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

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Association Health Plan Update: On May 2, 2019 the Wisconsin Office of the Commissioner of Insurance (OCI) issued a recent ruling; this ruling issued summary judgement in favor of a group of states who challenged the validity of the 2018 Association Health Plans rule (AHP’s). Wisconsin was a challenging state. In doing so, the court vacated the AHP rule with regard to the expanded eligibility standards to be considered a bona fide association and also vacated the section addressing working owners/sole proprietors. To read the entire ruling Click Here

In layman’s terms what this means is that we as an association are no longer able to pursue a group Health Insurance plan for our membership. We are not giving up though! The Department of Labor is appealing the current ruling; we will keep close tabs on this appeal.

In the meantime we are working on finding local partnerships in all areas of the association to try and ease the burden of Health care for our members.

Brenda

Annual Meeting Scheduled

Notice is hereby given that the Annual Meeting of the REALTORS® Association of Northwestern Wisconsin will be held on June 19th at 10:30am, in Rice Lake at Turtleback Golf and Event Center. The slate of candidates for the RANWW Officer and Director position will be presented at the meeting. In addition to candidates submitted by the Nominating Committee, members will be able to nominate someone from the floor. After nomination is seconded, his/her name will be added to the ballot. Electronic Voting will take place from July 15th - 25th, on the RANWW Association website main page: www.ranww.org Our guest speaker this year is Rodney M. Gansho, Director of Engagement for the National Association of REALTORS®. Lunch to follow. Lunch will be FREE to all members attending! Thank you to All Title Services Inc, Johnson Financial Group, Hometown Title Co, Home Warranty Inc, Knight Barry Title United LLC, Peoples Bank Midwest, Woodland Developments & Realty and Vinopal Title & Abstract for sponsoring this event! See page 11 of this newsletter for registration information. Hope to see you there!
Three RANWW Members Awarded the Prestigious REALTOR® Emeritus Status!!!

Jim Gargulak, Gary Johnson and Bill Tice have been awarded the REALTOR® Emeritus Membership; a status recognizing at least 40 years of continuous membership in and contributions to the REALTORS® Association!!!


Gary Johnson of Johnson & Johnson Land Company, Cumberland, served as President of the Barron-Washburn Board from 1986-87. He was recognized by the Northern Waters Board for his contributions to the real estate profession, particularly in the area of private property rights. Mr. Johnson received an award from Bill Malkasian, then Executive VP of WRA, for his involvement in the Association and for closely monitoring legislative issues. This was the first time the Board honored a member with this type of award.

Bill Tice of Tice Appraisal Service, Colfax, was a Charter Member of the Dunn-Pepin Board of REALTORS® and served on the Board of Directors for 7 years. He served has President of that Board in 1993 and was chosen as REALTOR® of the Year. He served for 4 years on the Board of Directors of the Northwestern Wisconsin Multiple Listing Service, and earned the CRS and GRI designations. Bill is currently a member of the Appraisal Section of the Wisconsin Realtors® Association and a member of the National Association of Appraisers.

THANK YOU Jim, Gary and Bill, for your hard work, years of dedication and great contributions to the Association! We are very honored to have you as RANWW Members!

CONGRATULATIONS!!
Welcome New Members

Randy Bischel
Keller Williams Integrity

Christy Bollig
Re/Max Real Estate Group

Angela Kahl
Six Lakes Realty

David Franck
Prime Realty

David Lee
Woodland Developments & Realty

Samuel Palser
BHHS North Properties

Chris Polfus
Whitetail Properties

Lori Renslo
Edina Realty~Chippewa Valley

Travis Rogers
Coldwell Banker Brenizer

Katrina Routh
Coldwell Banker Brenizer

Tech Tools Should Advance-Not Replace-Relationships

Invest in technology that showcases your talent. Communication and rapport with customers are what will keep your business strong.

When mulling over your options, pick products that help you keep track of clients and documents but don’t distract you from building relationships. Most technology is “something that you’re going to use to automate,” says Christina Pappas of the Keyes Company. “Understand that there are many platforms out there, but that’s because there are a lot of different personalities and ways people like to use them. Tech is a tool, but the best things we have are our emotions, our communication, and our rapport with our customers. Don’t let tech replace that.”

