# UPDATES

# News and Current Events

"We are the trusted voice in real estate, united in providing value to the members and communities we serve."

# **April 2018**

# RANWW Annual Meeting will be Thursday, June 21st at 10:00am

# River Prairie Center, Altoona

# Click here to register.

Please write your MLS invoice # on your check when submitting payment.

Thank you!

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# 50th Anniversary of the Fair Housing Act

In 2018 the National Association of REALTORS® will join with our partners and allies in a year-long commemoration of the 50th Anniversary of the <u>Fair Housing Act.</u> The commemoration will focus on three key elements of Fair Housing:

- Acknowledging the organization's past role in the fight for <u>fair housing</u>;
- Understanding how we as a nation are constantly improving our commitment to fair housing; and
- Embracing REALTORS®' role at the forefront of advancing fair housing, leading efforts to address community <u>fair housing issues</u>.



# **Key Facts About Equal Opportunity Housing**

Discrimination in sale, lease or rental of housing because of race, color, religion, sex, handicap, familial status, or national origin is illegal.

RANWW REALTORS® John Flor, Dan Lawler and Stacy McKinney demonstrate a practice known as "steering", which violates the Fair Housing Act.

Click here for video.



# **RANWW Officers**

Dan Lawler - President 715-234-2948

Dan@DanLawler.com

Stacey McKinney - President - Elect
715-580-0126

stacey@mckinneyrealty.net

Gary Brenizer - Treasurer 715-215-0666 gary@brenizer.com

Marty Tauger - Imm Past President
715-770-9181
taugers@gmail.com

# RANWW Directors

Krag Blomberg	715-579-0684
Mary Jo Bowe	715-456-2014
Paul Canfield	715-828-0819
John Flor	715-924-4806
Julie Flor	715-790-0564
Deborah Hanson	715-456-0499
Judy Nichols	715-821-4765
Shannyn Pinkert	715-379-3574
Scott Rohde	715-651-8575
John Sobota	715-505-8888

The purpose of this publication is to inform Members of events, issues and accomplishments pertaining to the REALTORS® Association of Northwestern Wisconsin.

If you would like to submit information, ideas or articles to this publication please contact **Brenda Barnhardt at:** 

brenda@ranww.org

# A Message for you with Gratitude - Brenda

Recently Tricia and I attended the NAR 2018 Association Executives (AEI) Institute in Charlotte, North Carolina; this conference is specifically designed for Associations Executives and relative staff. AE's from across the nation gather for four (4) intense days of classes purposely designed to better our leadership skills. We are also given the opportunity to complete designations, certify in professional standards administration and participate in community outreach projects specific to the area.

Several take-a-ways from this year's AEI; Tricia attended a full day course on Professional Standards Administration; she successfully completed her exam and is now a fully certified PSA! Congratulations Tricia! With her certification we now have two (2) PSA's on staff; Tricia and me. This will be extremely beneficial since not only do we administer Professional Standards for our Association we also administer PSA programs for the Western Wisconsin Association and the Lake Superior Association of REALTORS®. Plus we have two (2) cooperative enforcement agreements in place; one with LaCrosse Area REALTORS® Association and Central Wisconsin Association of REALTORS®. These partnerships are beneficial as they provide a non-dues revenue stream to us but more importantly they create a professional relationship with surrounding associations that will help raise the standards for all!

The majority of the course work at this year's AEI focused on positivity, mindfulness, balance and community; with an overall message of "positive leaders create strong communities and lasting relationships". In almost every course I attended they would close the session with this; Pick "One" thing, just one thing and concentrate on that one thing all year to better yourself and your association. OK this I can do... but my "One" thing needs to be something good sooooo let's not rush this "One" thing.

