

# REALTORS® Report

September, 2011

## ASSOCIATION ANNOUNCES AWARD RECIPIENTS

This year's recipient of the Association's highest award is **Jeff Theisen** of J. Theisen, Inc., Realtors® of Eau Claire. Jeff's term as our President will end this month, however, his service to the Association will not! In addition to serving on the MLS Committee, the executive committee and the Foundation Board of Directors, Jeff will also be representing our Association on the state level as an executive committee vice president next year. As our president, Jeff has had a busy and challenging year. He responded positively to many requests from the media on the housing market, and because his firm is also active in new construction and the commercial market, he was able to represent those aspects of the market in his comments. In his role as president, he welcomed new members at orientations, represented us at NAR meetings in New Orleans and Washington, DC, facilitated our strat plan, and chaired board of director and membership meetings. Even with these demands on his time, Jeff remained active in state association leadership as well as local charity and service groups. Jeff's commitment to professionalism and our Association are being recognized with the Realtor® of the Year award.



**David Masterjohn** of Masterjohn Realty has been named the recipient of this year's Board Service Award. David, who recently resigned as our president-elect for personal reasons, has been very active in the Association. His service on the MLS Committee for the last several years has been valued because he represents the perspective of the appraiser as well as the residential broker. In addition, as a participant of the Superior MLS, he brings that additional experience to the table. Dave was elected to the Board of Directors in 2007 and to the executive committee in 2009. He's been our representative at national conventions and at midyear meetings as well as a faithful participant at association events. He recently was influential in bringing appraiser classes to northwestern Wisconsin. The Board Service Award is a recognition of strong and ongoing support of the Association, and David's service to RANWW make him a worthy recipient of this very special award.

It's never easy for the Nominating/Recognition Committee to select an Affiliate of the Year since our Association is fortunate to have many active, supportive Affiliate members. This year's recipient not only has been a strong financial supporter of the Association, but representatives of the company have been involved in serving on the Christmas party, golf and public relations committees and on the Foundation Board of Directors. You'll always see one of them at an Association event! Recently the company began organizing monthly, informal social events for members with the hope and expectation that future events will be hosted by other affiliates to help create networking opportunities. All these activities have earned **All Title Services, Inc.** this prestigious award.

**ALL TITLE  
SERVICES, INC.**

*Please join us on September 22 at Lake Wissota Country Club in Chippewa Falls to help honor these special members and to welcome 2012 President David FitzGerald and his leadership team. The event will be free to all members in appreciation of the many hours of volunteer service. Look inside for your invitation and join us!*

**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*



## *From the President. . . . Jeff Theisen*

**I**t is hard to believe this year has gone by so quickly! While we have seen many challenges, we have also seen a great number of accomplishments. I have been overwhelmed by the generosity of our members, both Realtors® and affiliates. Your commitment to the RANWW is to be applauded.

Our association continues to be one of the most admired around the state. We are extremely fortunate to have Joan Englert as our Executive Vice President. Her guidance and understanding are invaluable to our association. It is with great pride I can announce to you she will be receiving the WRA Distinguished Service Award at the convention in a few weeks. I hope you all can attend to congratulate her.

We have many things to be proud of this year. We have four members of our association on the WRA Board of Directors. Many members also serve on and chair WRA committees. The RANWW also had outstanding representation at the convention and Realtor® and Government Day.

Many of our committees have done outstanding work this past year! The Education Committee successfully held two workshops with nationally recognized speakers, implemented Wednesday Wisdom, as well as ran panel workshops, continuing education, professional standards training, appraisal training, distance learning and a broker program.

The MLS Committee has been busy as well. They have added access to Realtors® Property Resource (RPR) and data co-op (WIREX). They have also continued to make changes to MLS policies as needed to adapt to our ever changing environment.

The Public Relations Committee did a fantastic job educating the public via the radio and Facebook about loan availability, low interest rates, and RANWW Foundation activity. They also ran a very successful food drive at our annual meeting.

Our affiliates have been impressive this year! Because of their generosity we have been able to host two national workshops, two golf outings, and the Christmas party. Many of our affiliates also serve on or chair many of our committees. Their contributions to our board are invaluable!

