



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

News & Current Events

JANUARY 2021

WHAT'S INSIDE THIS SPECIAL ISSUE:

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YEAR 2021

"THIS IS THE BEGINNING OF ANYTHING YOU WANT"

-Author Unknown

Hope you had a wonderful holiday season and enjoyed some much deserved relaxation! As we reflect on this unique year, we're incredibly grateful to be part of such a resilient industry. You've gone above and beyond this year to make the market work, and we're proud and honored to work alongside such dedicated professionals.

No matter what 2021 holds, REALTORS® Association of Northwestern Wisconsin will continue to adapt to our Members' needs and remain resolute in our commitment to serve you at our best. We're hopeful that the new year will include the opportunity to reunite face to face. In the meantime, we wish you all the best in the coming year!

With gratitude,

The RANWW Association Staff





RANWW

Realtors® Association of
Northwestern Wisconsin

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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

THE GOOD NEWS corner

**OUR BELOVED
PRESIDENT DROPPING
OFF CLEANING
SUPPLIES, GOODIES
AND MONETARY
DONATION MID-
DECEMBER TO SOME
OF THE HUMANE
SOCIETIES THAT WE
SUPPORTED IN 2020
FOR OUR WEEK OF
GIVING**



REALTOR® Children

The selection process is underway for the Wisconsin REALTORS® REALTOR® Children's Scholarship. This program awards college scholarships to children of WRA members. The foundation is offering 20 scholarships in the amount of \$1,000 each.

If you're a REALTOR® and your son or daughter meets the eligibility criteria, apply today. The application is available at www.wra.org/Scholarship or by contacting Sandy at SandyB@wra.org.

Scholarships

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If you're a REALTOR® and your son or daughter meets the eligibility criteria, apply today. The application is available at www.wra.org/Scholarship or by contacting Sandy at SandyB@wra.org.

Welcome New Members!

Allie Vangilder

Keller Williams Diversified

Amber Rose Steffel

Property Shoppe

Anne Lawrence

Coldwell Banker

Linsey Carey

C21 Woods to Water Realty

Mark Bergum

Bergum Appraisal

Nicole Kauphusma

Citizens State Bank

Ralph Hutchens

Donnellan Real Estate

Shawna Kahl

CB Brenizer

Notes and Reminders:

REGARDING MLS DUES BI-MONTHLY PAYMENTS:

WE APPRECIATE EVERYONE WHO PUTS THEIR INVOICE NUMBER ON THEIR PAYMENTS. IT MAKES IT EASIER FOR US TO POST IT.

FOR THE NEW MEMBERS/BROKERS, WE KINDLY REQUEST FOR YOU TO PUT YOUR **INVOICE #** (PLEASE SEE PIC BELOW).

PAYMENTS MADE OUT TO **NWWMLS**.

000
Date _____
Pay To The **NWWMLS** \$
Order Of _____ Dollars
INVOICE # 305667 this invoice # is
only an example
NOTES
|: 0000000000 |: 0000000000000000||- 0000

BROKERS/SUPPORT STAFF:

Please have new members contact the board of-
fice **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.

CONTACT PERSON:

Jane—715.835.0932

Email—jane@ranww.org

We appreciate your cooperation. Thank you!



C
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Looking for a Quick Refresher for the New Year?

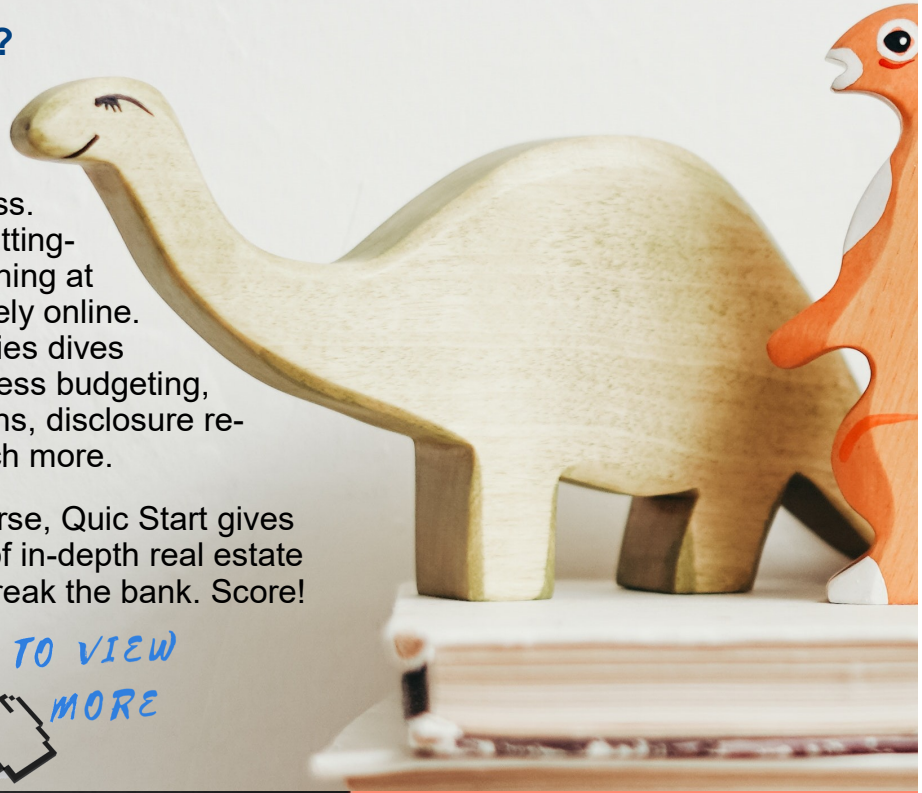
The Quick Start four-course series is your answer