My "One" thing came to me while attending a community outreach hour with another Wisconsin AE. We worked with AE's from across the country creating hygiene bags and weekend snack bags for homeless children in Charlotte, NC. Once we had them all packed they asked if we could create bookmarks with positive messages on them; these bookmarks would be placed in the weekend snack bags in hopes that each child unpacking them would read at least one message of encouragement. An artist I am not but artistic skill was not the goal messages like; "You matter", "Smile Your Worth It", "Your AWESOME", "Keep Going Your Voice Matters" simple but oh so powerful for someone who is struggling.

My "One" thing this year is Gratitude; Practice gratitude in everything I do because no matter what there is always something to be grateful for!

In closing I would like to say THANK YOU to the entire membership for this amazing opportunity to serve as the RANWW EVP. You're a talented group of individuals that challenge me every day; challenge me to learn and grow; challenge me professionally and personally and challenge me with creating a strong healthy association that will flourish well into the future!

With GRATITUDE, Brenda



# 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.

### Joshua Amys

Keller Williams Integrity

### **Anthony Bell**

Woods & Water/Bloomer

### Sierra Bethea

Edina Realty/Chippewa Valley

### Alex Hartung

Keller Williams Integrity

# Jenna Hazelton C21 Affiliated

## Cassandra Sonnentag

Century 21 Premier/Menomonie

### **April Sydow**

Copper Key Home Solutions

### **Elizabeth Thompson**

Century 21 Affiliated

### David Zempel

Weiss Realty



If you have sellers or know anyone looking for a way to repurpose, please tell them about the ReStore of Eau Claire! <u>CLICK HERE</u> for list of needed items. They are especially in need of furniture and appliances at this time. Thank you for making a difference!

he offices of the RANWW/NWWMLS and RANWW Foundation will be moving effective May 2018! After careful consideration by a membership task force; RANWW BOD and NWWMLS BOD approval it has been determined that we have out grown our current office location; the time has come to move and increase our space! Our new offices will be located at 3460 Mall Dr. Suite 5a & 5b Eau Claire, WI 54701. We have signed a 7 year lease for 2,400 sg ft (this is double our current space) Suite 5a will consist of three (3) offices and four (4) work stations for current staff and interns with room to grow! Suite 5b will be a brand new state of the art conference room that will be available for membership training/ membership usage; plus we will be making it available to the general public to rent.

Mark your calendars for <u>Wednesday June 6th</u> as we will be hosting a Ribbon Cutting ceremony for the new RANWW location! This will be an open house for both membership and the general public; please plan on attending!

Please contact Brenda if you would like more

information: Brenda@ranww.org

Please join us for our Affiliate Round Table Meeting
Wednesday April 11th, 2018.

RANWW Office 10:00a.m.-11:00a.m. -1903 Keith St. Eau Claire
OR

Don Johnson Motors 2:00p.m. - 3:00p.m. - 734 West Ave. Rice Lake

### Let's Chat About:

•What RANWW does for you •What RANWW doesn't do for you •What RANWW needs to do for you

Our plans are to keep the meeting to approximately one hour in length. Please come prepared to have an open, honest discussion about your needs, concerns and suggestions. There is no agenda, no prepared script; this is your time to let us know what you would like from the Association.

Please RSVP to the RANWW office by phone at 715-835-0923 OR email <a href="mailto:kim@ranww.org">kim@ranww.org</a> no later than Monday, April 9.

Thank You!



# Live CE Scheduled In Hayward for June 12th, 13th & 20th, 2018

Mark your calendars for LIVE CE with Jonathan Sayas! He will be covering CE 1, CE 2, CE 3, CE 4 and Elective's A & B. For more information please contact Kim at Kim@ranww.org or click here to register.



# **Realist Training**

April 16 in Eau Claire
April 17 in Rice Lake
April 18 in Black River Falls
Click here to register!
Then click on the day you
want.

# CRS One-day Course: Mastering Relevant, Consumerfocused Marketing

April 12, 2018 | 8:30 a.m. - 4:30 p.m.

