



RANWW

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

UPDATES

News and Current Events

August 2020

RANWW/NWMLS provide a level of service that encourages members to embrace change, growth and education.

THANK YOU

TO EVERYONE WHO TOOK THE TIME TO VOTE DURING OUR ONLINE ELECTIONS! WE HAD AN EXCELLENT SLATE OF CANDIDATES! THE ELECTION RESULTS ARE AS FOLLOWS:



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Julie Flor,

KELLER WILLIAMS REALTY DIVERSIFIED CHETEK

TREASURER

(One year term)

Judy Nichols,

WESTCONSIN REALTY LLC

DIRECTOR

(Three year term)





RANWW

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Congratulations to the new Officers and Directors!!

WE WILL BE INSTALLING OUR NEWLY ELECTED LEADERS ALONG WITH THE ASSOCIATION AWARD RECIPIENTS AND PAST LEADERSHIP IN AN UPCOMING EVENT. MORE DETAILS TO FOLLOW!

LATEST RANWW Office Protocol

FYI...the following office protocol was put into place 8/3/2020 in order to comply with the State Mandate of requiring face coverings:

- The office is closed to all walk in traffic and any public use of the conference center
- Staff will report to the office on a daily basis but can remain in their respective spaces and not wear a mask; if interacting within the common areas, mask must be worn
- Membership will be served by appointment only and when a member is present in the office, all staff will wear a mask when interacting with said member or moving about the common areas while members are present
- All members with or without an appointment will be required to wear a mask if entering association space
- If members are seen at the door & have no appointment, we'll politely invite in but we will have to provide a mask to use inside
- **New Member Orientation:** we have one left on Aug 13th and will go forward as scheduled; all participants will wear a mask and the individual speaking/teaching will not be required to wear a mask while speaking but will remain in front 6ft away from members
- Staff will wear masks the entire day unless behind a closed office door.

We will continue to monitor this and as always be fluid in our situational awareness while maintaining excellent membership service.



RANWW

Realtors® Association of
Northwestern Wisconsin

RANWW Officers

Gary Brenizer - President

715-215-0666

garybrenizer@gmail.com

Deb Hanson - President- Elect

715-456-0499

debhanson1@charter.net

Scott Rohde - Treasurer

715-651-8575

scott@1111sold.com

**Stacey McKinney - Imm Past
President**

715-580-0126

stacey@mckinneyrealty.net

RANWW Directors

Lisa Stelter Graf 715-839-6308

Mary Jo Bowe 715-456-2014

Ben Rivard 715-205-1519

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

Martha Delong 715-790-5468

John Sobota 715-505-8888

Dan Lawler 715-790-3877

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 *Scott Rohde,* **RANWW TREASURER**

Hi All!

WOW! Summer sure is flying by and what a crazy summer it has been! I am confident that everyone has adapted to all the changes that have been implemented to ensure agent safety and client/customer safety. The market continues to be strong with buyers looking to obtain their dream home; sellers are experiencing an uptick in value thanks to the supply shortage and interest rates continue to hold at a very low rate.

We continue to evolve as an industry, trying to find our best new normal that will serve our customers/clients with the level of professionalism they deserve. We have learned that we can thrive while working from home; we implemented virtual showings, virtual open houses and got creative when implementing safe COVID-19 protocols all while remaining an essential industry. We also learned how to hold virtual meeting and remain productive while hosting them; I never thought that would happen! We have been forced to embrace technology, even if we didn't want to (e-signings) and we have become creative in order to keep business moving (car side closings)! Wow, things can and do get crazy!

I would like to personally thank all of our business partners; Mortgage Lenders, Title Companies, Appraisers, Home Inspectors, etc...for working as a team during these ever changing and challenging times! Thank you to the RANWW/NWWMLS staff for their dedication and efforts in making everything run as smoothly as possible! I do however, miss getting together for association events; events that have been cancelled or postponed and unfortunately will probably continue to be postponed in the near future. Until things get back to resembling the "old normal" please continue to stay safe, healthy and successful!



Scott Rohde



Welcome New Members



Bias Override: Overcoming Barriers to Fair Housing

Debbi Conrad | July 16, 2020



The National Association of REALTORS® and the Perception Institute have teamed up to create a video to help REALTORS® recognize unconscious biases that may get in the way of offering the best service to every customer. The Perception Institute, one of the nation's premier trainers on implicit bias, helps people identify "thinking traps" that can lead to a REAL-

TOR® losing a sale and a consumer losing a housing opportunity. In this timely presentation, the mind science experts at the Perception Institute at perception.org have presented an online workshop to give an overview of implicit bias and to help members avoid implicit bias in their daily business interactions. Implicit bias describes what is happening when, despite our best intentions and without our awareness, racial stereotypes and assumptions creep into our minds and affect our actions. ...

