

REALTORS® Report

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Sentrilock & Keycard Training This Month

For months, you've heard about it...some of you have had the opportunity to try out the demo model at the board office, and now, it's time to convert from Risco to Sentrilock.

The long awaited lockbox conversion happens in a matter of days, and the Implementation Team has been hard at work to make the transition go as smoothly as possible.

Following are the things all of you need to know in order to avoid as much confusion as possible and make this transition work for you.

Training Classes: Each of you should have received an email (or more than one) from Sentrilock with the dates, times and locations of the training classes. Members

Training Locations:

There are ONLY 2 training locations, RANWW office in Eau Claire and Masterjohn Appraisal in Spooner.

STILL TIME to register for Sentrilock Training Classes!! See Page 4 for location/dates/times!

Returning Risco Lockboxes: Lockboxes may be returned to either the Eau Claire or Spooner locations during the training week or (*story continues below*)

were responsible for scheduling their preferred class directly with Sentrilock. Support staff is welcome to attend. Seating will be limited and there may be some standing room only in either location, please come if you can.

Special points of interest:

- Sentrilock, Coming to your listings in December
- Dues Renewal Policy
- Real Estate License Renewals
- Christmas Party Signup
- GRI Training Here
- 2012 Management Conference Signup
- Out of State CE—in Puerto Rico!!

Lockbox Conversion FAQs

at any other time during regular business hours. Staff will log in the returned boxes and complete necessary return forms. **Please note: All Risco lockboxes MUST be returned to RANWW, Eau Claire or Masterjohn Appraisal, Spooner NO LATER than Friday, January 4, 2013!**

Returning Risco ReaderKeys: Members may wish

to retain their Risco ReaderKeys for a few weeks after receiving their new Sentrilock Cards. Risco ReaderKeys may be needed to remove Risco Lockboxes from properties or to access properties for showing until the listing office can replace the Risco lockboxes with Sentrilock lockboxes.

Picking Up Sentrilock Lockboxes: Sentrilock lock-

boxes will be programmed for your office during the class that the broker will be attending. Please note: **NO lockboxes will be distributed to agents unless the broker has signed an authorization allowing RANWW to release boxes to a designated person PRIOR to the actual pickup of the lockboxes. If you are a broker and anticipate an** (*story continues on Page 3*)

COMPANY NAME: _____

CITY: _____



**BROKER AUTHORIZATION TO RELEASE SENTRILOCK LOCKBOXES
FOR PICKUP BY INDIVIDUAL OTHER THAN BROKER**

I do hereby give permission to the Realtors® Association of Northwestern Wisconsin and the Northwestern Wisconsin Multiple Listing Service, Inc to release Sentrilock lockboxes to the individual listed below for the purpose of picking said lockboxes up on my behalf and delivering them to my real estate office.

I take full responsibility for any lockboxes released to the care of the individual noted below and understand I am liable for the replacement of any missing, lost, damaged or stolen boxes at the current market value plus sales tax for each unaccounted lockbox.

Name : _____

(print name of individual picking up lockboxes)

Relationship to you of person picking up lockboxes: _____

(staff, agent, spouse, etc)

Broker Name: _____

(print name)

Broker Signature: _____

Company: _____

Picking Up Sentrilocks and SentiCards

(cont from Page 1) **agent or support staff in your office picking up boxes on your behalf, please complete the Broker Authorization Form on Page 2 and email, FAX or mail that form to the RANWW office immediately!**

Picking Up SentiCards: Everyone attending a training class will receive, if they wish, a SentiCard before leaving the training class. New lease agreements will be signed by all members receiving a new SentiCard. New members

(those who have never had an electronic key through RANWW) will be required to pay a \$60 security deposit. Existing keyholders are not required to pay any additional fees for the SentiCard.

Notifying Members of Lockbox Type on Properties: We strongly encourage each broker and/or agent review their current listing inventory and in BookA-Showing, under Lockbox Instructions, note in the text field the type of lockbox (Risco or Sentrilock) that is

on the property. This will alert potential showing agents what to expect and what key they will need to enter the property.

The Implementation Team has worked diligently to get as many members through training classes as possible and to keep conversion costs to a minimum.

Special thanks to Masterjohn Appraisal for generously donating storage, classroom space and staff to help us in this process!

“Election season is back! Town boards, county boards, city council and school board races and a Supreme Court justice on the ballot April 2nd”

Dues Renewal Policy Explained

REALTOR® dues for 2013 (not to be confused with bi-monthly MLS dues) are payable in full NO LATER than COB Monday, December 31st!

If you have not received or have misplaced your 2013 dues statement, please contact the board office as soon as possible.

RANWW collects dues for

all three professional associations, RANWW, WRA and NAR. We collect your dues, then forward that portion of your dues dollars for you to the state and national associations. By remitting your dues early, you are ensured of uninterrupted membership services, and we thank you for your continued membership!!