Thanks to advances in technology, today's consumers are more empowered and discerning than their predecessors, and marketers can't barrage them with canned messages anymore. It's time for agents to move beyond basic targeting, tracking and demographic segmentation to drive deeper engagement with clients in which agents deliver valuable and personal experiences throughout the consumer's transaction journey. This course provides strategies for strengthening your brand and content so you can position yourself as the top provider of information and expert guidance in your market segment.

Click here to register.

# CRS One-day Course: Converting Leads into Closings April 13, 2018 | 8:30 a.m. – 4:30 p.m.

Whether you are a new agent building your business or an established agent keeping your database fresh, maintaining a flow of potential customers is crucial to your success. Attracting leads is key, but if you don't have effective systems for converting them into closings, you're leaving money on the table. This fast-paced course highlights both traditional and digital approaches to identifying and closing more customers. Instruction and activities cover all aspects of a successful customer interaction experience: attraction, first contact, needs analysis, incubation, conversion, closing and beyond.

Click here to register.

# Live Continuing Education is Scheduled for October 16th, 17th & 24th, 2018 at Turtleback Golf & Conf Center in Rice Lake

Robert Sayas will be covering CE 1, CE 2, CE 3, CE 4 and Elective's C & D. For more information please contact Kim at Kim@ranww.org or click here to register.

**CONTINUING EDUCATION REQUIREMENT**: All licensees MUST complete six courses approved by the Department of Safety and Professional Services before December 14, 2018. Four of the classes are mandatory; licensees may choose two electives to complete the required 18 hours.

# One Call Now

We're excited to announce that we've subscribed to a new group messaging service! The new service, called One Call Now, will allow us to deliver information and provide timely alerts to our members, volunteers, staff and other contacts via phone call, text message, and/or email. One Call Now will enhance our current communication and make sure that *everyone* is kept in the loop in a timely and effective way.

We will be able to use the service for a variety of communications:

- Event and meeting reminders
- Closing notices
- MLS Outages
- Organization announcements

In order to receive information from us by text, you must opt-in to receive text messages. The opt in process is easy and only takes a few seconds to complete.

Simply text ALERT to 22300.

You'll want to repeat this process from any wireless number you wish to receive messages.

Click Here for more information about One Call Now.

However, depending on your wireless plan, message and data rates may apply. Check with your wireless carrier for more information.

# **Advertising Changes**

WRA Legal Talks: New Advertising Law Changes, Effective December 2, 2017 Click here to watch the video.

# **Temporary Off Market Status**

Property is listed but cannot be shown by anyone; property will not syndicate. Participants (Brokers)/ Subscribers (Agents) MUST contact board office to request a **Temporary Off Market Status**; Status shall not exceed 30 days; Temporary Off Market cannot be added within the first 14 days of obtaining all necessary signatures. If property needs to be off market longer than 30 days, must be withdrawn.

Note1. Temporary Off Market status must be requested using the Temporary Off Market Status Request form.



# RPAC Report & Legislative Updates

# Candidate Forum for Eau Claire City Council Spring Elections

Brianne Hopkins, GAD Intern 2017-2018

Eau Claire City Council elections will take place on Tuesday, April 3rd, 2018. Each candidate is running for a seat with 3-year term, save the at-large seat which is for a 1-year term.

The Candidates on the ballot are: Tim Tewalt and Emily Berge in District 1; incumbent David Klinkhammer and Emily Anderson, District 2; Mitchell and Jeremy Gragert, District 3; incumbent Bob Von Haden and Jill Christopherson, District 4; and Terry Weld (a fellow Realtor®) and Zachary Meives, at-large. Andrew Werthmann is running, unopposed, to continue on as representative for District 5.

The Chippewa Valley Technical College, WQOW, and Valley Media Works put on a candidate forum on Thursday, March 15, 2018. Nearly 100 people joined me at the CVTC Business Center to listen to the candidates tell us why they are choosing to run for city council. They then received two minute turns to answer four questions regarding four living wages, Sonnentag Event and Recreation Complex, tax-increment financing districts and the future of transit. The candidates took strong stances on the issues and conveyed their passions for working for the citizens of Eau Claire.

