



# RANWW

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## Realtors® Association of Northwestern Wisconsin

**April 2014**

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### Realtors® Recycling Round Up

***If you have junk we're looking for you!*** RANWW is hosting two recycling round-up events. The first will be Saturday, April 26, 9:00am-1:00pm at First Choice Computer Recycling, Eau Claire. The second will be Saturday, May 10, 9:00am-1:00pm at Woodland Development Realty, Hayward and hosted by 5R Processors Ltd. Tell your neighbors, friends, co-workers, acquaintances, complete strangers! If you have junk we have a recycling event for you!

***Volunteers needed the day of event! Please contact staff@ranww.org***

### LIVE CE Coming to Hayward

All real estate licenses expire on a biennial schedule and must be renewed by December 14th of the even-numbered years. All licensees must complete six courses approved by the Department of Safety and Professional Services. Four of the courses are mandatory and two of the courses are electives which licensees may choose. License renewal requires 18 hours of continuing education. The six courses are designed to fulfill the required 18 hours.

Join us on **May 21st, 22nd, & May 29th at Flat Creek Inn, Hayward** to fulfill you CE requirements. These courses will host Attorney Jon Sayas & Attorney Mike Tobin as instructors. Cost is \$70 for each full day of instruction for members and \$80 for each full day of instruction for non-members. The registration form is available in this newsletter, on our Association web site, or contact the Association office for more information.

### Welcome New Members

In accordance with our bylaws, notice is hereby given that the following individuals have applied for RANWW membership; written comment, which shall be kept confidential, is invited.

Kelly Butterfield ~ Johnson Bank/Hayward  
Kevin Comerford ~ Coldwell Banker Brenizer/EC  
Susan FitzGerald ~ Kleven Real Estate  
Tonya Kozuch ~ Coldwell Banker Ross Frontier  
Ciara Latz ~ Coldwell Banker Brenizer/EC

James Nelson ~ Timber Ghost Realty  
Dawn Toraason ~ Weiss Realty  
Deirdre Tumm ~ Security Financial Bank  
Tina Wagner ~ Coldwell Banker Johnson & Johnson/Turtle Lake



### Upcoming Events

April 1	Professional Standards training	May 8	RANWW BOD Meeting
April 9	New Member Orientation	May 9	Foundation BOD Meeting
April 18	Association Office closed @ Noon	May 12-17	NAR Mid-Year Meeting
April 20	Easter Sunday	May 19	Tax Strategies for the Real Estate Professional
April 26	Recycling Round-Up	May 21	CE 1&2 Flat Creek Inn, Hayward
May 1	BPO Remote Training-Eau Claire	May 22	CE 3&4 Flat Creek Inn, Hayward
May 2	WRA BOD Meeting Madison	May 26	Memorial Day Association Office Closed
May 2	MLS BOD Meeting	May 29	CE Electives Flat Creek Inn, Hayward



## Realtor® & Government Day a Success!

On February 26th I, along with Bruce King, Al Arnold and 18 other members of the Association, embarked on the three hour trip to Madison with the sole intent of participating in WRA Realtor® & Government Day. In the many years I have been involved in this Association, I have never made the trek to Madison to participate in this day. In my eyes, it did not pertain to me or my position as a bank employee. Upon accepting the EVP position of the Association it has been in the back of my mind that I would need to attend at some point. That point came this year. I could find no reasonable excuse not to go. With zero expectations for the day ahead, I made the three hour trip, met up with other Association members and followed them into Monona Terrace where everything began!

It wasn't the Governor, the legislators, the walk to the capital, the beautiful capital building or the one-on-one conversations with our legislatures that finally made me "get it". It was the realization that I am a taxpayer and this is my government and if I don't care, who will? I will never be a politician. I doubt I would ever run for office but my voice does matter and it is my job to be informed in order to make good choices.

I will be an annual fixture at future Realtor® & Government Days and I invite you to attend with me!

*Brenda EVP*



*Governor Scott Walker*

*John Flor - NAR Representative*



## How did "THAT", get "THERE"!?!



*Matt Cohen, Clarity Consulting's Tech Guru*

On March 4, following a re-schedule due to "winter" weather, Matt Cohen of Clarity Consulting addressed brokers and agents about protecting and knowing where their listing data goes and how it gets there. "Winter" weather has plagued RANWW for other scheduled events this season as well. Does anyone recall the last-minute rescheduling of ListHub training in Rice Lake in January? We appreciate your patience, understanding and willingness to be adaptable!

