



RANWW

Realtors® Association of Northwestern Wisconsin
Northwestern Wisconsin Multiple Listing Service, Inc
Realtors® Association of Northwestern Wisconsin Foundation

UPDATES

News and Current Events

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

AUGUST 2018



Don't forget to sign up for the RANWW Golf Outing at Wild Ridge Thursday, August 23.

[Click here to sign up!](#)

RANWW Safety Course

September 19th from 9am-11am at River Prairie Center is Blue-U Defense presenting [Surviving an Incident of Violence](#) [Click Here to Register](#)

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THANK YOU to everyone who took the time to vote during our online elections! We had an excellent slate of candidates to choose from, making the voting extremely close for each candidate. The election results are as follows:

Deb Hanson - Century 21 Affiliated - Treasurer

(One year term)

Shannyn Pinkert - Property Shoppe Realty - Director

(Three year term)

Dana Decambaliza - Century 21 Affiliated- Director

(Three year term)

Amber Linhart - CB Brenizer/Chippewa - Director

(Three year term)

Congratulations to the new Officers and Directors!

Our newly elected leaders will be installed and the Association award recipients will be recognized at the Awards & Installation Banquet on September 12th, at River Prairie Center in Altoona. Prior to the Banquet, we will honor our past leadership during the special Past Presidents Social. Please mark your calendar and plan to join us for these special events!

**PROTECT YOUR ORGANIZATION'S MOST VALUED ASSETS
BE AWARE
BE PREPARED**

Looking for sponsors for our Safety Event

Sep 19th at River Prairie Center 9:00am-11:00am
*Blue-U Defense presenting [Surviving an Incident of Violence](#)
If you can help sponsor this wonderful event please contact
Kim@ranww.org*



RANWW

Realtors® Association of
Northwestern Wisconsin

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 Presi-
dent**

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

Judy Nichols 715-821-4765

Shannyn Pinkert 715-379-3574

Scott Rohde 715-651-8575

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

A Message from RANWW President-Elect

I have been thinking a lot about what I want to accomplish in this upcoming year as the President of the Association. How can I make a difference to our membership? I want to do something that improves the work lives of our members yet I haven't determined exactly how to go about it.

Some ideas I have thought of are education opportunities, professionalism and business etiquette classes. We have been researching some interesting programs to help REALTORS® improve their production which I think will be great for members yet what else are you looking for in our Association? When you think of your business and our organization...what do we need to improve on? What would you like out of our Association?

I am truly here for the next year to help us all grow. If you have ideas on what to do or contacts that would be helpful please do not hesitate to email me with suggestions or call me to discuss!

stacey@mckinneyrealty.net

cell: 715-580-0093

Stacey McKinney
RANWW President –Elect



Don't miss your
chance...

Get your enrollment
done today to have
coverage in place for
August. REALTORS®

plans feature group rates and, as always, great customer service. These are the ONLY plans designed exclusively for REALTORS®. As an NAR member, plans are available to you and your family anytime online OR you can give us a call at 1.877.433.5845 and we will do the work for you!



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.

