

REALTORS® Report

September, 2010

ASSOCIATION ANNOUNCES AWARD RECIPIENTS



This year's recipient of the Association's highest award is **David FitzGerald** of Kleven Real Estate in Eau Claire. David will end his term as our president this month—his second time to hold that position. When David made the decision in 2009 to serve as President-elect, he explained he thought **John Flor**, who would not only be our President that year but also WRA Chairman-elect, might need someone serving with him who had previous experience. This past year was been a busy one for David, who also serves on the City's Plan Commission, but he always found time to fulfill his obligations to the Association. David enjoys a reputation for professionalism as well as high ethical standards—in fact, one member made a comment that if a statement was made by Dave, she had no reason to question it—high praise from a fellow Realtor®! His commitment to the Association this year have made him worthy of being named Realtor® of The Year.

The Nominating/recognition Committee reviewed the contributions and services to the Association of many members and voted to recognize **Mary Hafenstein** with the Board Service Award. Mary was selected based on her involvement over the years on the Board of Directors, Education, MLS, Orientation, and Christmas Party Committees. This year Mary co-chaired a very successful RPAC Committee, helped raise funds for the golf outing and helped at the new member orientation when the scheduled member was unable to attend. Mary was president of the Northern Waters Board of Realtors® when that Association voted to merge with the Chippewa Valley Association of Realtors® (now RANWW) and was instrumental in drafting the merger agreement to ensure fair representation on the new Association. These activities, plus her faithful attendance at local and state association events, have earned her this prestigious award.



"Always ready to help" accurately summarizes the philosophy of these two companies, both owned by **Jim Duffy** and represented in our Association by **Sharon Avery**. Long-time members of the Association, the companies have a history of not only providing great service in real estate transactions but also in offering generous sponsorship for Association events. Their "behind the scenes" strong support is being recognized with the Affiliate of the Year award.



Please join us on September 23 at Lake Wissota Country Club in Chippewa Falls to help honor these special members and to welcome 2011 President Jeff Theisen and his leadership team. As an appreciation of the many hours members volunteer to serve the Association, the Directors voted to make the event free to all members. Look inside for your invitation and join us!

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 *Kelly Englant*, The Ellefson Group, and *Judy Liske*, Prudential Benrud Realty, have made application for Realtor® membership. Written comment, which shall be kept confidential, is invited. . . Welcome to *Brian Opelt* of Opelt’s Home Inspection, our newest Affiliate member. Our Affiliates are strong supporters of our Association and help us by serving on committees, teaching classes, attending meetings and offering financial support. They’re truly our partners in real estate transactions, so please make them your first contact whenever possible. For your convenience, contact information—by profession—is available on our website for all Affiliates members. . . **Congratulations** to *John Flor* on earning the Distinguished Service Award from WRA. He’ll be recognized at the WRA convention—another reason to attend the convention in Wisconsin Dells! . . . **Hats off** to *John Mogensen* of Investment Realty for his recognition by the Leader Telegram on the front page on Sunday, August 22. John was cited as the “go to” person for restoring or renovating historical buildings and was given credit for much of downtown Eau Claire’s new growth.



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NOTICE IS GIVEN that the Board of Directors approved the following addition to our bylaws, which shall become effective within 30 days unless a

petition signed by 10% of those members eligible to vote is received:

Article IV, Section II: “The current Chairman of the Board of the Wisconsin Realtors® Association shall be a member in good standing without further payment of dues. The Wisconsin Realtors® Association Chairman of the Board may serve as the accredited alternate voting delegate at the Annual Meeting of the Members (Delegate Body) of the National Association of Realtors®.”

The object for this addition is to find a reliable person who will attend the Delegate Body meeting and find a way to make him or her a member in good standing of our Association so that person qualifies to be certified as the alternate representing us at the Delegate Body. Because the Delegate Body meets on the last day of the annual convention, our President (who is our Delegate) frequently is not able to attend. This addition allows the WRA Chairman to be our Delegate, however, we are still able to certify our President if he/she is able to attend that meeting.



It’s not just kids being called back to school this month—members are also being called to become more educated and professional!! September’s offering features a workshop on HUD financing and contract writing by *Aaron Brunette* and *Chris Wolff*. Remember, too, **CE is offered in Rice Lake on Oct. 13-14 & 20.** Details are on our website.

EDUCATION the mark of a true professional!

The Education Committee is excited about the programs they will be offering on the second Wednesday of each month beginning with the workshop on September 8. The programs will all be on timely issues and will be available live or from the convenience of your office or home! The first offering, “*HUD Financing and Contract Writing*” will be presented from 11 to noon at the Association’s newly remodeled conference/education center by *Aaron Brunette* and *Chris Wolff*. Unlike future classes, this will **not** be available remotely and is limited to the first 30 who register; to attend this free offering, complete the form below or register online at www.ranww.org using the calendar. As an added plus, lunch will follow the class, so come to learn and network over pizza. If there is a demand, the class will be offered again with remote attendance an option. Future workshops include Advanced BookAShowing, MLXChange mapping, Electronic signatures, and Short sales and foreclosures. If you have a suggestion for a program, please contact Joan at joan@ranww.org or Education chairman Michelle Kauffman at Mchelle@ClarkandMichelle.com.

FREE HUD Contract Writing and Financing—Tools of the Trade
September 8, 11 to noon
Presented by Aaron Brunette and Chris Wolff

Students attending this offering in the Education/Conference Center at the Association will learn:

- How to fill out the sales contract online
- Where to send earnest money
- Inspections and utility activation
- Agents’ responsibilities for access
- Upcoming HUD changes
- Financing a HUD purchase through FHA
- Process from pre-approval to funding
- More, more, more!

