



REALTORS® Association of Northwestern Wisconsin

REALTORS® Report

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Election Results Are In!

August, 2013

Congratulations to the new officers and directors! As usual, the votes were close. Please welcome your 2013-14 Board of Directors and remember: **RANWW is only as strong as its membership. If you'd like to serve on a committee, please contact**

President-Elect Krag Blomberg or AE Brenda Barnhardt.

Newly elected officers and directors will be installed at the Banquet on Sept 19 at Lake Wissota Golf & Events, Chippewa Falls.

2013-14 Board of Directors

Officers

Krag Blomberg, President
Tina Bann, President-Elect
Joe Germain, Treasurer

Directors (elected)

Holly Bowe
Dave Engedal
Brett Moravitz
Karen Pavlicek*(alternate)
Robert Ritsch
Aaron Tiry*
Terry Weld*

Past President

Ben Rivard, Immediate Past President *
Past President Representative—TBD *

NAR/WRA Directors

Dan Lawler **
John Flor **

* Depicts newly elected

** Also serves on RANWW Board of Directors

August 13th 5:00pm
"Hope for Homes"
Foundation 5k Family
Fun Run
All proceeds will benefit the
RANWW Foundation.



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.

| | |
|---|--|
| Cheri Barna - Swanson Homes and Realty | Keri Sabin - Coldwell Banker Ross' Realty |
| Kathy Fisher - Lancer Group Properties | Brandon Sacia - Kleven Real Estate |
| Marla Fuller - Real Estate Consultants of Hayward | Michael Troyer - Coldwell Banker Brenizer/EC |
| Diane Hinke - Re/Max Affiliates | Matt Waller - MyNextHome Realty |
| Terrel Larsen - Andale Real Estate | David Welch - Top Down Home Inspection |
| Larry Luzinski - American Realty | |



Upcoming Events

| | | | |
|-----------|----------------------------------|-----------|-----------------------------------|
| Aug 1 | MLS Committee | Sep 2 | RANWW/MLS office Closed/Labor Day |
| Aug 1 | Chippewa Valley Golf Outing | Sep 6 | MLS Committee |
| Aug 1-2 | WRA Board of Directors Meeting | Sep 12 | New Member Orientation |
| Aug 13 | Hope for Homes Foundation 5k | Sep 15-16 | WRA Convention |
| Aug 15 | RANWW Board of Directors Meeting | Sep 19 | Installation/Awards Banquet |
| Aug 26-27 | Leadership Summit/Chicago | | |





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 was with the realization that area residents may be unable to afford necessary home repairs, that the RANWW Foundation was born.

The RANWW Foundation was created in 2004 to help bridge the gap of financial burden for our “neighbors in need”. Since 2004, the Foundation has given out grants twice a year, benefiting all areas of the Association. These grants can be a maximum of a \$1,000. Grant requests can be used to assist in roof repairs, window and door replacement, plumbing issues, weatherization problems, handicap access ramps, clean water and well and septic repairs. The possibilities are endless, if the homeowner qualifies, we will help any way we can!

Since 2004, the Foundation has been completely self funded by members of the RANWW Association. However, as the need becomes greater and our willingness to help becomes stronger, the Foundation Directors have made a conscious choice to step outside the Association in our fundraising efforts. Our first effort will be the “Hope for Homes” Foundation 5k family fun run! Please join us on August 13th , 6:00pm at Lake Hallie Golf Course for an evening of fun, camaraderie and exercise, bring your family, friends and neighbors! Help us spread the word and make this a successful fundraiser for the RANWW Foundation! We would like to thank our sponsors for this event: ***Peters Real Estate, Re/Max Real Estate Group, Woods & Water Realty, Chippewa Valley Therapeutic Massage, Northwestern Bank, Albrecht’s Nursery, Sam’s Club, Parkridge Distributing, Wilson Accounting & Tax Services, Holly Bowe-Coldwell Banker Brenizer Realtors®, David FitzGerald-Kleven Real Estate Inc., Showhomes St. Paul, Strobel Insurance Agency, Cesspool Cleaner Co., Davinci Therapeutic Massage, Happy Hollow Tavern, Ridgeview Real Estate, Ray’s Place, Six Lakes Realty, BMO Harris Bank, Lake Hallie Golf, C&E Wurzer Builders, Budweiser, Berg Team—Edina Realty, C&M Properties, All Occasion DJ Service, Eau Claire County Dairy Promotion Board, Mindy Renton, Woodland Dev. & Realty—Hayward, Alliance Bank, Window World of Eau Claire, United Bank, Century 21 Metro Realty Inc., Sue Sutor—Coldwell Banker-Brenizer, Big Swedes Resort—Holcombe, Chippewa Water and Oak Park Dental!***