Andrew Cleveland
Home Sweet Home Inspections

Clay Dziekan
Asher Realty Group

Melody Espeseth
Voyager Village Realty

Damien Gooch
Keller Williams Integrity WI/MN

Tyler Heath
Property Shoppe Realty

Holly Meyers
Lakeplace.com/Birchwood

Charles O'Keefe
Lakeplace.com/Birchwood

Romaine Quinn
Real Estate Solutions



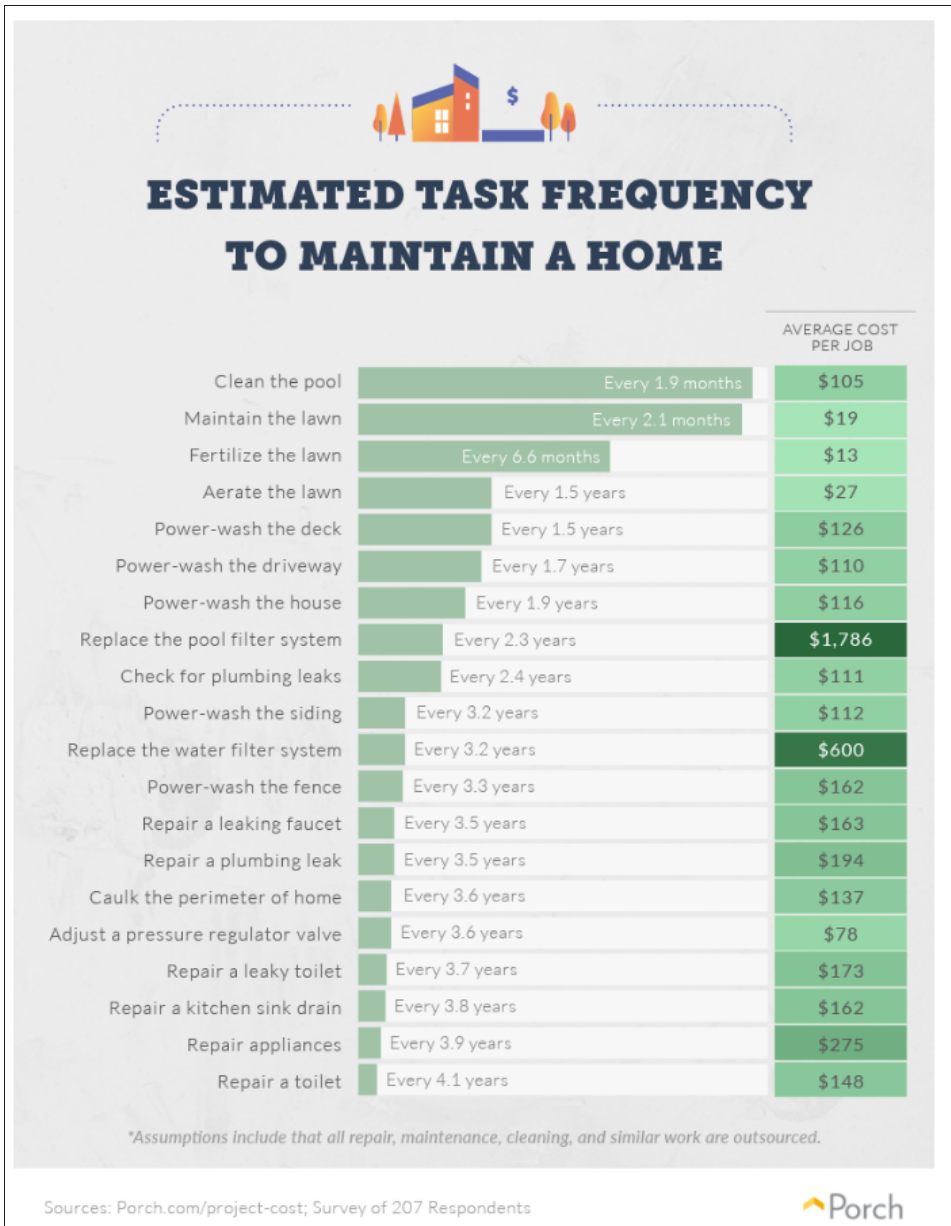
Breaking Down Home Maintenance: The Costs, Timeline

The cost to maintain a home is something financial experts recommend budgeting for early on, in preparation for choosing which house to buy. On average, homeowners spend 1 percent of their overall home cost in maintenance every year, according to a new study by Porch.com.

The upkeep costs can vary based on style, age, type, and even location of the home. The average cost to maintaining a home each year is about \$16,000, according to Porch.com's analysis.

Where does all that money go? A few chores that routinely pop up on a homeowner's to-do list include pool keeping, lawn maintenance, and repairs and replacements of appliances.

View the chart below from Porch.com to see the estimated frequency of maintaining certain aspects of the home, and the average costs.





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CRS Two-day Course: Effective Buyer Sales Strategies

October 1-2, 2018 | 8:30 a.m. – 5:00 p.m.

