

# News and Current Events

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

**MAY 2018** 

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

River Prairie Center, Altoona

Click here to register.

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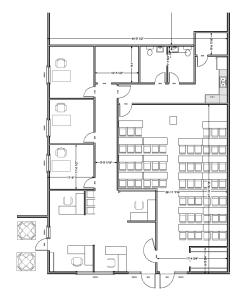


The offices of the RANWW/NWWMLS and RANWW Foundation will be moving May 29 & 31 2018! May 29 we WILL NOT have phones and will be moving all day. May 30 & 31 it will be limited. Our new offices will be located at 3460 Mall Dr. Suite 5a & 5b Eau Claire, WI 54701. We have signed a 7 year lease for 2,400 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





## A Message from RANWW President-Elect

The Golden Rule this selling season.

As the year starts to ramp up I would like to remind us all to keep The Golden Rule in mind. Be respectful to your fellow agents, your customers and clients but remember to be kind to yourself as well.

So, what do I mean?

Turn your phone off at a certain time every night. You need to have time for yourself and your family. When you are with your friends and family. be present. If you don't respect your time, your clients and customers won't either. Consider taking a day off. Tell buyers and sellers, "I take off Sundays to be with my family."

Respect your fellow agents.....be polite, give reasonable deadlines on offers and don't text after a certain time at night. If the question doesn't need answering immediately, send an email versus text.

Respect our sellers....turn off lights, lock doors, leave your business card, be on time for showings or text the listing agent so they can let the seller know you are running late.

The more kind you can be, the more fun our jobs will be and other agents will respect you if you are respectful to

them.

Treat others as you wish to be treated.....

Happy Selling! Stacey McKinney

**RANWW President-Elect** 

### 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 715-821-4765 Judy Nichols Shannyn Pinkert 715-379-3574 Scott Rohde 715-651-8575 715-505-8888 John Sobota

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

NOMINATIONS NEEDED..... Marty Tauger 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 "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. DSA will be awarded only once to each recipient. If you would like to nominate a deserving individual, Nomination forms can be found on page 16 of this newsletter.

## 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.

#### **Gordon Borner**

Borner Realty, LLC

#### **Cindy Chilson**

Colonial Square Realty

#### Sarah Cook

Re/Max Assurance

#### Piper Doyle Beuthling

AMEC Home Loans

#### Susan Emerson

Keller Williams Integrity

#### **Martha Freund**

Area North Realty

#### Michael Hansen

Woodland Developments & Realty

#### Lori Lanzer

Charter Bank

#### Joshua Linberg

Borner Realty, LLC

#### **Dani Metropulos**

Property Management of Hayward

#### Jane Marston

Clearwater Real Estate

#### Belinda Onasch

Keller Williams Integrity

#### **Jamie Pond**

Coldwell Banker Brenizer

#### **April Simmons**

Keller Williams Integrity

#### **Emily Staples**

Keller Williams Integrity

#### **Angela Stilwell**

C21 Affiliated

#### Scott Semingson

Hakuna Matata Home Inspection

#### Cassandra Stibor

Thayer Real Estate

#### **Rachel Till**

## RANWW has some furniture for sale.



7 - Oak wall plate displays \$5 a piece or all for \$25



Chair \$50



2 - Chairs \$10 each



We have 4 chairs -\$20 each 2-brown 2-blue/gray



Credenza is \$50.00



Magazine/end table is \$15.00



P

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

#### Flat Creek Inn, Hayward

Jonathan Sayas 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.

## Live CE is Scheduled for October 16th, 17th & 24th, 2018 Turtleback Golf & Conf Center, 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.



## SNAPCHAT FOR REAL ESTATE

Keep up with the next generation.

**Learn More** 



## LINE BY LINE TRAINING

Walk through commonly used forms line by line to learn best practice tips and drafting mistakes.

**Learn More** 



# 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.

## Mark your Calendars for RPR Training

July 18th - Holiday Inn Express in Rice Lake

July 19th - RANWW Office - 3460 Mall Dr. Eau Claire

RPR is a CMA platform with several customizable reports you can utilize daily. There is also a mobile app so you can access it anywhere at any time. RPR has been updated since it first started to be sure to pull the most accurate data.

Contact Tricia with any questions! tricia@ranww.org

#### **BROKERS/SUPPORT STAFF:**

Please have new members contact the board office *prior* to stopping in to set up a time to meet regarding new membership. It takes over an hour to process an application and program a SentriCard for new members.

#### Thanks!

## NWWMLS has made a few policy changes.

Please click here for the NWWMLS policy manual.

**AUCTION PROPERTIES**: NWWMLS allows exclusively listed property that is subject to auction or Online Auction; however, any listing submitted is entered into within the scope of the Listing Brokerage's licensure and in accordance with all other requirements for listing input. Such listings must include an actual list price, assessed value, starting bid or market value in the list price field, and all required fields must be completed. The "Starting Bid" must be an amount the seller would accept if it is the only bid received. If a "Starting Bid" cannot be established then "List Price," "Assessed Value" or "Market Value" must be input into the "List Price" field. Compensation must be offered as described in the entire Section 5 of the Policy and Procedure Manual. The auction firm name/auctioneer and auction firm/auctioneer license number must be included in the "Public Remarks" field, but no other contact information may be included in the "Public Remarks." Any other contact information or bidding website, if applicable, must be included in the "Agent Remarks." Auction properties must allow showings prior to auction date. Agent MUST submit all offers made prior to Auction date.