Dues must be delivered in

person or postmarked by Monday, December 31st. Checks should be made payable to RANWW. Dues may also be paid online at realtor.org.

Anyone paying dues in December MUST include a \$25.00 late fee!

Anyone not paying dues by the December 31st deadline will be required to

Things You Need To Know

Real Estate License Renewals: All real estate licenses are required to complete 18 hours of continuing education. There are four mandatory courses and two approved electives. If you did not receive your real estate license renewal notice, contact the Department of Safety and Professional Services at 608-266-5511. You can renew your license online by

using the following: <http://dsps.wi.gov/Licenses-Permits/Credentialing/Renewal>. You will be asked to confirm the following: Course Title, Course Date, School/Sponsor and Continuing Education Hours.

Reporting Above/Below Square Footage: The MLS requires the reporting of above and below grade

square footage, finished and unfinished. Need a refresher? Feel free to view or print the MLS square footage guidelines available on our website: <http://ranww.org/documents/resources/square-footage-guidelines.pdf>

Contact the RANWW office with any questions.

Still Time To Register For SentiLock Training Classes!

Each member should have received an email (or two) from SentiLock, inviting them to register for a training class for the new SentiLock lock-box and key system. If you did not receive an email (check your junkmail or spam folders) or have not already registered, fear not...there is still time, and still room, but you'll need to act quickly.

As of this writing, the following times and locations still have room for you:

Eau Claire December 12th

at 2:30pm, 30 seats available.

Spoooner, December 13th, 2:30pm, 11 seats available and at 4pm, 30 seats available.

Spoooner, December 14th, 9am, 21 seats available and

10:30am, 16 seats available.

To register, either access the email you received, or call SentiLock directly at 877-433-6998. RANWW staff CANNOT assist you with registrations! See you in class!!



How Do I Get A SentiCard If I Can't Attend Training?

If you are unable to attend a training class during "Lockbox Week"—December 10 to 14, a SentiCard will be programmed for you by the RANWW office, but **only after December 14th!!**

RANWW staff will NOT BE AVAILABLE TO PROGRAM SentiCards during training week (December 10 to 14).

SentiLock and RANWW

staff will be programming keys and lockboxes only for those who are registered for and attending training classes.

ANYONE requesting a new SentiCard MUST complete a new Cardholder Lease Agreement!!

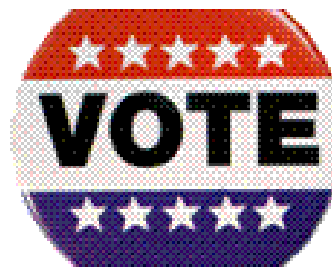
This agreement will be available at the training classes and online at ranww.org by

December 10th. SentiCards will NOT be issued to anyone until a new lease agreement is signed, and SentiCards will not be released to anyone other than the person to whom the SentiCard is assigned.

If you have any questions regarding this, call the RANWW office prior to December 10th!

"Nomination forms are circulating for local public offices. Why not step up and run for office!"

Nomination Papers For Local Elections Being Circulated



Beginning December 1st, those citizens interested in running for local office (city council, county board, village

board, town board and school board) may begin circulating nomination forms.

In Eau Claire, there are five at-large city council seats available, all county board seats and three school board seats. Both city council and school board seats are three year terms, county board is two. In Chippewa Falls, five city council seats are up,

along with the Mayor, and there will be 15 county board and three school board seats up.

In Menomonie, there are six city council seats available, three school board seats and all 29 county board seats are also available. Deadline is 5pm January 2nd to return nomination papers.

RANWW Member Awarded REALTOR® Emeritus Status

Phil Kaiser was awarded REALTOR® Emeritus membership, a status recognizing at least 40 years of membership. Phil joins an elite group of members, including Dick Bezanson, Dave Donnellan, BJ Farmer, Rolf Kleven, Doug Lundholm, Howie Post, Mike Ritsch and LL Stewart.

Phil is the owner/broker of Kaiser Realty, Inc. He has served as President of the Price-Rusk Board of REALTORS® and Director of the Wisconsin REALTORS® Association. Phil is a life-long



advocate for Private Property Rights and one of the charter members of the Regionalized Multiple Listing Service.

RANWW wishes to congratulate Phil on his selection as REALTOR® Emeritus and all of our REALTOR® Emeritus as RANWW members!!!



“Thanks to our wonderful members, we raised \$7,395 during this year’s Turkey Drive!! Eau Claire Realty won the Turkey and Vinopal was Top Spam!”

Meet and Greet Scheduled

As we have done in past year’s, the board office will host an informal meet and greet with new legislators and new community leaders just before the holidays.

This year’s date is Monday, December 17th from 2 to 4pm at the RANWW board office.