Thank you for all your support!!

Safeguarding Personal Information

The Federal Trade Commission recommends the following steps when safeguarding client/customer sensitive, personal information: 1) take stock and consider what personal information/data is on company files, computers and mobile devices; 2) scale down by collecting/keeping only personal information that is absolutely necessary for essential business purposes; 3) lock it by implementing physical and computer-based data security measures to protect all personal data that must be kept; 4) pitch it—that is, property dispose of whatever personal information and data are no longer necessary; 5) plan ahead and create a strategy for responding to a consumer data breach. (Source: WRA Legal Update, May 2013)

WRA Convention “Two-Fer” Registration

Register one WRA member for one full convention pass at regular price and register a second WRA member at a special introductory price!

Details: Your second guest must be a member of the WRA who has NEVER attended the Fall Convention OR has NOT attended in the past five years. Limit one discounted registration per order. **To receive the promotion code**, you’ll be required to register using the Individual Registration button. **At the completion of the registration process**, you’ll receive a promotion code. Give this promotion code to a WRA member and tell them to visit www.wra.org/conventionregistration to register and redeem the discounted pricing using the Two-Fer Registration button.

Power Paddles & Batteries? Huh?

Have you had a reason to call SentiLock regarding a “**dead**” lockbox or one with a “**low battery**” and been advised that you need to visit the RANWW office to get either a Power Paddle or new batteries? If so, you’ll be happy to know that we have placed power paddles AND batteries in locations throughout the area to help make the process faster for you! Should you be advised to get a **Power Paddle OR replace batteries** in a lockbox, you can borrow a paddle and/or get batteries from the following locations:

Hayward—C21 Woods to Water

Siren—Century 21 Sand County Services

Rice Lake—Coldwell Banker Brenizer

Spoooner—Masterjohn Appraisals



Did you know that you can enter properties available for lease or rent in the MLS? Well, you CAN! Details about the Lease/Rent Directory are noted below. Other questions about listing input or maintenance? Download a complete copy of the Listing Input/Maintenance manual at <http://ranww.org/mlsinfo.php> >Input Information>Input/Maintenance

LEASE/RENT DIRECTORY - allows brokers/agents to enter/find Residential and Commercial properties available for lease or rent for clients and/or customers. **All compensation is negotiated outside of MLS.**

For Rent Example:

Seller A has relocated, home here not yet sold. Seller A willing to rent home out on short-term basis. Broker A enters Seller A's home in Lease/Rent Directory.

Broker B's client is moving to the area, seeking home to rent short-term. Broker B searches Lease/Rent Directory, finds Seller A's home.

Broker B contacts Broker A, compensation is negotiated *outside MLS*. Parties enter successful rental agreement. Broker A **closes** property in Lease/Rent Directory.

For Lease Example:

Broker A's client has retail space for lease. Broker A enters client's retail space into Lease/Rent Directory.

Broker B's client is looking for retail space to lease. Broker B searches Lease/Rent Directory, finds Broker A's property.

Broker B contacts Broker A, compensation is negotiated *outside MLS*. Parties enter successful lease agreement. Broker A **closes** property in Lease/Rent Directory.

