



REALTORS® Report

March, 2012

ANNUAL PAST PRESIDENTS LUNCH SCHEDULED.

Once again this year we'll pause in our normal business to thank our past presidents. These visionary leaders gave generously of their time and talent and are responsible for so many of the strengths of our Association, including:

MLS: a cutting edge program offering information on listings in Northwestern Wisconsin. Through participation in WiRex and RPR, participants can access data on properties in Wisconsin and the entire nation. The MLS also offers wireless access, a secure lock-box system, IDX and electronic scheduling program.

Foundation: a charitable entity that helps members enhance their public image and help our neighbors who need help with home repairs or renovations.

Education: Every month members can participate, in the convenience of their home or office, in a short program impacting their business. Additionally, continuing education and designation classes are offered.

Political/legislative advocacy: Recognizing the importance of monitoring private property rights and proposed legislation, the Association employs two GADs and is one of only three Associations in the state to have a local PAC.

Public Relations: A radio campaign, newspaper ads, a food drive and recycling events lets the public know we're concerned about our communities.

State & national involvement: Real estate is local, but state and national policies impact our business.

Three of our members serve on the WRA Board of Directors and one also serves on the NAR Board.

Social events: The golf outings and Christmas party provide great ways for members to have some R&R and get to know one another in a relaxing atmosphere that can make future transactions smoother.

The programs and services we take for granted are made possible by members who attended a minimum of four meetings a year for four years, represented us at state and national meetings and spent many hours working with the Association staff. Even after serving as the President, these leaders continue to be involved by chairing the Nominating Committee and serving on the Foundation Board .

In addition to recognizing our past presidents (with a tribute by *Marty Tauger!*), we'll be welcoming WRA Chairman of the Board **Rob Keefe** as our special guest and present *Dick Bezanson* and *Mike Ritsch* with the Realtor® Emeritus award.

Please show your appreciation to our past presidents by joining us at noon on March 15 at the Florian Gardens. The cost of this special meeting is only \$13 thanks to the generous sponsorship of **Wells Fargo**, **E. O. Johnson** and **Sam's Club**. We have a full agenda and expect more than 100 to attend, so please arrive by 11:45 to register and be seated and plan to adjourn around 1:15.

Reservations are needed by March 7; use the form inside or register online at the calendar on www.ranww.org. Exact cash or a check payable to RANWW will speed up the check-in process and help us stay on schedule. Hope to see you on the 15th!



*May your blessings outnumber the shamrocks that grow,
And may trouble avoid you wherever you go!*



REALTORS® ASSOCIATION OF NORTHWESTERN WISCONSIN

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

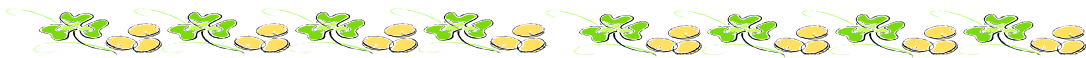
The Voice for Real Estate in Northwestern Wisconsin



MEMBERSHIP NEWS. . . .



- ◆ . . . Notice is given that **George Rohmeyer, Jr** of Re/Max Affiliates has applied for Realtor® membership. In accordance with our bylaws, written comments, which shall be kept confidential, are invited. An orientation for George and others who have not completed this membership requirement will be held March 29.
- ◆ . . . Best wishes to **Stacy Neuman** in her race to serve on the Barron County Board. She's being politically involved, part of the Realtor's® pledge.
- ◆ . . . A big thank you to the members who made time in their schedules to attend the lockbox demonstrations. Our contract with Risco expires in January, 2013. Whether we extend our contract with Risco or contract with a new vendor, **brokers will need to return all boxes to the MLS office**, probably in December. Brokers who do not return lockboxes will have to pay a replacement cost of \$89.67 per box. If you are not using the online system for tracking your lockboxes, this may be the perfect time to start. The system allows you to enter the MLS number, property address and serial number of each lockbox in your inventory. Some brokers have a policy a commission check is held until the lockbox is returned. The online program is a great tool for minimizing your liability for the lockboxes—contact Jane for details.
- ◆ . . . Kudos to **Tom Tetzlaff** of Appraisal Works who shared that of all the MLSs he uses, NW WI MLS is the most accurate and complete! Help us to continue meeting appraisers' needs by entering accurate, complete information; it will help get your properties appraised and provide better comps for your CMAs.
- ◆ . . . Hats off to the Rice Lake offices of **Johnson Bank** and **RCU** for providing meeting space for the brokers and Foundation Board of Directors meetings. Our affiliates support our Association financially, serve on committees and attend our functions—they are our business partners, so please make an affiliate your first business contact when possible. A list of affiliates, with contact information, is on our website.
- ◆ . . . Thank you to **Josh Briggs** for his program on Appraisal issues. The new appraisal requirements have created challenges for appraisers, and helping members understand the new MLS fields results in more complete data in the MLS. That translates to better comps and a better chance properties will appraise!
- ◆ . . . Our final thank you this month is to **Gary Nathan** of Woodland Development for his recent gift to the Foundation. The directors will be awarding grants in April, so the gift is timely!