TO CONTINUE READING, PLEASE [CLICK HERE](#)

Julie Amundson

Cunningham Realty Group WI

Christopher Burke

Burke Realty LLC

Dan DeYarman

Keller Williams Realty Diversified

Kent Henschen

Edina Realty Chippewa Valley

Rachel Johnson

Keller Williams Realty Diversified

Jeff Kahl

Your Place Inspections LLC

Taylor Martinson

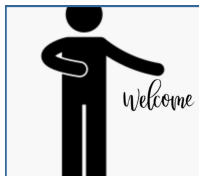
Cunningham Realty Group WI

Alexis McLeod

Re/Max Cornerstone

Brady Schwartz

Woods & Water Realty



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!

CE Courses must be completed and WI Real Estate License Renewal Required by Dec 14

CONTINUING EDUCATION REQUIREMENT:

All real estate licensees **MUST** complete six (6) courses [18 Credits] approved by the Department of Safety and Professional Services and renew their real estate license before **December 14, 2020**. All of the classes are mandatory!! For more information, [CLICK HERE!](#)



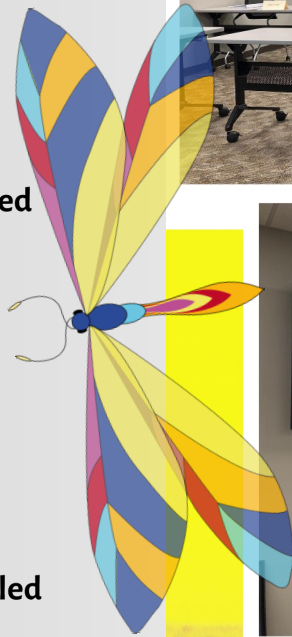
FANCY JOINING US?

The Good
News Corner!!

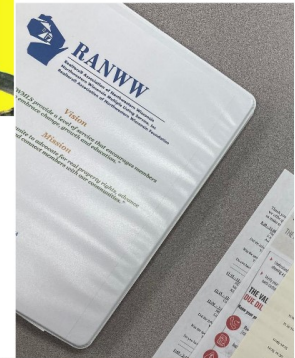
Not

EVERYTHING
is cancelled

- sunshine is not cancelled
- spring is not cancelled
- love is not cancelled
- relationships are not cancelled
- reading is not cancelled
- naps are not cancelled
- devotion is not cancelled
- music is not cancelled
- dancing is not cancelled
- imagination is not cancelled
- kindness is not cancelled
- conversations are not cancelled
- hope** is not cancelled



6 sessions of
New Member
ORIENTATION **IN**
JULY WERE A
SUCCESS!!



#keeplookingup

[CLICK HERE](#) for the Link to The
Power of Positivity!
["Get To" versus "Have To"](#)
webinar

EDUCATION

RIPPLE EFFECT

CORNER



WELCOME

TO THE

WRA ANNUAL CONVENTION 2020

SEPTEMBER 14-16, 2020 | VIRTUAL

ALL VIRTUAL EXPERIENCE!

The WRA Annual Convention is delivered to you for 2020. Tune in, connect and learn, all from the comfort of home.

In real estate, each of us has the privilege of being a droplet of water with a lasting impact. We send ripples with every action we take. The 2020 convention brings the concept of the ripple effect to life and triggers positive waves.

LEARN FROM THE BEST

Top real estate experts from around the country and Wisconsin deliver you the latest news, tips and tricks to give you a competitive edge! Learn from national speakers like Marki Lemons, Sean Carpenter and Ashton Gustafson as well as Wisconsin experts Cori Lamont, Jennifer Lindsley, Jon Sayas and more.



Commitment to Excellence (C2EX)

Be an advocate for the future of our industry. Be committed to excellence.

Get started on your journey today by logging in to www.C2EX.realtor





YOU'RE ALWAYS CONNECTED!

If you're out of cell coverage or without a SentiCard, don't worry. We can help make sure you stay connected.

Stay Connected

If you have concerns about how you can get lockbox access in remote areas with no SentiCard and little or no cell coverage, we have solutions. It's simple ... just follow these tips.

For Bluetooth® Boxes

- A good practice for all users is to update your SentiKey® Real Estate app credentials each day. Whether you're a **Listing Agent, Showing Agent, or an Affiliated User**, before you leave home or the office, launch the SentiKey Real Estate app on your mobile device. By authenticating, your credentials are good for 24 hours. So, when interacting with the SentiLock REALTOR® Bluetooth® Lockbox, it requires only a Bluetooth connection to open the key door, even if you're out of cell coverage!