Matt made our heads spin with a discussion of innovative new products that may well affect how you conduct your real estate business in the future. Is it possible that some day drones will replace virtual tours? What if a seller with a home security system could turn on everything remotely for you—upping the temperature, switching on soft lighting, starting music and opening the front door. Will you even need an electronic device to access homes of the future?

From those mind-boggling concepts, Matt segued nicely into data distribution and listing syndication. Imagine the surprise to learn that some of the very vendors to which you are sending listing data may be re-syndicating it elsewhere—without your knowledge!

Re-syndication may be detailed in the vendor's "Terms of Use". You're familiar with them. They are the lengthy documents on the vendor's site that none of us read, might not understand it even if we did read them, and in the end always click "Accept". After all, we can't use the product if we don't accept the Terms of Use!

If you missed this fascinating, eye-opening seminar, you can view it in its entirety at <http://www.youtube.com/watch?v=FZBNO0VM2ro&list=UU7vDqquFA0NpDE4s6eX1vsg>



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# DNR - Well Inspection - Upcoming Changes

On January 10th of this year, I attended a required "continuing education meeting" for the purpose of maintaining my "Pump Installer's" license #7439. The session was hosted by the Department of Natural Resources.

A major message that I took away from that meeting is the significant changes that will be taking place at the end of July 2014 on the requirements for well inspections and how they are to be reported on.

By the end of March 2014, the changes were scheduled for final approval, and by the end of February 2014, well inspectors are scheduled to receive the changes in "well code" which will be required to be followed for our inspections and reports of well systems of homes in a real estate transfer.

The first significant change is that a "TEN YEAR SUNSET" will be made on all wells declared to be non-compliant during an inspection, which means that if a well is inspected on August 1st, 2014, it will need to be brought into compliance by August 1st, 2024. Rather than requiring that all non-compliant wells be brought in to compliance immediately upon the Real Estate inspection for a property transfer, the Department of Natural Resources feels that this will be easier on the pocketbook for the parties that are involved.

The next major change will be that the DNR will be providing all well Inspectors with a DNR designed document that will be needed to be filled out by the inspector which will include ALL information on the property well, and any other well on the property including measurements to various contamination sources such as septic systems, bodies of water, rivers streams and wet lands and feedlots etc..

All non-compliant issues will need to be listed on the document including issues with sand point wells, basement or crawlspace wells and pit wells.

Another significant change will be that in addition to the current coliform bacteria and nitrate tests that are currently required for Real Estate transfers, it will also be required that the water be tested for arsenic.

The property owner will also be able to use that DNR document for informational purposes with the DNR if a "variance" is being requested on an existing well situation. However variances are seldom issued.

In the event that a "WATER TEST ONLY" is being requested, the DNR document will not be required to be filled out.

The above information is how I understand the upcoming changes at this time. More information will be available later after I receive the new final document and the new code change information from the DNR.

Since 2008 it has been required that anyone taking water samples must have and maintain a Pump Installers License. I know that there are people out there who do not have this license and are taking water samples, including Real Estate Agents, Brokers, and Appraisers. I cannot stress enough the problems that can be involved here legally if you are one of these people who are doing this.

The DNR will be issuing significant charges against anyone who does not have at the very least, a Pump Installer's license and are taking water samples for Real Estate Transfers.

By: Brian Miller, Miller Home Inspection Services, LLC

## Realtor Recycling Round-Up



**RANWW**  
Realtors' Association of  
Northwestern Wisconsin

**May 10th**  
**9 am to 1 pm**

**Woodland Development Realty**  
**15563 Railroad Street**  
**Hayward, WI 54843**

**"Open to Public"**

**Free Acceptable items include:**

Computers, monitors, printers, laptops, cell phones, stereo equipment,  
microwaves, Large Household Appliances & more!  
"We will take almost anything that plugs in"

**Items with a Fee:**

Freon Items-15.00,	Pair Wood Speakers-10.00,
Plastic TV's/Monitors-10.00	Wood Console/Projection TV's-10.00,
Bare and Broken Glass on Monitors/TV's and Bare CRT's-10.00	

**\*Data Cleansing Service@ \$10 per drive. Hard Drive will not be returned**



**Realtor®  
Recycling  
Round-Up**

**SATURDAY**  
**April 26th, 2014**  
**9:00 a.m. to 1:00 p.m.**

Prices will also  
be honored thru  
the week of April  
21-25!