Top sales associates enjoy a competitive advantage because they understand what motivates and influences their customers. The CRS “Sales Strategies” course gives you the inside track to win over prospective buyers by teaching them the necessary strategies that make their sales quick and efficient. You will learn how to work with today’s new buyer through effective strategies like counseling, salesmanship and negotiation so you can secure customers for life! [Click here for registration.](#)

**Live CE is Scheduled for October 16th, 17th & 24th, 2018
Turtleback Golf & Conference 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.](#)



September 17-18, 2018 | Kalahari Resort | Wisconsin Dells

Save the date for the WRA's showcase event of the year! The WRA Annual Convention is back in Wisconsin Dells on September 17-18, 2018. During two jam-packed days, hundreds of REALTORS® will gather together from all corners of the state for classes, networking and fun! With the “It's Time to Shine” theme for the convention, you'll learn how to put your best foot forward and shine in your market. You'll leave the convention with good vibes so you'll be ready to take the lead and boogie your way to success.

We will be offering the Two-Fer program again.

A WRA member registers for a full convention pass and receives a promotional code that can be sent to another WRA member who has never been to the WRA Annual Convention or has not attended in the past 5 years. This person is able to register for a lower fee. Example: Early registration (if you register by 8/16), the fee would be \$125 and the Two-Fer would be \$62. Registrations can be made online at: <http://www.wra.org/convention>.

****FREE DRAWING****

****WRA is awarding a complimentary registration fee to the Association! If you'd like to be entered for the drawing for a FREE registration, contact Jane at the Association office by Aug. 24!****

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.



We are excited to announce an update to our SentriSmart® app. The two new features we want to make you aware of include:

Touch ID and Facial Recognition

Android and iPhone users will now have the ability to set up Touch ID and Facial Recognition to quickly and easily access your most used functions. You are able to use the new recognition feature in place of your PIN to help you be more efficient.

Agent Safety Feature

You can also use the new touch ID with the agent safety feature. When using SentriSmart® to open a Lock-box, the Agent Safety Feature will launch. This feature will automatically alert your designated emergency contacts when you do not or cannot confirm you are safe .

[Click here for information on the download.](#)

RPR training was a success!

Thank you to all members who were able to make it to the live training. RPR does have online training and webinars to help you along the way. Just go to: learn.narrpr.com.

There is also a 24/7 Customer Support line you can call: 877-977-7576

Showings

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

1-800 Legal Hotline

The WRA's Legal Hotline provides REALTORS® with the opportunity to talk one-on-one with a WRA staff attorney. You can call, fax, email or submit a question online to the Legal Hotline.



Updates & Changes

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	

21st - New Member Orientation

23rd - RANWW Golf Outing

September 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						

3rd - RANWW Office Closed for Holiday

5th - RANWW Foundation Meeting

12th - Installation Banquet at River Prairie Center

14th - NWWMLS BOD Meeting in Rice Lake

17th & 18th - WRA Convention

19th - [Safety Seminar at River Prairie Center](#)

24th - RANWW BOD Meeting

October 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			

1st & 2nd - [CRS: Effective Buyer Sales Strategies](#)
(2 day)

16th - [CE at Turtleback in Rice Lake/ Course 1 & 2](#)

17th - [CE at Turtleback in Rice Lake/Course 3 & 4](#)

24th - [CE at Turtleback in Rice Lake/ Elec C & D](#)

November 2018

Sun	Mo	Tue	We	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	

2nd-5th - REALTORS® Conference & Expo

12th - 16th - A Week of Giving

22nd - RANWW/NWWMLS Office Closed/Holiday

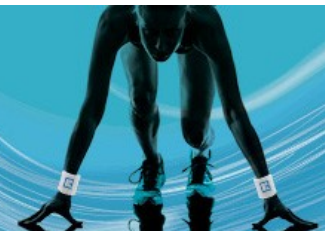
23rd - RANWW/NWWMLS Office Closed



NATIONAL
ASSOCIATION of
REALTORS®

READY
SET
BOSTON!