WEDNESDAY WISDOM

March 14, 9-10

Plan now to learn more about **Rural Housing** in a program presented by Landis Wagner, Area Specialist for Rural Development. During the program, she will cover:

- ◆ Rural Development Guarantee Program benefits
- ◆ Applicant Eligibility
- ◆ What defines an eligible property?
- ◆ Can do Condos, PUDs, townhouses, modular, new construction and manufactured homes!
- ◆ Outbuildings! What's the deal?!?
- ◆ Income
- ◆ Credit – community property state and non- traditional credit
- ◆ Appraisals and Inspections
- ◆ Repairs can be included in the loan!
- ◆ Streamlined Refinance
- ◆ One time Guarantee fee and Annual fee
- ◆ Resources

Watch for an email on March 12 with a link to the site!

Bits & Pieces. . . .

- ✓ The Nominating Committee, under the leadership of **Jeff Theisen**, will meet soon to nominate a slate of candidates for the Board of Directors. If you're interested in serving, complete the nomination form on our website under member resources.
- ✓ Remember Sam's Club offer of gift cards to RANWW members renewing or purchasing new membership. A certificate is on our website under member resources.
- ✓ Interested in serving on the Professional Standards Committee? WRA offers the required training on April 27—contact Joan if interested.
- ✓ Your Association staff or leadership team will visit your office to cover issues of interest to you. Contact Joan to schedule a visit and then put on the coffee—we'll bring the donuts!



SPOTLIGHT ON OUR PAST PRESIDENTS



Dunn and Dunn-Pepin Board of Realtors®

1986	Zita Stewart
1987 & 88	Millie Halvorson
1990 & 97	Elizabeth Spader
1991	Karen Hofland
1992	Pat Sobota
1993	Elaine Lammer
1994	Bill Tice
1995	Bonnie Nelson
1996	Verl Carlstrom
1996	Emilie Wiese

Barron Washburn/Northern Waters Board of Realtors®

1978	Dick Kuula
1983	Steve Wickre
1984	Marlene Gargulak
1985	Curt Crane
1986	Tom Schaffer
1987	Gary Johnson
1988	Jim Gargulak
1989	Cathy Hansen
1990	Steve Jensen
1991	Linda Wiese
1994	Tom Hansen
1995	Roger Rivard
1996	Tom Nelson
1998	Geoff Pedersen
1999	Butch Flor
2000	Dave Thomas
2001	Margo Katterhagen
2002	Mary Hafenstein

Realtors® Association of the Chippewa Valley, Eau Claire Board of Realtors® or Eau Claire-Chippewa Board of Realtors®

1961-62	B.J. Farmer
1965-66	Howard Post
1969-70	C. David Bugher
1973-74	David Donnellan
1975	Doug Lundholm
1978	L. L. Stewart
1980	Dick Bezanson
1982 & 83	Jim Theisen
1984	Rolf Kleven
1985	Wayne Peters
1986	Bob Janke
1987	Chick Feather
1989	Mike Ritsch
1991	Ned Donnellan
1992	Paulette Carlson
1993	Mike Benrud
1994	Ron Nyhus
1996	Carolyn Bugher
1997	Mike Tainter
1998	Dave FitzGerald
1999	Lenny Drescher
2000	Bruce Hayhoe, Jr
2001	Rod LaRose
2002	Pete Wiese