**FREE Residential Recycling**

PC's, Laptop, LCD, Printer, Scanner,  
VCR, DVD, Fax, Stereo, Radio, Typewriter,  
Keyboards, Circuit Boards, Cables, Cell  
Phones, or Telephone.

Businesses have reduced rates.

**Residential REDUCED Rates**

<b>Major Appliances:</b> Microwave, Washer, Dryer, Furnace, Stove, Water Heater. ..... \$5.00	<b>Freon Appliances:</b> Refrigerator, Freezer, Air Cond., or Dehumidifier..... \$15.00
T.V. (plastic) \$5.00-\$10.00	T.V. (wood) CRT Monitors \$15.00 \$5.00

**SHREDAWAY**  
Document Management and Destruction

**FREE On-Site  
Document Destruction**

1 Cu. Ft. Box FREE

Additional boxes at \$5.00 per  
box. If you have more than 10  
boxes contact ShredAway for a  
special pickup.

**LOCATED AT**

**FIRST CHOICE**

**Computer Recycling**

**525 PARK RIDGE CT, EAU CLAIRE**  
**715-833-2005**



Realtors' Association of  
Northwestern Wisconsin

**FIRST CHOICE**

**Mattress Recycling**

RECYCLE YOUR OLD  
MATTRESS AND BOX SPRING

Twin, Full or Queen .....\$10/piece  
King .....\$10/piece  
(All must be dry & mold free)

Recycle Metal bed frames FREE!

## Get the REALTOR® Action Center Mobile App!

**Where will you be when you get the Call for Action?** You can be anywhere because the new REALTOR® Action Center mobile app contains a host of features to help you VOTE, ACT and INVEST on to go:

- ▾ **Mobile Advocacy:** Receive a notification alerting you whenever there is a new Call for Action. The new mobile alert format will make participation a snap. No forms to fill out. Short, fast and easy!
- ▾ **Mobile Investing:** Make your annual investment via your phone. Now there is no excuse to not invest in RPAC!
- ▾ **Action Profiles:** The app contains a summary of your REALTOR® Party engagement. A list of open action items, actions you have already taken, your RPAC investment history, and more.
- ▾ **Advocacy Reports:** Track how your state and local associations are doing in terms of their advocacy efforts to help us reach our annual 15% goal.
- ▾ **REALTOR® Party Tracker:** Learn how your state and local association are using NAR programs to build political strength in your own backyard. Find out what tools and programs NAR is providing your association and how much money those programs cost.

**How to get started:** The REALTOR® Action Center mobile app is currently available only for the iPhone and Droid platforms. Search for "NAR Action Center" on the iTunes Store or Droid Market and download the app today.

1. After downloading the app, you will be asked to login using the email address and password associated with the REALTOR® Action Center. If you do not know which email address and/or password to use, you can have that information emailed to you immediately by using the [Password Recovery form](#).
2. When you login, you will be asked if you want to receive notifications from the REALTOR® Action Center. Click "Yes" to receive them.
3. Once you are logged in, click on the button in the upper right corner that looks like three horizontal white lines to navigate the app.
4. If you experience any problems downloading the app, retrieving your email or password, or logging into the app, send an email to [comments@realtoractioncenter.com](mailto:comments@realtoractioncenter.com) and a member of the REALTOR® Action Center team will respond.

### Bradford & Co FREE Tax Seminar—May 19

Bradford & Co will present "Tax Strategies for the Real Estate Professional", May 19, 1-3 pm, RANWW office. Registration will begin at 12:45pm. The agenda includes: tax code changes, increasing income, entertainment and car strategies/deductions, audit-proofing, actual expenses vs IRS mileage methods and much more! Seating is limited to 25. Please RSVP by email to [staff@ranww.org](mailto:staff@ranww.org) no later than May 9.

Where will you be when you get the  
**Call for Action?**

**2**

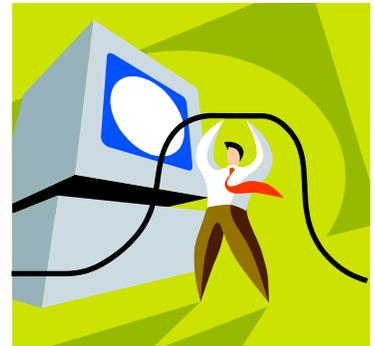
Download  
the  
REALTOR®  
Action Center  
Mobile App!

