

REALTORS® Report

Realtors® Association of Northwestern Wisconsin
October, 2010



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Thanks To Our Sponsors

The 2010 RANWW Installation Banquet would not have been possible if it weren't for the generous assistance of the sponsors, who helped to make it a memorable evening. Thanks to BookAShowing, Market-Linx-MLS, Risco Lockbox Company and Ruder Ware Law Office.

MLS Update

MLS Offices have been notified some companies ordering BPOs are requiring a copy of the Full Display, not the customer display. While agents are prohibited from distributing Full Displays to the general public, the MLS Committee voted to allow agents to provide Full Displays in preparation of BPOs, to the requesting party, reminder: photos in the MLS are copyrighted and may not be used by an agent relisting a property.

Special thanks to Jeff Theisen for chairing the committee for several years and providing strong leadership on some challenging issues.

New Officers Installed

On an evening that resembled more of a tropical storm than a typical September in Wisconsin, the 2010 Installation banquet was held at Lake Wissota Golf Club. Jeff Theisen of J. Theisen, Inc. was installed as 2010-2011 President. Theisen has served on the Executive committee for two years and has been involved on the state level by serving as a director of the Wisconsin Realtors® Association.

Other officers installed were David Masterjohn of Spooner as President-elect and Ben Rivard of Rice Lake was installed as treasurer. Martha DeLong of Hayward, Michelle Kauffman of Menomonie and Linda Bucher of Eau Claire were installed as directors of the Association .

Immediate past President David FitzGerald of Eau Claire was named 2010 Realtor® of the Year for his achievements and contributions to the real estate industry. He has served three years on the Association's Executive Committee and will continue to be a director.

Mary Hafenstein of Masterjohn Realty in Spooner received the Association's Board Service Award in recognition of her many committees and leadership positions she has held. Washburn County Abstract and Hayward Land Title Service were named Affiliate of the Year.

Public Relations Committee On Facebook

Committee is working on a Facebook campaign about interest rates at historical low rates.



Home of Your Dreams In 2000 mortgage interest rates averaged 8%. Based on a 30 year fixed rate mortgage, monthly payments on a \$100,000 mortgage (0% down) at that time might have been about \$735. At today's interest rates, that same home may have a monthly mortgage payment of \$510. It really is a great time to buy!



OCTOBER CALENDAR:

...5 11:30, PR Committee Meeting, Red Robin

...13 9-11:30, Wednesday Wisdom –BAS Training

...13 CE 1 & 2, Turtleback, Rice Lake

...14 CE 3 & 4, Turtleback, Rice Lake

...18 9am Education Committee

...18 4-4:45 Meet JB Van Hollen, RANWW Offices

...20 CE A & E, Turtleback, Rice Lake

...27 New Member Orientation, RANWW Offices



News About Our Members

No, the two ladies you see above are not doubles for Lady Gaga. They are in fact, Linda Bucher and Mary C Anderson. Known in some circles as the “Brenizer Babes”, Linda and Mary C. sent our immediate past President out in style, and ushered in Jeff Theisen the same way. A big thanks to Marty Tauger for being the MC on short notice as well.

NEW MEMBERS: Please welcome Phyllis Jenkins, Edina Realty/Siren, Jeremy Marsh, Wurzer Realty, Tadd Peterson, CB Johnson and Johnson/Turtle Lake, Jodi Ritsch, Coldwell Banker Brenizer, Eau Claire, Dana Sacia, Coldwell Banker Brenizer Chippewa Falls, and new affiliate member, Tony Schrader of Schrader Title Services & Schrader Law Office.

There is an orientation scheduled for October 27th for these members and others who have not satisfied their membership requirement.

RANWW FOUNDATION: A group of Hayward area REALTORS® recently formed a steering committee to plan some cooperative Open Houses. They held two area tours, and with the extra funds from the tours, invested it in the Foundation. Thanks to Tom Berlage, Ken Brown, Barbara Bolitho, Amanda Mavis, Chris Blinkwolt, and Mick Bruce.

CONGRATULATIONS ROGER!!: Congratulations to Roger Rivard for winning the GOP primary in the 75th Assembly. Roger has been endorsed by WRA for election November 2nd!



News From Our Committees

EDUCATION: The picture is from our first “Wednesday Wisdom” class and the formal launch of our Technology Center. Our next class will be held on Wednesday, October 13th from 9 to 10:30am. There will be two 45 minute classes. See the insert below for more information, and be sure to sign up early. Classroom space is limited and brunch will be served to those attending in the classroom. Continuing Ed will be offered at Turtleback Conference Center on October 12, 13 and 20. Registration form can be found on Page 4 of the newsletter.

On November 10th, our Wednesday Wisdom series will cover MLS mapping and little used MLS applications. This course will be presented by Tom Berlage. We will offer this class live and also remotely. Sign up for this class early. On November 18, from 10 to 11:30, back by popular demand, “From Contract to Paycheck”, a panel discussion by experts in the real estate transaction. This seminar will be at the Stout Ale House immediately before our annual food drive. More details next month. On January 13th, 2011, nationally known speaker Tom Lundstedt will present a seminar at the Avalon in Chippewa Falls. The seminar will run from 11am until 3pm, plan to attend to learn 12 steps to increasing your bottom line.



RPAC: Thanks to all our members that invested \$100 or more in RPAC so far: Jeri Bitney, \$100, Linda Bucher, \$100, Paul Canfield, \$1000, Don Crawford, \$100, Jason DeRousseau, \$100, Brian Dunham, \$200, Akemi Fischer, \$100, Dave FitzGerald, \$100, Butch Flor, \$100, John Flor, \$1000, Margo Katterhagen, \$100, Clark & Michelle Kauffman, \$200, Richard Kuula, \$100, Dan Lawler, \$1025, Scott McKinney, \$100, Dave Mickelson, \$100, Karen Pavlicek, \$1000, Jim Rooney, \$1500, Jennifer Rooney, \$500, David Suchla, \$500, Sue Sutor, \$100, Jim Theisen, \$100, Jeff Theisen, \$100, Terrence Turek, \$100, Pete Wiese, \$1000, Mike Brenizer, \$200

There is still time to make an investment in your business, consider an investment in RPAC Direct Giver. Call Bruce for details.