With 2020 almost over, now is the perfect time to get your lists, plans and goals lined up for 2021. And a quick "refresh" of your real estate knowledge is helpful to prep for the new year. Quick Start training gives you exactly that.

Why Quick Start?

Jump into your next transaction armed and ready for success. Quick Start offers cutting-edge real estate training at your fingertips, entirely online. This four-course series dives into topics like business budgeting, client communications, disclosure requirements and much more.

And for \$75 per course, Quic Start gives you a broad range of in-depth real estate training that won't break the bank. Score!



congratulations



AARON BRUNETTE
ON EARNING YOUR
C2EX ENDORSEMENT!!



COMMITMENT TO
EXCELLENCE





PUMP UP THE VOLUME.

**Amp up your career
at C2EX.realtor**



What are brokers and agents saying about the award-winning C2EX program?



Those who've earned their REALTORS® Commitment to Excellence Endorsement report that the most important aspect of the program was that it created a well-rounded agent educated on an impressive array of industry-related topics.

Are you having trouble or need help with the C2EX platform? Take a look at the [Help section](#) on the platform for additional videos, FAQs and a User Guide. Still have questions? [Live chat](#) with the dedicated staff online or call 888-299-9669.

Are you ready to expand your knowledge—and gain the competitive edge with your C2EX Endorsement?

Go!

TO THOSE WHO WAS ABLE TO PURCHASE THIS DESIGNATION COURSE BEFORE JANUARY 2021 (AT \$49.95 COST), DON'T FORGET TO SEND US YOUR CERTIFICATE AND RECEIPT UPON COMPLETION SO WE CAN ISSUE A REIMBURSEMENT!!

AHWD: AT HOME WITH DIVERSITY COURSE

**At Home With Diversity®
Certification Course**



**CLICK
HERE TO
REGISTER**



RANWW

Northwestern Wisconsin
Multiple Listing Service, Inc

Updates & Changes



MATRIX TRAINING LINKS:

BASIC



CMA



**STATS/
PROSPECTING**



REALIST



CHECK IT OUT

AND LEARN MORE ABOUT
HOW TO NAVIGATE
MATRIX!!

NEVER STOP
LEARNING



FAIR HOUSING CORNER



New Simulation Training Supports Agents in Fair Housing Efforts

The National Association of REALTORS® is excited to announce the **launch of its new fair housing training platform, Fairhaven.** Available to all 1.4 million NAR members, the interactive online simulation helps learners identify, prevent, and address discriminatory practices in real estate....

[Click HERE](#)
to finish reading

CHECK THIS OUT!

FAIR HOUSING PROJECT
(UNDERCOVER INVESTIGATIONS):

- MAIN: Long Island Divided
- VIDEO: Testing the Divide
 - Steering
 - Training Agents

CLICK HERE FOR **ALL** THE VIDEOS

VISIT
FAIRHAVEN.REALTOR
TODAY TO PARTICIPATE
IN THIS IMPORTANT
TRAINING



Fraud Alert: Insurance Calls Not From NAR



SAFETY, DATA PRIVACY & SECURITY,
HEALTH CARE REFORM

MEMBERS OF THE NATIONAL ASSOCIATION OF REALTORS® HAVE REPORTED RECEIVING UNSOLICITED ROBOCALLS FROM VARIOUS NUMBERS, CLAIMING TO REPRESENT "NAR HEALTH INSURANCE." THESE CALLS AND TEXTS DO NOT ORIGINATE FROM NAR. THE ASSOCIATION WON'T MAKE UNSOLICITED CALLS TO ENROLL YOU IN AN INSURANCE PROGRAM OR OTHERWISE SOLICIT YOUR PERSONAL INFORMATION.

