



RANWW

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Realtors® Association of Northwestern Wisconsin

August 2014

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Election Results

THANK YOU, to everyone who took the time to vote during our online elections! We had record participation this year and an excellent slate of candidates to choose from. The election results are as follows:

- Marty Tauger RE/Max Affiliates - Treasurer (One year term)
- Mary Jo Bowe RE/MAX Affiliates - Director (Three year term)
- Stacey McKinney McKinney Realty LLC - Director (Three year term)
- Bob Ritsch C21 Metro Realty Inc. - Alternate Director (One year term)

Our newly elected leaders will be installed at the Awards & Installation Banquet on **September 25th**, at Horizons in Tilden. Recipients of the Association's awards will also be recognized. Please mark your calendar and plan to join us for this special event!

Please join me in congratulating them on their successful election!

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.

- | | |
|--|---|
| Austin Bayer - Real Estate Solutions | Don Kurschner - Associated Realty |
| Michael Best - McKinney Realty | Theresa Luebke - Coldwell Banker East West Vacationland |
| Matt Downey - Woods & Water Realty/CF | Jeff Martino - Miller Home Inspections |
| Jeffrey Evans - Whitetail Properties Real Estate | Brian Okas - C & M Realty |
| Melanie Graham - Coldwell Banker Ross Frontier | Ryan Peterson - Coldwell Banker Brenizer/Menomonie |
| Brenda Hanson - Northwest Wisconsin Realty | Steve Petznick - WHY USA/Eau Claire |
| Jaleesa Hayes - Real Estate Solutions | Jill Ramey - Haselwander Real Estate |
| Chad Johnson - American Realty Partner/Augusta | Dawn Stone - Edina Realty/Spooner |
| Deb Jowett - Homestead Realty | Dale Thomas - McKinney Realty |
| Tina Killey - Kleven Real Estate | Bruce Witte - Whitetail Properties Real Estate |



Upcoming Events

- August 12th - "Hope for Homes"
- August 17th - NAR Leadership Summit
- August 26th - Networking & Golf Outing
- September 5th - MLS BOD meeting
- September 10th - RANWW BOD meeting
- September 15th - Foundation BOD meeting
- September 21st & 22nd WRA Convention
- September 25th - RANWW Installation Banquet
- October 7th, 8th - CE (1,2,3 & 4)
- October 9th, 10th - WRA GRI Course (remote)

- October 9th - Direct Giver Luncheon
- October 16th - CE Electives
- October 21st & 22nd MLS Strat Plan
- October 27th & 28th WRA CIPS Class (remote)

September 2014

| Sunday | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |
|--------|--------|---------|-----------|----------|--------|----------|
| | 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 | | | | |



The Foundation is hosting the 2nd annual "Hope for Homes" 5k Family Fun Run at Lake Hallie Golf Course on Aug 12th, race begins at 6:00pm! **It's not too late to register** and be a participant in this fun event! All proceeds benefit the RANWW Foundation and its ongoing grant program. In 2013, "Hope for Homes" raised over \$2,000 which directly benefited residents living within communities directly associated with this Association. The Foundation assisted with projects ranging from handicap accessibility ramps, new roofs, windows and electrical panels. Come join us on August 12th and become a part of this successful program! See page 5 of the newsletter for registration information! Don't delay! Hope to see you there!

WRA Convention Sep 21-22

WRA 2014 Annual Convention - Rock the House!

September 21 - 22, 2014 / Kalahari Resort and Convention Center / Wisconsin Dells

2014 Highlights

- Opening Session with Mike Rayburn
- General Session with Ron White
- "Party Like a Rock Star" Icebreaker Party
- CE classes free with registration
- Over 25 sales, marketing and technology workshops
- 2nd Annual "Home Stretch" 10k Run & 5k Run/Walk
- "Rock & Roll" Golf Tournament
- Chairman's Reception

Door prizes, food, awards, \$500 giveaway and more!

Go to wra.org to register or call 800 279-1972



RANWW Networking & Golf Event



Don't miss this year's annual RANWW Golf & Networking event on August 26th! Sign up to go to the beautiful Wild Ridge golf course! You can golf and/or join the networking beginning at 3:30 p.m. for ALL members and their guests. Don't forget—first time attendees can *take \$10.00 off* their registration!! Meet other members of our great association in a fun and relaxing setting! And....stay for dinner too! See details and registration within this newsletter. Hope to see you there!

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The following definition has been approved by the MLS to correctly identify those properties that have Deeded Access:

Deeded Access field should only be marked Yes when deeded access is included in the legal description of the property, either by direct ownership or by easement.

Please review your current listing inventory to be sure you have the Deeded Access marked correctly according to the above definition. Thanks for your cooperation!