NOTE: These properties may also be available for Sale. If so, they may be entered in Residential or Commercial classes only.

ATTACHMENTS may be uploaded. MLS recommends a Compensation Form (MLS or own design) be uploaded for each Lease/Rent property entered into Directory.

BOOKSHOWING includes properties in the Lease/Rent Directory.

CMAs do NOT include properties in the Lease/Rent Directory

DISPLAYS - 8 total Displays are available for Lease/Rent properties: 4 in Lease/Rent Directory, 4 in X-PROP Cross Property (X-PROP) class:

| | | | |
|----------------------|---------------------|------------------------|-----------------------|
| RNT Full Display | RNT Multi-Row Agent | XPROP Full Display | XPROP Multi-Row Agent |
| RNT Customer Display | RNT Photo Gallery | XPROP Customer Display | XPROP Photo Gallery |

HOTSHEET includes Lease/Rent properties

INVENTORY WATCH can NOT include properties in the Lease/Rent Directory

LIST PRICE entered **MUST be the monthly rent or lease** being charged (i.e.: enter 800 if Rent is \$800 per month; enter 2500 if Lease is \$2500 per month)

LISTING INPUT/MAINTENANCE is similar to all other property classes. Specific data fields are available for Residential and Commercial sub-types.

MLS NUMBERS are generated for Lease/Rent properties

PHOTOS may be uploaded for properties in the Lease/Rent Directory. A maximum of 25 per property is allowed.

PROSPECTS/CLIENT MANAGER/EMAIL NOTIFICATION function as in all other property classes (Residential, Multi-Family, etc.)

SEARCHES may be conducted for Lease/Rent properties under Lease/Rent Search and Cross Property (X-PROP) Search

STATUSES include Active, Withdrawn, Expired and Closed only; Lease/Rent properties will auto-expire as all other property classes.



Top Ten Reasons to Give to RPAC #1 Attorneys at Closing

By: Rob Keefe, Chairman
2013 RPAC Trustees

I'm Rob Keefe, the 2013 Chair of RPAC, the REALTORS Political Action Committee. As many of you know, RPAC contributions are really an investment in your business. Why? Because RPAC supports candidates who support REALTOR and homeowner issues. To illustrate why it's so important to contribute to RPAC, we're going to highlight a number of very important issues, one at a time, that would have impacted you and your business in a negative way had they turned out a different way. So let's get started with our "Top Ten Reasons to give to RPAC". Reason number one on why you should invest in RPAC: **Attorney's required at closings.**

Think about how your job would be different if attorneys were required at every closing, like they are in South Carolina and Georgia. In other states, real estate licensees are not allowed to complete offers to purchase and other state-approved forms, because state bar associates in those states actively lobbied their legislatures, or successfully argued to their courts, that only attorneys be allowed to complete forms related to real estate transactions.

Only a few years ago, the State Bar of Wisconsin tried a back-door approach to change the rules, and if they succeeded, you would have lost the ability to draft forms. Fortunately, the Wisconsin Supreme Court rejected the State Bar's attempt to require attorneys at closing. With your help and political involvement through RPAC, we defeated this proposal.

The next time someone asks you why REALTORS and the WRA get involved in state Supreme Court elections, remember this point: State Supreme Court justices must run for their seat, and the WRA and RPAC have been involved in virtually every Supreme Court race for 20 years. REALTORS help elect justices who protected your right to draft forms without an attorney. ***Please remember to give to RPAC! It's a wise investment in your business.***

HOW to donate and WHO to contact

To contribute to RPAC:

- Write a **personal** check (can not be a corporate check) to RPAC for any amount desired and mail to the RANWW office.

To contribute to Direct Giver:

- Write a **personal** check (can not be a corporate check) to Direct Giver for at least \$100 or more if desired and mail to the RANWW office
- Payment by credit card can be accepted by calling Sandy Bolgrihn at WRA 1-800-279-1972

Questions???????