INVOICES SENT

\$25 Discount Can Be Yours!

Your 2011 dues invoices have been sent. To take advantage of the \$25 discount, dues must be paid by October 31st. Dues in November are payable at the face amount, and dues paid in December must include a \$25 late fee. Dues can be paid with Visa or Mastercard by going to reator.org, scroll down to “pay dues” . You’ll need your NRDS number on your dues statement.

Crandall & Hanson Earn SFR Certification

Dalene Crandall and Rod Hanson with WESTconsin Realty have earned the nationally recognized Short Sales and Foreclosure Resource certification. NAR offers the SFR certification to REALTORS® who want to help both buyers and sellers navigate these complicated transactions, as demand for professional expertise with distressed sales grows..

For more information, go to www.REALTORSFR.org

BookAShowing Class On October 13th

Jason Moser Class Next Installment of “Wednesday Wisdom”.

We’ll be offering two 45 minute classes in our technology center and live via Live Meeting. The first class at 9am is BAS for Agents-Advance Level, where you’ll learn customizing default feedback, reports, maximizing listing efficiency and tips you can use, the second class is BAS Mobile for Agents, where you’ll receive an overview of BAS mobile access, adding and editing showing appointments, managing lists and managing clients and phonebook access to look-up agent contact information on the go. There will be time after each class for Q & A. Be watching for signup details from the association office. If you want to attend in person, remember seating is limited for each session, BE SURE to sign up EARLY, or join us live on line!! Brunch compliments of Chris Wolff of Wells Fargo Mortgage.



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NEW CONTINUING EDUCATION REQUIREMENT: All licensees must complete **six** (not 4) courses approved by the Department of Regulation and Licensing for a total of **18** (not 12) hours before December 14, 2010 (note change in renewal date). **Four of the classes are mandatory;** licensees may choose **two electives** to complete the required 18 hours.

Hayward classes

May 12 & 13 & 19

Flat Creek Inn

10290 Hwy 27 South

Rice Lake classes

October 13 & 14 & 20

Turtleback

West Allan Road

May 12& 13 Mel Check, instructor

Oct. 13& 14—Mike Tobin, instructor

- May 12: CE#1, Listing Contracts (8:30-11:30)
- May 12: CE #2—Offer to Purchase (1:-4:00)
- May 13: CE#3, New Developments (8:30-11:30)
- May 13: CE#4, Buyer Agency Agreements (1-4)

- Oct. 13: CE#1, Listing Contracts (8:30-11:30)
- Oct. 13: CE#2, Offer to Purchase (1:00-4:00)
- Oct. 14: CE#3, New Developments (8:30-11:30)
- Oct. 14: CE #4, Buyer Agency Agreements (1-4)

May 19—instructor TBD

Oct. 20—instructor TBD

- May 19: Elective A, Risk Reduction (8:30-11:30)
- May 19: Elective E, Financing (1:00-4:00)

- Oct. 20—Elective A, Risk Reduction (8:30-11:30)
- Oct. 20—Elective E, Financing (1:00-4:00)

REGISTRATION FEES:

Each full day of education (6 hours) is \$70 for members, \$80 for non-members, and includes morning coffee and rolls, lunch buffet and afternoon break; each three hour class is \$35 for members, \$40 for non-members—no lunch included if attending only 3 hours.

NOTE: Registration will begin 30 minutes prior to class; late arrivals will not be permitted into the class and will forfeit their registration fee. Refunds (less \$15 admin fee) will be issued only if cancellations are made at least 3 days before the class.

Remember: Licensee must complete the mandatory four modules PLUS two electives for a total of 18 hours

Please register me for the indicated classes; my check for \$ _____, payable to RANWW, is enclosed:

Name: _____ Email: _____

- | | | |
|--|--|---|
| <input type="checkbox"/> CE 1, May 12, Hayward | <i>Send this registration form, with payment, to:
RANWW, 1903 Keith Street,
Eau Claire, WI 54701</i> | <input type="checkbox"/> CE 1, Oct. 13, Rice Lake |
| <input type="checkbox"/> CE 2 May 12, Hayward | | <input type="checkbox"/> CE 2, Oct. 13, Rice Lake |
| <input type="checkbox"/> CE 3, May 13, Hayward | | <input type="checkbox"/> CE 3, Oct. 14, Rice Lake |
| <input type="checkbox"/> CE 4, May 13, Hayward | | <input type="checkbox"/> CE 4, Oct. 14, Rice Lake |
| <input type="checkbox"/> Elective A, May 19, Hayward | | <input type="checkbox"/> Elective A, Oct. 20, Rice Lake |
| <input type="checkbox"/> Elective E, May 19, Hayward | | <input type="checkbox"/> Elective E, Oct. 20, Rice Lake |



IT'S YOUR ASSOCIATION

There are many ways that you can be involved in your Association. Serving on a committee, becoming an officer or director, volunteering your time to help the foundation, investing in RPAC, your association can only get better if you are involved in it. We have recently added our distance education center to enable you to participate in committees and educational opportunities from the comfort of your office, or cell phone, saving you time and money, while at the same time, tapping into your unique talents. Call the Association office to find out where you can help. And thanks for being a valued member!!

Highlights From The Installation Banquet



Realtors® Association
of Northwestern Wisconsin

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