

REALTORS® Report

July, 2012

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 2012-13 treasurer and 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 as an alternate 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 Krag Blomberg on his election to President-elect by acclamation! Krag currently serves as our Association treasurer and is on the MLS Committee. In addition, Krag served on the search committee for the Executive Vice President position and on the state level, serves on the WRA Board of Directors.



Imagine a world where licensees who do not participate in our MLS will be able to access your listings in a secure, safe way without making arrangements to meet the agent at the property or at your office! Imagine, too, giving locked out sellers access to their homes from the convenience of your office or giving an appraiser, inspector or contractor a safe, unique code that will open the lockbox! Imagine using a credit card to open lockboxes. If you can imagine such a world, you've imagined a world with SentriLock. A world you'll be able to enter in January, 2013!

After years of debating about lockboxes and weighing the advantages and disadvantages of the two major companies, the MLS Committee recommended contracting with SentriLock and the Board of Directors approved that recommendation. The conversion will take place in December, one of the real estate's slowest months. December can also bring weather challenges, so if you work in a market where properties can be difficult or impossible to access after the first snowfall, you may want to consider temporarily exchanging the Risco box you have on the property with a combination one.

The MLS Committee is excited about the advantages this system offers members, especially those working fringe market areas. Watch for more information on the conversion.

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

Meet the Treasurer Candidates. . . .



Tina Bann, ABR, CRS, of Woods & Water Realty has been a member for seven years. She has been involved with the Public Relations Committee since 2009 and has chaired it for two years. She also served on the Board of Directors in 2010 & 2011. Along with raising a young family, Tina

finds time to support fund-raising events for her church and the Salvation Army. Tina would like to bring fresh ideas to the Association and increase attendance at events. The promotion of professionalism and attention to detail when working within the industry are other areas she wishes to encourage.

Brian Dunham, ABR, CRS, GRI, of CB Brenizer, joined the Association eight years ago. Brian has played a large part in the Education efforts within the Association - he is the current Chair of the local Education committee, and serves on the WRA Real Estate School Board. He is involved in other committees, including serving as current chair of the Foundation Board of Directors and as past RPAC chair. Brian feels member involvement is paramount and would like to promote more participation in Association events. Brian is also running for a seat on the Board of Directors.



Meet the Director Candidates. . . .



Linda Bucher, ABR, CRS, of CB Brenizer, joined the Association ten years ago. Linda currently serves as Co-Chair of the RPAC committee, demonstrating her support of RPAC by being a member of the Large Donor Council. She's also active on the PR Committee and helped organize the first Realtors® Recycling Round-Up. She often lends her exceptional voice to the Association banquets. Linda would like to bring the ethical standards and regulations and licensing issues to the forefront. She also feels our members need to be involved in the Association.

Mitzi Warren, ABR, CRS, GRI & Preview Specialist, of CB Brenizer, joined the Association ten years ago. Mitzi's passion for education is evidenced by serving as membership chair of the WI Chapter of CRS and on our local Education committee; she'd like to see more education opportunities in our area. Mitzi has been an active participant in the Menomonie Chamber of Commerce and was the past President of the Chamber of Commerce Ambassadors. She has served on the Board of Directors and Executive Board of the Chamber.



Holly Bowe, ABR, of CB Brenizer has served on the Public Relations committee and the Christmas Party committee during her 12 years of membership. Over the past nine years Holly has been putting her time and efforts into raising her family, developing a solid real estate career and supporting her husband while he serves in the National Guard. She feels the time is right for her to step up involvement in her chosen profession and would like ethics, knowledge and professionalism brought to the forefront along with technology and visibility.

Brett Moravitz, ABR, CNS, of CB Johnson & Johnson Land Co., joined the Association eleven years ago and is the current chair of the MLS committee and a participant of the Lock Box Financing Task Force. As MLS chairman, Brett attended the NAR midyear convention and annual convention to bring information back to the committee on important trends in the industry. Brett is involved in creating effective policies and procedures concerning MLS issues and feels strong Association involvement is important for a successful career.



