

REALTORS® Report

August, 2012

Election Results are in.....

Congratulations to our newly elected officers and directors! With a large pool of candidates to choose from this year, our members had their work cut out for them! Our Association is fortunate to have well qualified members, with a willingness to serve, competing for leadership positions. As in the past, the election results were very close and a minimal number of votes separated candidates. While directors make policies, committees are the life blood of the Association. If you'd like to be involved in planning programs and services, contact *President-elect Rivard* or Brenda.

Newly elected leaders will be installed at the Awards & Installation banquet on *September 27th, Turtleback Conference center in Rice Lake*. Recipients of the Association's awards will also be recognized. Please mark your calendar and plan to join us for this special event!

2012-2013 Board of Directors

Ben Rivard
Krag Blomberg*
Tina Bann*

2012-2013 Officers

President
President - elect
Treasurer

Elected Directors

Martha Delong
Paul Canfield
Brett Moravitz *
Holly Bowe *
Robert Ritsch
David Engedal
Linda Bucher (alternate)

WRA/NAR Directors

Dan Lawler **
John Flor **

Past President Rep

To be determined

*Newly elected officers and directors

**Also serve on RANWW Board of Directors

Volunteers don't just do the work ~ they make it work.— Carol Pettit

In our everyday world of texting, e-mailing, Facebook and social networking, we often forget about the effects of personal communication. Personal communication is still the most powerful form of communication available to EVERYONE! An article from WRA's News-wire Weekly 7/20/2012 reiterates this important concept.

The Power of Personal Communication

San Diego Daily Transcript (07/12/12) Riedy, Mark

At the University of San Diego's Burnham-Moores Center for Real Estate, a panel of industry executives has been assembled to help show undergraduate students the virtues of personal communication. While the Internet and e-mails have their place in today's busy property market, Mark Riedy -- who founded the center and currently serves as its executive director -- believes that overdoing it on electronic communication can dehumanize the business. In addition, he says that at times it is more appropriate to place a phone call and that, under some circumstances, hand-written notes can change the whole dynamic of relationship. Taking the time, for example, to craft a free-hand communication to solicit business from a prospect, thank an existing client, or request future business may just do wonders for a REALTOR®. Not only does doing so convey to the recipient that the agent considers he or she to be important; but, because hand-written notes are so unusual these days, this strategy can also serve to set an agent apart from the rest of the pack. While dashing off quick, impersonal e-mails may be a time saver for REALTORS®, Riedy argues that investing the time in personal communications such as phone calls and hand-written notes may actually be more effective.

To view the original story:

<http://www.sddt.com/News/article.cfm?SourceCode=20120712crb>

REALTORS® ASSOCIATION OF NORTHWESTERN WISCONSIN

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

The Voice for Real Estate in Northwestern Wisconsin

Upcoming Events

August 2012.....

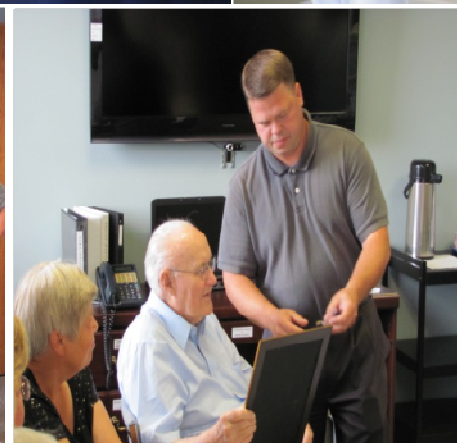
- 8/7 Chippewa Valley Golf Outing/Wild Ridge
- 8/8 Education Committee Mtg/9:00am RANWW
- 8/9 New Member Orientation/ 8:15am RANWW
- 8/15 BOD Mtg/ 9:00am RANWW
- 8/22 PR Committee Mtg/11:00

Looking Ahead.

- 9/7 MLS Committee mtg—8:30
- 9/9 - 9/11 WRA Convention/Appleton
- 9/12 DNR workshop, Spooner
- 9/18 DNR workshop, Lake Hallie
- 9/22 Recycling Round Up/ Eau Claire
- 9/27 Awards & Installation Banquet/Rice Lake
- 10/10-10/11 CE, Rice Lake
- 10/12 Foundation Directors, 9, Rice Lake
- 10/18 CE, Rice Lake

Congratulations Dave Bugher - Realtor® Emeritus!