While technology is vital to real estate success, practitioners should constantly review their tools to determine whether they have outlived their usefulness, says Jillian Carlson of Park Co., REALTORS®. “It really comes down to how badly do we need this and does this contribute to our bottom line?” she says. “Does this help us win more clients? If not, do we really need it, or is it another shiny object for us?”

John Mayfield, ABR, CIPS, broker-owner of Mayfield Real Estate Inc. in Farmington, Mo., advises new agents to avoid getting bogged down learning complicated tools and stick to programs that align with their skill set. “As a new agent, you need to learn the technology tools that showcase your talent to those around you,” he says.

Perhaps most important of all, think strategically about how you invest in your business—which means being prudent about the tech you buy. “Remember, you’re in this for profit,” says Kate Lanagan MacGregor of Bold Moves Real Estate. “Don’t go spending all your money on every shiny object. It doesn’t always make your business better.” by Mandy Ellis, REALTOR® Magazine

NOMINATIONS NEEDED….. Dan Lawler and the Nominating Committee will be taking nominations for the Distinguished Service Award; RANWW’s most prestigious award! Intended to recognize high-quality service to RANWW on a long-term basis, the DSA should not necessarily be viewed as an "end of career" or "lifetime achievement" award. Recipients shall have demonstrated a high level of commitment to RANWW; contributed a substantial amount of time, effort and creative imagination; and established a record of effective participation in RANWW affairs. Recipients' RANWW activities shall have set a high standard and be worthy of emulation. If you would like to nominate a deserving individual, Nomination forms can be found on page 10 of this newsletter.
September 10-11, 2019
Kalahari Resort, Wisconsin Dells

The WRA's annual convention is the WRA's showcase event of the year where hundreds of REALTORS® gather together from all corners of the state for classes, networking and fun! You'll learn strategies and ideas to soar to new heights. With all the knowledge you'll gain at the convention, you'll be in a league of your own as you score new clients, new relationships and new success!

"The WRA’s Annual Convention is THE event of the year for my agents. The best of the best speakers bring new insights to our unique business models and give everyone a great time away from the office mingling with colleagues from many different markets." — Andy Beiser, Beiser Realty LLC in Winneconne, WI

Snapchat for Real Estate

Keep up with the next generation!

Are you communicating where your clients communicate? Snapchat users represent some of the most engaged audiences on a mobile device. Every day, over 150 million people use the social media app to communicate. On Snapchat, you can capture a photo or brief video, add a caption and send the finished creation, called a snap, to your clients. Start growing your business today! Length: 25:49.

In this web video, you'll learn how you can use Snapchat to:

- Create stories.
- Create snaps.
- Use filters.
- Repurpose your snaps for other social media accounts.
- Define the best uses for real estate.
- Use editing tools and more.

Pricing: Member fee: $9.95

Register here.
Safety Webinars

Webinar: Harness Your Mental Strength

View a recording of the latest REALTOR® Safety Webinar

Harness Your Mental Strength is a free REALTOR® Safety webinar from the National Association of REALTORS®. Hear from Danielle Martin, Founder and Ambassador of True Boundaries, as she promotes personal protection, confidence building, and empowerment.

Danielle Martin is a motivational speaker, expert in personal protection, World Champion, Pan American, and National Champion in Jiu Jitsu, former pro-surfer, and television personality who is known for her unique and impressive combination of traits and talents that make her an authoritative voice representing the interests of women, men, and children of all ages. Danielle’s passion is to cultivate a message of personal protection “from the inside out.” She emphasizes the importance of situational awareness, being empowered by knowing your own strengths and limitations, and committing to confidence.
Calling all Appraisers!!

Don’t forget to sign up for the appraiser round tables on June 12, 2019.

Eau Claire - RANWW Conference Center 10:30 am – 11:30 am
Rice Lake – Johnson Bank 1:30 pm – 2:30 pm

Email or call Tricia or Kim to sign up: 715-835-0923 or Tricia@ranww.org, Kim@ranww.org

We will see you there!

Matrix 360 is Almost Here!

We are pleased to announce that Matrix™ 360 will be coming to NWWMLS soon. Matrix™ 360 is the latest version of Matrix from CoreLogic® that unifies listing data and Realist® property data. The result is a truly property-centric listing platform that gives you a 360-degree view of properties in your market.

