all the members who included the voluntary contribution to the Foundation when they paid dues. Because of your generosity, we collected \$13,339.87 for the Foundation! Thank you, too, to ***Karen Hofland*** and ***John Flor*** for their generous gifts. You can help us continue to Make a Difference in the lives of families in northwestern Wisconsin by making a **tax-deductible** contribution to the RANWW Foundation!

FORMS UPDATE

Please review your inventory of forms before March 1, 2010 to make sure you have the current forms. **You can use either the existing or revised forms until March 1, 2010—after that date, you must use the new form.** Watch for information in the next weeks on revised WRA forms.



WB 11	Residential offer to purchase
WB 40	Amendment to offer to purchase
WB 41	Notice Relating to offer
WB 42	Amendment to listing contract
WB 44	Counter offer
WB 45	Multiple Counter offer
WB 47	Amendment to Buyer/Tenant Rep

DATES TO NOTE. . . .JANUARY

- 12 Education Committee, 1 PM, 29 Pines
- 14 Board of Directors meeting, 9 AM
- 14 Brokers meeting, 11-12:30
- 21 RPAC training, WRA
- 22 WRA Directors meeting, Madison
- 25-27 Winter Convention, Lake of the Torches

FEBRUARY OPPORTUNITIES

- 8-11 Designation week, Appleton
- 10 New member orientation
- 11 Foundation Directors meeting, 9 AM
- 17 Strategic plan review, Turtleback
- 24 ➔ **Realtor® & Government Day, Madison**
- 25 PR Committee meeting, noon, Red Robin



Your membership . . .The key to your success!!

Are you using all the membership benefits offered by your Associations? Check them out!

- ⇒ . . .Hundreds of business-building tools are available from NAR through **Right Tools Right Now**. Check them out at realtor.org to save money and help you in your marketing campaign
- ⇒ . . . Earn higher interest on savings or pay lower rates on loans through the Realtors® Federal Credit Union or conduct any banking business you conduct at a ‘bricks and mortar’ bank
- ⇒ . . . Keep current on business trends, legislative news and regulatory issues critical to your business by reading a variety of publications from your local, state and national organizations
- ⇒ . . . Enjoy the convenience of forms (always current) at your fingertips by using ZipForms
- ⇒ . . .Get free technical support or advice on products with the Tech Helpline (866-414-7387)
- ⇒ . . . Save money on gas plus get a \$25 credit with a KwikTrip credit card
- ⇒ . . . Help distressed sellers through the complex issues they face with a wealth of information on WRA’s foreclosure assistance resource center
- ⇒ . . .Post your listings on a variety of real estate websites through ListHub

These are a few of the many benefits offered through your membership—take advantage of them! And thanks for renewing your membership!



Bringing the Dream of Homeownership Within Reach

As part of its plan to stimulate the U.S. housing market and address the economic challenges facing our nation, Congress has passed new legislation that:

<p>✓ EXTENDS the FIRST-TIME HOME BUYERS Tax Credit of UP TO \$8,000 until April 30, 2010.*</p>	<p>✓ EXPANDS the credit to grant UP TO \$6,500 credit to CURRENT HOME OWNERS purchasing a new or existing home between November 7, 2009 and April 30, 2010. *</p>
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Call your local Realtor® or Lender today for more information





*First-time home buyers who purchase homes between November 7, 2009 and April 30, 2010. Current home owners purchasing a home between November 7, 2009 and April 30, 2010, who have used the home being sold or vacated as a principal residence for five consecutive years within the last eight.





The PR Committee has arranged to have the home buyers credit featured on several newspaper banner ads, contracted for radio and news print ads — even arranged (with the help of *Margo Katterhagen*) to have a banner similar to a billboard posted in our northern area. WRA and NAR are also promoting the expanded and extended home buyers credit, but you can help us maximize the message by including it on your website, print ads, email signatures—in short, on all your communications!