

# REALTORS® Report

July, 2011

## EXERCISE YOUR RIGHT AND PRIVILEGE TO VOTE!

Mark your calendars now to log on to the Association's [website](#) between July 15-25 to vote for the 2011-12 treasurer and for three directors. The two directors receiving the most votes will be elected to serve three-year terms on the board; the third candidate will serve for two years to fulfill the balance of the position held by a director who resigned this past year. The candidate receiving the next most votes will be an alternate and will serve if there is a vacancy on the board. Information on the candidates is inside this newsletter.



Again this year, electronic voting will make our elections convenient for members regardless of their geographic location. From the Association's home page, click on the voting icon to access the secure, private section of our website.

Use your MLS password and login to access the ballot and vote for your choice of candidates. After you vote, you'll get a message you were successful in casting your ballot—it's that easy!



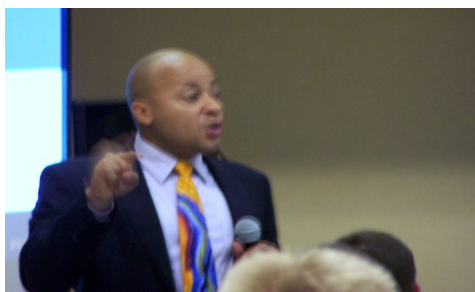
**Congratulations to David FitzGerald** on his election to an unprecedented third term as our President! David agreed to serve again when **Dave Masterjohn** resigned as our president-elect.



**Congratulations, too, to Ben Rivard** on his election to President-elect. Ben currently serves as Treasurer and on the Education Committee.



### ANOTHER EDUCATION COMMITTEE SUCCESS!!



**Congratulations** to the Education Committee for offering the second program this year by a nationally-known speaker! About 120 members took advantage of Terry Watson's entertaining and educational presentation—they now know how to avoid the top 10 stupid things really smart Realtors® do to mess up their lives! This great event was made possible, in part, because of the generous support of our sponsors—please show your appreciation by making them one of your first contacts when possible!

#### BREAK SPONSOR

All Title Services, Inc.

#### GOLD SPONSORS

TM Title Services  
M & I Marshall & Isley Bank  
Johnson Bank  
Vinopal Title & Abstract

#### BRONZE SPONSORS

Associated Bank  
BookAShowing  
Bank Mutual  
Hometown Title Co.  
The Real Estate Institute

## 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*

# 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.

.....Welcome, new members. ....

**Holly Sanborn**  
**Mark Streit**  
**Justin Wiley**

Sanborn Appraisal Services  
Landmark Company  
Area North Realty

- ◆ . . .A big THANK YOU to **Jeri Bitney** for coming to the rescue when the Elections Chairman was unable to attend our annual meeting. Jeri capably handled the nomination process—her experience on the Shell Lake School Board probably helped her with the parliamentary process!
- ◆ . . .Hats off to **Verl Carlstrom, Carolyn Poepping** and **Jeff Theisen** for their help at the new member orientation. Attendance at the class is a requirement for Realtor® membership—these members helped make the class interesting as well as educational—not always easy considering the subject matter!
- ◆ . . .Congratulations to **Phil Kaiser** whose son, Adam, received a WRA scholarship. The \$750 scholarship was awarded to Adam on the basis of scholastic achievement, leadership ability and service to the school or community. Best wishes to Adam!
- ◆ . . .**Brett Moravitz** was the lucky winner of the \$150 cash prize at the Foundation fundraiser. Brett was particularly lucky since the winning ticket was purchased with a loan from one of his agents! Thanks to the generosity of members at the annual meeting and the gift of \$300 from **Sue Sutor**, we raised \$703 for the Foundation. You'll have another chance to support the Foundation and possibly win \$150 cash at both the golf outings.
- ◆ . . .Kudos to the **Education Committee** for not only offering the great Terry Watson seminar but for also planning the Regulatory Boot Camp with Tom Larson. Here are a couple of comments from members: *"I thought the boot camp was great! Anytime we can learn what's happening out there in the real estate business and what's coming down the pike, it's a good thing! It was very informative, easy to access and easy to follow. Thank you for the opportunity!"* And from another member: *"I am always looking for ways to keep up with all the changes taking place in this business; I feel your program was very enriching in many ways. . . .I can't understand why there's not a larger turnout since it's possible to stay in the office, answer important calls and still become updated on the changes taking place. Anyone in the real estate business should and needs to keep up on all changes. Thanks again!"*



