NRDS ID CONTEST!

Sorry to the member who missed their NRDS ID in last month’s newsletter! Call the Association Office if you find yours in this month’s issue and you will win a gift certificate!

Installation Banquet will be held on Wednesday, September 25th at Wild Ridge Golf Course.

Let’s fill the bus for R&G Day!!!

REALTOR® and Government Day is April 24th this year we will again be taking a Kobussen coach bus! The bus will be picking up attendees in Eau Claire. Boxed lunches will be provided, along with refreshments for the ride home. This first class ride will be FREE OF CHARGE for all RANWW members wishing to attend REALTOR® & Government Day! This year on the bus, there will be a drawing for any returning member who brings another Association member who has never attended a REALTOR® and Government Day! They will have a chance to win a $50 gift card! As an additional perk, the new members who attend will also have the chance to enter a separate drawing on the bus for one (1) of four (4) $25 gift cards! This is a great opportunity for new and returning attendees to understand the importance of investing in their business by being politically informed on the industry issues. Reserve your seat today by calling 715-835-0923 or by e-mail at ranwintern@ranww.org or bruce@ranww.org.
RANWW Officers
Stacey McKinney - President
715-580-0126
stacey@mckinneyrealty.net
Gary Brenizer - President-Elect
715-215-0666
garybrenizer@gmail.com
Deb Hanson - Treasurer
715-456-0499
debhanson1@charter.net
Dan Lawler - Imm Past President
715-234-2948
Dan@DanLawler.com

RANWW Directors
Sherry Stabenow 715-838-2800
Mary Jo Bowe 715-456-2014
David FitzGerald 715-577-6444
John Flor 715-924-4806
Julie Flor 715-790-0564
Dana DeCambaliza 715-579-8400
Amber Linhart 715-579-8351
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

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A Message from RANWW Treasurer

The snow is melting and Spring is just around the corner. After the season of “snow events” we have had; many of us are looking forward to warmer and longer days. With Spring comes the season of “mud, muck, and rain”. Here are a few quick tips to help us get through Spring as we are out and about showing, staging and inspecting properties.

- Remember to take your shoes off on showings and listing appointments. Sellers work hard to keep their properties clean for prospective buyers.
- Keep a roll of paper towels and towels in your car for messes you and your clients may bring in. Sellers will appreciate it.
- Stock your car with snacks and water; no one likes a “hangry” REALTOR® OR Buyer. We have long days and nights this time of year, so keep your body and brain fueled.
- Get out of the office and get some exercise. A little bit of movement will help reduce the stress of a complicated transaction.

This is often the busiest time of year for many of us. Remember who we serve, our sellers, buyers as well as our fellow agents. I’m hoping these few quick tips help you have a successful Spring!

Deb Hanson
RANWW Treasurer

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Fair Housing Act

The 1968 Fair Housing Act is a federal act in the United States intended to protect the buyer or renter of a dwelling from seller or landlord discrimination. Its primary prohibition makes it unlawful to refuse to sell, rent to, or negotiate with any person because of that person’s inclusion in a protected class. The goal is a unitary housing market in which a person's background does not arbitrarily restrict access. Calls for open housing were issued early in the twentieth century, but it was not until after World War II that concerted efforts to achieve it were undertaken. The fair housing act played an important part in the Civil rights movement causing people to see how they needed to give African Americans equal rights with things including fair housing.
Welcome
New Members!

Sara Gullicksrud
Re/Max Affiliates

Becky Gustafson
C21 Affiliated

Bailey Hawke-James
Edina Realty Chippewa Valley

Gordon Hodgett
Real Estate Solutions

Cheryl Kaiser
Kaiser Realty Inc

Jason Lee
C21 Sand County Services

Tammy Simmons
Re/Max Affiliates

Mary Roy
Keller Williams Integrity

Kirsten Taylor
Edina Realty Chippewa Valley

Brent Tice
Tice Appraisals

Have You Looked for Your NRDS ID in this Issue?
If you find your NRDS ID in the newsletter, call Kim at the Association Office at 715-835-0923 to claim your gift certificate!

WRA Tech Helpline
Scratching your head with tech questions? The WRA Tech Helpline can answer your questions, and the service is completely free with your WRA membership.

Free support on PC/MAC, Tablets, Phones, Printers, Networking, Outlook, Virus Removal & More!

WRA Tech Helpline: Call toll-free at 866-610-7997
Email: support@techhelpline.com
Chat: chat.techhelpline.com

Please join us for our Affiliate Round Table Meeting
Wednesday April 10th, 2019
RANWW Conference Center 10:00 a.m.-11:00 a.m.
3460 Mall Dr. 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 kim@ranww.org no later than Tuesday, April 9.

Thank You!
2019 Real Estate Agent Roundtables
“Building Partnerships”
Working Together to Offer Affordable Home Loans in Rural Wisconsin
April 18th, 2019 at 9:00am at RANWW Conference Center

AGENDA

- Property Requirements
- Existing Manufactured Home Program
- Applicant Eligibility Requirements
- Benefits for Real Estate Agents
- Q & A’s...Bring your questions and scenarios with you.