Nearly every candidate showed their support for the TIF, tax-increment, district system, stressing that it has had positive benefits and just needs to be used responsibly, as they say the city has been doing already. The issue of the Living Wage, however, did not receive quite as overwhelming support. Candidates stressed that while the city should be a leader in providing employees living wages, it is not as simple of an issue as it seems. It was also pointed out that the living wage ordinance, which was previously tabled, only effects a small amount of employees and that all full-time employees of the city are already receiving at least a living wage.

On the subject of transit, Council member Adrew Werthmann stressed that "everyone is going to tell you they support transit and they support more people getting on the bus, but, when we took a hard vote on this, many people didn't vote the right way." He is referring to the vote to decide to raise bus fares by twenty-five cents. Other council members who had voted in favor of the fare increase, showed their dismay at the suggestion. Councilwoman Kathy Mitchell said "that's absolutely ridiculous." Candidates stressed the need for a balance of low fares with budgeting concerns. One "in the works" idea that was mentioned several times was the possibility of implementing a reduced fare for low income individuals. Other candidates mentioned various solutions, such as Tim Tewalt who suggested "look[ing] at other options – smaller vehicles, more vehicles; if we take a model like Uber and Lyft, and we apply that to civic transportation." Transportation was a key issue at the forum, particularly due to the city's newly received five million dollar grant.

Many viewpoints were presented at the forum—but, regardless of yours, if you live in one of these districts, don't forget to vote on April 3<sup>rd</sup>!



# **REALTOR® Owned/REALTOR® Referred**

# Who We Are And What We Do

# **Foundation History**

It all began in 2004 with a simple idea "helping our neighbors in need." REALTORS® across the country help people obtain the ultimate goal of home ownership.

Once realized, home maintenance becomes an on-going process and can create heavy financial burdens. It is the realization the area residents may be unable to afford necessary home repairs, that the RANWW Foundation was born.

The Foundation is funded by generous donations from members of the REALTORS® Association of Northwestern Wisconsin.

The REALTORS® Association of Northwestern Wisconsin Foundation, awards grants to neighbors in need. Grants fund projects for homeowners who are experiencing financial strain.

What we can help fix through grants

- Bathroom Repairs
- Roof Repairs
- Garage Door Installation
- · Electrical Upgrades
- Window Replacements
- · Plumbing
- · Handicap Access
- Replacing Dangerous Flooring

# **How To Apply For A Grant**

- · Contact a local clergy member, the County Health and Human Services Department or a RANWW member.
- · Identify repair needed and submit an application. Include <u>two</u> repair bids and photos of the identified area for repair.
- · Grants are awarded in \$1000 increments. If repairs are beyond this, applicant is responsible for the remaining balance.
- · Grants are awarded twice a year typically May and September.
- · Grant recipients will be alerted by mail to the submitting clergy, Human Services employee or RANWW member.
- · All applications are kept confidential.

# **April 2018**

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

11th - Affiliate Round Table

12th - CRS: Master Relevant, Consumer-Focused Market

13th - CRS: Converting Leads into Closings

16th - Realist Training - Eau Claire

17th - Realist Training - Rice Lake

18th - Realist Training - Black River Falls

26th - New Member Orientation

# May 2018

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

3rd - RANWW Foundation Meeting

3rd - RPAC Auction

11th - NWWMLS BOD Meeting -Rice Lake

22nd - RPAC Phone A Friend

24th - RANWW BOD Meeting

28th - RANWW Office Closed for Holiday

# **June 2018**

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

6th - Ribbon cutting ceremony for new office

7th - New Member orientation

12th - CE at Flat Creek in Hayward/Course 1 & 2

13th - CE at Flat Creek in Hayward/Course 3 & 4

20th - CE at Flat Creek in Hayward/Elec A & B

21st - Annual Meeting at River Prairie Center

# **July 2018**

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

4th - RANWW Office Closed for Holiday

13th - NWWMLS BOD Meeting

14th-23th - Online Voting

**18th -** RPR Training-Rice Lake

19th - RPR Training-Eau Claire

26th - RANWW BOD Meeting





# **ANNUAL RPAC AUCTION 2018**

NEW THIS YEAR:

