ATTENTION!!!

2018 REALTOR® Dues Statements are being mailed to brokers. Please distribute to agents, if applicable. These are NOT MLS dues—they are the annual membership dues paid to NAR, WRA and RANWW.

SAVE THE DATE

Friday, Dec 15th the
RANWW Christmas Party
Eau Claire Country Club

Installation & Awards Banquet
Past Presidents Social

Please join us ….. Sept 28th, 2017 at Turtleback Golf Course and Event Center, to honor the past Presidents, install new RANWW Leadership and award Judy Nichols, Mary Hafenstein, and Ronna Beck the RANWW Distinguished Service Award!

The Distinguished Service Award (DSA) is RANWW’s most prestigious award. Recipients must demonstrate a high level of commitment and contribute a substantial amount of time, effort and creative imagination to RANWW. Judy, Mary and Ronna have been familiar faces on RANWW committees and leadership positions throughout the years. Judy currently is involved in Professional Standards Committee, the PR Committee and serves on the Board of Directors. Mary serves on the Professional Standards committee, was a Past President Rep and has served on the Board of Directors. Ronna has also been on the Board of Directors and has been part of the Christmas Party Committee the last 2 years.

The following member will receive the REALTOR® Emeritus Award at the Awards and Installation Banquet; John Speros.

Marty Tauger will receive this year’s Realtor® of the Year Award and we will install the following individuals: Gary Brenizer - Treasurer, Scott Rohde - Director, Judy Nichols - Alternate Director. Please join us in congratulating them on their outstanding accomplishments and election to RANWW Leadership!

Prior to the Installation Banquet, we will honor RANWW Past Presidents, thanking them for their steady guidance and wisdom throughout the history of this Association.

Past Presidents Social: 4:30pm - 5:30pm Social Hour and hors d’oeuvres - cost is free to past presidents and members, guests are $10.

Installation Banquet: 5:30pm - 6:30pm Social hour, 6:30 - 7:15 buffet style dinner, 7:15pm - 8:15pm program. Cost is free to members, guests are $20.
**Farewell Address from RANWW President**

I appreciated the opportunity to serve you over the last 11 months as the RANWW President and the time spent working with the RANWW staff, Board of Directors, and various committee members. It truly has been a rewarding experience and I leave knowing the RANWW Board is as strong as it has ever been. We are now the largest geographic board in the State, our membership has grown dramatically, we have seen record donations to RPAC and the RANWW Foundation, created a more user friendly Board website, and survived another MLS conversion. It takes committed and generous people to donate their time and talents to make this Board what it is today. The strength of our Board is what will sustain us through future consolidation. We have wonderful and talented people leading us and I look forward to new members getting involved with fresh ideas and energy. We are an example to other boards and every member should be very proud of the organization they belong to. As we move forward, I wish the very best to Dan Lawler as your incoming President. The Board is in very capable hands as we usher in a new era. I encourage everyone to get involved in any way they can. We can always improve with your help! Again, I humbly thank you for allowing me the opportunity to serve you.

Thank you,
Marty Tauger
RANWW President

---

**RANWW Officers**

**Marty Tauger** - President  
715-770-9181  
taugers@gmail.com

**Dan Lawler** - President -Elect  
715-234-2948  
Dan@DanLawler.com

**Stacey McKinney** - Treasurer  
715-580-0126  
stacey@mckinneyrealty.net

**Joe Germain** - Imm Past President  
715-828-1113  
joe@joegermain.com

**RANWW Directors**

Mary Jo Bowe 715-456-2014
Paul Canfield 715-828-0819
John Flor 715-924-4806
Julie Flor 715-790-0564
Mary Hafenstein 715-520-2577
Deborah Hanson 715-456-0499
Cristina Masterjohn 715-491-2278
Shannyn Pinkert 715-379-3574
Ben Rivard 715-205-1519
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

---

**RANWW Foundation**

**Fundraiser!**

SEPTEMBER 14th, 2017

1:00pm-5:00pm

Eau Claire Rod & Gun Club

Indianhead Rifle & Pistol Club

$25 in Advance / $30 at the Door
In accordance with our by-laws, notice is hereby given that the following individuals have applied for RANWW membership; written comment, which shall be kept confidential, is invited.

