



# RANWW

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

## Broker BS

December 2023

What you need to know to lead successful REALTORS®

### Association Updates – RANWW, WRA & NAR

#### 2024 Annual Dues Renewal - Deadline December 31st

Pay by December 31st. RANWW Board Office will be open Thursday & Friday 8:00am-4:30pm.

### MLS Benefits – get the most out of your membership

#### WRA Legal Update - Changes to the WB Forms

Mandatory January 1, 2024

##### Protection Found in Wisconsin Real Estate Forms

Legal News From the WRA

**In the current climate where antitrust lawsuits are being litigated, it is important for licensees to understand that the use of Wisconsin's state-approved real estate forms may help protect licensees from antitrust claims.** Wisconsin licensees are required to use state-approved (WB) forms, while this does not appear to be the case in many other states.

**Under Wisconsin law, the Real Estate Examining Board (REEB) at the Department of Safety and Professional Services (DSPA) approves the WB forms for use in real estate practice.** The DSPA is a consumer protection agency. The current WB forms address the negotiation of commission rates and how commission is paid to firms. The existing language indicates that commission rates are not predetermined by the firms and can be negotiated. Consumers are given choices.

- **Buyer agency agreements.** Some states do not have a written buyer agency agreement,

such as Wisconsin's WB-36 and WB-38 buyer agency agreements. For those states that do have a written buyer agency agreement form, the form may not include contract provisions and features like Wisconsin's, such as blank commission lines, other compensation sections, and authorization to seek payment of commission from the seller or listing firm.

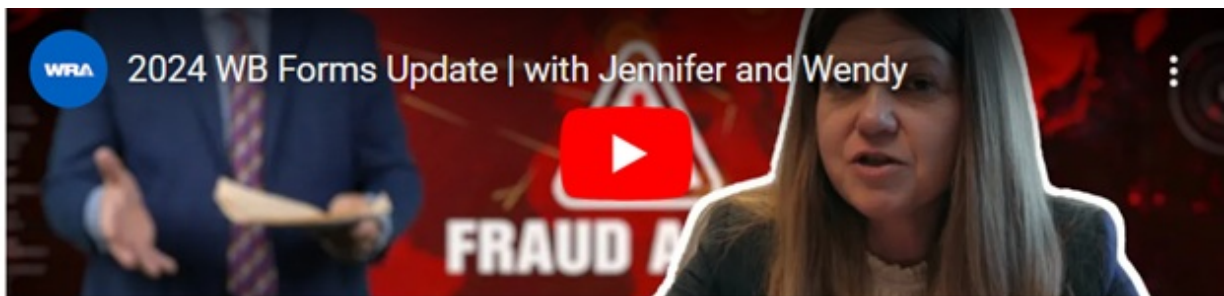
- **Listing contracts.** The Wisconsin WB listing contracts also have blank lines to write in the commission rate or amount. The listing contracts have a section labeled Compensation to Others to write the amounts offered to cooperating firms.

READ the Legal Update [HERE](#)

The WRA has prepared a memo of frequently asked questions and answers entitled [Antitrust Lawsuits and Real Estate Commissions in Wisconsin.](#)

WRA Legal Hotline is open Monday through Friday from 8:30 a.m. to 4:30 p.m. as well as Sunday afternoons from 1:00 p.m. 4:30 p.m. You can call the WRA Legal Hotline direct toll free at 800-799-4468 or at 608-242-2296 during these hours.

Learn more about the updated forms by watching the video below.



**Get Registered**— upcoming events & professional growth opportunities



## Get a Fresh Start This Year

Learn how to pay less tax and keep more of your money in 2024 and years to come!

Bradford Tax Solutions: Tax Reduction Strategies for the Real Estate Professional  
(Zoom Seminar-FREE)

Event Details:

Wednesday, 1/31/2024

1:00 PM-3:30 PM, CDT

RESERVE YOUR SPOT  
TODAY



## Keep it Professional

Enhance your skills going into 2024.

**Real estate agents have a lot of control over their careers.** When striving to maintain and advance professionalism, agents can focus on enjoying their day-to-day careers and, more importantly, helping buyers and sellers reach successful conclusions in their transactions. Agents should work to build confidence in the public as to the skills and professionalism of REALTORS®.

**In this mini course, find out how to make sure your level of professionalism is always in tip-top shape** with strategies for property showings, open houses, professional attire and more.

- Format: On Demand - Take the course anytime.
- Instructor: Bonnie Dixon
- Cost: \$15\*
- Credit: This course qualifies for 1 hour of GRI On Demand course credit.

**\*Complete this course during the month of January & RANWW will reimburse the cost of the course. Submit proof of completion to Whitney at [whitney@ranww.org](mailto:whitney@ranww.org) for reimbursement.**

Register Today

**REALTOR® CE Courses – deadline Dec 14th, 2024**

**Attend class from home!**

## Check out WRA's livestreamed CE course options.

Some education providers develop their coursework outside of Wisconsin, but we proudly make our CE in Wisconsin and for Wisconsin. Join our WRA instructors, Jennifer Lindsley, Tracy Rucka and Wendy Hoang for live Zoom classrooms from 8:30 a.m. to 12:00 p.m. on the following dates:

- February 20: Courses 1 - 3
- February 22: Courses 4 - 6
- February 27: Courses 7 - 9
- February 29: Courses 10 - 12
- March 5: Electives 1 - 3
- March 7: Electives 4 - 6

For the 2023-24 biennium, the 18 hours of required credits include the completion of 18 one-hour course topics, comprised of 12 mandatory courses and six elective courses. Coursework must be completed by December 14, 2024.

Register for virtual CE courses now at the button below!

[Learn More](#)

## Advocacy



**Your voice, your impact.**

**Be part of shaping Wisconsin's real estate future.**

Why attend REALTOR® & Government Day? You hear and feel the frustration from your clients and customers about the hurdles they face. While the WRA advocacy team can convey the same story to lawmakers, the way YOU personalize the story because you have lived it is what cuts through the noise for the lawmakers.

Register for free today: [REGISTER TODAY](#)

Tentative Priorities (subject to change)

- Slashing the Transfer Tax



- Striking Discriminatory Covenants
- Deed Restrictions
- MLS Exemption Status
- Keeping the Property Tax Reduction

### Download RGD Flier



Share WRA's REALTOR® & Government Day welcome video at your next office meeting to show what this day is all about.

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Schedule an RPAC Office Visit today to learn more about our **ADVOCACY** efforts locally and statewide.

Email: [riley@ranww.org](mailto:riley@ranww.org) or [whitney@ranww.org](mailto:whitney@ranww.org)

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Do you want someone else from your office added to this newsletter? Email [whitney@ranww.org](mailto:whitney@ranww.org) their contact info and they will be added to the list.



**Top Notch Support is Just a Phone Call Away**  
RANWW Office: (715) 835-0923



## RANWW Officers

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