Craig Hughes, ABR, CRS, of Eau Claire Realty, joined the Association eight years ago as a Realtor® after being an Affiliate member for nine years. Craig is a regular attendee at Realtor® meetings, including Realtor® & Government Day. He's a member of the Eau Claire Chamber as well as a past EC Chamber Ambassador President. He also supports Habitat for Humanity and is serving as President of his church's council. Ethics and professionalism are two areas Craig feels need further development along with encouraging stronger membership involvement.

Again this year we're fortunate to have well-qualified members willing to serve in leadership roles—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.

MEMBERSHIP NEWS.

Notice is hereby given that the following people have made application for Realtor® membership; in accordance with our bylaws, written notice, which shall be kept confidential, is invited:

<i>Kenneth Anderson</i>	Anderson Appraisal	<i>Bruce Hayhoe, Sr</i>	Woods & Water Realty
<i>Debra Cooper</i>	Edina Realty/Siren	<i>Brenna Kaiser</i>	Camp David Realty
<i>Richard Goers</i>	C21 Premier Group	<i>John Maly</i>	Pifer Auction & Realty
<i>Leslie Gudmunson</i>	NW Land & Recreation	<i>Jaclyn Rae Schult</i>	Hall Realty Group
<i>Joshua Hayes</i>	Haselwander Real Estate		

An orientation for these applicants and others who have not satisfied this membership requirement is scheduled for August 9. Notices have been sent to applicants, but if you have not attended an orientation, contact Jane at the Association office for details on the class.



- ♦ . . .Kudos to **Scott McKinney** who chaired the nominations at the membership meeting. Not only did Scott do a great job following our election procedures, he even did it on his birthday!
- ♦ . . . Thank you to **Al Berg** who promoted the Kwik Trip gas cards at our membership meeting and sold 67 card! The Foundation receives 10% of every card we sell—remember them for gifts for graduation, birthday or closings!
- ♦ . . . Members appreciated the patriotic salute **Dick Kuula** offered at our meeting on June 20—thanks, Dick!
- ♦ . . . Congratulations to **Jeri Bitney** on her appointment to Shell Lake Protection & Rehab District!

A Message From Your New Executive Vice President. . . Brenda Barnhardt



On June 11th I stepped into the RANWW office for the very first time as the newly hired Executive Vice President of the fourth largest Association in the state! My

task.....to succeed a highly respected EVP and make the transition “seamless”, as President Fitzgerald promises. It has become increasingly clear to me I will need my many years experience within the real estate arena, my strong personal skills and my schooling background to help make this happen!

I entered my career path strictly by default and found I love the unpredictability of it. In 1996 I began working in the RCU real estate department as receptionist; I quickly moved into a part-time loan processing position. After 8 years in this line of work, I found I enjoyed it and wanted to position myself as a Mortgage Originator and took a position with S&C Bank in Menomonie as an Originator. I then moved to Wells Fargo where I worked for two years as a lender. I left there when my husband was transferred to Marathon County. While living in Marathon County, I worked for Shawano Title as a

closer/office manager. We seized an opportunity to transfer to Trempealeau County to be back with family and friends. I obtained employment with United Bank where I remained until my acceptance of this position.

In 2006 I obtained an Associate’s degree from the UWEC with an Organizational Communication emphasis. In 2010 I elected to continue my education online with American Public University. I will graduate with a Bachelor’s degree in Business Administration by the end of 2013. This commitment is not achieved without the support of my family and friends. I have two children— a daughter, 15 and a son, 12. Both are active in our church, county 4-H program, sports and various after school activities. They keep me running on a continuous basis! We live on a small hobby farm that is home to various animals. I love nothing more than to spend my weekends at home with my family!

I am VERY excited to be the newest member of the Association staff and look forward to working with everyone in the future!