**Coltyn Bettis**  
*United Country Badgerland Auction & Realty*

**John Hoiby**  
*Edina Realty/Spooner*

**Luke Jorde**  
*Peters Real Estate Group*

**Shelby Losey**  
*Real Estate Solutions*

**Kelsey McCluskey**  
*Re/Max Affiliates*

**Luke Ming**  
*Stars & Stripes Realty*

**Joseph Spoden**  
*Woods & Water Realty/Eau Claire*

**Jared Suckow**  
*Wisconsin Building Inspectors*

---

**Welcome New Members!**

---

**A BIG THANK YOU to all the sponsors for the RANWW Golf Outing!**

- All Title Services
- Associated Bank
- Bremer Bank
- Charter Bank
- Chippewa Valley Home Insp
- Citizens Community Federal
- Citizens State Bank
- Dairy State Bank
- Flagstar Bank
- Homestead Prof Inspections
- Knight Barry Title
- Legends Title Services
- Marine Credit Union
- New Age Inspections
- Old National Bank
- Royal Credit Union
- Saltness Home Inspections
- Security Financial Bank
- Sterling Water
- United Bank
- Vinopal Title & Abstract
- Wells Fargo Home Mortgage

---

**THE AFFILIATES WON AGAIN!!**
Quarterly Broker BS Sessions
Brokers; This is the last session! We want to hear from you on a regular basis so please join us. These sessions will be informal in nature, kept to an hour time frame (we know your time is valuable) and will allow you to let leadership know what we can do for you!

Dates:
October 12th - Stout Ale House in Menomonie at 3pm

CONGRATULATIONS to Greg Swoboda of Re/Max Affiliates for winning the Free Convention Drawing!

WRA Annual CONVENTION

September 12-13, 2017 | Potawatomi Hotel and Casino | Milwaukee
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! With the “Be An MVP: Most Valuable Professional” theme for the convention, 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! Click HERE for registration or call WRA at 800-279-1972.

AHWD Certification Course: At Home With Diversity
October 3, 2017 | 8:30 a.m. - 5:00 p.m.
Discover the skills you need to expand homeownership opportunities for the growing number of diverse buyers and sellers! This one-day course addresses issues of diversity, fair housing and cultural differences, and the course also presents information regarding how to conduct business in culturally competent ways.

To Register

CRS 206: Technologies to Advance Your Business
October 11-12, 2017 | 8:30 a.m. – 5:00 p.m.
Today’s internet-enabled real estate market requires sales agents to work faster and be more responsive than ever before. The ability to quickly access and exchange information can be the difference between making and breaking a transaction. This course combines targeted discussion topics, technology demonstrations and engaging activities to prepare students to select the right technology tools and systems to advance their business.

To Register

Two-day ABR Core Course
November 13-14, 2017 | 8:30 a.m. – 4:30 p.m. both days
The ABR two-day core course will provide you with the tools and know-how to represent buyer-clients in real estate transactions and provide them the same level of service that sellers typically enjoy. This course also offers ideas and methods for building a buyer-representation business, forming buyer relationships, winning repeat business and referrals, and more.

To Register
 MATRIX 7.0 Updates Effective…….October 16th, 2017

There are many new improvements coming to our Matrix. There will be a new look and easy to use portal. Responsive design! No matter if you are on your PC, laptop, tablet, or mobile phone, the portal will automatically adjust to the dimensions of whatever device you are accessing it from.

- There is a great Find A Home feature.
- Great Map searching features.
- New and Improved Listing Displays.
- An easy to use My Search feature.
- Favorites: A great way to keep track of your favorite listings, possibilities, and discarding unwanted listings.
- Messaging: keep track of your messages and even notes written by you or ones left from your agent.

For more information and to see a little glimpse into what’s to come CLICK HERE.

Can these REALTORS® sell something in just eight seconds? Click Here to Watch and find out!

Check out NAR’s new video "8 Seconds," where we put REALTORS® on the spot and give them just eight seconds to recommend attending the REALTORS® Conference & Expo.

We hope to see you at the 2017 REALTORS® Conference & Expo, November 3-6, in Chicago, Illinois. To register for or learn more about this year's event, visit www.Conference.realtor.

WIRE FRAUD has reached RANWW Territory! An incident has occurred where the wired funds for purchasing a home were intercepted prior to reaching the closing institution...the funds have disappeared; buyers and sellers are out a substantial sum of money.