Click here to register.

Pricing Strategies: Mastering the CMA
May 8, 2019 I 8:30 a.m. – 4:30 p.m.

The Pricing Strategies: Mastering the CMA course will enhance your understanding of pricing and comparative market analyses (CMAs) across the board so you'll be able to guide clients through the CMA to ultimately list and sell properties at the appropriate price.

Click here to register.

PROFESSIONAL DEVELOPMENT VIDEOS

- Line By Line Training
- How Technology Can Ruin Your Real Estate Business
- Social Media Success In Under 15 minutes A Day
- The Shift In Real Estate
- Home Essentials: If Houses Could Talk
- Mastering Ipad Essentials For Agents
- Your New Real Estate Marketing Plan
- Go Social
- Working With Today’s Connected Clients
- Snapchat For Real Estate
- Working With Seniors
- Digital Execution
Who We Are And What We Do

The REALTORS® Association of Northwestern Wisconsin Foundation, established in 2004, awards grants to neighbors in need. Grants fund projects for homeowners who are experiencing financial strains.

The Foundation provides financial assistance for necessary home repairs to individuals and families to enhance the quality of their lives and help them stay in their homes.

How the Foundation is Funded

- Tax deductible donations from the association members
- Organized fundraisers
- Public donations

Every penny counts. You too can make a difference in the quality of someone’s life by contributing to the RANWW Foundation.

THANK YOU to all of our members who contributed to the RANWW Foundation during the 2019 membership renewal dues billing! We raised $13,425.00 for our neighbors in need! Your generosity is sincerely appreciated!
A Day in the Life: Habits to Keep You Safe on the Job

Instructor: Cheryl Knowlton

Ready to break bad habits that are putting you at risk? Register for this free safety webinar from the National Association of REALTORS® with Cheryl Knowlton, President of Elite Edge, a dynamic global real estate training company, and learn how to develop and incorporate good habits into your daily routine that help keep you safe on the job.

Cheryl Knowlton has been a REALTOR® since 2007, and is a passionate, high-energy national real estate speaker and 19-year veteran of the real estate and mortgage industry. An enthusiast of education, she holds 14 NAR designations and certifications. She is also the proud holder of the Distinguished Real Estate Instructor Designation (DREI), held by fewer than 100 individuals in the United States. Cheryl enjoys speaking at state and local real estate conventions and making friends in the real estate industry from all over the country. She is an instructor of NAR’s Real Estate Safety Matters course, and is deeply invested in real estate agents’ safety and success.

Watch the Recording Here

NAR is expanding its commitment to the safety of our members with the launch of the REALTOR® Safety Network. NAR will issue alerts about safety incidents of national concern. Learn more, including how to share safety information with us:  Click Here

#REALTORSafetyNetwork
Looking for an easy way to stay in touch with past clients?

ePropertyWatch™ is a now a FREE member benefit!

Directly integrated with Matrix™, ePropertyWatch is a CoreLogic® service that helps you stay in touch with past clients. The monthly report is full of information on their home and neighborhood, including information on their home’s value, nearby listings and transactions, local trends, and more.

- Agent Base Service (for up to 2,500 contacts) – FREE!
- Teams and Small Brokers (includes social media tool and website widget) – $24.95/month (50% savings)

You can activate ePropertyWatch directly through the MLS system. Simply go to the ePropertyWatch widget on the REALTORS® Association of Northwestern Wisconsin Matrix home page to get started.

Visit ePropertyWatch.com for more information. Watch video presentation.

ePropertyWatch is…

- An email/web property report service full of fresh property and neighborhood insights
- Sponsored by you
- The perfect way to stay in touch with clients each month
April 2019

Sun | Mon | Tue | Wed | Thu | Fri | Sa
---|-----|-----|-----|-----|-----|-----
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  |     |     |     |     | 1

10th - Affiliate Round Table  
19th - RANWW/NWWMLS Closes at Noon  
24th - R & G Day  
25th - New Member Orientation

May 2019

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  |     |     |     | 1

2nd - RANWW Foundation Meeting  
2nd - RPAC Auction at Eagles Club  
8th - PSA Course 1-day  
10th - NWWMLS BOD Meeting in Rice Lake  
23rd - RANWW BOD Meeting  
27th - RANWW/NWWMLS Office Closed

June 2019

Sun | Mon | Tue | Wed | Thu | Fri | Sat
---|-----|-----|-----|-----|-----|-----
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 |     |     |     |     |     | 1

6th - New Member Orientation  
19th - RANWW Annual Meeting

July 2019

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  |     |     |     | 1

4th - RANWW/NWWMLS Office Closed  
12th - NWWMLS BOD Meeting  
15-25th - Online Voting  
26th - RANWW BOD Meeting

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Legislative Updates

RPAC Report & RPAC Auction - May 2nd, 2019

Mark your calendars for the annual RPAC Auction! Thursday, May 2nd, at the Eagles Club Banquet Hall in Chippewa Falls. Join us for a fun filled evening with a live auctioneer! Support RPAC and have fun doing it! [Click here for the video]