



# 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 2019

Don't forget to sign up for the RANWW Golf Outing on Aug 22 at Wild Ridge.

[Click here for registration form.](#)

**Please write your MLS invoice # on your check when submitting payment.  
Thank you!**

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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:

**Scott Rohde - Associated Realty LLC**

**Treasurer** (One year term)

**Julie Flor - Six Lakes Realty**

**Director** (Three year term)

**Martha Delong - Edina Realty**

**Director** (Three year term)

**Judy Nichols - Westconsin Realty**

**Alternate Director** (One 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 25th, at Wild Ridge Golf Course in Eau Claire. We will be honoring our past leadership during the Social Hour. Please mark your calendar and plan to join us for these special events!



# RANWW

Realtors® Association of  
Northwestern Wisconsin

## RANWW Officers

**Stacey McKinney - President**  
715-580-0126

[stacey@mckinneyrealty.net](mailto:stacey@mckinneyrealty.net)

**Gary Brenizer - President -Elect**  
715-215-0666

[garybrenizer@gmail.com](mailto:garybrenizer@gmail.com)

**Deb Hanson - Treasurer**  
715-456-0499

[debhanson1@charter.net](mailto:debhanson1@charter.net)

**Dan Lawler - Imm Past President**  
715-234-2948

[Dan@DanLawler.com](mailto:Dan@DanLawler.com)

## RANWW Directors

Sherry Stabenow 715-838-2800

Mary Jo Bowe 715-456-2014

David FitzGerald 715-577-6444

John Flor 715-924-4806

Julie Flor 715-790-0564

Dana DeCambaliza 715-579-8400

Amber Linhart 715-579-8351

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](mailto:brenda@ranww.org)

## **A Message from RANWW Treasurer**

It's the little things in life that matter. Opening the door for someone, picking up milk on the way home, remembering someone's favorite treat. Speaking of opening doors, this is something we do daily. Whether it's a showing or a closing we are opening doors for our clients, customers and each other. Opening doors requires so much more than the turn of a key. It requires hard work, grit, determination and cooperation. Cooperation and courtesy go hand in hand. Sometimes we get so busy we forget the little things. Like calling the agent on the other side to give them a heads up an offer, counter, amendment is coming their way. Calling them when we set up a short notice showing. Calling an inspector with info that is helpful. Calling the lender just to introduce yourself. In this world of automated everything, texting and emailing personal touch often goes by the wayside.

We have all had it happen, a buyer calls and has to see a house right now. That's exciting...but not always possible. When setting up short notice showings, call the listing agent to check. Not every seller has access to ShowingTime and their agent is the best resource for this info. You will save yourself a lot of time and anxiety waiting for the approval. When there are overlapping showings call the showing agent to let them know someone else will be there with a buyer. Some buyers don't appreciate overlapping showings and would like to know up front.

Ever send a document, like a counter or amendment and not hear back from the other agent? Don't assume your email went through. Common courtesy is to call to let the other party know the document is coming. This applies not only to agents but lenders and title companies too. You will be scrambling the day before closing if the title company doesn't have all the information. Staying on top of paperwork is hard enough some days and when there is a breakdown in communication it can be very time consuming on the back end.

Communication is a two-way street. When everything is automated with text requests for showings, emailing of documents communication can breakdown. Keeping the lines of communication open is fairly easy. Don't be afraid of each other, make time to call each other.

Your transactions may go smoother and you may make a new friend.

Enjoy the rest of summer!

Deb Hanson

RANWW Treasurer



# Welcome New Members

**Lori Allard**

*Coldwell Banker Vacationland*

**Cheryl Carter**

*Security Financial Bank*

**Megan Donnellan**

*Donnellan Real Estate*

**Josh Gawrysiak**

*LandGuys, LLC*

**Lynne Granica**

*Edina Realty~Spooner*

**Sabrina Kasey**

*C21 Affiliated~Menomonie*

**Jacob Lallemond**

*Northern Investment Company*

**Mary Proznik**

*Riverbend Rentals & Property Mgmt.*

**Steven Schoepke**

*Coldwell Banker Brenizer!Rice Lake*

**Claire Theisen**

*Re/Max Real Estate Group*



**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 SentiCard for new members.

Thanks!