# Basket Making Competition



## **GET INVOLVED WITH RPAC THIS YEAR!**

Submit your entry to the third annual RPAC

Auction Basket Competition! First place will take home the traveling trophy. Don't miss this opportunity to make a difference in your industry and earn a few bragging rights in the process. View the example baskets and the rules to the right for guidelines on how to create your basket! The winning basket is based on the most money raised at the RPAC Auction! Winner of the Basket Competition will be announced and the trophy will be awarded at the end of the auction!

More information and registration forms coming soon!

# **Basket Competition Rules**

- You may enter as an individual or work with colleagues to submit a basket as an office.
- Basket must be wrapped in cellophane or items otherwise secured.
- Baskets must include attached description or list of the items included inside.
- Baskets must include the value.
- The winning basket will be determined by the total dollars raised at the RPAC Auction ... and yes, you can bid on your own basket!





# Item Sneak Peek

# Take a look ahead to the Third Annual RPAC Auction and check out a few of the fantastic items you'll have a chance to bid on come May 3rd!

Bottom row (from left to right):

- Four tickets to the Eau Claire Children's Theatre's production of Joseph and the Amazing Technicolor Dreamcoat
- \* Two bottles of Sebastiani Wine—six of these wine couples will be auctioned off! (donated by Stacey McKinney)









If you are still interested in donating an item, it's not too late! We are still accepting donations—feel free to drop them off at the office! If you need any ideas or have questions, don't hesitate to reach out to Brianne at GADIntern@ranww.org



Top row (from left to right):

- Marble cutting board with knife (donated by Soren Rasmussen)
- RANWW Foundation Basket with Columbia jacket, RITC Tumbler, and portable battery charger
- Eight (8) vouchers for a free 1/2
   Grinder at Mancino's

Don't miss an opportunity to get involved in RPAC—the Third Annual RPAC Auction is coming up and we are still looking to procure auction items! Donating an item is easy! Simply fill out the form below (or email the same information) and return it to the office with your donation by April 15, 2018. Some ideas for item donations include: tickets to events, getaways, goody baskets, alcohol, sports memorabilia, gift certificates, local items, and so many more! If you would like to donate an item, but still can't think of anything to donate, email me! We can brainstorm © With your help, we can make this year's auction the best one yet!

\*\*If you would rather support the Auction by becoming a Sponsor, please email

Brianne at <a href="mailto:GADIntern@ranww.org">GADIntern@ranww.org</a> for more information\*\*

DONATION FORM	Realtors® Association of North Western Wisconsin
Name: Company: Email: Phone:	RANWW office at 1903 Keith Street, Eau Claire, WI 54701
Description of Item:Approximate Retail Value:	Realtors® Association of
Signature:	Please return this form or email the same information by April 15, 2018





<u>CONTINUING EDUCATION REQUIREMENT:</u> All licensees <u>MUST</u> complete six courses approved by the Department of Safety and Professional Services before December 14, 2018. Four of the classes are mandatory; licensees may choose two electives to complete the required 18 hours.

# **Hayward Classes**

June 12th, 13th & 20th Flat Creek Inn

### June 12th & 13th

June 12: CE 1 Wisconsin Listing Contracts (8:30-11:30) plus exam
June 12: CE 2 Wisconsin Offers to Purchase (1:00-4:00) plus exam

June 13: CE 3 Wisconsin New Developments (8:30-11:30) plus exam

June 13: CE 4 Ethics and Best Practices (1:00-4:00) plus exam

### June 20th Electives

Elective A: New Construction (8:30-11:30) plus exam

Elective B: Wis Investment Property & Property Mgmt (1:00 -4:00)

plus exam

# ABOUT THE INSTRUCTOR

Jonathan M. Sayas is currently the Wisconsin State Underwriting Counsel for Stewart Title Guaranty Company, a part of Stewart Information Services Corp. Stewart Title is a leading provider of real estate services, including global residential and commercial title insurance as well as various escrow and settlement services. Jonathan previously practiced law as a second-generation partner at Sayas, Schmuki, Rondini & Plum, S.C.