“Any person who has held membership in the National Association as a REALTOR®, REALTOR-ASSOCIATE®, or a combination of both, for a cumulative period of 40 years in one or more Associations of REALTORS® is eligible for REALTOR® Emeritus status”. Congratulations, Dave, and thank you for your decades of service to the real estate profession!



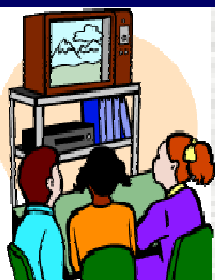
Membership News....

In accordance with our bylaws, notice is hereby given that the following people have applied for Realtor® membership; written comment, which shall be kept confidential, is invited. An orientation for these applicants and others who have not satisfied this membership requirement is scheduled for **August 9** at the Association office.

Corita A. Wilkinson American Realty World
Kimberly A. MacPherson The Ellefson Group LLC
Brandon J. Fingerson ERA Parkside Realty

Dean A. Tinjum American Realty World
Cara A. Sliva Edina/Chippewa Valley

Education, Education, Education, Education, Education, Education



RANWW YouTube Channel presents
HUD Sales Contracts Aaron Brunette
Short Sales Paul Canfield

HUD Sales Contract presentation is available for viewing *at your convenience* on the *RANWW YouTube Channel* at <http://www.youtube.com/user/TheRANWW1000>; watch for an email notifying you that Short Sales is also on our YouTube channel. These programs are membership benefits—take advantage of them in the convenience of your home or office on your time schedule! If you have suggestions for future topics, contact *Brian Dunham* or Brenda.



Come join us at the WRA convention!! Members will be able to attend practical workshops, satisfy CE requirements, hear nationally known speakers and attend social events to enhance networking opportunities. If you have never attended the convention before, contact the Association office to register for a **FREE** registration (\$114 value)! Mark your calendars now to attend the great event; for more information on speakers and events or to register, visit www.wra.org

DNR LETTER OF MAP CHANGE WORKSHOP



This workshop is a comprehensive overview of floodplain permit procedures and the relationship to the federal flood map amendment/revision process. Updated federal and state guidance, including summaries of FEMA Technical Bulletins, will be discussed.

Sept 12th - Spooner WI, DNR Service Ctr - **2:00pm**
Sept 18th - Lake Hallie Village Hall - **2:00pm**

Community officials, surveyors, engineers and development professionals are encouraged to attend.

For more info contact: Gary Heinrichs
608-266-3093, gary.heinrichs@wi.gov



Realtors® Association of Northwestern Wisconsin Golf Classic 2012
TUESDAY, August 7 at Wild Ridge Golf Course

- Golf** Morning golf will be for those “serious” golfers who want to play for individual scores. Afternoon golf will be a 4-5 person scramble. Golfers may choose their own 4-5 person teams or may register as an individual, requesting to play with any other team short of players.
- Tee Times** Morning Registration will begin *at 9:00 a.m.* Morning golf tees off at 10:00 a.m. Afternoon registration begins *at 12:00 noon.* Shotgun start will be at 1:00 p.m. Please arrive early for check-in and **sign up early to avoid disappointment!!**
- Lunch** A burger/brat/hotdog buffet lunch will be served beginning at 12:00 noon.
- Refreshments** A cash bar will be available throughout the day and each player will receive two complimentary drink tickets (for use on golf course only). Complimentary soft drinks and snacks will be available on the course during the afternoon.
- Dinner** A buffet style dinner including two entrée choices, potato and salad, will be served at 5:00 p.m. with a short program and prizes to follow (must be present to win).
- Sign-up** All golf and dinner **fees MUST be paid with your reservation** by 4:00 p.m. on Friday, July 27. ***Late reservations and reservations without payment will NOT be accepted.***
- Cancellations** All cancellations must be received on or before July 30 for a refund, minus a \$15 surcharge.

2012 RANWW GOLF RESERVATION FORM

Choose One of the Following:

INDIVIDUAL (will be placed with team)

OR **TEAM**

Name _____

Captain _____

Players _____

Choose One of the Following:

(optional) _____

_____ Morning and Afternoon golf (18 Holes), cart, lunch and dinner, prizes - \$65.00 per person

_____ Afternoon golf (9 Holes), lunch, cart, dinner and prizes - \$45.00 per person

_____ Lunch only - \$10.00 per person

_____ Dinner and prizes only - \$20.00 per person

_____ Lunch, dinner, and prizes only - \$30.00 per person

Send all reservations **WITH PAYMENT** to: RANWW, 1903 Keith Street, Suite 3, Eau Claire, WI 54701

****\$2.00 of each registration will be donated to the RANWW Foundation***