**Active** (A): property is listed with no offers, special provisions, including bump clause, and is available for showing

\*Note 1. "Available for showing" means that the property is available for scheduling showings in Showing-Time and otherwise, and cannot be blocked from scheduling showings. A seller may reject a particular showing due to their own schedule. If the property is not available to show, then a different status must be selected.

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

\*Note 1. Temporary Off Market Status must be requested using the Temporary Off Market Status Request Form.

**Photos:** all listings require at least one photo to be uploaded when the listing is filed with the MLS.

- a. For residential single family and multi-family units (2-family, 3-family, 4-family), the main/primary photo must be an actual photo of the home's Exterior Elevation (not a clipart or facsimile image). (See MLS Policies & Definitions for further definition of acceptable images.)
- b. Satellite or GIS images are permitted in the MLS, however satellite or GIS images are not permitted as the primary photo for residential property types.
- c. For vacant land a satellite or GIS image may be the main/primary photo, however a photo of the actual property must also be submitted



Updates &
Changes

**Exterior Elevation:** as used in these Rules and Regulations, "Exterior Elevation" refers to the straight-on view of the home's exterior. The view should capture home features such as, an entry door, windows, yard, porch or deck (if any) and other details visible from the straight-on exterior view of the home.

Click here for examples.

Click here for the video.

Address Input: Click here for examples.

## Wis. Stat. § 452.136 (3) ADVERTISING WITHOUT AGENCY AGREEMENT PRO-HIBITED.

A firm and any licensees associated with the firm may not advertise a property unless one of the following applies:

- (a) The firm is the listing firm for the property.
- (b) The firm or a licensee associated with the firm has obtained consent to advertise the property from the listing firm for the property

One Call Now: RANWW/NWWMLS newest communication platform. Be sure to text the word "Alert" to 22300 to receive important updates.

**Incomplete listings:** will purge after seven days. If you would like to extend the life of the incomplete listing in Matrix, you can make a small change. That will extend the listing another seven days.

#### **Showings**

Please be courteous when you are showing homes. There have been lights left on, doors unlocked, and bathrooms used without flushing the toilets.

Thank you!



Updates & Changes

# Affiliate Member Minute

#### The three ways that title may be held by individuals in Wisconsin are:

<u>Tenants in Common:</u> Individuals who hold title as tenants in common may hold equal or unequal shares. Upon the death of a tenant in common, his or her share will pass through his or her estate either by will or intestate succession.

<u>Joint Tenants:</u> Individuals who hold title as joint tenants hold equal shares. Upon the death of one of the joint tenants, his or her share passes to the remaining other(s) in the joint tenancy.

<u>Survivorship Marital Property</u>: Is a form of ownership that is only available for property held by married couples domiciled in the State of Wisconsin. The title to the property cannot be held by them with any third party. Upon the death of one, the ownership rights will vest solely in the survivor.

There are many alternative ways that individuals may indirectly own real property. They may be shareholders of a corporation that holds title. They may be members of a Limited Liability Company that holds title. They may be partners in a Partnership that holds title. They may be beneficiaries of a Trust that holds title.

\*Whatever method of holding title individuals may choose, they should do so only after discussing their individual situation with an experienced real estate attorney.

## The Following Forms are Now on the RANWW Website!

#### **Forms**

What is it?	Why does the title company need it?	What happens if the title company doesn't get it?
Sellers Authorization Form	To obtain mortgage payoffs, etc	Closing may be delayed if we don't receive the payoff information in a timely manner.
Commission Breakdown	To confirm commissions paid to both agents along with any referral fees.	Commission may be collected and paid incorrectly.
Release of Information	Allows the title company to provide copies of select closing documents to various parties to complete the transaction.	The title company may not be able to provide the requested copies.
Proceeds Authorization	Directs the title company what to do with sale proceeds.	Proceeds may be held in limbo.
Earnest Money Secrow Agreement	Any funds held in a trust account must have documentation as to what the funds are for and instructions for disbursement.	This form is required for all earnest money deposits.  Earnest money receipts may be delayed.



## **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.

## **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

24th - RANWW BOD Meeting

28th - RANWW Office Closed for Holiday

29th - MOVING DAY!

## **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

## August 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	

16th - New Member Orientation

21st - RPAC Phone A Friend

23rd - RANWW Golf Outing





#### **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!











It's almost here! Take a look at some of the fantastic items *YOU* will have a chance to bid on at the Third Annual RPAC Auction! We have something for everyone whether you want handmade art, historic memorabilia, or free passes!







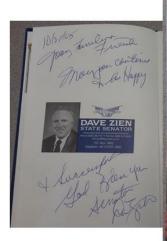






State of Wisconsin
Blue Book
2001-2002







If you would still like to donate an item, or have committed to an item, please drop the item off to the Association Office as soon as possible! If you have any questions or concerns, reach out to Brianne at GADIntenrn@ranww.org







<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, Hometown Title Co, Home Warranty Inc, Knight Barry

Title United LLC, Legends Title Services & Royal Credit Union

#### 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)

Company	Phone
Please provide background information:	
Number of years in Real Estate N	umber 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	
Governmental activities (political work)	
Governmental Activities	Date of Activity
Governmental Activities	
Other Comments on Candidate (attach additional pages, if necessar	

Complete and email this form to Brenda at brenda@ranww.org by June 30th, 2018