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## Yes, Each of These Items Affect YOU!

### The following MLS Rules & Regulations and Policy Statement revisions are ***effective immediately***:

- **Farms:** *now required* to be entered into the MLS, they are no longer optional
- **Suspension of MLS Services:** If MLS dues are *unpaid by the 15<sup>th</sup> day of the 1st month of the billing cycle (i.e.: by Jan 15 for the Jan & Feb cycle)* MLS services will be suspended for Participant (broker) and their agents; Participant will be assessed a \$100 fine.
- **Incomplete/Late Listing Entry:** **Complete listing information (data, one photo, and property condition report)** *not uploaded within 3-day reporting rule* will be fined \$100; after the 10<sup>th</sup> day fine shall be \$200.
- **Comp listings:** Listings entered for comp purposes must follow submission requirements above or fees will reply.
- **Property Condition Report:** If seller refuses to complete condition report to allow compliance with 3-day reporting rule defined above, agents are advised to complete Seller Refusal to Complete Condition Report (Zipform WRA-SRR) and upload as listing attachment.
- **Invoices for Fines:** Payable upon receipt; if unpaid after 30 days of invoicing, all services shall be suspended, Participant will be assessed \$100 for non-payment and, if applicable, a \$100 reactivation fee.
- **Virtual Tour Photographers:** No longer allowed to lease SentiCard. *Rationale: Virtual Tour operators are not licensed or regulated by a state agency.*
- **Buyers Name in BookAShowing:** Buyer's name must be entered in BAS unless buyer representation agreement precludes it or buyer specifically directs their name not be entered. A seller who is insistent upon knowing in advance who will view their property may prohibit showings to any buyer unwilling to disclose their name up front.
- **Chair, Chair-Elect, Secretary:** MLS Board elects secretary each year from members appointed by RANWW President (*clarifies recent MLS Bylaw revisions*)
- **Disputed Commissions:** Status of listing subject to commission dispute will remain "as is" until mediation or hearing panel has made decision. Status will be corrected following decision, if necessary.
- **SentiCard Deposits:** Refunds are given if all equipment (*SentiCard and Cardreader*) is returned in good working condition. Deposits made to members in system prior to 12/31/2000 receive no refunds. *Deposits on record at that time were used to fund the first year of that lockbox lease from the vendor.*
- **Message of the Day:** Death/funeral notices will be posted if RANWW/MLS office receives request to post information for loss of RANWW member or staff, former RANWW member or staff, immediate family (*spouse, children, grandchildren, parents, siblings, in-laws*) of RANWW member or staff.
- **Copyright:** Copyrighted plat maps are allowed as listing attachments if broker has permission from plat book publisher.
- **WIREX:** Includes an offer of compensation.





**RANWW**

Realtors® Association of  
Northwestern Wisconsin

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**CONTINUING EDUCATION REQUIREMENT:** All licensees ***MUST*** complete six courses approved by the Department of Safety and Professional Services before December 14, 2014. Four of the classes are mandatory; licensees may choose two electives to complete the required 18 hours.

**Hayward Classes**

**May 21, 22 & 29**

**Flat Creek Inn**

**May 21 & 22 Jonathan Sayas, Instructor**

- May 21: CE 1 Wisconsin Listings (8:30-11:30)
- May 21: CE 2 Wisconsin Offers (1-4:00)
- May 22: CE 3 WI New Development (8:30-11:30)
- May 22: CE 4 Contingencies WI Offers (1-4:00)

**May 29 Michael Tobin, Instructor**

- Elective A: REO & Short Sales (8:30 -11:30)
- Elective B: Unique Transactions (1:00- 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.

**Sponsored by:**



**ABOUT THE INSTRUCTORS**



Jonathan M. Sayas is an attorney with the law offices of Sayas, Schmuki, Rondini & Plum, S.C., and is licensed to practice before all courts in the state of Wisconsin and U.S. Federal District Court — Eastern District of Wisconsin. Jon is an experienced litigator in real estate matters and provides legal counsel to both buyers and sellers in residential and commercial real estate. He is a regular instructor for WRA continuing education courses and is an established contributor to the WRA's Legal Hotline. Jon is a member of the Wisconsin Real Estate Forms Advisory Committee and has also served as an adjunct professor with Concordia University's Executive MBA program teaching real estate management. He received his Juris Doctorate from Valparaiso University and undergraduate degree from University of Wisconsin–Whitewater. Jon was named the 2011 WRA Instructor of the Year.