Wednesday Wisdom



Aaron Brunette

Back by popular demand. . . . *HUD Contract Writing and Financing*

It's been almost two years since Aaron presented this program and there have been many changes in the process, so whether you're new to the business or a veteran, watch for an email on July 9 and a link to our YouTube channel. Aaron will cover:

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

We've received lots of comments from members about being able to view the Wednesday Wisdom offerings on their own schedule, so the Education Committee will continue filming these programs to make them available on demand. If you have suggestions for future programs, please contact **Brian Dunham** or Joan at the Association office.



September 9-11

Radisson, Paper Valley Hotel, Appleton

Never attended a WRA convention????

We have good news for you! Contact the Association office by August 30 to be entered into a drawing for a **FREE** convention registration—a \$114 value!! If you've already attended a convention, don't forget the "two-fer" program offered again this year. Again this year members will be able to attend practical workshops, satisfy continuing education requirements, hear nationally known speakers, and, of course, do some socializing to create contacts for future business referrals. Mark your calendars now to attend this great event; for more information on the "two-fer" program or to register, visit wra.org.

AWARDS

Nominating Committee chairman **Jeff Theisen** and his committee will be meeting on July 25 to select the recipients of the Association's special awards. This year introduces a major change in member recognition: the Board Service Award and Affiliate of the Year will be retired and replaced with Distinguished Service award or awards which will be given to Realtors® or Affiliates. If you would like to nominate a member for extraordinary service to the Association, contact Jeff or Joan at the Association office.

July Dates to Remember. . . .

- ◆ . . .1 Mandatory use date, vacant land disclosure form
- ◆ . . .4 Association/MLS office closed
- ◆ . . .11 Dave Bugher reception, 2 PM, Association office
- ◆ . . .15-25 Online voting
- ◆ . . .17 Golf Committee meeting/noon
- ◆ . . .19 MLS Committee meeting, 8:30
- ◆ . . .23 Northern Waters area golf outing/Sarona

DISCOVER YOUR
magic

Conference & Expo,
Nov. 9-12 in Orlando.

RANWW Annual Meeting Highlights





Realtors® Association of Northwestern Wisconsin
Northern Waters Area
2012 Fun in the Sun Golf Outing
Monday, July 23 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. Cost for 9 holes of golf, cart, dinner and tee gift to be determined but a great value!
- 3:30—4:30 PM** Social Hour
- 5:00 PM** Dinner. For those of you who cannot join us for golf, a dinner buffet of fried/baked chicken will be available at a great price to be determined!

Name/Office: _____

Phone #: _____ Email: _____

Team Members:

1. _____

Phone: _____ Email: _____

2. _____

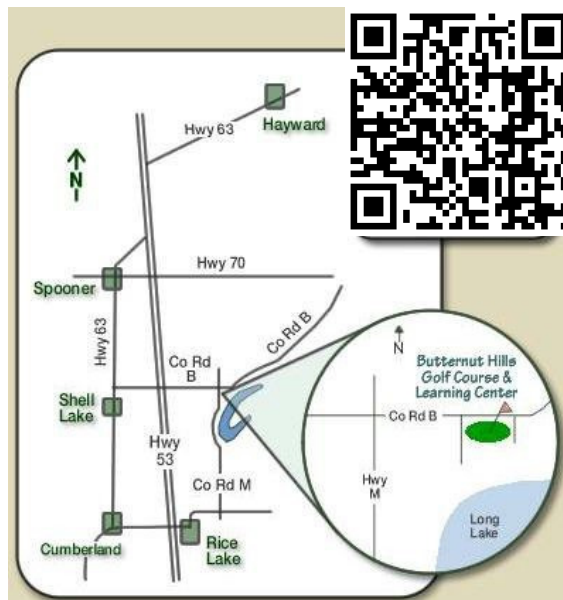
Phone: _____ Email: _____

3. _____

Phone: _____ Email: _____

4. _____

Phone: _____ Email: _____



WATCH THE MLS MESSAGE OF THE DAY AND OUR WEBSITE (ranww.org) FOR PRICING INFORMATION! Send registration by July 9 with check payable to RANWW to:
Vinopal Title & Abstract, 407 W. Knapp Street, Rice Lake, WI 54868



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 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

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