



# RANWW

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

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

# UPDATES

**N  
E & CURRENT  
W  
EVENTS  
S**

AUGUST 2021



## VOTING

## Results

THANK YOU

To everyone who took the time to vote during our online elections! We had an excellent slate of candidates! Please go to the NEXT page for the ELECTION RESULTS, thank you!

Our newly elected leaders will be installed, and the Association award recipients as well as our past leadership will be recognized at our **2021 Awards, Installation & Past Presidents' Appreciation Celebration on Wednesday, September 29, 2021** at Turtleback Golf Course in Rice Lake.

Please mark  your calendars and join us for this special Event!

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# ELECTION RESULTS



**Todd Schwartz**  
Chippewa Valley Real Estate  
**Treasurer** [one year term]



**Shannyn Pinkert**  
Property Shoppe Realty  
**Director** [three year term]



**Ben Rivard**  
Coldwell Banker Brenizer REALTORS®  
**Director** [three year term]



**Vic Sacco**  
Edina Realty  
[three year term] **Director**



**Amber Linhart**  
Coldwell Banker Brenizer REALTORS®  
**Alternate Director** [one year term]







# RANWW

Realtors® Association of  
Northwestern Wisconsin

## **RANWW Officers**

**Deb Hanson - President**

715-456-0499

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

**Scott Rohde - President– Elect**

715-651-8575

[scott@1111sold.com](mailto:scott@1111sold.com)

**Julie Flor - Treasurer**

715-790-0564

[julie@sixlakesrealty.com](mailto:julie@sixlakesrealty.com)

**Gary Brenizer - Imm. Past  
President**

715-215-0666

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

## **RANWW Directors**

*Judy Nichols*      715-821-4765

*Dan Lawler*      715-234-2948

*Mary Jo Bove*      715-456-2014

*John Flor*      715-924-4806

*Dana DeCambaliza*      715-579-8400

*Amber Linhart*      715-579-8351

*Shannyn Pinkert*      715-379-3574

*Martha DeLong*      715-790-5468

*John Sobota*      715-505-8888

*Kristy Sloviak*      715-559-8354

# WORKING WITH COMMISSION SPLITS

-Debbi Conrad-

Working with commission splits involves several key elements. Splits are addressed in the listing contract, in the MLS, in policy letters and in compensation agreements, and unfortunately, in broker conversations about commissions and commission splits. Clearly there are proper ways to establish and communicate commission splits and to modify them, and there are some inappropriate, risky behaviors that should be eliminated.

## GENERAL BACKGROUND

The birthplace of most commission splits offered to cooperating brokers in the MLS and in other compensation agreements is the listing contract. To be absolutely clear, local boards and associations of REALTORS® and their MLSs never fix, control, recommend or suggest the commissions or fees charged for real estate brokerage services or the cooperative compensation offered by listing brokers to potential cooperating brokers. Commissions and commission splits are negotiated and established between the listing firm and the seller client in the listing contract.



*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 Luisa at: [luisa@ranww.org](mailto:luisa@ranww.org)*

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CLICK HERE TO  
CONTINUE READING!

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# **WELCOME NEW MEMBERS!**

## **Ashely Cooper**

*Keller Williams Realty Diversified*

## **Ayden Klafke**

*Donnellan Real Estate*

## **Brandy Metcalf**

*Woodland Developments and Realty*

## **Casey Levrich**

*Coldwell Banker Brenizer*

## **Erin Roberts**

*Coldwell Banker Brenizer*

## **Glenn Mohs**

*EXIT Greater Realty*

## **Irene Farone**

*Mission Realty*

## **Jordan Sherman**

*Keller Williams Realty Diversified*

## **Lucas Miller**

*Re/Max Affiliates*

## **Matthew Hell**

*A to Z Inspections*

## **Nick Endvick**

*EXIT Greater Realty*

## **Royce Roberts**

*Coldwell Banker Brenizer*

## **Ted Marum**

*Coulee Land Company*

## **NAR'S "THAT'S WHO WE R" ADVERTISING CAMPAIGN HIGHLIGHTS HOW REALTORS® OPEN DOORS TO OPPORTUNITY FOR THEIR CLIENTS AND THE COMMUNITIES THEY SERVE**

WASHINGTON (February 16, 2021) – The National Association of Realtors® unveiled today the newest iteration of its successful "That's Who We R" national branding campaign. Created in partnership with Havas Chicago, the series of television spots emphasize the positive impact Realtors® have on their clients and the communities they serve. The campaign advances NAR's advertising strategy to further distinguish Realtors® – members of the National Association of Realtors® and guided by the association's Code of Ethics – from non-member agents and listing apps.