Buyer Name Required in BookAShowing

This is a reminder that the buyer's name *must be entered in the MLS* unless the buyer representation agreement precludes it or the buyer specifically directs their name not be entered. A seller who is insistent that they know in advance who will view their property may prohibit showings to any buyer unwilling to disclose their name upfront.

NWWMLS App Update



RANWW

Northwestern Wisconsin
Multiple Listing Service, Inc

If you haven't used the new MLS app, NWWMLS, go to either the Apple App Store or Google Playstore, search for NWWMLS and download this free app! Your MLS login gets you in AND you can share the app

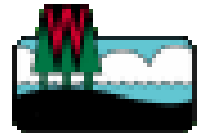
with clients and customers! **Once you share the app with your clients/customers you can use the Home Assist option to send them messages, share homes and view their favorite properties all within the app!**

Closing Date field has recently been added to Residential search screen which should make it easier to refine searches for closed listings.

DNR Regulations

FYI.....Changes in DNR regulations regarding well reporting and arsenic testing have been postponed until October 1st. For complete information regarding these changes and reporting processes please go to:

https://docs.legis.wisconsin.gov/code/admin_code/nr/800/chap_nr812/812/1/01



New Condition Reports Mandatory July 1



Changes to Real Estate Condition Report (RECR) and Vacant Land Disclosure Report (VLDR) were effective July 1. They are available in hard copy and ZipForm.

Two free addenda are available at www.wra.org/disclosure that can be used with existing RECR and VLDR forms while transitioning from old to updated versions. RECRs and VLDRs for existing listings need to be supplemented with an addenda OR redone on revised forms for all reports delivered to buyers on or after July 1.

The Addendum to Real Estate Condition Report may be used with the WRA Real Estate Condition Report (WRA-CR, 2 pages), the WRA Real Estate Condition Report (WRA-SCR, 3 pages), and the WRA Real Estate Condition Report -- Farm (WRA-F, 3 pages).

This Addendum supplements these RECR such that they comply with the statutory changes in Wis. Stat. 709.03 effective July 1, 2014. There also is a separate Addendum to Vacant Land Disclosure Report that may be used with the WRA Vacant Land Disclosure Report (WRA-VLD, 3 pages).

The following information has been adapted from an article of the same name written by Cori Lamont, WRA Director of Regulatory Affairs, in the Wisconsin Real Estate Magazine, July 2014 edition <https://wra.org/WREM/July2014/>



Federal (E-Sign): Requires consumer electronic consent and applies to consumer transactions, which typically involve individuals buying or selling residential properties because they will be using the property or the proceeds for personal, family or household purposes. The law does not apply strictly to commercial transactions or one involving two businesses as parties.

Wisconsin (E-commerce): The Wisconsin law addresses electronic commerce.

What are the two steps an agent needs to do to meet requirements?

Step 1: Achieve Electronic Consent

The **EASY** way: *electronic consent*

- A. Send an email, as the party must provide consent electronically
- B. Go to <http://www.wra.org/ecommerce>
- C. Select and open the Word document "Consent for Use of Electronic Documents and Signatures in Consumer Real Estate Transactions"
- D. Save this document to your computer
- E. When it's time to send it to the consumer, take the following steps:
 1. Compose an email, copy and paste the contents of the saved Word document into the email
 2. Sent the email to the party
 3. The WRA-created consent automatically attaches a generic Word and PDF document that do not relate to the transaction. The consumer needs to make sure they can open up and save each.
 4. To authorize electronic documents and email delivery for the transaction, the party clicks "Reply".
 5. The consumer types in their name (as the party's electronic signature) and email address.
 6. The consumer clicks "Send" to return the email to the agent. You have electronic consent.

The **EASIEST** way: *electronic consent*

Electronic consent is included in your member benefit electronic signature platform, Digital Ink®. A consumer cannot do anything within the system until electronic consent is provided.

Step 2: Include Email Delivery Language in the Contract

- A. Check the Email Delivery box in the WB form.
- B. If the WB form does not already offer email delivery, such as listing contracts and buyer agency agreements, add it in one of two ways:
 1. Execute the WRA Addendum D, attach and incorporate into the contract.
 2. Insert delivery language in the additional provisions. Provided below is sample language:

"In addition to the methods of delivery authorized on lines XXX-XXX of this (Offer, Listing, Buyer Agency), delivery of documents and written notices to a party shall be also effective when accomplished by: Email: electronically transmitting the document or written notice to the party's email address given below. If this is a consumer transaction where the property being sold is used primarily for personal, family or household purposes, each consumer stating an email address below has first consented electronically to the use of electronic documents, email delivery and electronic signatures in the transaction, as required by federal law.