MEMBERS MAY ACCESS INFORMATION ABOUT THE INSURANCE PRODUCTS AVAILABLE THROUGH THE REALTOR BENEFITS® PROGRAM AND REALTORS® INSURANCE PLACE.

ALWAYS BE VIGILANT IN PROTECTING YOUR PERSONAL INFORMATION. IF YOU RECEIVE REQUESTS FOR ANY PERSONAL INFORMATION VIA PHONE OR TEXT ORIGINATING FROM ANY PHONE NUMBER NOT KNOWN TO YOU, DO NOT RESPOND. IF YOU HAVE ANY CONCERNS ABOUT THE LEGITIMACY OF A COMMUNICATION OR REQUEST FROM NAR, PLEASE HANG UP AND CONTACT OUR MEMBER SUPPORT TEAM DIRECTLY BY DIALING **800-874-6500**, OR IF YOU WANT TO CONTACT THEM VIA LIVE CHAT OR EMAIL,



**READ
HERE!**

PLUS MORE LINKS ON
PROTECTING YOURSELF FROM
ELECTRONIC FRAUD!!

Affiliate Member

MINUTE

HAPPY NEW YEAR!!!

Is there any one of us that would have liked 2020 to last a little bit longer? Doubtful. Well here we are, we survived the strangest year ever. By all of us working together, the real estate community took some pretty rotten lemons and made some palatable lemonade.

While the rest of the country basically shut down, the real estate world kept going. With some extra safety measures in place, we were able to keep some normalcy during a crazy time. All of our efforts during this time allowed people to continue to buy and sell and refinance their properties.

Preparing for the worst case scenario, which would be having to close up shop, one of the first things we did at Vinopal Title was open up a satellite office in Eau Claire. For two months in early 2020, we had half of our staff move to the 2nd office just in case someone contracted Covid 19. Once the stay at home restrictions were lessened, we all moved back to 1030 Regis Court.

Enter the mask mandate and social distancing requirements. We all know how easy it is to do a closing with a customer from 6 feet away. Not. At Vinopal Title, we do everything we can to make sure that our customers are safe and in a sanitary environment. We wear masks and sanitize the closing room after each closing. We no longer have the parties together in a room, but now have buyers and sellers in separate areas. Realtors and lenders are not denied the option of being present at closing with their clients, however, most have chosen not to attend. If a customer does not want to come into our building we will close at their vehicle. Almost all have chosen to come into our building.

The bottom line is we are here to help to facilitate a safe and smooth closing, doing whatever we can to keep our real estate world moving. Please let us know if there is anything we can do to make you feel more at ease during these crazy times.

And we also miss seeing all of your smiling faces! Hope see you all in 2021!!

Vinopal Title, your Title Team.



SARA VINOPAL

Owner

Direct Line: 715-852-1274

sarat@vinopaltitle.com

January 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						

1st - New Year's Day | *Association/MLS office is closed*

8th - NWWMLS Board Meeting, 9:30am

14th - RPAC refresher course

20th - WRA BOD meeting: virtual

21st - RANWW Board Meeting

26th - Nominating Committee meeting



February 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						

8th - Professional Standards, 9am—12nn
(Ethics Grievance Committee)

9th - Professional Standards, 9am—12nn
(Value of the Ombudsman)

11th - **AM:** Affiliate Roundtable
PM: Appraiser Roundtable

16th - Nominating Committee

March 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 - NWWMLS Board Meeting, 9:30am
6pm: Enchanted Barn Holiday Party

16th - Nominating Committee meeting

19th - 21st: AE Institute (Houston, TX)

April 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	

1st - Fair Housing Feud

13th - Nominating Committee meeting

14th - R&G Day, *virtual*

28th - WRA BOD meeting

Want to watch NAR's First-Time Buyer series?

[CLICK HERE!](#)



RPAC REPORT

Legislative Updates

Top News

Save the Date for REALTOR® & Government Day: **April 14, 2021**



April 14: save the date to lobby for real estate!

The WRA's biggest advocacy event is back this spring with a new format and new speakers. The 2021 event will be completely virtual so you can speak directly with your lawmakers in real-time, no matter where you are.

Registration and more details will be available in the new year.

More Political Buzz



WRA-SUPPORTED CANDIDATES

How did they do in November 2020?

How did WRA-supported candidates fare in the November 2020 election? Find out in this election recap article, published just recently in the December issue of *Wisconsin Real Estate Magazine*.

[Read more](#)

CLICK HERE TO READ
ON WEBSITE!!

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