- Call or e-mail **Al Arnold** (715) 234-6196 or al@arnold.us
- Call or e-mail **Bruce King** (715) 828-1976 or bruce@ranww.org
- "Like" The Gadabouts on Facebook (https://www.facebook.com/thegadabouts?hc_location=stream)



1st annual "Hope for Homes" Foundation 5k
Tuesday, August 13th, 2013



RANWW Foundation Mission.... The mission of the Realtors® Association of Northwestern Wisconsin Foundation is to assist residents of Northwestern Wisconsin with housing-related needs. 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.

REGISTRATION FORM

WHO: People of all ages are welcome

WHEN: Tuesday, August 13, 2013

WHERE: Race starts at the Hallie Golf course, and ends at Hallie Golf Course.

RACE SCHEDULE:

5:00pm Check-in & same day registration
6:00pm 5k Run/walk begins

ENTRY FEE: \$20.00 per person
\$50.00 max per family

Day of Race: \$25.00 per person
\$60 max per family

Family Registration: Family must consist of 3 or more people (immediate family members only) Please print head of household's information above for family registration.

REGISTER ONLINE AT:

www.ranww.org

I will NOT be participating in the "Hope for Homes" Foundation 5k on August 13 but would like to make a donation to the RANWW Foundation

Post race refreshments will be available.



Name _____

Address: _____

City _____ State _____ Zip _____

Email _____

F M Age _____

T-shirt size S M L XL XXL

Make checks payable to RANWW Foundation.
Mail and send all fees to:
RANWW, 1903 Keith St, Eau Claire, WI 54701

WAIVER AND RELEASE

I understand that participating in the "Hope for Homes" Foundation 5k is voluntary and involves an element of risk or danger for participants and may cause serious injury, death or property loss. I acknowledge these risks and release the Realtors® Association, Hallie Golf Course and the Township of Hallie from any liability for injuries or damages sustained while participating in the above referenced activity. I also grant permission for photos to be taken of me and/or my children during the "Hope for Homes" Foundation 5k that may be used by the Realtors® Association for educational or public relations purposes.

Signature _____ Date _____

Parent/Guardian Signature (if under 18) _____ Date _____

TAKING IT TO THE STREETS

WISCONSIN REALTORS' ANNUAL STATE CONVENTION

REGISTRANT ONE INFORMATION:

Check here if you are an Association Executive

Name _____ Firm name _____
 Address _____ City _____ State _____ Zip _____
 Phone (W) () _____ (H) () _____
 E-mail address _____ WRA member # _____

***TWO-FER CONVENTION SPECIAL:** Register one WRA member for one full convention pass at regular price and register a second WRA member at a special introductory price. See details at www.wra.org/Convention. Your second guest must be a member of the WRA who has NEVER attended the annual convention or has NOT attended in the past five years. Limit one discounted registration per code. Register using this form or by visiting www.wra.org/Convention. After you have registered, you will receive a promotion code. Give this promotion code to a WRA member and tell that member to visit the website to register and take advantage of the discounted pricing.

TWO-FER: 2nd WRA MEMBER INFORMATION:

Name _____ Firm name _____
 Address _____ City _____ State _____ Zip _____
 Phone (W) () _____ (H) () _____
 E-mail address _____ WRA member # _____

| WRA Member and/or Affiliate | Before 7/31 | Before 8/15 | After 8/15 | ATD |
|--|-------------|-------------|------------|-------|
| <input type="checkbox"/> 1-Day Pass (Sun., Mon.) circle one | \$59 | \$69 | \$79 | \$99 |
| <input type="checkbox"/> Full Convention Pass | \$89 | \$99 | \$109 | \$129 |
| <input checked="" type="checkbox"/> TWO-FER: 2 nd WRA Member* | \$45 | \$55 | \$65 | \$85 |
| <input type="checkbox"/> Unlicensed guest | \$30 | \$30 | \$30 | \$50 |
| Name of unlicensed spouse or guest: _____ | | | | |

| Non-Member | Before 7/31 | Before 8/15 | After 8/15 | ATD |
|---|-------------|-------------|------------|-------|
| <input type="checkbox"/> 1-Day Pass (Sun., Mon.) circle one | \$89 | \$99 | \$109 | \$129 |
| <input type="checkbox"/> Full Convention Pass | \$129 | \$139 | \$149 | \$169 |

Real Estate Continuing Education — select up to three CE courses included for free in your full convention pass!