September 13-15 Kalahari, Wisconsin Dells



Never attended WRA's most popular event? Have we got a deal for you! You might win a free convention registration (\$114 value) if your name is drawn on September 6. If you'd like to be eligible to attend this great event FREE and take advantage of networking, learning and getting to meet new faces in the industry, send an email to [Joan@ranww.org](mailto:Joan@ranww.org). If you've already registered, you'll receive a refund from WRA—visit [wra.org](http://wra.org) for details and to register.

## MEET THE TREASURER CANDIDATES. . . .



**Krag Blomberg**, Re/Max Affiliates Krag is the broker of his company and has been a member since 2004. Krag currently serves on the MLS Committee, the Board of Directors and is a past member of the Professional Standards Committee. Krag is active on the state level and was

elected last year to serve as a WRA Directors for our district. He's also involved in his community through membership in the Kiwanis, Chamber of Commerce and by serving on the land use committee for the Town of Colfax. Krag is interested in improving the quality and professionalism of Realtors® and broker efficiencies.



**Brian Dunham**, CB Brenizer Since joining the Association seven years ago, Brian has earned his ABR, CRS, e-Pro, CNAS and CNS designations. A big proponent of Education, he currently serves as our local Education Committee chair as well as on the

WRA Real Estate School board! Other committee involvement includes RPAC chair, tech committee member and teaching technology workshops as well as being a director since 2009. He'd like the Association to continue to foster its positive commitment to education, enabling us to be some of the finest agents in the state.

## MEET THE DIRECTOR CANDIDATES. . . .



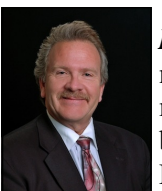
**Tina Bann**, ABR, CRS, of Prudential Benrud Realty, joined the Association six years ago and has been heavily involved on the Public Relations Committee as well as serving on the Board of Directors this year. Being active in her church and training for her first marathon occupy her when she's not listing and selling! She's a familiar face at most RANWW activities and would like to enhance our reputation by increasing the public's knowledge of the importance of our roles in a transaction.

**Paul Canfield**, Re/Max Affiliates, has been a member of the Association for 14 years and holds the CRS, GRI, ABR and CRB designations. Paul has served on virtually all our committees and is completing his third year on the Board of Directors. Paul shares his knowledge with others and has offered several workshops for members. His community involvement includes serving on the Bolton Refuge Board of Directors, Boy Scouts and the UWEC Marketing Advisory Committee.



**Linda Bucher**, CB Brenizer, joined the Association in 2003 and has earned the ABR and CNAS designations. She's involved in the Boys & Girls Club, JA, and on the Board of Directors of the EC Children's Theater. Linda regularly attends Realtor® events and shares her beautiful voice at our awards banquet. A current RANWW director, Linda has also served on the PR Committee and feels we need to educate the public on home ownership benefits and continue to offer more education for members, especially in regards to ethics and professionalism.

**Bob Ritsch**, C21 Metro, a member for over 11 years, has served on the Board of Directors, the Education and Professional Standards Committees and always enjoys the golf outings! He holds the ABR designation and has taught at the JumpStart program in the past. He's been a volunteer for Meals on Wheels for the past two years.



**David Engedal**, CB Brenizer, believes the Association needs to work on professionalism in our business, especially in our current market. He also thinks we need to focus on technology to make our members more productive and has chaired the Tech Committee in the past as well as serving on the both RANWW and Foundation Board of Directors. A member of our Association for almost 20 years, Dave holds the CRS, ABR, GRI and e-Pro designations and is very active in his church.