>>>>>>> REALTORS® CONFERENCE & EXPO
NOVEMBER 2-5, 2018



RPAC Report & *Legislative Updates*

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, can come 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. [Click here for the 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.



Affiliate Member Minute

The home inspection process can be a tension spot in any real estate transaction. Whether you're a hopeful home buyer, a seller, or the agent facilitating the transaction, a reliable home inspection service is vital. At Chippewa Valley Home Inspections, LLC we are here for you.

Terry Elliott, founder and owner of Chippewa Valley Home Inspections, LLC has over two decades of experience in the home building field and extensive knowledge and expertise related to the systems and construction of homes.

Our reliable, systematic approach to home inspections and thorough, rigid standards ensure that our clients move forward fully knowledgeable about their residential or commercial purchase.

At the end of the day, we want you to know you're living in a home that has been thoroughly assessed for all signs of damage, neglect, oversights and other problems.

What Can You Expect?

Your home inspection is intended to assist in the evaluation of the overall condition of the dwelling. The inspection is based on observation of the visible and apparent condition of the structure and its components on the date of the inspection and not the determination of future conditions, although material defects and damage certainly can be an indication or early warning sign of potential problems.

Our inspection process and reporting system has been designed to assure you a thorough, easy to understand overview of the conditions of the residential or commercial property you are about to purchase.

What Does a Typical Home Inspection Cover?

External Conditions & Surfaces

Roof

Attic

Insulation & Ventilation

Plumbing

Electrical Systems

Heating & Cooling Systems

Foundations, Slabs & Floors

Walls

Ceilings

Garage, Walls & Driveway

Basement, Foundation, Crawlspace & Structure

Fireplace

Doors, Windows & Interior



We then provide you with a detailed home inspection report that exceeds the standards of practice as established by the [WI Standards of Practice](#)

Radon is a cancer-causing, radioactive gas.

You can't see radon. And you can't smell it or taste it. But it may be a problem in your home. When you breathe air containing radon, you can get lung cancer. In fact, the Surgeon General has warned that radon is the second leading cause of lung cancer in the United States today. Only smoking causes more lung cancer deaths.

Radon is estimated to cause many thousands of deaths each year.

Nearly 1 out of every 10 homes in WI is estimated to have elevated radon levels.

EPA recommends testing your home for radon—it's easy and inexpensive.

Chippewa Valley Home Inspections also provides radon testing, using continuous radon monitors, which are the most accurate, fastest, and tamper proof radon detection devices currently available.

For more information, visit <https://www.dhs.wisconsin.gov/radon/index.htm>

We provide peace of mind.

Terry L. Elliott, NRSB Radon Detection Specialist, CVHomeInspections.com



**Chippewa Valley
Home Inspections LLC**
25 YEARS INDUSTRY EXPERIENCE



RANWW

Realtors® Association of
Northwestern Wisconsin

RANWW Golf Outing!

Thursday, August 23rd, 2018 at Wild Ridge Golf Course

- Golf** 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** Registration will begin at 11:00 a.m. Shotgun start will be at 12:30 p.m. Please arrive early for check-in.
- 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. 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 on Thursday, August 16.
- Cancellations** All cancellations must be received on or before August 17 for a refund, minus a \$15 surcharge.

2018 RANWW NETWORKING, GAMES 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 _____

(optional) _____

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



2018 Awards & Installation Banquet

and Past Presidents' Social

Wednesday, September 12th, 2018
at River Prairie Center
1445 Front Porch Place, Altoona

Please join us to honor our Past RANWW Leadership
from 4:30pm - 5:30pm

After the Social Hour, we invite you stay and participate in the
2018 Awards and Installation Banquet

Social hour from 5:30pm - 6:30pm

Dinner from 6:30pm - 7:15pm

Program from 7:15pm - 8:15pm

Enjoy music with Brian Bethke from 4:30pm - 6:30pm and after the banquet - 10:00pm

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 5th, 2018

To: RANWW, 3460 Mall Dr. Ste #5a, Eau Claire, WI 54701

or email kim@ranww.org