Realtors® Association of Northwestern Wisconsin

2003	Sue Hesketh
2004	Dave Mickelson
2005	Ray VanGilder
2006	Margo Katterhagen
2007	Mark Fouts
2008	David Dresel
2009	John Flor
2010	Dave FitzGerald
2011	Jeff Theisen

*Fax this form to 835-4621 by noon, March 7
or register on the calendar at www.ranww.org*

Please register me for the March 15 meeting; my reservation is my commitment to pay the cost of \$13 if I do not attend or cancel by noon, March 7.

(Menu: honey pecan chicken on rice, vegetable medley, tossed salad, roll & dessert; vegetarian menu also available—contact RANWW staff for info)

Name _____

Email address _____



Together we'll go far



*Thanks to our
sponsors!*



&



CONTINUING EDUCATION REQUIREMENT: *All licensees must complete six courses approved by the Department of Safety and Professional Services before December 14, 2012. Four of the classes are mandatory; licensees may choose two electives to complete the required 18 hours.*

Hayward classes
May 9, 10 & 16
Flat Creek Inn
10290 Hwy 27 South

Rice Lake classes
October 10-11 & 18
Turtleback
West Allan Road

May 9 & 10—Jon Sayas, instructor

Oct. 10 & 11—Rob Sayas, instructor

- May 9: CE#1, Listing Contracts (8:30-11:30)
- May 9: CE#2, Offer to Purchase (1-4:00)
- May 10: CE#3, New Developments (8:30-11:30)
- May 10: CE#4, Business Ethics (1-4:00)

- Oct. 10: CE#1, Listing Contracts (8:30-11:30)
- Oct. 10: CE#2, Offer to Purchase (1-4:00)
- Oct. 11: CE#3, New Developments (8:30-11:30)
- Oct. 11: CE#4, Business Ethics (1-4:00)

May 16 Electives—Jonathan Sayas

Oct. 18 Electives—Rob Sayas instructor

- Elective A: Short Sales & Foreclosures (8:30-11:30)
- Elective B: Environmental Matters (1-4:00)

- Elective C: Other Approved Forms (8:30-11:30)
- Elective D: Financing (1-4:00)

REGISTRATION FEES:

Each full day of education (6 hours) is \$70 for members, \$80 for non-members, and includes morning and afternoon breaks and lunch buffet; each three hour class is \$35 for members, \$40 for non-members. No lunch included if attending only 3 hours. **NOTE:** Registration begins 30 minutes prior to class; late arrivals will not be allowed into the class and will forfeit their registration fee. Refunds (less \$15 admin fee) will be issued only if cancellations are made at least 3 days before the class.



These classes are made possible through the generous support of Johnson Bank—please be sure to thank them!

Please register me for the indicated classes; my check for \$ _____, payable to RANWW, is enclosed:

Name _____ Email _____

<input type="checkbox"/> CE 1, May 9, Hayward	<i>Send this registration form, With payment, to: RANWW, 1903 Keith Street Eau Claire, WI 54701</i>	<input type="checkbox"/> CE 1, Oct. 10, Rice Lake
<input type="checkbox"/> CE 2, May 9, Hayward		<input type="checkbox"/> CE 2, Oct. 10, Rice Lake
<input type="checkbox"/> CE 3, May 10, Hayward		<input type="checkbox"/> CE 3, Oct. 11, Rice Lake
<input type="checkbox"/> CE 4, May 10, Hayward		<input type="checkbox"/> CE 4, Oct. 11, Rice Lake
<input type="checkbox"/> Elective A, May 16, Hayward		<input type="checkbox"/> Elective C, Oct. 18, Rice Lake
<input type="checkbox"/> Elective B, May 16, Hayward		<input type="checkbox"/> Elective D, Oct. 18, Rice Lake