Invited this year includes the following community leaders:

Mary Ann Hardebeck, Eau Claire Superintendent.

Connie Biedron, Altoona Schools Superintendent

Dana Wachs, 91st District State Representative

Russ Von Gompel, Eau Claire City Manager

informal opportunity to meet with these leaders, get to know them and learn about them, their philosophy, and identify areas that we as REALTORS® can work with them for the betterment of our community.

Bring your questions and thoughts, we’ll provide the coffee.

The meet and greet is an

RANWW Welcomes New Members!!



In accordance with our bylaws, notice is hereby given that *Nycole Johnson—American Realty World, Sean*

Olson-Donnellan Real Estate and Brad Dostal—Associated Bank have applied for REALTOR® membership; written comment, which shall be kept confidential, is invited.

A reminder that New Member Orientation will be held in the RANWW board office on February 21st from 8:15 to Noon.

RANWW/MLS Holiday Hours

Closed Mon & Tues December 24 & 25

Closed Tuesday, January 1st

We wish each of you a Very Merry Christmas and a Happy New Year!!



You Are Invited!!

The Realtors® Association
of Northwestern Wisconsin

2012

A HYPNOTIC CHRISTMAS!

When: Friday, December 7th

Place: Elks Lodge ~ Rice Lake

Time: 5:30 Social Hour

6:30 Dinner Buffet

7:30-9:00 SHOWTIME!

Cost: \$25 per person*

Entertainment: Hypnotist *Kellen Marson!*

GREAT FOOD, DOOR PRIZES, ENTERTAINMENT AND FUN FOR ALL!

Number Attending: _____

Names of attendees (First and Last):

RSVP with payment by Monday, December 5th to:

RANWW, 1903 Keith Street, #3, Eau Claire, WI 54701

* NO cancellation refunds

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



RE-invent the way you do business.

2012 Management Conference

December 6, 2012 | Pewaukee

Mark the date for this year's Management Conference in Pewaukee. This year's event welcomes industry veteran Jose Perez, founder and Chief Visionary of PCMS Consulting to show you how to "RE-invent the Way You Do Business." You'll hear from REAL trends Editor Steve Murray, and Morris A. Davis, Ph.D., Associate Professor and Academic Director the Grasskamp Center for Real Estate!! This program fills up fast, be sure to register with WRA or online today! If you'd like to car-pool to Pewaukee, contact the board office at 715-835-0923.

Schedule of events:

8:00 a.m. - Registration with coffee and rolls

8:00 a.m. - 3:30 p.m. Exhibits

9:00 a.m. - 10:00 a.m. Opening Session: "Using the Great Depression to Forecast the Recovery of the Great Recession" with Morris A. Davis, Ph.D.

10:15 a.m. - 11:45 a.m. "RE-invent the Way You Do Business" with Jose Perez

11:45 a.m. - 1:00 p.m. Lunch (included in fee)

1:00 p.m. - 3:15 p.m. Workshops

3:25 p.m. - 4:15 p.m. General Session: "Game Plan" with Steve Murray

BONUS! A \$500 airline travel certificate sponsored by Travelog will be given away at the end of the conference. You must be present to win.

Learn more and register online at www.wra.org/Management.

Call (800) 279-1972 with questions or to register by phone.



Grab your suitcase and fulfill your 2013-2014 real estate continuing education requirements in style — join the WRA in sunny San Juan, Puerto Rico! Whether you enjoy ocean views or historical buildings, this is one educational opportunity you won't want to miss. Classes are held at The Sheraton Old San Juan Hotel & Casino, located in the heart of Old San Juan, surrounded by museums, galleries, restaurants and the Bacardi Rum Distillery. Choose from as many as four CE courses:

- Course 1 – Wisconsin Listings
- Course 2 – Wisconsin Offers
- Course 3 – Wisconsin New Developments
- Course 4 – Contingencies in Wisconsin Approved Offer Forms
- Go to www.wra.org for more information and to register!!



WRA will serve as host for the GRI course. RANWW will serve as one of the live satellite learning centers for the GRI course. You'll be able to stay close to home while taking the course, which will cover the necessary skills to conduct successful listing presentations, price a home to sell, close the transaction, market and promote effectively, as well as business ethics, social media, environmental issues, digital imaging and internet marketing and CRS 201-Listing Strategies for the Residential Specialist.

Instructors include Chandra Hall, CRS, Mark Porter, CRS, Cassidy Kuchenbecker, CRA and Cori Lamont. GRI Course 2 has been submitted for 2013-2014 Continuing Education credits. You have two opportunities for this course offering:

February 12 and 13 from 8:15 to 5pm and March 12 and 13 from 8:15 to 5pm

Contact WRA at 800-279-1972 to go to www.wra.org for more information, pricing and to register.