# That's Who We R Campaign Strategy

For REALTORS®, “That’s Who We R” functions as a rallying cry, instilling pride in their everyday actions and all the ways they go above and beyond to improve the lives of their clients, consumers, and their communities.

For consumers, “That’s Who We R” educates them on the REALTOR® difference and becomes an inherent call to action to work with a REALTOR®, who abides by the Code of Ethics, practices advocacy, and is backed by the nation’s largest professional trade association.



“That’s Who We R” will let consumers know that:

- A REALTOR® is the only real estate professional who has vowed to treat their clients ethically
- A REALTOR® finds you a dream home and protects your right to it.
- A REALTOR® negotiates the best price and uses the industry’s leading market data to do it.
- A REALTOR® knows your neighborhood, the neighbors, and volunteers to make it better.
- The REALTOR® Code of Ethics makes REALTORS® your advocate in one of the largest transactions you’ll ever make.
- A REALTOR® isn’t just a home or business search, it’s a human connection to the best property for you.
- A REALTOR® is supported by the nation’s largest professional trade organization, protecting your property and community long after the contracts are signed.

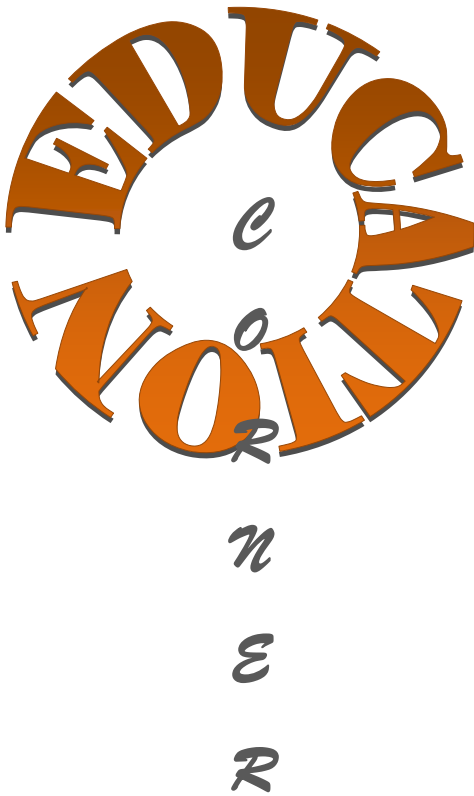
[Click Here To Watch Our Campaign Anthem.](#)

**PLEASE HELP on Monday, Aug 26th**  
**RANWW Will Be Hosting A Blood Drive.**  
**RANWW Conference Center from 9:30am-3:30pm.**



**American  
Red Cross**

**Blood  
Services**



## Matrix 360 Training Plus Tips & Tricks



We have set up training for Matrix 360 at the following locations.

Please sign up on our website [www.ranww.org](http://www.ranww.org) under events.

### **Eau Claire: RANWW/NWWMLS Conference Center**

Mon, Aug 12 10:00am - 12:00pm

Mon, Aug 12 1:00pm - 3:00pm

### **Rice Lake: Holiday Inn Express & Suites, 824 Bear Paw Ave**

Tues, Aug 13 10:00am - 12:00pm

Tues, Aug 13 1:00pm - 3:00pm

### **Hayward: Flat Creek Inn & Suites, 10290 State Hwy 27 S**

Wed, Aug 14 10:00am – 12:00pm

Wed, Aug 14 1:00pm – 3:00pm

### **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.

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### 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 8/13), the fee would be \$125 and the Two-Fer would be \$62. Registrations can be made online at: <http://www.wra.org/convention>.

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### **\*\*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 Kim at the Association office by Aug. 23!!