• **Save time.** Leverage tax data without launching a separate program and leaving the MLS workflow, and without browser plugins. Learn one system, not two.

• **It’s easy to use and familiar.** Work with tax records just like Matrix listings. Create searches, get results, view details, print and email reports for both listing and tax records, all in one place, all in the same way.

View Matrix 360 video: [https://www.youtube.com/watch?v=QbPvU9hO61A](https://www.youtube.com/watch?v=QbPvU9hO61A)

Stay tuned for more information!
**June 2019**

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

**July 2019**

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

**August 2019**

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- **15th** - New Member Orientation
- **22nd** - RANWW Golf Outing at Wild Ridge

**September 2019**

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- **2nd** - RANWW/NWWMLS Office Closed
- **4th** - RANWW Foundation Meeting
- **10th-11th** - WRA Annual Convention
- **13th** - NWWMLS BOD Meeting
- **23rd** - RANWW BOD Meeting
- **25th** - Installation Banquet at Wild Ridge

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Thank you to everyone who came to the annual RPAC Auction on May 2\textsuperscript{nd}, as well as those who donated to the event! Thanks to you, it was such a success and a lot of fun! For those who could not attend, we had over 20 donors from the association, four different sponsors, which included a large grant from the National Association of REALTORS®, used to purchase food for the evening and some awesome additional prizes! Dan Lawler, Legends Title Services, and Vinopal Title and Abstract sponsored the event. This year the theme was “Let’s Have an Auction” a spin-off of the game show “Let’s Make a Deal”. Keeping with the theme, we had an added twist to the night. Ten boxes, one on every table, had clues on them which hinted at what was in the box. Some prizes were great, and some were zonks. No one knew what was in the box and had to bid on the box they thought contained the grand prizes, which included a YETI cooler, Apple watch, Amazon Echo, and more! The boxes were auctioned off at the end of the traditional auction and we had a lot of fun opening them together to find out what everyone won! I personally want to thank everyone that came to the event; I have been working hard all semester to have a fun auction and it was wonderful to hear all of the positive feedback. I also want to thank all of the donors and sponsors; without you this event would not have been possible. Thank you to everyone who came out and supported RPAC. It was a fun night, we raised a lot of money, and took home some great prizes!
Your Buyer Can **Lock** Their Rate While **Shopping** For a Dream Home

Help your buyers take advantage of a worry-free home financing option. With Johnson Financial Group’s Lock ‘n’ Shop, they can lock their mortgage loan rate for 120 days. Combined with a free, fully underwritten, Johnson Bank pre-approval, they’ll have peace of mind and security knowing their financing and payment is set. Plus, if rates go down while searching for a home, their rate drops too.

You and the seller will know that your buyer’s credit is solid and your buyer understands what they can afford in advance of their offer. Now you can show your buyer dream home options and be confident that the mortgage financing process will go smoothly.

To learn more, contact us today.

**Zach Stowell**
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**Kristin Foss**
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Products offered by Johnson Bank, Member FDIC, a Johnson Financial Group company. Lock’n’Shop is only available on certain 15 and 30 year fixed rate loan options. Not available without required documentation to obtain a fully underwritten preapproval. Lock’n’Shop locks your initial interest rate for up to 120 days. Your interest rate will depend on the date you lock your rate. Additional conditions or exclusions may apply. Loans are subject to credit and property approval, bank underwriting guidelines, and may not be available in all states. Other loan programs and pricing may be available. Certain conditions, terms, and restrictions may apply based on the loan program selected. The term of the loan may vary based upon program chosen. Property insurance is required; if the collateral is determined to be in an area having special flood hazards, flood insurance will be required.
DISTINGUISHED SERVICE AWARD NOMINATION FORM

The Distinguished Service Award (DSA) is RANWW’s most prestigious award. While intended to recognize high-quality service to RANWW on a long-term basis, it should not be viewed as an "end of career" or "lifetime achievement" award. Recipients shall have demonstrated a high level of commitment to the RANWW; contributed a substantial amount of time, effort and creative imagination; and established a record of effective participation in RANWW affairs. Recipients’ association activities shall have set a high standard and be worthy of emulation. The DSA will be awarded only once to each recipient.