A true testament to our board is the philanthropy that has been shown this past year. In a time when the market has been challenging to say the least, we have awarded over \$14,000 in grants from the Foundation and raised over \$11,000 for the Salvation Army at our Annual Food Drive! You should all be very proud of these accomplishments.

As an organization we have remodeled the association office to accommodate larger meetings and increased technology to be able to offer remote classes. We have updated our website with more information and easier navigation.

I would like to thank the office staff for their support this past year. Their commitment to the association makes our jobs much easier. Thanks **Al, Bruce, Jane, Pattie, and Rhoda!** I also want to thank the Board of Directors and the Executive Committee for their hard work and support this year. Their guidance and dedication to the association is inspiring and I feel privileged to have worked with them.

Thank you for allowing me to serve you this past year. It has been an extremely rewarding experience, one I will cherish forever! Thanks!

**See you at the convention and the Awards and Installation Banquet!!**

# 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.

## REALTOR® MEMBER APPLICATIONS

**Shelley Morgan** Homestead Realty, Inc.  
**Sarah Peterson** CB Johnson & Johnson

## AFFILIATE MEMBER APPLICATIONS

**Steve Connell** M&I a Part of BMO Financial  
**Ben Franko** Citizens Community Federal Bank  
**Steven Polzin** Classic Radon Services

- ◆ . . . Congratulations to **Brian Dunham** who was quoted in the Residential Specialist magazine on his use of QR codes. We're fortunate to have someone who uses cutting edge technology chairing the Education Committee so we can offer programs to address this constantly changing environment.
- ◆ . . . Hats off to the 71 appraisers who attended classes in Rice Lake on the new UAD. Because of their strong support, we can expect more classes for appraisers in northwestern Wisconsin.
- ◆ . . . A big THANK YOU to the following people who supported the Foundation with special donations:  
**All Title Services Catherine Bade John Flor CB Brenizer, Eau Claire**
- ◆ . . . Another big THANK YOU goes to our retiring directors: **Tina Bann, Mike Brenizer, Butch Flor** and **Linda Bucher**. They've served the Association well and their leadership will be missed!
- ◆ . . . Congratulations to **Mark Fouts** who will be representing the past presidents on the Board of Directors.
- ◆ . . . Kudos to **Shane Beck, Lenny Drescher** and their committees for organizing two very successful golf outings! **John Yule** and **Carolyn Poepping** claimed the traveling trophies for low scores in the Chippewa Valley outing; **Al Ausing** and **Catherine Bade** each claimed the \$150 raffle prize for the Foundation benefit. Perfect weather, delicious food and generous door prizes all combined to make the events a good time for needed R&R. Of course, without the support of affiliates, the outings would not have been possible; show your appreciation to them by making them your first business contact when possible.

All Title Services, Inc.  
 Bank Mutual  
 Charter Bank  
 Chippewa County Abstract  
 Cumberland Federal Bank  
 Dairy State Bank  
 First Nat'l Bank

Hometown Title  
 Johnson Bank  
 M&I/part of BMO Financial  
 Northwestern Bank  
 Opelt's Home Inspection  
 Peoples Bank of Wisconsin  
 Royal Credit Union

Saltness Home Inspection  
 Sawyer County Abstract  
 Schrader Title Services  
 Schrader Law office  
 TM Title  
 US Bank

United Bank  
 Vinopal Title & Abstract  
 Wells Fargo Home Mtge  
 Western WI Title Services  
 Wintrust Mortgage



Committees build the programs and services the Association offers and are our strength. If you'd like to be a part of the group that plans our programs, contact 2012 President **Dave FitzGerald** or Joan or one of the committee chairs.

Christmas  
 Education  
 Elections  
 Golf (CV)  
 Golf (NW)  
 Public Relations  
 Professional Standards  
 RPAC (CV)  
 RPAC (NW)

**Ronna Beck**  
**Brian Dunham**  
**Scott McKinney**  
**Lenny Drescher**  
**Shane Beck**  
**Tina Bann**  
**Kelvin Ruesch**  
**Linda Bucher**  
**Mary Hafenstein**

In accordance with RANWW bylaws, notice is hereby given that Article X, Section 2 of our bylaws will be amended to reduce the number of RPAC trustees from 9 to 7, effective October 1, 2011, unless a petition signed by at least 10% of the members opposing the amendment is received at the Association office.