Attorney Michael Tobin is a 1980 graduate of Marquette University Law School. He has a general practice law firm in Wauwatosa with an emphasis on all areas of real estate law. In 2011, he became affiliated with Chicago Title and closes real estate transactions for lenders, buyers, sellers and developers through Chicago Title. Mike is also a licensed real estate broker and has taught pre-licensing and continuing education classes for over 25 years. In 2009, he was named the WRA instructor of the year.

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

Name \_\_\_\_\_ Email \_\_\_\_\_

- ( ) CE 1, May 21 Hayward
- ( ) CE 2, May 21 Hayward
- ( ) CE 3, May 22 Hayward
- ( ) CE 4, May 22 Hayward
- ( ) Elective A, May 29 Hayward
- ( ) Elective B May 29 Hayward

**Send this registration form, with payment, to:  
RANWW, 1903 Keith Street  
Eau Claire, WI 54701**



# BPOR

## Broker Price Opinion Certification

### BPOs: The Agent's Role in the Valuation Process

**May 1, 2014 | 8:30 a.m. – 4:30 p.m.**

Wisconsin REALTORS® Association  
4801 Forest Run Rd | Madison, WI 53704

#### Enroll in this course to receive your BPOR certification!

Whether you are experienced at preparing broker price opinions (BPOs) or are new to the business, this NAR certification course will equip you with the know-how to create professional and accurate BPOs. With your BPOR certification training, you'll be able to:

- Prepare accurate BPOs.
- Evaluate market tools for the productive preparation of BPOs.
- Identify and weigh all factors influencing the creation of a useful valuation.

Upon completing this one-day core course, you are required to view a free webinar, submit the BPOR application and pay a one-time fee to earn the certification. This course also qualifies as an elective course for the ABR designation.

Please note that there are additional requirements to be enrolled in the preferred provider panel. Visit [www.bpor.org/application](http://www.bpor.org/application) for details.

#### Course Location

The WRA Madison headquarters will be the host site. Students at Eau Claire will interact with the instructor via classroom webcast.

Host site: Wisconsin REALTORS® Association  
4801 Forest Run Road, Madison, WI 53704

Remote site: REALTORS® Association of Northwestern Wisconsin  
1903 Keith Street, Eau Claire, WI 54701

#### Meet your instructor: Debra Buckrucker, BPOR

Debbie Buckrucker is currently affiliated with GC Realty & Development, Inc. She is responsible for residential and commercial real estate sales, marketing, and providing valuation and property preservation services for mortgage lenders. Debbie is a licensed CE instructor and has earned the Real Senior Real Estate Specialist (SRES) designation and the BPOR certification.

#### REGISTER TODAY!

Name \_\_\_\_\_

Firm Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone (W) \_\_\_\_\_ (H) \_\_\_\_\_

\*E-mail address \_\_\_\_\_

WRA member # \_\_\_\_\_

\*A confirmation for this course will be sent by e-mail. You can also visit "myWRA" at [www.wra.org/myeducation](http://www.wra.org/myeducation) to verify course registration.

#### REGISTRATION FEES

	Thru 4/18/14	After 4/18/14	At the Door
REALTOR® member	\$110	\$120	\$140
Non-member	\$125	\$135	\$155

#### COURSE LOCATION

Wisconsin REALTORS® Association  
4801 Forest Run Rd., Madison, WI 53704

REALTORS® Association of Northwestern Wisconsin  
1903 Keith Street, Eau Claire, WI 54701

#### PAYMENT

Enclosed is my check made payable to the WRA

Charge my VISA/MasterCard (Circle one)

Card number \_\_\_\_\_ Exp. date \_\_\_\_\_

Special Services Check here if you require special services to attend. Attach a written description of needs.

**Register by Mail:** WISCONSIN REALTORS® ASSOCIATION  
4801 Forest Run Road, Suite 201 | Madison, WI 53704-7337

**Register by Phone:** 800-279-1972 | 608-241-2047

**Register by Fax:** 608-241-5168

**Online Registration:** [www.wra.org/BPOR\\_Overview](http://www.wra.org/BPOR_Overview)

**CANCELLATION POLICY:** The WRA reserves the right to cancel this course if not filled. Cancellations must be made in writing prior to the start of course and will be refunded, minus a \$25 administrative fee. Registrations cannot be transferred from person to person.