Jonathan also is a regular instructor for the WRA, the Wisconsin Land Title Association (WLTA), and is a member of the DSPS' Wisconsin Real Estate Forms Advisory Committee. In 2016, he was awarded the designation of Wisconsin Land Title Professional by the WLTA. Jonathan received his Juris Doctor from Valparaiso University in Indiana and his under-

graduate degree in general business from University of Wisconsin - Whitewater.



# 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 3 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; <u>late arrivals will not be allowed into the class and will forfeit their reservation fee</u>. Refunds (less \$15 admin fee) will be issued only if cancellations are made <u>3 days before the class</u>.

# Sponsored by:



Please register me for the indicated classes; my check for s	\$, payable to RANWW, is enclosed: Email
( ) CE 1, June 12 Hayward ( ) CE 2, June 12 Hayward ( ) CE 3, June 13 Hayward ( ) CE 4, June 13 Hayward ( ) Elective A, June 20 Hayward ( ) Elective B, June 20 Hayward	Send this registration form, with payment to: RANWW, 1903 Keith Street Eau Claire, WI 54701



# **RANWW Annual Membership Meeting**

# Thursday, June 21st, 2018 - River Prairie Center, Altoona

# Open RANWW Annual Meeting -10:00am

Meet the 2018-2019 slate of candidates for the open Officer and Director positions. In addition to the presented slate of candidates, nominations can be taken from the floor for open positions.

# Guest Speakers 10:30am-12:00pm

# Secretary Gutiérrez - Department of Safety and Professional Services

Laura Gutiérrez was appointed by Governor Walker in February 2017 as Secretary of the Department of Safety and Professional Services. She grew up in Milwaukee and graduated with a Bachelor of Science degree from Carroll College and a Master of Arts in Leadership and Policy from Marquette University. She also completed the District Administrator Licensure Program at Cardinal Stritch University and received her Superintendent license in 2016. Secretary Gutiérrez most recently served as Vice President of Academic Affairs at St. Anthony School in Milwaukee. Prior to that, she served as Assistant Principal and Director of Instruction at Bruce Guadalupe Community School.

Previously, Secretary Gutiérrez served as an elementary and middle school instructor in various capacities and also worked as a clinical and microbiology laboratory assistant at Waukesha Memorial Hospital.

# Jonathan Holmes - Special Agent, FBI Madison

Special Agent Jonathan Holmes has been with the FBI since 2008. He is currently assigned to the Milwaukee Division, Madison Resident Agency. Prior to his assignment in Madison, SA Holmes was assigned to the FBI's Los Angeles Division from 2008 until 2017. While in Los Angeles, SA Holmes investigated both national security and criminal computer intrusion cases. SA Holmes also supervised a cybercrimes squad assigned to the Electronic Crimes Task Force (ECTF). The ECTF includes investigators from the FBI, Secret Service, Los Angeles District Attorney's Office and Los Angeles Police Department. For six months in 2014 and 2015 SA Holmes served as the Cyber Assistant Legal Attache in Sofia, Bulgaria, assisting with Cyber investigations in Bulgaria, Albania and Macedonia. SA Holmes holds a bachelor's degree in computer engineering.

Lunch 12:00pm -12:30pm

Annual Meeting Wrap Up 12:30pm – 1:30pm

THERE IS NO CHARGE TO ATTEND, but in order to prepare materials, food and beverages,

PLEASE CLICK HERE TO RSVP by June 14th!

Thanks to our sponsors:

Flagstar Bank, Knight Barry Title United, LLC & Legends Title Services