The DSA may be awarded to Members or Staff based on the following criteria:

· Active participation in RANWW activities
· Extraordinary dedication to the RANWW through volunteer work
· Leadership, expertise and teamwork
· Commitment to RANWW objectives and ideals
· Work ethics far exceeding expectations (RANWW employee)

Nominee’s ______________________________________________________________
Company _________________________________________Phone ___________

Please provide background information:

Number of years in Real Estate_________ Number of years as RANWW member_______

RANWW leadership:
  Office or position held________________________ Date of Service_________
  Office or position held________________________ Date of Service_________

Committee involvement (committees, task forces, PAGs)
  Type of Involvement_________________________ Date of Service_________
  Type of Involvement_________________________ Date of Service_________

Educational activities (class/workshop instructor)
  Educational Activities________________________ Date of Activity_________
  Educational Activities________________________ Date of Activity_________

Governmental activities (political work)
  Governmental Activities________________________ Date of Activity_________
  Governmental Activities________________________ Date of Activity_________

Other Comments on Candidate (attach additional pages, if necessary)
___________________________________________________________________________
___________________________________________________________________________

_____________________________________________

Complete and email this form to Brenda at brenda@ranww.org by June 30th, 2019
RANWW Annual Membership Meeting

Wednesday, June 19th, 2019 - Turtleback Golf and Event Center

Open RANWW Annual Meeting - 10:30am

Meet the 2019-2020 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 Speaker 11:00am-11:45am

Rodney Gansho started his career with the NATIONAL ASSOCIATION OF REALTORS® back in March 1991. Since that time, he has held several positions in the Member Policy Department, Association and MLS Governance area, and most recently is the Director of Engagement, which is part of NAR's new Engagement Team, under Katie Johnson, General Counsel and Chief Member Experience Officer.

Since 2014, Rodney has served as the staff executive for the Multiple Listing Issues and Policies Committee and the MLS Technology and Emerging Issues Advisory Board. He also recently took on the role as liaison for NAR’s Institutes, Societies and Councils.

Rodney is frequent speaker at various REALTOR® conventions and association/MLS executive meetings to discuss REALTOR® association policy and more.

A graduate of the University of Illinois, Rodney has a Bachelor of Science in Finance. He obtained his RCE (REALTOR® Association Certified Executive) designation in 2004. He also received the CMLX-1 designation in February 2019.

He is actively involved in his community’s Zoning Committee, and is a Board Member of the West Bucktown Neighborhood Association. He is a life-long resident of Chicago where he lives with his wife Diane and their two children, Miles (16) and Brooke (13).

Lunch 11:45am - 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 12th!

Thanks to our sponsors:

All Title Services, Hometown Title Co, Home Warranty Inc,
Johnson Financial Group, Knight Barry
Title United LLC, Peoples Bank Midwest, Vinopal Title & Abstract
and Woodland Developments & Realty
RANWW Golf Outing!
Thursday, August 22, 2019 at Wild Ridge Golf Course

Golf
Golf will be a 4-5 person scramble. Golfers may choose their own team or may register as an individual, requesting to play with any other team short of players.

Tee Times
Registration will begin at 11:00 a.m. Shotgun start will be at 12:30 p.m.

Lunch
A burger/brat/hotdog buffet lunch will be served 11:30 a.m. - 12:30 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, games and socializing will commence from 3:30-5:00 p.m.

Dinner
A buffet style dinner will be served at 5:00 p.m.

Sign-up
All golf and dinner fees MUST be paid with your reservation before Wednesday, August 14.

Cancellations
All cancellations must be received on or before August 15 for a refund, minus a $15 surcharge.

2019 RANWW NETWORKING, GAMES AND RESERVATION FORM

Choose One of the Following: *First Time Attendee? Take $10 off!
Individual (will be placed with a team) or Team

**Name__________________________**

**Captain________________________**

**Players________________________**


Choose One of the Following:

_____Afternoon golf (9 Holes), lunch, cart, games and dinner - $55.00 per person ($45.00 for first timers!)
_____Lunch only - $15.00 per person (FREE for first timers!)
_____Dinner, games and networking only - $25.00 per person ($15.00 for first timers!)
_____Lunch, dinner, games and networking only - $35.00 per person ($25.00 for first timers!)

Send all reservations WITH PAYMENT to: RANWW, 3460 Mall Dr. Suite 5A Eau Claire, WI 54701
$2.00 of each golf registration will be donated to the RANWW Foundation