For Non-Bluetooth® Boxes

- If you're going to a showing in a remote area and that listing is not using a Bluetooth® Lockbox, we have an answer for you, too. Success is achieved by using the **My Schedule** function in the SentiKey Real Estate app, either through the Listing Agent creating the appointment directly in our SentiKey Real Estate system, or through leveraging our integrations with other third-party showing services. When the showing is scheduled, and the SentiKey Real Estate app detects low or no cellular coverage, a Mobile Access Code will be presented in the SentiKey® Real Estate app. No card needed, no Bluetooth® needed!

**You don't need to use a SentiCard to open your SentiLock lockbox.
Always stay connected with the SentiKey Real Estate mobile app.**

#REALTORSafetyNetwork

MLS UPDATES

Matrix X launched August 6, 2020. Click [HERE](#) to see the newest updates. There will be more changes coming to Matrix later in the year!!



Here is a friendly reminder of the 8.0 Clear Cooperation Policy:

Within one (1) business day of marketing a property to the public, the listing broker must submit the listing to the MLS for cooperation with other MLS participants. Public marketing includes, but is not limited to, flyers displayed in windows, yard signs, digital marketing on public facing websites, brokerage website displays (including IDX and VOW), digital communications marketing (email blasts), multi-brokerage listing sharing networks, and applications available to the general public. If the property is not added to

NWWMLS within (1) business day of publicly marketing the property, the fine structure is as follows: 1st offense \$750.00, 2nd Offense \$1,500.00, 3rd Offense \$5,000.00

Note: Exclusive listing information for required property types must be filed and distributed to other MLS Participants for cooperation under the Clear Cooperation Policy if it is being publicly marketed, and any other situation where the listing broker is publicly marketing an exclusive listing that is required to be filed with the service and is not currently available to other MLS Participants.



RANWW

Northwestern Wisconsin
Multiple Listing Service, Inc



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 that because the area residents may be unable to afford necessary home repairs, the RANWW Foundation was born.

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

[**CLICK HERE FOR THE APPLICATION**](#)

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 \$1,250 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.

August 2020

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					

6th & 7th - WRA BoD meeting [Lake Geneva]
16th-18th - Leadership Summit [online]
21st - NWWMLS Board Meeting
26th - RANWW Board Meeting

September 2020

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 - Foundation Directors Meeting
7th - Office Closed for Labor Day
15th-16th - WRA Convention: **Virtual**
29th to Oct 1st - CMLS—Indianapolis

October 2020

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

- **Beginning of new fiscal/Leadership Year 2020**
-2021-

8th - New Member Orientation
9th - NWWMLS Board Meeting
21st - RANWW Board Meeting



November 2020

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					

13th-6th - NAR virtual conference
16th - 20th - "A Week of Giving"
26th - 27th - Thanksgiving, Association/MLS office is closed

POSTPONED

The RANWW **Annual Golf Outing** is **postponed** until 2021 due to the COVID-19 pandemic.

RPAC Report

Legislative Updates

RPAC Is Bipartisan

Joe Murray* | July 16, 2020

Every two-year election cycle in Wisconsin, there are a number of incumbent state legislators who decide to retire or, in some cases, run for higher office. The legislators pictured in this article are leaving at the end of their current terms or have already vacated their seats in 2020.

This bipartisan list of Democrats and Republicans, liberals and conservatives, big city and small town legislators all have one thing in common: they received financial support from the REALTORS® Political Action Committee (RPAC), because they supported real estate issues promoted by the WRA that benefited property owners, homeowners and REALTORS®.

The purpose of RPAC is to help elect candidates from both parties who will support and defend issues that positively impact the real estate industry. RPAC is, after all, the only PAC in Wisconsin organized for REALTORS® and run by REALTORS®. Through RPAC, the WRA is “The Voice for Real Estate.” As we look ahead to the November 2020 elections, here’s why RPAC needs your support.

RPAC identifies and invests in candidates who understand and support our issues

All 16 of these retiring state legislators will be replaced by someone new on November 3. Open seats require WRA members and staff to identify all the candidates running in these districts and conduct candidate interviews to determine which candidates are most supportive of the real estate industry and property owners. The endorsed candidates will receive financial support from RPAC, and WRA members will be encouraged to support these candidates in the November elections. This is the most basic form of grassroots democracy.

RPAC supports REALTOR® Party candidates for public office

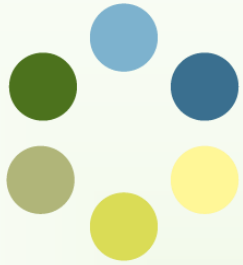
As noted, RPAC supports Democrats and Republicans. These 16 open state legislative districts are currently represented by liberals and conservatives from every corner of Wisconsin. While some legislators were more supportive of our issues than others, all these retiring lawmakers were deserving of financial support from RPAC due to their overall support on important homeowner issues. Their support for “REALTOR® Party” issues benefited homeowners and property owners across the state.