Name _____ Email _____

*(Class is limited to the first 30 who register and is **NOT** offered remotely)*



Thank you to the following members who have agreed to chair committees during *Jeff Theisen’s* presidency. If you’d like to be a part of the group that helps offer programs and services, please contact the chairperson or Joan. Remember—committees are the Association’s building blocks!

- Christmas party**—Martha DeLong
- Education**—Michelle Kauffman
- Elections**—Scott McKinney
- Foundation**—David FitzGerald
- Golf**—Lenny Drescher, Shane Beck
- Nominating**—David FitzGerald

- Orientation**—Angie Harder, Vicki Kielar
- Public Relations**—Tina Bann
- Professional Standards**—Ann Berg
- RPAC**—Pete Wiese, Dan Lawler
- Technology**—Ben Rivard



SEPTEMBER DATES TO NOTE

- 6—Labor Day
- 8—HUD workshop
- 10—Free convention drawing
- 10—MLS Committee meeting
- 16—Foundation Directors meeting
- 22—Candidate interviews
- 23—Awards & installation banquet
- 26-28- WRA convention, Kalahari

GOLF OUTINGS A HUGE SUCCESS!!



"Perfect day for a golf outing", "I never win prizes...I can't believe I won", "who put this in my drink?" These were a few of many wonderful and fun comments committee members overheard throughout the day at this year's Golf outings at Spooner Golf Course and Hillcrest Golf and Country Club. If you missed them, you missed a lot of fun and we hope you join us next year as they're getting better every year! If you were able to join us, thank you for coming and please remember to thank and actively use these sponsors that helped make the event possible!

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 Saltness Home Inspections
 State Farm Insurance/Spooner
 TM Title
 United Bank
 Valuation Specialists
 Vinopal Law Office
 Vinopal Title
 Wells Fargo
 Wiley Law Office
 Well/Septic Evaluations/J Koehler

In addition to having lots of fun, members raised \$791.56 for the Foundation! Special thanks to **Brian Dunham, Butch Flor,** and **David FitzGerald** who donated their prize money and to **All Title Services** for their generous support.

Special thanks, too, to both committees for the great events. **Greg Schindeldecker** chaired the northern outing; the southern event was chaired by **Bryan Renton**.



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A Note From Joan

“Take care of your eyes, Joan. You only get one pair!” Those words were said by my father when he found me reading in what he thought was inadequate lighting. How I wish I’d listened and taken better care of my eyes! I’ve always gone to the doctor and dentist regularly, but as long as I could see and pass my driver’s eye exam, that was all I did for them. My reading habits didn’t cause my problem—it was caused by not getting immediate attention for my failing vision and instead self-diagnosing it as a cataract.

As many of you know, on July 29 I had surgery for a detached retina. Following the 3 1/2 hour “challenging” (surgeon’s word) operation, in which a sclera buckle was placed around my eye and a gas bubble inserted, I had a three-week recovery requiring a face-down position 24 hours a day. Rented equipment allowed me to sit and sleep in this uncomfortable position. The days and nights are incredibly long when your whole world is limited to your feet! I know every stain on our carpeting and every woodwork scratch.

The bright spot each day was mail or other deliveries. I was flooded with cards, many of them with notes that brought tears, and many members called the Association office to check on me. I was also remembered with beautiful flowers, (placed on the floor so I could enjoy them), food, and—gasp!! - chocolates!

I’ve always known I work with and for some very special members, and your thoughtfulness during this difficult time has reinforced that belief.

Thank you for once again being a membership I can brag about to other Association Executives! I would be extremely unappreciative if I didn’t thank the staff, especially Rhoda. They made sure members’ needs were met and kept me informed through notes and phone calls. We’re fortunate to have them.

I hope my experience will encourage you to not only see your doctor and dentist regularly, but to also schedule regular eye exams. Remember—you only get one pair of eyes!



NEVER ATTENDED A WRA CONVENTION???? Have we got a deal for you! Contact Joan at the Association office to be eligible for drawing of a FREE convention registration. The lucky winner’s name will be drawn at noon on **September 10**, so don’t delay! If you’ve already registered, a refund will be issued. Don’t forget to take advantage of the “two-fer” program by finding someone who hasn’t attended in the past five years –that person registers for a lower fee. Members attending the convention will enjoy:

- ⇒ Continuing education classes (remember, you need 18 hours)
- ⇒ Timely, relevant workshops on a variety of subjects
- ⇒ Exhibits on real estate related products
- ⇒ Nationally known keynote speakers
- ⇒ Designation classes
- ⇒ Networking opportunities
- ⇒ More, more, more!

About 50 RANWW members have already signed up—join them!



*The Realtors® Association of Northwestern Wisconsin
Cordially invites you to the*

Awards & Installation Banquet

*For the installation of
Jeffrey Theisen as President*

And recognition of

*David FitzGerald as Realtor® of the Year,
Mary Hafenstein as Board Service Award Recipient,*

And

Hayward Land Title, Washburn County Abstract

As the Affiliate of the Year

Thursday, September 23, 2010

Five-thirty social, dinner following at 6:30

Lake Wissota Golf Club

16108-97th Avenue, Chippewa Falls, WI

Name _____

Guest _____

RSVP By September 16, 2010

To RANWW, 1903 Keith Street, #3, Eau Claire, WI 54701

Price Per Person: \$22 (Members pay only for guest)

*Note: Members who register and do not attend or cancel by noon, September 16, will
be invoiced \$22 per reservation*