"Realtors® combine trusted expertise and professionalism with a commitment to service to make a difference in their communities," said NAR President Charlie Opler, a Realtor® from Franklin Lakes, N.J., and the CEO of Prominent Properties Sotheby's International Realty. "These ads highlight the value Realtors® bring to the transaction and beyond, and show the trusted partnership they have with their clients to make property ownership a reality."

**CONT  
READING  
HERE**



# Events & Notices

The RANWW /  
NWWMLS **office**  
**emails** will be down  
for account updates  
**between Monday,**  
**8/16 - Wednesday,**  
**8/18, 2021.**

Please call the  
office at 715-  
835-0923 to  
relay messages.

IF YOU NEED TO SEND  
DOCUMENTS, **OUR FAX IS**  
**AVAILABLE AT 715-835-4621.**

*We apologize for any  
inconvenience and thank you for  
your patience while we make the  
upgrades to better serve our  
members.*

**CONCEAL  
CARRY  
CLASSES**

CLICK HERE  
FOR REGULAR  
CLASSES

CLICK HERE  
FOR ADVANCE  
CLASSES

**Pls. pls. PLEEEASE**  
**Write your MLS INVOICE #**  
**on your check when**  
**submitting payment**  
Thank you!

**WRA  
CONFERENCE**

*Click  
HERE  
for details*



# EDUCATION

CONGRATULATIONS  
ON EARNING YOUR  
C2EX ENDORSEMENT:

*Amber  
Steffel!*

We're proud of you!!



Enhance  
your  
skills.

Empower  
your  
future.



# CORNER

## C2EX WEBINARS

These webinars are designed to help better understand the Commitment to Excellence (C2EX) platform and its capabilities.

The C2EX Program webinar is aimed at REALTORS® interested in earning the C2EX Endorsement. Covering program features, success, and current announcements - this webinar will help listeners boost their marketability and professionalism.

The Broker and Association Staff administrative webinars are aimed at managing brokers and association staff to use with their agents and members. The webinars will provide information on pulling progress reports, uploading to the library, and assigning users on the C2Ex platform.

These presentations are held monthly and hosted by dedicated C2Ex Committee members and staff.

CLICK HERE FOR THE

*schedule &  
registration*







**RANWW**

REALTORS® Association of  
Northwestern Wisconsin

# NAR CONFERENCE & EXPO

*Join the largest annual event for the most successful real estate professionals*



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**CLICK HERE FOR THE  
REGISTRATION  
INFORMATION !!**

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**CLICK HERE TO GO TO  
WEBSITE !!**

## **REALTORS® are the Real Deal**

Join NAR November 12-15 at the REALTORS® Conference & Expo, the largest annual event for the most successful real estate professionals. Since 1908, REALTORS® have come together to share and explore key industry insights, advancements, and practical applications across the real estate industry.





**RANWW**

Northwestern Wisconsin  
Multiple Listing Service, Inc

## Just a friendly reminder...

...check your listing photos. Per NWWMLS Policy, there must be a photo of the homes Exterior Elevation as the primary photo on all residential type properties. Click **HERE** for Exterior Elevation examples.

Just in case you missed the policy video, you can watch it **NOW**. One of the biggest changes to the policies is that, there will be an automatic fine for Incomplete/ Inaccurate/ Late listings.

**Incomplete/Inaccurate/Late Listing Entry:** Complete, accurate listing information as described in Section 1.2 (including submission of photos as described in Section 1.2(N)) not uploaded within the required 3-day reporting rule shall receive an automatic fine accompanied by a letter with a chance to appeal to the NWWMLS BODs. 1st Offense \$100.00 2nd Offense \$250.00 and 3rd Offense \$500.00.

**Photo 1.** All listings require at least one photo to be uploaded when the listing is filed with the Multiple Listing Service.

- 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 to the MLS to comply with N(1).
- d.** Facsimiles and/or floor plans are only allowed for properties yet to be built.