*We're fortunate to have members willing to serve in leadership positions for our Association—good luck to all of them! Online voting will be open from July 15-25; please visit our [website](#) to vote for a Treasurer and three Directors. Results of the election will be announced July 26.*

### July Opportunities

- ◆ . . .4 RANWW/MLS office closed
- ◆ . . .8 MLS Committee meeting—8 AM
- ◆ . . 13 Wednesday Wisdom—9 AM
- ◆ . . 14 Golf Committee meeting—noon (CV)
- ◆ . . 15-25 Online voting
- ◆ . . 20 Nominating Committee meeting –time/place TBD
- ◆ . . 26 Elections Committee conference call—9 AM
- ◆ . . 28 Golf outing, Butternut Hills, Sarona

### August Opportunities

- ◆ . . .3 UAD class, Turtleback Conference Center
- ◆ . . .4 Golf outing, Wild Ridge
- ◆ . . .5 WRA BOD meeting, Wisconsin Dells
- ◆ . . 10 Wednesday Wisdom—9 AM
- ◆ . . 18 Board of Directors meeting—10 AM
- ◆ . . 22-23 Leadership training, Chicago

### September Opportunities

- ◆ . . .2 MLS Committee meeting, 8 AM
- ◆ . . .5 Labor Day- RANWW/MLS office closed
- ◆ . . .8 Wednesday Wisdom—9 AM
- ◆ . . 13-15 WRA convention, WI Dells
- ◆ . . 22 Awards & Installation banquet—TBD
- ◆ . . 23 Foundation BOD meeting—9 AM, Rice Lake

## Did you know??

During the last federal election cycle alone, RPAC contributed over \$12 million to pro-Realtor® candidates to Congress, making it the **number one** trade association political action committee in the nation? Call **Dan Lawler** at 234-2948 or **Pete Wiese** at 235-7999 to ask how you can help us continue to have a strong voice!



**RPAC supports you, please support it!**

Remember. . . Investments in RPAC are investments in your career.



### WEDNESDAY WISDOM—July 13, 9 AM

#### **Can't they just leave the darned forms alone?**

By Paul Canfield

**5 things you really should know about the offer.** . . .some new, some old, some relating to short sales and REO sales.

**PLUS**

**Who filled out this data sheet anyway??** 5 more things often messed up on our MLS data sheets.

**\*\*\*These 10 pointers will make you more money!\*\*\***

Watch for your email on July 11 with the link to the site and plan to learn from the convenience of your home or office!

*The Nominating/ Recognition Committee will meet on July 20 to select the recipients of the Association's special awards. If you'd like to nominate a member for Realtor® of the Year, Board Service Award or the Affiliate of the Year, please contact Joan for a form.*

# *The Education Committee & WRA proudly offer. . . .*

## **Uniform Appraisal Dataset (UAD): The Standardization of the Appraisal Industry**

UAD...Starts September 1 – Are You Ready?

The Uniform Appraisal Dataset (UAD) program was announced in December 2010. To improve the quality and consistency of appraisal data on loans delivered to the government-sponsored enterprises (GSEs), Fannie Mae and Freddie Mac, at the direction of the Federal Housing Finance Agency (FHFA), have finalized the development of the UAD, which defines all fields required for an appraisal submission for specific appraisal forms and standardizes definitions and responses for a key subset of fields.

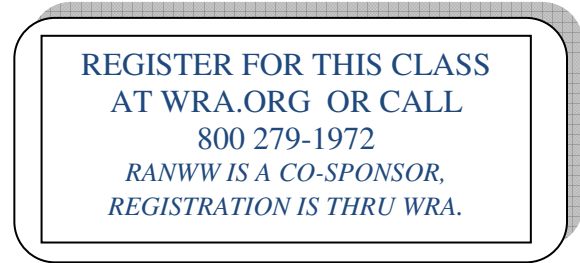
For appraisals with an effective date (date of inspection) on or after September 1, 2011, the appraisal report must be completed in compliance with the UAD for conventional mortgage loans sold to Fannie Mae or Freddie Mac. These include all appraisals completed on forms:

- ✓ Uniform Residential Appraisal Report (1004 and 70)
- ✓ Individual Condo Unit Appraisal Report (1073 and 465)
- ✓ Exterior-Only Inspection Individual Condo Unit Report (1075 and 466)
- ✓ Exterior-Only Inspection Residential Report (2055)

From defining the subject to identifying the comparable financing, and all points in between, the UAD, by standardizing appraisal data, comments and units of measure, will have a significant impact on the real estate appraising profession in a number of ways. This 7 hour, continuing education seminar, is designed to smooth the transition from years of using traditional appraisal terminology and localized property descriptions, to the new standardized responses and property rating guidelines. In addition, this seminar will put you in front of the September 1, 2011 curve and enable you to make a seamless conversion to the new UAD.

