



REALTORS® Report

November, 2010



9:30—9:55
Registration/coffee

10-11:30
Panel discussion

11:30-12
registration of food
contributions

12—1:15
lunch meeting

**THANK YOU TO
Jenny Ebert** of
Associated Bank
for morning
refreshments

FROM CONTRACT TO . . .



. PAYCHECK!!!

You've written the contract and now it's smooth sailing until closing. . . .or is it? The popular "From Contract To Paycheck" panel discussion will be offered again Thursday, November 18, prior to the food drive/membership meeting. A group of local real estate professionals will discuss potential problems and solutions to getting the deal done . . . from contract to paycheck!

- **When:** November 18, 10-11:30 **Where:** Stout Ale House, Menomonie
- **Cost:** \$15 includes coffee, rolls and lunch (register below or online on the calendar at ranww.org)

Panelists include:

- **Realtor (Commercial)**– *Wayne Peters* (Peters Real Estate, Eau Claire)
- **Realtor (Residential)** – *Jeri Bitney* (CB East West Realty, Spooner)
- **Lender (FHA)** – *Wendy Hollenbeck* (US Bank, Eau Claire)
- **Lender (Conventional)** – *Jim Bechly*, Bank Mutual, Eau Claire
- **Home Inspector** – *Jim Nuutinen* (Champion Home Inspections, Menomonie)
- **Well/Septic Inspector/Plumber** – *Jim Koehler*
- **Attorney/Title Co.** – *Tony Schrader* (Schrader Title Services, Menomonie)

WHO WILL CLAIM the coveted Traveling Turkey Trophy this year? How about the Top Can award? Will we top last year's contributions of \$11,500 to the Salvation Army? This year, more than ever, food pantries need your help. The Public Relations Committee, under the direction of **Tina Bann**, is encouraging you to be generous. Bring your contribution or check payable to the Salvation Army to the meeting or contribute to a local food pantry. Complete details are inside.

Please register me for:

_____ **Both** the panel discussion and the lunch (\$15)
_____ Lunch **only** _____ Panel discussion **only (no lunch)**

Name _____

Email _____

Indicate your choice and fax to 715 835-4621 by Nov. 12 or register online at www.ranww.org . Cost is \$15 for any choice: lunch will be available only by advance registration. (this is your commitment to pay even if you are unable to attend)

REALTORS® ASSOCIATION OF NORTHWESTERN WISCONSIN

1903 Keith Street, Eau Claire, WI 54701 ♦(715) 835-0923 ♦(888) 221-0112 ♦www.ranww.org

The Voice for Real Estate in Northwestern Wisconsin



...MEMBERSHIP NEWS...

In accordance with Association bylaws, notice is hereby given that **Kenneth Dahlke**, CB Brenizer and **Russ Raba**, Lake Holcome Realty, have applied for Realtor® membership. Written comment, which shall be kept confidential, is invited. . . . Thank you **Jeff Theisen**, **Carolyn Poepping** and **Krag Blomberg** for teaching at the orientation and making our new members feel welcome. Krag came to the rescue when Angela Harder was unable to teach . . . Kudos to **Shannyn Pinkert** on earning the ABR designation! The designation is the benchmark for buyer representation and demonstrates her commitment to professionalism. . . Hats off to **Johnson Bank** for sponsoring the continuing education classes in Rice Lake. Remember - licensees must complete **18 hours** (not 12) of approved education by December 14 when license renewal is due. When renewing this year, you'll need to provide the dates CE was completed and the provider, so make sure you have those records available. Brokers, remember it is your responsibility to make sure your agents have renewed their licenses.

EDUCATION OPPORTUNITIES UPDATE.....



The Education Committee has been busy planning the “nuts and bolts” classes members requested and the response has been very positive. Don't take our word for it—here are quotes from students:



David Tracy

“I just wanted to send this note to let you know the Wednesday Wisdom training on BAS opened my eyes to different features. I found multiple items I can use with my clients to help my business run smoother. And best of all, it was FREE!! I'll try the remote feed option sometime when I can't attend a live class at the office.”

“I logged into the Wednesday Wisdom BookAShowing class expecting to refresh my memory on some of the functionality of the program; I left with knowledge of parts of the program I didn't know existed and now use on a regular basis! Well worth the time, thanks, BAS!”



Ben Rivard

The **November 10** Wednesday Wisdom presentation **from 9-10:30** will feature MLXchange mapping and other little used features of the MLS software. Members can attend the class in the Association office (added benefit to live class—brunch, compliments of **Chris Wolff** of Wells Fargo!) or view it from their home or office. No advance registration is needed for the remote class, but register online if you'd like to attend class in the Association office. **HINT:** Reserve the second Wednesday of each month from 9-10:30 to take advantage of these FREE classes!

Mark your calendar now!



Be sure to reserve January 13 from 11 to 3 to take advantage of another FREE education program! Nationally known speaker Tom Lundstedt (known as the “funniest tax and investment guy in America”), will present two

programs at the Avalon in Chippewa Falls. Watch the message of the day and newsletters for more information on the program, but plan to start your new year off right by attending.