# DISTINGUISHED SERVICE AWARD: RECIPIENTS

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)

## HERE ARE 2021'S RECIPIENTS:

1. **Joe Germain.** *Woods and Water Realty*
2. **Sue Hesketh.** *CB Brenizer/Eau Claire*
3. **Jane Jereb** . *RANWW Staff*



# Opening Lockbox without Internet



## How to access a lockbox (BLE and Non – BLE) WITHOUT data/Wi-Fi:

### Bluetooth Boxes:

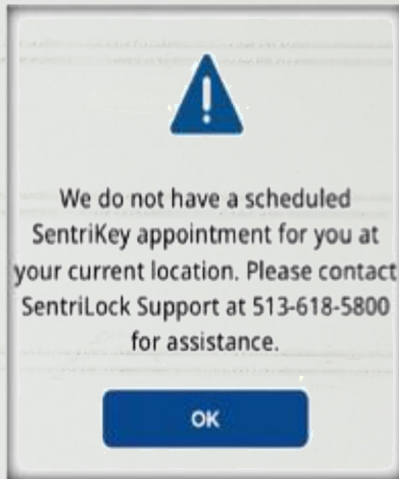
- 1) Prior to going to the remote location (while still in cellular data), open your SKRE App. Opening the app will allow the phone to sync with our network and update listings/lockboxes/etc. Once you open your app, you may go ahead and exit the app (DO NOT FORCE CLOSE THE APP).
- 2) Once you have reached the remote location, put your phone in **airplane mode**. Putting the phone in airplane mode helps the phone function a little better in remote locations because it is not trying to search for connections.
- 3) Open the SKRE app and hit ENT on the lockbox. The connection between the lockbox and phone *only* uses BLE. This means that your phone does not need data to open the lockbox. Therefore, even without internet, the box will still open!
- 4) Once you enter back into cellular data, reopen the app. This will allow the app to sync with our network, update, and send showing notifications.

### Non – Bluetooth Boxes:

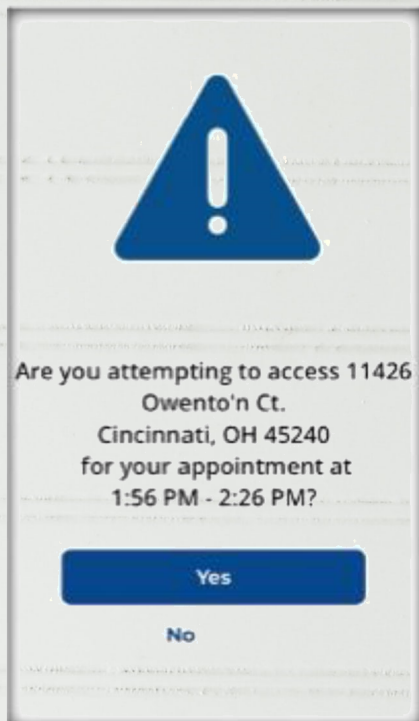
- 1) Agents should schedule an appointment for the property, prior to going.
  - a. To schedule an appointment within the SKRE APP: If an agent would like to show a property that is NOT theirs, they would need to request that the listing agent schedules an appoint within the SKRE app, or if it is their own listing, they can schedule their appointment on the SKRE website or app.
  - b. To schedule an appointment in Showing Time: Schedule your appointment via Showing Time as you normally would. This appointment will populate in your SKRE App “My Schedule” 30 minutes prior to the start of your appointment.
- 2) Prior to going to the remote location (while still in cellular data), open your SKRE App. Opening the app will allow the phone to sync with our network and update listings/lockboxes/etc. Once you open your app, you may go ahead and exit the app (DO NOT FORCE CLOSE THE APP).
- 3) Once you have reached the remote location, put your phone in **airplane mode**. Putting the phone in airplane mode helps the phone function a little better in remote locations because it is not trying to search for connections.
- 4) Reopen the app. Without cellular data, the app will check “My Schedule” for any appointments that have been scheduled for that day and offers a mobile access code to access the key compartment. (I have included images below that you would see when trying to connect to lockbox without an appointment and with an appointment.)
- 5) Once you enter back into cellular data, reopen the app. This will allow the app to sync with our network, update, and send showing notifications.



MAC W/ NO APPOINTMENT



MAC W/ APPOINTMENT



CLICK [HERE](#) FOR THE LINK!!



# REALTOR® SAFETY

KNOWLEDGE  
AWARENESS  
EMPOWERMENT



## Multi-State Concealed Carry Course(s):

[CLICK ME](#) for the REGULAR Multi-State Concealed Carry Course

[CLICK ME](#) for the ADVANCED Multi-State Concealed Carry Course



**Safety is a serious issue for real estate practitioners, but often safety cautionary messages fade into the background when nothing bad is happening around you. It is important to remind real estate practitioners of commonsense techniques that protect against the risks threatening their safety.**

DETAILS TO  
COME!

"The goal of the REALTOR® Safety Program is to reduce the number of safety incidents that occur in the industry, so every REALTOR® comes home safely to his or her family every night. We will accomplish this goal together with our members by improving the Safety Culture in the industry: Talk about safety; create a safety plan and follow it; and encourage your fellow REALTORS® to do the same."