# Wednesday Wisdom . . .

## September 21

Mark your calendars now to participate in this month's program on mobile apps and other products designed to make you more productive! Representatives from AT&T and Verizon will demonstrate products and services they have available specifically targeted for your busy, mobile life style. As always, you'll be able to take advantage of this program from your office or home—watch for an email on Monday, Sept. 19 with information on accessing the site and then plan to watch at **9 AM on the 21st**. The program has been changed from the usual second Wednesday of the month because of the WRA convention.

**STAYING SAFE AS A  
REALTOR®  
INVOLVES**

Knowledge

SEPTEMBER IS  
REALTOR® SAFETY  
MONTH



NATIONAL ASSOCIATION OF REALTORS®

### DID YOU KNOW .

. . .RPAC is the only political group in the country organized for Realtors®, run by Realtors® and exists solely to further issues important to Realtors®? Think of your RPAC contribution as an investment. The best investment you'll ever make in your business and yourself. RPAC is your best insurance against poorly designed small business and commercial real estate legislation. If you're not giving your fair share to RPAC, you're not doing all you can to better your profession, your business and yourself.

RPAC co-chairs **Pete Wiese** (235-7999) and **Dan Lawler** (234-2948) are contacting members about renewing their investment for 2011 and will be happy to answer questions you have. You can also use your Visa or MasterCard—call Sandy at WRA (800 279-1972) to facilitate charging your investment!

#### \$1000 Donors

*Linda Bucher  
Brian Dunham  
John Flor  
Dan Lawler  
Karen Pavlicek  
Pete Wiese*

#### \$500 Donor

*Wayne Peters*

#### \$400 Donor

*Krag Blomberg*

#### \$200 Donor

*Michael Brenizer  
Emilie Wiese*

#### \$100 Donors

*Paul Canfield  
Martha DeLong  
Jason DeRousseau  
Ned Donnellan  
Joan Englert  
Akemi Fischer  
David FitzGerald  
Butch Flor  
Mark Fouts  
Margo Katterhagen  
Dick Kuula  
David Masterjohn  
David Mickelson  
Gary Nathan  
Ben Rivard  
Tom Schaffer  
David Suchla  
Jim Theisen  
Jeff Theisen  
Terry Turek  
Bob Wing*



### SEPTEMBER OPPORTUNITIES

- ◆ . . .5, Labor Day, office closed
- ◆ . . .9, MLS Committee meeting, 8 AM
- ◆ . . .12 Social Media & Cyber Safety webinar—10:30
- ◆ . . .13-15, WRA Convention, WI Dells
- ◆ . . .21, Wednesday Wisdom “Mobile Apps” - 9
- ◆ . . .22, Awards & Installation, Chippewa Falls
- ◆ . . .23, Foundation BOD meeting, 9, Rice Lake
- ◆ . . .26-27, ABR course, Woodruff

### EDUCATION IN THE NORTHWOODS!



Have you delayed earning the prestigious ABR designation because you didn't want to travel to Madison or the eastern side of the state? Here's an opportunity to take the 2-day required class in the beautiful northwoods! Contact WRA to get more information on this special course at the Northwoods Association of Realtors®' office in Woodruff.

*The Realtors® Association of Northwestern Wisconsin  
Cordially invites you to the  
Awards & Installation Banquet for the installation of  
David FitzGerald as President  
And recognition of  
Jeffery Theisen as Realtor® of the Year,  
David Masterjohn as Board Service Award Recipient,  
And  
All Title Services, Inc.  
As the Affiliate of the Year*

*Thursday, September 22, 2011  
Five-thirty social, dinner following at 6:30  
Lake Wissota Golf Club  
16108-97th Avenue, Chippewa Falls, WI*

*Name* \_\_\_\_\_

*Guest* \_\_\_\_\_

*RSVP by September 17, 2011  
To RANWW, 1903 Keith Street, #3, Eau Claire, WI 54701  
Price Per Person \$22 (members pay only for guest)*

*Note: Members who register and do not attend or cancel by noon, September 17, will be  
invoiced \$22 per reservation.*