Approved for Wisconsin Appraiser and Assessor CE and Michigan and Minnesota Appraiser CE – 7 hours.

<u>Date</u>	<u>Location</u>
August 3, 2011	Turtleback Golf, Dining & Convention Center 1985 18 ½ Street, Rice Lake, WI 54868
Check in:	8 a.m.
Class time:	8:30 a.m. – 4:30 p.m.
Fees:	
Appraisal Section Members:	\$110
REALTOR® Members	\$120
Non Members	\$130



**Fees increase \$10 two weeks before the start of the class.**

Instructor: Steve Tadevich

After graduating from the University of Wisconsin with a degree in landscape architecture, Steve began a career in designing and building single family homes, constructing over a 100 homes in the Madison area. Other real estate experience includes ten years as part owner, REALTOR® and President of Century 21 City Wide Realty, and a licensed home inspector for a number of years. Since 1984, Steve has been appraising homes for many of lenders in the Madison area. In addition to appraising full time, Steve has taught many appraisal continuing education classes and a 40-hour continuing education class for home inspectors.

Steve is a Wisconsin Certified Residential Appraiser – License # 24-9, which expires December 14, 2011.



**Realtors® Association of Northwestern Wisconsin Golf Classic 2011**  
**Thursday, August 4th 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 22. ***Late reservations and reservations without payment will NOT be accepted.***
- Cancellations** All cancellations must be received on or before July 28 for a refund, minus a \$15 surcharge.

**2011 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 Only (9 Holes), 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



Realtors® Association of Northwestern Wisconsin  
 Northern Waters Area  
 2011 Fun in the Sun Golf Outing  
 Thursday, July 28 at Butternut Hills Golf Course  
All Members Welcome!!

**1:00 PM** 9 hole scramble golf tournament. Shotgun start at 1:00. Golfers may select their own foursome or register as a single and be placed in a random foursome. \$55 for 9 holes of golf, cart, dinner and tee gift.

**3:30—4:30 PM** Social Hour

**5:00 PM** Dinner. For those of you who cannot join us for golf, dinner is \$20 for a fried/baked chicken buffet.

Name/Office: \_\_\_\_\_

Phone #: \_\_\_\_\_ Email: \_\_\_\_\_

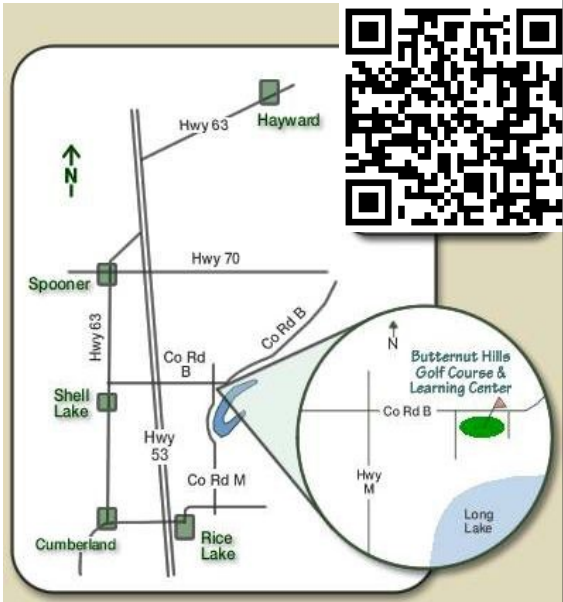
Team Members:

1. \_\_\_\_\_  
 Phone: \_\_\_\_\_ Email: \_\_\_\_\_

2. \_\_\_\_\_  
 Phone: \_\_\_\_\_ Email: \_\_\_\_\_

3. \_\_\_\_\_  
 Phone: \_\_\_\_\_ Email: \_\_\_\_\_

4. \_\_\_\_\_  
 Phone: \_\_\_\_\_ Email: \_\_\_\_\_



**Payment Enclosed:** \_\_\_\_\_ \$55 for golf/dinner \_\_\_\_\_ \$35 for golf only \_\_\_\_\_ \$20 dinner only

**Send registration by July 15th WITH PAYMENT. Make checks payable to RANWW and mail to: Vinopal Title and Abstract, 212 S. Main Street, Rice Lake, WI 54868**