**Be aware! Online banking fraud is on the rise. If anyone receives an email containing WIRE TRANSFER INSTRUCTIONS please call the closing institutions immediately to verify information prior to sending any funds.**

If you need assistance or have general questions concerning Matrix or anything NWWMLS related please contact Tricia at: tricia@ranww.org or 715-835-0923
REALTORS® Political Action Committee Overview

RPAC stands for the REALTORS® Political Action Committee. A PAC is a legal means by which interested individuals with common goals, like a trade association, band together for the purposes of political action.

The best way to positively impact issues such as property taxes, health care and protecting the rights of property owners is through RPAC, a real estate professional's vehicle for political action. Learn more in the video.

Click here for video.

What does RPAC do?
As a real estate professional, RPAC is your PAC. It is also the real estate industry's vehicle for political success. REALTOR® volunteers raise contributions from other members across the state. These funds are then pooled together and contributed on a nonpartisan basis to public office candidates who support housing and real estate interests.

Seventy cents of every dollar raised stays in Wisconsin for state and local elections, and the remaining money is transferred to the National Association of REALTORS® PAC for contributions to federal candidates.

RPAC facts
- All fundraising efforts and contributions to candidates are administered by a board of RPAC trustees, representing each local board and all areas of the state. Decisions made by the trustees are submitted to the WRA board of directors.
- Funds are disbursed on a nonpartisan basis to Democrats and Republicans alike, based on issues and support of the REALTOR® legislative agenda.
- RPAC is one of the largest trade-association PACs in the world and in Wisconsin.

Why should RPAC interest you?

RPAC is a critical business partner for REALTORS®. Up to 4,000 bills are introduced each session in the state Legislature, and elections determine who will be voting on these bills. RPAC helps to elect the people who write the laws with which you and your business must live. Through extensive research and ongoing monitoring, RPAC keeps real estate professionals informed, involved and influential regarding the legislative decisions that are important to the industry.

Does RPAC buy votes?

RPAC does not buy votes. Candidates and public officials are honorable people whose votes are not for sale. However, by helping to elect public policy decision-makers, RPAC assures REALTORS® the opportunity to present their views and be heard. RPAC fully complies with all state and federal election laws.
Ever considered running for an elected office? Let RANWW help you achieve your goal!

FREE Candidate Training Academy

Thursday, October 26, 2017 | 8:30 a.m. - 4:30 p.m.
REALTORS® Association of Northwestern Wisconsin Office
1903 Keith Street | Eau Claire, WI 54701

What the Course Provides

This course will provide participants with an understanding of what it takes to run for political office at the local or state level and a well-rounded overview of the topics to consider before making that leap. The course is taught by nationally renowned campaign specialists. Upon completion of this training session, participants will be able to:

- Assess whether they possess the basic traits necessary to run for office
- Articulate, in 30 seconds, why they are running for office
- Describe elements for developing a campaign plan and begin the planning process
- Discuss their research needs based on their target audience and their budget estimates
- Assess the multiple avenues to approach a Get Out The Vote (GOTV) plan

You do not need to be a REALTOR® to attend. Limited enrollment. Cost is FREE. Includes professional trainer, coffee and caloric, materials, and 120-page training manual.

Registration is by e-mail ONLY: Bruce King | bruce@ranww.org
**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 two 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.
## September 2017

<table>
<thead>
<tr>
<th>Sun</th>
<th>Mon</th>
<th>Tue</th>
<th>Wed</th>
<th>Thu</th>
<th>Fri</th>
<th>Sat</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>1</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>4</td>
<td>5</td>
<td>6</td>
<td>7</td>
<td>8</td>
<td>9</td>
</tr>
<tr>
<td>10</td>
<td>11</td>
<td>12</td>
<td>13</td>
<td>14</td>
<td>15</td>
<td>16</td>
</tr>
<tr>
<td>17</td>
<td>18</td>
<td>19</td>
<td>20</td>
<td>21</td>
<td>22</td>
<td>23</td>
</tr>
<tr>
<td>24</td>
<td>25</td>
<td>26</td>
<td>27</td>
<td>28</td>
<td>29</td>
<td>30</td>
</tr>
</tbody>
</table>

**4th - RANWW Office Closed Holiday**  
**6th - RANWW Foundation Meeting**  
**8th - MLS BOD Meeting in Rice Lake**  
**12th & 13th - WRA Convention**  
**28th - Installation Banquet**

