

REALTORS® Report

January, 2011



Fear Factor Party a Success

About 130 people attended the Association Christmas party at the beautiful Steakhouse in Hayward and enjoyed delicious food, great company and fun entertainment. Not only did members enjoy themselves—they raised almost \$4,000

for the RANWW Foundation—a win-win situation!

President Jeff Theisen (*AKA The Elf Himself*) welcomed everyone to the party and thanked the hard-working committee: **Martha DeLong**, **Mark Fouts**, **Margo Katterhagen**, and **Marie Zellmer** before fortifying himself for the fierce Fear Factor competition that followed the dinner.

Fear Factor contestants posed for a group photo. From left to right: **Bryan Renton** (“The Banker”), **Carrie Anders** (“Carrie the Closer”), **Doug Ebert** (“Title Boy”), **Jeff Theisen** (“The Elf Himself”), **Shannyn Pinkert** (“Maui Wowie”), **Renee Donaghue** (“Ninja of the Night”), and **Josh Moone** (“Joshbo”) Not pictured: **Ben Rivard** (“Ben Hurl”) **Bryan Renton** claimed the \$500 prize but all the contestants did a fantastic job at everything from a scavenger hunt to chugging down some unusual (to say the least!) beverages.



A Big THANK YOU to these generous sponsors—they made the party possible. Please show your appreciation by making them your first business contact whenever possible!

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And a special thank you to **Vinopal Title and Abstract** for sponsoring the Fear Factor grand prize.

Look inside for details on the January 13 Tom Lundsted seminar—you won't want to miss this great event!

REALTORS® ASSOCIATION OF NORTHWESTERN WISCONSIN

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The Voice for Real Estate in Northwestern Wisconsin

...MEMBERSHIP NEWS...

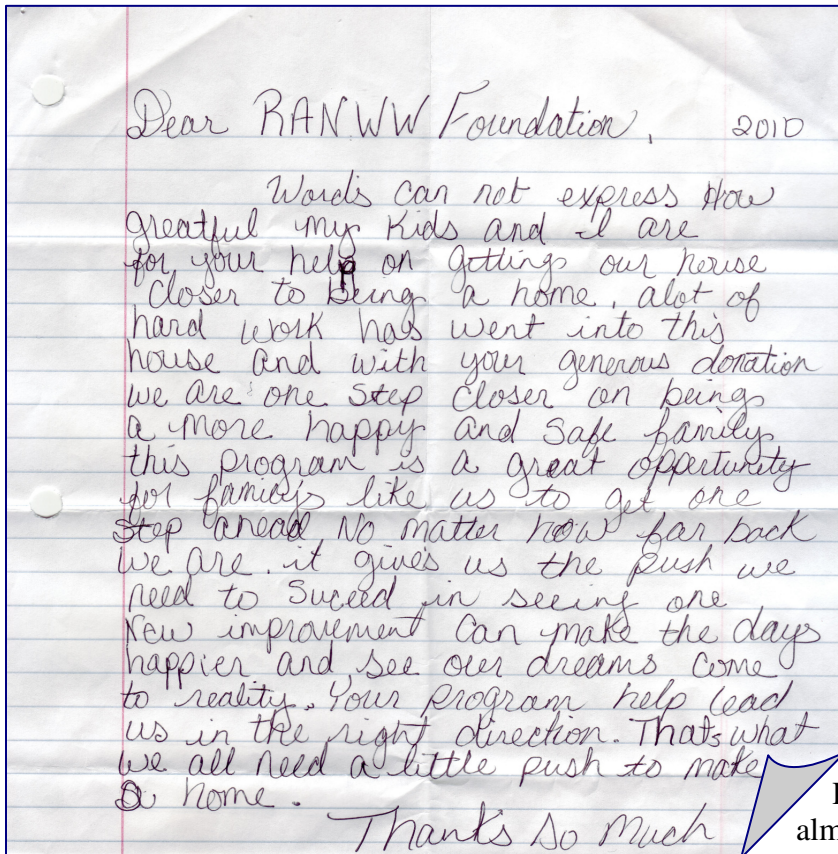
...In accordance with Association bylaws, notice is hereby given that **Craig Honeysett**, Edina Realty in Siren, and **Patricia Terrell**, See More Real Estate, have applied for Realtor® membership; written comment, which shall be kept confidential, is invited. ...Welcome to our new affiliate members: **Jeff Sproul** of RCU, **Jaime Reichert** of All Title Services and **Lisa Holum** and **Teresa Wegener** of Dunn County Title Services.

...Congratulations to **Butch Flor** on his quote in NAR's January Realtor® magazine. Butch was asked about his local real estate market when he attended the convention in New Orleans and told the reporter his company "had more closings in the last six months than in all of 2008 and 2009." Good job, Butch!

...Welcome back to the Board of Directors, **Tina Bann**! The directors reluctantly accepted Michelle Kauffman's resignation and appointed Tina to serve until our next elections; **Brian Dunham** will replace Michelle as Education Committee chair.

...A big thank you to **Bryan Renton** and **Chris Wolff** for presenting a Wednesday Wisdom class for members (in person and online!) on avoiding problems with FHA closings. If you haven't taken advantage of these FREE classes, you're missing a great membership benefit! (Note: January's Wednesday Wisdom will be the Tom Lundstedt seminar on January 13—see flyer for complete details.)