- Elective C: Wisconsin Property Management | 9:00 a.m. – 12:30 p.m. | Sept. 15
- Course 1: Wisconsin Listings | 8:30 a.m. – 12:00 p.m. | Sept. 16
- Course 2: Wisconsin Offers | 1:00 p.m. – 4:30 p.m. | Sept. 16

| Appraisal Course — 9/16/2013 | Before 7/31 | Before 8/15 | After 8/15 | ATD | Two-Fer Pricing |
|--|-------------|-------------|------------|-------|---|
| WRA Appraisal Section Member | | | | | |
| <input type="checkbox"/> Class only | \$109 | \$119 | \$129 | \$149 | |
| <input type="checkbox"/> Class w/ Convention | \$119 | \$129 | \$139 | \$159 | <input checked="" type="checkbox"/> 2 nd WRA Member* ...\$74 |
| WRA REALTOR® Member | | | | | |
| <input type="checkbox"/> Class only | \$119 | \$129 | \$139 | \$159 | |
| <input type="checkbox"/> Class w/ Convention | \$129 | \$139 | \$149 | \$169 | <input checked="" type="checkbox"/> 2 nd WRA Member* ...\$84 |
| Appraisal Non-Member | | | | | |
| <input type="checkbox"/> Class only | \$129 | \$139 | \$149 | \$169 | |
| <input type="checkbox"/> Class w/ Convention | \$139 | \$149 | \$159 | \$179 | |

Payment

Register by mail:
 WISCONSIN REALTORS' ASSOCIATION
 4801 Forest Run Road, Suite 201
 Madison, WI 53704-7337

Register by phone:
 800-279-9772 | 608-241-2047
 Register by fax:
 608-241-5168

Total amount \$ _____
 Enclosed is my check made payable to the WRA
 Charge my VISA/MasterCard (circle one)
 Card Number _____ Exp. Date _____

SEPTEMBER 15-16, 2013

Kalahari Resort | Wisconsin Dells, WI

WWW.WRA.ORG/CONVENTION

Hotel information:

Kalahari Resort and Convention Center
 1305 Kalahari Dr. | Wisconsin Dells, WI 53695
 Phone: 877-253-5466 or 608-254-5466

Room Rates

Standard: \$109 | Royal African Suite: \$179

Release Date: August 16, 2013

(An additional \$20 per room will be charged for the night of Sept. 14)

To see a complete list of overflow hotels, visit
www.wra.org/ConventionHotel

Included in Registration Fee:

- Real estate CE | Three courses included in full convention pass. Must register in advance. First come, first served.
- Opening Session | Sept. 15 | 4:00 p.m.
- Chairman's Reception | Sept. 15 | 6:00 p.m. – 7:00 p.m.
- Icebreaker Party | Sept. 15 | 8:30 p.m.

Event Fees — Per Person:

Golf (9/15) \$98
 Trapper's Turn Golf Club
 Member One Member Two

5k Run/Walk (9/15)
 Adult participants 16 and over.....\$25
 Ages 10-15.....\$10
 Under 10.....*Free

CBS/CBS Lunch (9/16).....\$22
 Member One Member Two

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

CANCELLATION POLICY: The WRA reserves the right to cancel courses if not filled. Cancellations must be made in writing prior to September 15, 2013 and will be refunded, minus a \$25 administration fee. Registrations cannot be transferred from person to person.

*Race participants under 10 years of age may purchase a race t-shirt for \$10 and must pre-register. All other race participants automatically receive race t-shirt when pre-registering by Aug. 26. Race t-shirts not guaranteed day of race.