Common Practice Pointers:

1. If you cannot receive electronic consent from your consumer, then email delivery cannot be included in a contract. It's all or nothing; everyone consents or no one can deliver via email or use electronic signatures.
2. Consumer electronic consent is required regardless of the email address inserted in the offer to purchase even if the agent's email address is used.
3. Addendum D includes email delivery language; it is not electronic consent.
4. Addendum D is not required with the revised offers to purchase.
5. Do not check the email delivery box or agree to email delivery unless the consumer has first given electronic consent.

Keep abreast of legal issues that may affect
YOUR real estate business with how-to videos at <http://wra.org/legaltalks>

2nd annual "Hope for Homes" Foundation 5k
Tuesday, August 12th, 2014



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

Name _____

WHEN: Tuesday, August 12, 2014

Address: _____

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

City _____ State _____ Zip _____

RACE SCHEDULE:

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

Email _____

F M Age _____

T-shirt size S M L XL XXL

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.

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

REGISTER ONLINE AT:

www.ranww.org/ranwwFoundation.php

I will NOT be participating in the "Hope for Homes" Foundation 5k on August 12 but would like to make a donation to the RANWW Foundation

Post race refreshments will be available.

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.



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Foundation

Signature _____ Date _____

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

Realtors® Association of Northwestern Wisconsin



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2014 Dinner, Networking and Golf! Tuesday, August 26, 2014 at Wild Ridge Golf Course

- Golf** Morning golf will be for those "serious" golfers who want to play for individual scores. Afternoon golf will be a 4-5 person scramble. Golfers may choose their own 4-5 person teams or may register as an individual, requesting to play with any other team short of players.
- Tee Times** Morning Registration will begin at 9:00 a.m. Morning golf tees off at 10:00 a.m. Afternoon registration begins at 12:00 noon. Shotgun start will be at 1:00 p.m. Please arrive early for check-in and **sign up early to avoid disappointment!!**
- Lunch** A burger/brat/hotdog buffet lunch will be served 11:30 a.m. - 1:00 p.m.
- Refreshments** Refreshments will be available throughout the day and each player will receive two complimentary beverage tickets. Complimentary soft drinks and snacks will be available on the course during the afternoon.
- Networking** Networking and socializing will continue from 3:30-5:00 p.m. This is a great time for non-golfers to get together and mingle!
- Dinner** A buffet style dinner including two entrée choices, potato and salad, will be served at 5:00 p.m.
- Sign-up** All golf and dinner **fees MUST be paid with your reservation** by 4:00 p.m. on Monday, August 12.
- Cancellations** All cancellations must be received on or before August 12 for a refund, minus a \$15 surcharge.

2014 RANWW DINNER, NETWORKING AND GOLF RESERVATION FORM

Choose One of the Following: ***FIRST TIME ATTENDEE? Take \$10.00 off!!!**

INDIVIDUAL (will be placed with team)

OR TEAM

Name _____

Captain _____

Players _____

Choose One of the Following:

(optional) _____

_____ Morning and Afternoon golf (18 Holes), cart, lunch and dinner, prizes - \$65.00* per person (*\$55.00 for first timers!*)

_____ Afternoon golf (9 Holes), lunch, cart, dinner and prizes - \$45.00* per person (*\$35.00 for first timers!*)

_____ Lunch only - \$10.00 per person (*FREE for first timers!*)

_____ Dinner and networking only - \$20.00 per person (*\$10.00 for first timers!*)

_____ Lunch, dinner, and networking only - \$30.00 per person (*\$20.00 for first timers!*)

Send all reservations **WITH PAYMENT** to: RANWW, 1903 Keith Street, Suite 3, Eau Claire, WI 54701

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





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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.

Rice Lake Classes

October 7th, 8th, & 16th

Turtleback Convention Center

Oct. 7th & 8th

- Oct 7th: CE 1 Wisconsin Listings (8:30-11:30)
- Oct 7th: CE 2 Wisconsin Offers (1-4:00)
- Oct 8th: CE 3 WI New Development (8:30-11:30)
- Oct 8th: CE 4 Contingencies WI Offers (1-4:00)

Oct. 16th Electives

- Elective C: WI Property Management (8:30 -11:30)
- Elective D: Agency Roles with Buyers in WI (1:00- 4:00)

ABOUT THE INSTRUCTOR

Robert Sayas is an attorney with the law offices of Sayas, Schmuki, Rondini & Plum S.C. He is a Legal Hotline attorney for the WRA, answering member questions about real estate related matters. He received his Juris Doctorate from Valparaiso University in Indiana.



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:



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

Name _____ Email _____

- () CE 1, Oct 7th Rice Lake
- () CE 2, Oct 7th Rice Lake
- () CE 3, Oct 8th Rice Lake
- () CE 4, Oct 8th Rice Lake
- () Elective C Oct 16th Rice Lake
- () Elective D Oct 16th Rice Lake

**Send this registration form, with payment, to:
RANWW, 1903 Keith Street, Ste. 3
Eau Claire, WI 54701**