THERE'S NO TIME LIKE THE PRESENT FOR

# REALTOR® SAFETY

Knowledge | Awareness | Empowerment

Keep Safety Top of Mind for Office, Home & Electronically

Knowledge  
Awareness  
**Empowerment**

## 14 Simple Steps for Safeguarding Your Office

By now, you are aware of potential dangers that face real estate agents when they are meeting clients, showing properties or hosting open houses, and in their cars. There is one more place to consider: the office where you work.

You can help safeguard your business's (and your personal) property, and the safety of all who work in the office, with a few procedures and precautions:

1. Know staff in other nearby businesses and be aware of their schedules.
2. Ensure that all doors other than the main entrance are secured.
3. Make certain windows are not obscured so that passersby can see in.
4. Make sure there is a clear exit route from the service desk to the door.
5. Never allow visitors to wander freely about the business. Have the person whom they want to see come to the front office area and escort the individual to the meeting area.
6. Have a visitor log book and policy on issuing visitor tags that limit access to certain areas and hours of the day.
7. If you encounter an individual while working late or alone, indicate to that person that you are not alone. Say something like, "My supervisor will be right with you and should be able to assist you."
8. Keep personal information private. Avoid discussing where you live, after-work or vacation plans in front of customers, new coworkers or anyone in general with whom you are not comfortable.
9. Never leave valuables, purses or wallets tucked behind counters or on desks.
10. Lock away personal letterhead and business cards to avoid use by unauthorized people.
11. Mark equipment for easy identification in the event of theft or damage. Maintain an inventory of all marked items.
12. Lock up audio/visual equipment when not in use.
13. Secure spare and master keys in locked cabinets.
14. Protect client information. Most offices keep sensitive personal information on their computers and/or in paper files—names, Social Security numbers, credit card or other account data—that identifies customers or employees. If this sensitive data falls into the wrong hands, it can lead to fraud or identity theft.

(Source: Sonoma County Crime Crushers)



Matrix 8.3 now allows you to sort your searched listings. Follow the link for the video tutorial for how to sort listings:

[Click here for video.](#)

Matrix 8.3 also allows you to print notes that you and your clients send through their portal. Follow the link for the Printing Notes tutorial:

[Click here for video.](#)

Matrix training is available upon request. Tricia, NWWMLS Admin can do one on one training or of-fice training.

Call now to schedule a time - 715-835-0923



## Work Smarter This Summer with These ShowingTime Settings

As the saying goes, it's better to work smarter, not harder. While showing activity remains high throughout the summer months, there's a chance you're feeling overwhelmed by keeping tabs on all your listings' activities.

We put together a short list of ShowingTime settings that you can update to reduce your stress and keep cool this summer.

[Learn More](#)



**RANWW**

Northwestern Wisconsin  
Multiple Listing Service, Inc

# Updates & Changes

## August 2019

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

**12th** - Matrix 360 Training in Eau Claire  
**13th** - Matrix 360 Training in Rice Lake  
**14th** - Matrix 360 Training in Hayward  
**15th** - New Member Orientation  
**22nd** - RANWW Golf Outing at Wild Ridge  
**26th** - Blood Drive at RANWW Conference Center

## September 2019

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					

**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

## October 2019

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		

**10th** - New Member Orientation

## November 2019

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

**11th - 15th** - "A Week of Giving"  
**28th** - RANWW/NWWMLS Office Closed  
**29th** - RANWW/NWWMLS Office Closed



NATIONAL ASSOCIATION of REALTORS®



**IMAGINE**  
THE POSSIBILITIES

**2019 REALTORS® CONFERENCE & EXPO**  
**SAN FRANCISCO**  
 CONFERENCE NOV 8-11 | EXPO NOV 8-10

# RPAC Report

## *Legislative Updates*

### **RPAC at 50** Joe Murray, Wisconsin REALTORS® Association

The REALTORS® Political Action Committee (RPAC) is celebrating its 50th anniversary in 2019! Since 1969, RPAC has been working to advance the American Dream of property ownership. RPAC protects homeownership and the real estate industry by electing pro-REALTOR® and pro-real estate candidates for public office. RPAC dollars are used on the federal, state and local level to support candidates who support issues that are critical to the future of real estate and REALTORS®. To support these efforts, and to celebrate RPAC's 50th anniversary, the WRA board decided to increase the current \$35 per member voluntary contribution to \$50 on the annual dues bill.