## October 2017

<table>
<thead>
<tr>
<th>Sun</th>
<th>Mon</th>
<th>Tue</th>
<th>Wed</th>
<th>Thu</th>
<th>Fri</th>
<th>Sat</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
<td>6</td>
<td>7</td>
</tr>
<tr>
<td>8</td>
<td>9</td>
<td>10</td>
<td>11</td>
<td>12</td>
<td>13</td>
<td>14</td>
</tr>
<tr>
<td>15</td>
<td>16</td>
<td>17</td>
<td>18</td>
<td>19</td>
<td>20</td>
<td>21</td>
</tr>
<tr>
<td>22</td>
<td>23</td>
<td>24</td>
<td>25</td>
<td>26</td>
<td>27</td>
<td>28</td>
</tr>
<tr>
<td>29</td>
<td>30</td>
<td>31</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**3rd - AHWD Certification Course**  
**5th - RPAC Lunch at Florian Gardens**  
**10th - RPAC Phone A Friend**  
**11th & 12th - CRS 206 Technologies to Advance Your Business (2-day)**  
**12th - Broker BS Session - Menomonie at Stout Ale House**  
**19th - New Member Orientation**  
**26th - Candidate Training Academy**

## November 2017

<table>
<thead>
<tr>
<th>Sun</th>
<th>Mon</th>
<th>Tue</th>
<th>Wed</th>
<th>Thu</th>
<th>Fri</th>
<th>Sat</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>1</td>
<td>2</td>
<td>3</td>
</tr>
<tr>
<td>5</td>
<td>6</td>
<td>7</td>
<td>8</td>
<td>9</td>
<td>10</td>
<td>11</td>
</tr>
<tr>
<td>12</td>
<td>13</td>
<td>14</td>
<td>15</td>
<td>16</td>
<td>17</td>
<td>18</td>
</tr>
<tr>
<td>19</td>
<td>20</td>
<td>21</td>
<td>22</td>
<td>23</td>
<td>24</td>
<td>25</td>
</tr>
<tr>
<td>26</td>
<td>27</td>
<td>28</td>
<td>29</td>
<td>30</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**13th & 14th - ABR Core Course - 2 days**  
**13th - 17th - “A Week of Giving”**  
**23rd - RANWW Office Closed Holiday**  
**24th - RANWW Office Closed**

## December 2017

<table>
<thead>
<tr>
<th>Sun</th>
<th>Mon</th>
<th>Tue</th>
<th>Wed</th>
<th>Thu</th>
<th>Fri</th>
<th>Sat</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>1</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>4</td>
<td>5</td>
<td>6</td>
<td>7</td>
<td>8</td>
<td>9</td>
</tr>
<tr>
<td>10</td>
<td>11</td>
<td>12</td>
<td>13</td>
<td>14</td>
<td>15</td>
<td>16</td>
</tr>
<tr>
<td>17</td>
<td>18</td>
<td>19</td>
<td>20</td>
<td>21</td>
<td>22</td>
<td>23</td>
</tr>
<tr>
<td>24</td>
<td>25</td>
<td>26</td>
<td>27</td>
<td>28</td>
<td>29</td>
<td>30</td>
</tr>
<tr>
<td>31</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**15th - RANWW Christmas Party**  
**25th - RANWW Office Closed Holiday**
The Realtors® Association of Northwestern Wisconsin

Cordially Invites You to The Past Presidents Social and Installation & Awards Banquet

Thursday, September 28, 2017

at Turtleback Golf Course and Event Center

1985 18 1/2 Street, Rice Lake, WI

Please join us to honor our Past RANWW Leadership:

Past Presidents Social
From 4:30pm - 5:30pm

After the Social Hour, we invite you stay and participate in the:

2017 Awards and Installation Banquet

Social hour from 5:30pm - 6:30pm
Dinner from 6:30pm - 7:15pm
Program from 7:15pm - 8:15pm

Name: __________________________________________

Guest: __________________________________________

Members pay for guest meals only

Will Attend:

_______ Past Presidents Social with Hot & Cold Hors D’ Oeuvres (Guest $10)
_______ Awards & Installation Banquet with buffet dinner (Guest $20)
_______ Both Past Presidents Social and Awards & Installation Banquet (Guest $30)

RSVP by September 20th, 2017
To: RANWW, 1903 Keith St., Eau Claire, WI 54701
or kim@ranww.org