Topics covered may include:

- * How to Determine the Value of a Rental Property
- * 12 Simple Ways to Increase Your Bottom Line
- * How to Use Your IRA to Buy & Sell Real Estate
- * How to Save Your Sellers Tons of Taxes

Like other people who have attended one of his sessions, you'll be able to say, “*Every time I attend one of Tom's seminars, I know I'll leave with solid information I can use immediately.*”

Dues are due!!! If your payment is postmarked by November 1, you can deduct \$25 from the amount of the invoice; pay the face amount of the invoice in November. Any dues postmarked in December must include \$25 late fee. Payments made after December 31 must include the new member fee of \$340 plus the face amount of the invoice. Pay by Visa or Mastercard online at realtor.org





A party organized by **Martha DeLong**

isn't really anything to be feared—those who have attended anything in which she's been involved know she plans a fun event! Martha and her committee have some great ideas for this year's Christmas party at the Steakhouse and Lodge in Hayward on **December 18**, including a program based on the popular TV series, **FEAR FACTOR**.

Very affordable lodging—we're talking about \$10 (that's right—\$10!)—will be offered on a limited number of rooms at the Lodge. Additional rooms at neighboring facilities with attractive rates will also be available.

Delicious food, a fun program, great company, generous door prizes—all ingredients for a wonderful party, so save the date and watch for your invitation to the Association's official Christmas party!

♪ DATES TO NOTE ♪

NOVEMBER

- ... 5-8 NAR Convention, New Orleans
- ... 10 Wednesday Wisdom, 9-10:30
- ... 18 Contract to Paycheck, 10-11:30*
- ... 18 Annual food drive, noon *
- ... 18 Board of Directors, 1:15*
- ... 19 Education Committee meeting, 9
- ... 25-26 Thanksgiving/office closed
* *Stout Ale House, Menomonie*

DECEMBER

- ... 2 Broker meeting/9, RANWW office
- ... 3 Broker meeting/10, Rice Lake
- ... 8 Wednesday Wisdom, 9-10:30
- ... 9 Management Conference, Pewaukee
- ... 18 Christmas Party, Hayward
- ... 24-27 Christmas/office closed



Election Day is Nov. 2nd. When you go to the polls, please consider these candidates endorsed by the Wisconsin Realtors® Association.

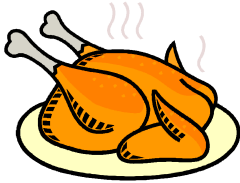
- For Governor: Scott Walker—R***
- For Attorney General: J.B. Van Hollen—R****
- For United States Senate: Russ Feingold—D****
- For 3rd District Congressional Seat: Ron Kind—D****
- For 7th District Congressional Seat: Sean Duffy—R***
- For 23rd State Senate Seat: Pat Kreitlow—D****
- For 25th State Senate Seat: Bob Jauch—D****
- For 31st State Senate Seat: Kathleen Vinehout—D****
- For 28th State Assembly Seat: Ann Hraychuck—D****
- For 29th State Assembly Seat: John Murtha—R****
- For 67th State Assembly Seat: Tom Larson—R***
- For 68th State Assembly Seat: Kristen Dexter—D****
- For 69th State Assembly Seat: Scott Suder—R****
- For 74th State Assembly Seat: Shirl LaBarre—R***
- For 75th State Assembly Seat: Roger Rivard—R***
- For 87th State Assembly Seat: Mary Williams—R****

*Denotes Incumbent

“As we express our gratitude, we must never forget the highest appreciation is not to utter words but to live by them.”
John F. Kennedy

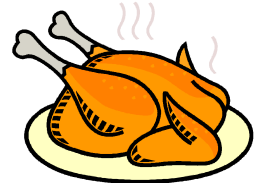
Happy Thanksgiving





Annual Turkey Drive is Here Again!

WE CAN MAKE A DIFFERENCE



Due to the market changes this year with economic instability, you know many families are facing tough times. That is why this year's annual food drive is so important. Last year we helped over 1100 families in northwestern Wisconsin and the need will be even greater this year. The Public Relations Committee is challenging you beat last year's total and help feed more families. Please fill out the coupon below with your contribution or contribute directly to a food pantry of your choice and send in a receipt for the contribution to the Association. The receipts will be added to the total collected at the meeting.

Realtors® "John Kleven Traveling Turkey Trophy Award"

I am contributing ____ turkeys (based on \$10 per turkey) to the annual RANWW food drive!

Realtor's® Signature

Complete this form and bring in to the membership meeting on Thursday, November 18th at Stout Ale House, 1501 Broadway St N, Menomonie **OR** attach a receipt for a contribution to a local food pantry to this coupon. Please include your check, payable to The Salvation Army, for \$10 for each turkey donated or mail this coupon and check to RANWW, 1903 Keith Street, Eau Claire 54701

Affiliates "TOP CAN AWARD"

I am contributing \$_____ in non-perishable food to the annual RANWW food drive!

Complete this form and bring it to the membership meeting on Thursday, November 18th at Stout Ale House, 1501 Broadway St N, Menomonie **OR** contribute to a local food pantry and attach the receipt for that contribution to this coupon.

Signature of Affiliate Member

The coveted traveling Turkey Trophy will be awarded to the broker contributing the most turkeys per agent based on a \$10 per turkey ratio. Affiliates are encouraged to donate to the food drive (or write a check to The Salvation Army or a local food pantry) to claim the "Top Can" award by contributing the most money per affiliate. The goal is to recognize contributions to local pantries throughout the RANWW jurisdiction and not just the Salvation Army.