Real estate issues are typically nonpartisan

Most real estate issues passed by the Wisconsin Legislature and signed into law by the governor are bipartisan issues. That’s why a conservative such as Sen. Dave Craig from Big Bend can vote for the same legislation as Rep. Chris Taylor, a liberal from Madison.

[Read Full Story](#)

**Joe Murray is Director of Political and Governmental Affairs for the WRA.*



focus on energy®

Partnering with Wisconsin utilities

Looking for new ways to bring added value to your clients?

Consider becoming a **FOCUS ON ENERGY®** Ambassador. Focus on Energy partners with utilities across Wisconsin to provide resources and incentives for energy efficient home products, equipment, and improvement projects.

Once you complete an online 60 minute Workshop and enroll as an Ambassador, you can start offering your clients access to new energy efficiency expertise and exclusive perks, including a Welcome Kit with a **\$125 heating and cooling tune-up voucher** and a helpful **Home Energy & Maintenance Guide**. The kit is co-branded with your business information and sent to your clients on your behalf, at no cost to you, providing an extra touch and added value.

Join the 600+ Wisconsin real estate professionals already offering these informational resources and exclusive perks to their clients.

Real estate ambassador

Since 2001, Wisconsin's Focus on Energy in partnership with 107 participating utilities, has helped single-family homeowners, renters and property owners make energy-related improvements to their homes. As an Ambassador, you can stand out by bringing these services to your clients.

Home improvement incentives

Focus on Energy offers incentives for home improvements such as air sealing, insulation, heating and cooling equipment upgrades, and even renewable energy systems. Home and condo owners can also request a comprehensive home energy assessment.



Other ways to save



Energy-saving packs

Each free pack includes energy-efficient products like LED light bulbs and water-saving faucet aerators. Visit focusonenergy.com/free to request your pack.



Appliance recycling

If your client's new home has an old fridge or freezer taking up space and wasting energy, Focus on Energy will haul it away for free.



Lighting and appliance instant rebates

Customers can look for the Focus on Energy label at participating retailers to get special pricing on LED lighting and ENERGY STAR® smart thermostats. You can also shop online at focusonenergy.com/shop.



New home certification

Do you work with a builder? Certified energy-efficient new homes have the potential for higher market value.



Business offerings

Focus on Energy can also assist you if you work in commercial real estate or have your own business. From supporting sales of energy-efficient properties to energy upgrades for your offices, we're here for you.

For more information, visit focusonenergy.com/ambassador or email ambassador@focusonenergy.com.

You can also call **Steve Pipson**, local Focus on Energy representative, at 608.807.8426 with questions.



RANWW

Realtors® Association of
Northwestern Wisconsin



Banking. Wealth. Insurance. Family.

CONTINUING EDUCATION REQUIREMENT: All licensees **MUST** complete 18 hours of continuing education (CE) every two years. The 18 hours must include completion of 3 hours for each of the 6 required course topics listed below. There are no longer elective courses as part of the 18 required hours. 2019-20 CE courses (all six required)

Rice Lake Classes

October 20, 21 & 28

Turtleback Golf Course

October 20, 21 & 28

- Oct 20: Course 1 Wis Listing Contracts (8:30-11:30) plus exam
- Oct 20: Course 2 Wis Offers to Purchase (1:00-4:00) plus exam
- Oct 21: Course 3 Wis New Developments (8:30-11:30) plus exam
- Oct 21: Course 4 Wis Real Estate Ethics and Consumer Protection (1:00-4:00) plus exam (Fulfills NAR Code of Ethics)
- Oct 28: Course 5 Wis Real Estate Law and Practice (8:30-11:30) plus exam
- Oct 28: Course 6 Wis Real Estate Transactions (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 undergraduate 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; late arrivals will not be allowed into the class and will forfeit their reservation fee. Refunds (less \$15 admin fee) will be issued only if cancellations are made 3 days before the class.

Sponsored by:



Banking. Wealth. Insurance. Family.

Please register me for the indicated classes; my check for \$ _____, payable to RANWW, is enclosed:

Name _____ Email _____

- () Course 1, October 20 Rice Lake
- () Course 2, October 20 Rice Lake
- () Course 3, October 21 Rice Lake
- () Course 4, October 21 Rice Lake
- () Course 5, October 28 Rice Lake
- () Course 6, October 28 Rice Lake

Send this registration form, with payment to:
RANWW, 3460 Mall Drive #5A
Eau Claire, WI 54701