According to the National Association of REALTORS® (NAR), RPAC at the national level was formed in 1969. According to NAR, a group of “forward-thinking members of NAR sought the ability to harness the political clout of what would become one of the largest trade associations in the country. From this, the Real Estate Political Education Committee (REPEC) was launched. Later, it would become the National Association of REALTORS® Political Action Committee, or RPAC.”

In its first year, REPEC had 300 contributors and raised \$28,000. Today, RPAC has more than 400,000 contributors investing over \$9 million to RPAC at the federal level and \$36 million at all three levels of the association, according to NAR figures.

In 1970, the Wisconsin RPAC was formed under the leadership of then-WRA chairman Otto Bytof. In its first year, the RPAC fundraising campaign raised \$7,000. Fast forward to today, and the overall success with RPAC fundraising is remarkable. Total RPAC and Direct Giver fundraising in 2018 netted \$633,000. From its humble beginnings in 1970, RPAC, and now Direct Giver, fundraising has become the bedrock political program for REALTORS® across the Badger State.

### **What has RPAC accomplished?**

It may be tempting to look at the orderly way with which you can practice real Estate in Wisconsin and assume that today's marketplace evolved naturally and that lawmakers had your interest in mind all along. But that's not the case.

[Click here for more.](#)





# Affiliate Member Minute

In today's competitive real estate market, you need an experienced lender with the agility and savvy advice to meet your unique financing needs.

Flagstar offers competitive rates, cutting edge products, and personalized customer service in all 50 states. We offer conventional, government, jumbo, and more with over 800 products that allow us to craft a solution to help you pursue your goals of homeownership. With our gained knowledge and expertise with loan programs such as renovation loans, FHA, VA and USDA, we can guide clients through all the ins and outs of the home loan process.



*What solutions can we craft for you?*

Our mission is to provide you with trusted advice to help you make one of your most important financial decisions. We believe in the Flagstar brand and the products available for our clients. Let us help you find the perfect product to reach your homeownership milestone.

## **Bob Marek**

Home Lending Producing Sales Manager  
NMLS 466763  
(715) 379 – 0371 M  
[Robert.Marek@Flagstar.com](mailto:Robert.Marek@Flagstar.com)



## **Kristy Sloviak**

Loan Advisor  
NMLS 1708274  
(715) 559 – 8354  
[Kristy.Sloviak@Flagstar.com](mailto:Kristy.Sloviak@Flagstar.com)



## **Flagstar Bank**

4319 Jeffers Road, Suite 100  
Eau Claire, WI 54701



**RANWW**

Realtors® Association of  
Northwestern Wisconsin

# 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. - 12:30p.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



**RANWW**

REGIONAL Association of  
Northwestern Wisconsin

## 2019 Awards & Installation Banquet

AND PAST PRESIDENTS' SOCIAL

Wednesday, September 25th, 2019  
at Wild Ridge Golf Course  
3647 Kane Road, Eau Claire

## 2019 Awards & Installation Banquet

Social Hour with our Past RANWW Leadership from 5:00pm - 6:00pm  
Dinner from 6:00pm - 6:45pm  
Program from 6:45pm - 7:45pm  
The Thundermen from 8:00pm - 10:00pm

Name: \_\_\_\_\_

Guest: \_\_\_\_\_ (Members pay for guest meals only)

*Will Attend:*

\_\_\_\_\_ Awards & Installation Banquet with buffet dinner (Guest \$20)

RSVP by September 18th, 2019  
To: RANWW, 3460 Mall Dr. Ste #5a, Eau Claire, WI 54701  
or email [kim@ranww.org](mailto:kim@ranww.org)