MAKING A DIFFERENCE...RANWW FOUNDATION



This letter from a grant recipient demonstrates how we really are **Realtors® Making a Difference**. The grant was awarded to a single mother of two children who purchased a mobile after being homeless for a time. The home needed repairs, including windows to make it more energy efficient. The Foundation worked with Window World to replace the windows at a reduced price.

The grant made a difference for the family, but it also demonstrated to the employees of Window World and the social service agency that contacted us that we do more than list and sell real estate—we care about families in our communities. Thanks to the members who included a donation to the Foundation in their dues and the Fear Factor Christmas party, we'll have almost \$15,000 to award in April!



Best wishes for a healthy and prosperous
2011 from your Association/MLS staff!

EDUCATION OPPORTUNITIES



Why should you attend **Designation Week** (February 8-11) at the Kalahari in the Wisconsin Dells? Realtors® from other areas of the state give these reasons: “During the slower period of real estate, it is a wonderful opportunity to better education yourself and make the commitment to become more successful.” “It’s a great kick start to the new year; an opportunity to network; it opens your eyes to new ideas.”

In addition to the GRI designation, you’ll be able to take CRS courses. Studies by NAR show CRS designees earn about three times the income of licensees without the designation, possibly because of the powerful referral network.

Karen Pavlicek knows the power of the CRS designation. She was on vacation in Hawaii when she received a call from another CRS member with a referral question. Karen was contacted because the caller knew someone with the CRS designation would be a true professional and turn the referral into a closed transaction. **Ben Rivard** had a similar experience and will only send a referral to someone with the CRS designation. WRA is offering new incentives for the classes this year, including a discount for registering by January 14 and savings for registering with one or two friends. For more information, visit wra.org



Children of home owners do better in school, stay in school longer, are more likely to participate in organized activities and spend less time in front of the television. *

Home Ownership Matters!

To people. . .to communities. . .to America

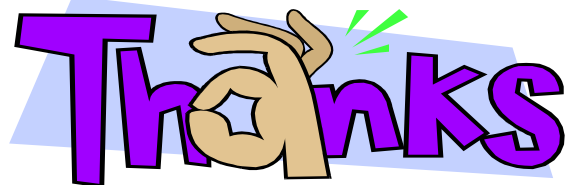
*National Association of Realtors®

Homeownership Readiness Focus Groups scheduled. . .



WHEDA will be hosting meetings in our area to get feedback on how we can prepare households for homeownership and methods to reach consumers. If you’d like to help WHEDA develop plans to help Wisconsin citizens become home owners, attend one of these meetings:

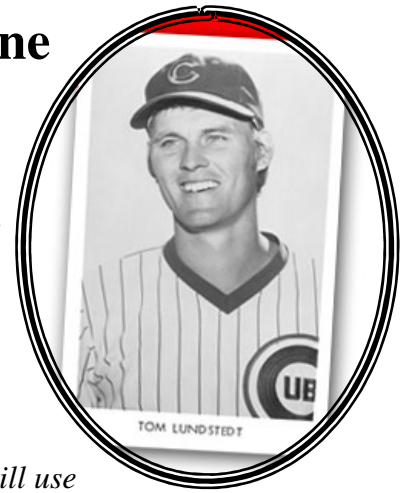
- Jan. 19, 2-4, Holiday Inn Express, Chippewa Falls (RSVP to Bryan.Antony@wheda.com)
- Jan. 20, 9-11, DNR Hatchery Building, Spooner (RSVP to Diane.Schobert@wheda.com)
- Jan. 21, 9-11, N. Great Lakes Visitor Ctr., Ashland (RSVP to Diane.Schobert@wheda.com)



To all the members who renewed their membership!

12 Simple Ways to Increase Your Bottom Line

By Tom Lundstedt, *funniest investment & tax guy in America!*



Tom Lundstedt has spoken to thousands of audiences throughout the United States. He is a recognized expert on the subjects of investment real estate and taxation. A former major league baseball player, Tom has a unique ability to present complex information in an entertaining and enlightening way.

Education Committee Chairman **Brian Dunham** has this to say about Tom:

"I have paid hundreds of dollars to see Tom . . . The wealth of information I still use on a regular basis was worth every penny I paid." Don't take Brian's word about Tom Lundstedt—hear him yourself and see why another student said *"Every time I attend one of Tom's seminars, I know I'll leave with solid information I can use immediately."* Because of generous sponsorship, the Education Committee is excited to offer this program, **including lunch**, for only \$10 (\$20 for non-RANWW members). Attendance will be limited to 150, so don't delay—register today by completing the form below and sending it with your check to the Association office.

A big **Thank you** to our very generous sponsors!



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SECOND BASE SPONSORS

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Hometown Title Company

River City Mortgage

WHAT: Tom Lundstedt seminar

WHEN: January 13, 2011
11:00 to 3:00

WHERE: Avalon Hotel
1009 W. Park Avenue
Chippewa Falls, 54729

YES—I want to attend this great event and have enclosed my check, payable to RANWW, for \$10 (\$20 for non-RANWW members). Send to 1903 Keith Street, Eau Claire, WI 54701

Name _____

Email address _____

(Please arrive by 10:30 to register and be seated)