**CLICK  
HERE**  
*To read more*







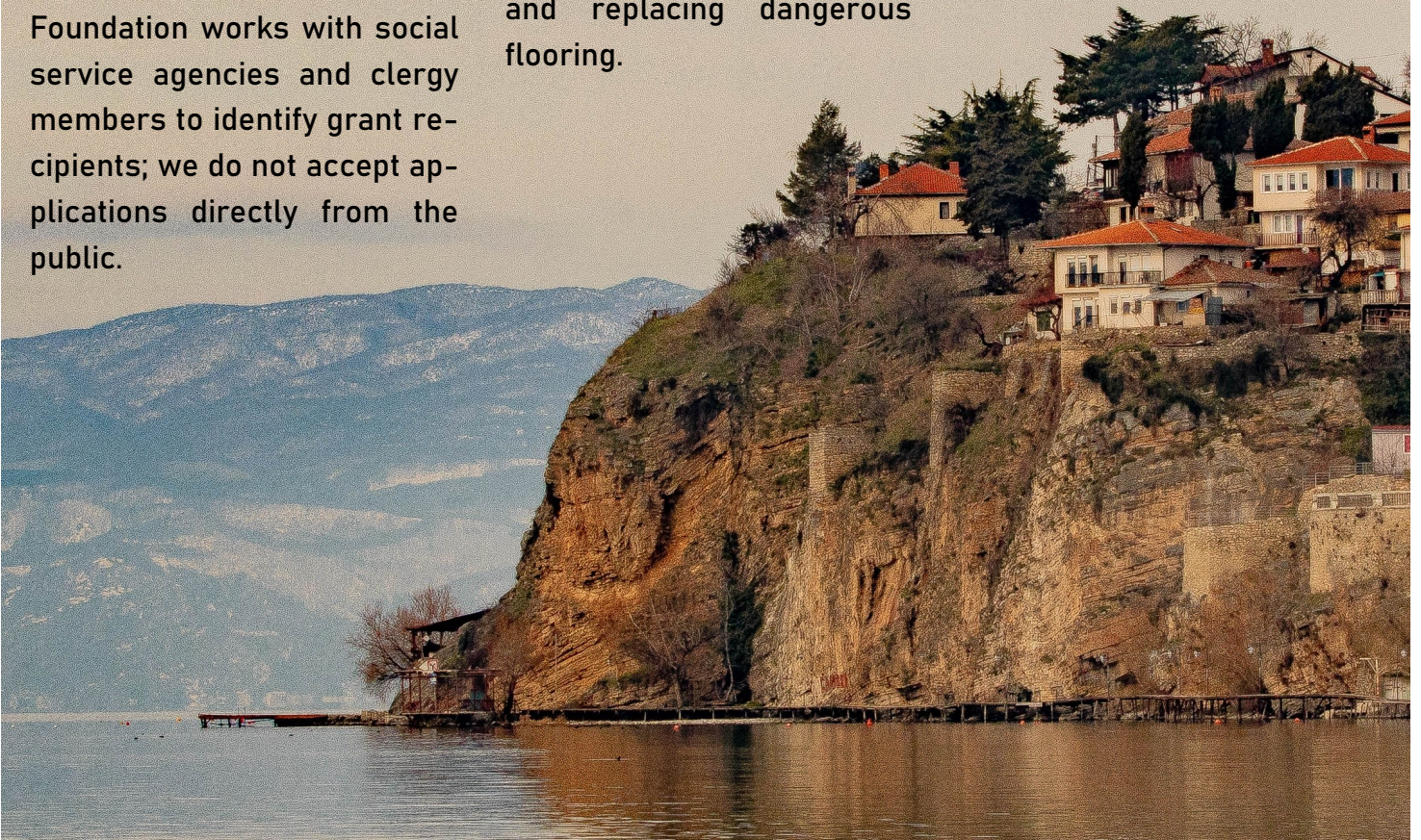
# RANWW

Foundation

As REALTORS®, we help people realize their dream of owning their own home and raising their family in a safe and well-maintained neighborhood. We are dedicated to the betterment of our communities. As part of that dedication, we established a Foundation in 2004. Our non-profit Foundation, which is funded completely through the contributions of our members, provides grants to our neighbors in need. The Foundation works with social service agencies and clergy members to identify grant recipients; we do not accept applications directly from the public.

*Grants* have been used for a variety of updates and installations including: Roof repairs, electrical upgrades, window replacements, garage door installation, plumbing updates, handicap access installation, well and septic updates, bathroom repairs, replacing hazardous steps, renovations to accommodate wheelchairs and replacing dangerous flooring.

CLICK [HERE](#) TO  
LEARN MORE ABOUT  
THE FOUNDATION!!





## August 2021

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** - New Member Orientation

**16th, 18th** - AE Education Seminar (Red Crown)

**23rd, 24th** - NAR Leadership Summit, Chicago

**27th** - NWWMLS BOD Meeting, 9:30AM

## September 2021

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		

**\*\*SEPTEMBER is REALTOR® SAFETY MONTH\*\***

**1st** - RANWW BOD Meeting, 9:00AM

**8th** - RANWW Foundation Meeting, 9:00AM

**9th** - [Golf Outing at Wild Ridge!](#)

**15th-16th** - [Conceal Carry Class](#)

**17th** - **Advanced:** [Conceal Carry Class](#)

**20th-22nd** - [CMLS 2021](#)

**27th** - Lunch & Learn SAFETY SESSION

**29th** - [Awards, Installation & Past Presidents' Appreciation Celebration](#)





# RPAC REPORT

## *Legislative Updates*

The Chair.

Besides the obvious usage for sitting, The Chair has a different meaning altogether when it comes to real estate. The Chair symbolizes a seat at the table for a REALTOR®, GAD or lobbyist when legislation that will affect housing, land use and the rights of private property owners are discussed, or local ordinances regarding zoning and land use are planned.

The Chair means that your business interests are being represented, policies that make it easier for your customers to achieve the dream of homeownership are realized and that bills that are an impediment to housing are defeated. In short, we have a seat at the table.

Because we had a seat at the table, Governor Evers signed the state budget into law. Among the provisions that benefit you and your customers include a \$650 million property tax cut, \$225 million for broadband expansion, \$5 million for DSPS tech upgrades and removal of many provisions that would be an impediment to real estate.

To have a meaningful dialogue with our elected representatives, we need to support them. How? Through the three principals of the REALTOR® Party: Vote, Act, Invest. First, vote for REALTOR® champions at all levels of governance. Next, act by attending REALTOR® & Government Day February 9<sup>th</sup> in Madison and last, invest in Direct Giver.

Direct Giver is a minimum investment of \$100 up to \$1000 that goes to support local, state, and federal candidates that support your industry. It does not buy votes. If a politician can be bought for \$100, we need to have a different conversation with them. Your investment in Direct Giver can go to the candidate(s) of your choosing. By supporting REALTOR® champions, you are supporting your industry and assuring that decisions regarding housing and land use will have a REALTOR®, GAD or lobbyist at the table.

In...The Chair.

Please make your Direct Giver investment using WRAs secure website:

<https://secure.donationpay.org/wra/directgiver.php>





## RANWW Golf Outing!

Thursday, September 9, 2021 at Wild Ridge Golf Course

- Golf** Golf will be a 4 person scramble. Golfers may choose their own 4 person teams or may register as an individual, requesting to play with any other team short of players.
- Tee Times** Registration will begin at 11:30 a.m. Shotgun start will be at 12:00 p.m. Please arrive early for check-in!!
- Lunch** Please make sure to **eat before you come**; Lunch WILL NOT be provided
- 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 by 4:00 p.m. on Thursday, August 26<sup>th</sup>, 2021.
- Cancellations** **All cancellations must be received on or before September 2<sup>nd</sup> for a refund, minus a \$15 surcharge.**

### 2021 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 \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Choose One of the Following:**

Afternoon golf (9 Holes), cart, games and dinner - \$60.00 per person (**\$50.00 for first timers!**)

Dinner, games and networking only - \$30.00 per person (**\$20.00 for first timers!**)

Send all reservations **WITH PAYMENT** to: RANWW, 3460 Mall Dr. Suite 5A Eau Claire, WI 54701

*Thank you! AND see you ALL!!!*

CLICK [HERE](#) FOR THE EDITABLE PDF!!!

CLICK [HERE](#) FOR THE **GOLF SPONSORSHIP FORM!!!**





2021 Awards, Installation & Past Presidents' APPRECIATION CELEBRATION

Wednesday, September 29th, 2021 • 6PM - 9PM
at Turtleback Golf Course
1985 18 1/2 Street, Rice Lake

Event Agenda

- Honor Award Recipients
Install our New Leadership Team
Recognize Past Presidents

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

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

Will Attend:

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

RSVP by September 18th, 2021
To: RANWW, 3460 Mall Dr. Ste #5a, Eau Claire, WI 54701
or email Luisa@ranww.org

CLICK HERE FOR THE EDITABLE PDF!!