



# 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."*

### July 2017

## Quarterly Broker

### BS Session

July 13th

Johnson Bank

in Rice Lake at 10am

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

**Thank you!**

## YOUR VOTE COUNTS

It is that time of year again when we ask the RANWW membership to exercise their right to vote by electing the 2017-2018 RANWW Leadership team! The slate of candidates is excellent, with each potential candidate bringing their own skill set to the table. RANWW is regarded as one of the top associations within the state of Wisconsin. This strength is a direct result of past and present leadership that has been elected by **YOU** the RANWW membership!

Each member has a voice in what goes on within our Association, and voting is the avenue for that voice to be heard! I am asking each of you to educate yourselves on each potential candidate and then cast your vote for the candidate that best fits the RANWW vision and mission for its members.



## *In this Addition*

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You can participate by logging onto **www.ranww.org** anytime between July 15th - July 25th and cast your vote for ONE (1) treasurer candidate and ONE (1) director candidate. Each elected director will serve a three (3) year term with a third candidate receiving the third most votes serving as an alternate for a one year term.

Once logged onto the secure portion of the RANWW website, the access code for voting will be the same as your Matrix login. Results will be made available to the membership no earlier than July 26th and no later than July 28th.



# RANWW

Foundation

[Click here to check out our](#)

[NEW Foundation Video](#)



# RANWW

Realtors® Association of  
Northwestern Wisconsin

## RANWW Officers

**Marty Tauger - President**

715-770-9181

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

**Dan Lawler - President -Elect**

715-234-2948

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

**Stacey McKinney - Treasurer**

715-580-0126

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

**Joe Germain - Imm Past President**

715-828-1113

[joe@joegermain.com](mailto:joe@joegermain.com)

## RANWW Directors

Mary Jo Bowe 715-456-2014

Paul Canfield 715-828-0819

John Flor 715-924-4806

Julie Flor 715-790-0564

Mary Hafenstein 715-520-2577

Deborah Hanson 715-456-0499

Cristina Masterjohn 715-491-2278

Shannyn Pinkert 715-379-3574

Ben Rivard 715-205-1519

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 our President - Elect

If you missed the annual meeting at Turtleback this year, you missed a lot! This meeting was filled with lots of information that can be used to better your business and keep you safe! **“Your safety in real estate is non-negotiable”** was the title of a session, our guest speaker, Carl Carter, the son of Beverly Carter, who was abducted and murdered during what seemed like a routine interaction with a potential all cash buyer.

We are so trusting that we lower our guard for so many. We also think, this can't happen to me, it only happens to others, right? Well in most cases thankfully that's true, but we need to be careful each day and have a plan in place that we use every day before we show a home. Please keep safety in mind before you meet someone at a home and have a plan (if something goes wrong) ahead of time.

We are in the greatest business of helping those buy a home they will enjoy for many years to come, but there are some people not looking for the right reasons.

I've copied a link from NAR that's worthwhile to watch. It's about 4 minutes and 4 minutes of your life that one tip could save you from a very bad situation:

<https://www.youtube.com/watch?v=c31S9PBEx1I>

Thanks for watching, be safe and be successful!

Dan Lawler

RANWW President - Elect



**NOMINATIONS NEEDED.....** **Joe Germain** and the Nominating committee will be taking nominations for the Distinguished Service Award; *RANWW's most prestigious award. Intended to recognize high-quality service to RANWW on a long-term basis, the DSA should not necessarily be viewed as "end of career" or "lifetime achievement" award. Recipients shall have demonstrated a high level of commitment to RANWW; contributed a substantial amount of time, effort and creative imagination; and established a record of effective participation in RANWW affairs. Recipients' RANWW activities shall have set a high standard and be worthy of emulation. DSA will be awarded only once to each recipient. If you would like to nominate a deserving individual, Nomination forms can be found on page 12 of this newsletter.*

## Congratulations!



**Dan Lawler**  
**Real Estate**  
**Solutions**

### **Congratulations to Dan Lawler on his succession to the 2017-2018 RANWW President!**

Dan has been active on the RANWW board as Treasurer, President - Elect and served for over 7 years as a director. We look forward to working with Dan during his upcoming Presidential term.

### **Congratulations to Stacey McKinney, ABR, CRS, CRB, GRI and Broker Owner of McKinney Realty, LLC, on her election by acclamation to 2017-2018 RANWW President Elect!**

Stacey has been a REALTOR® since 1994, she practiced in the Chippewa Falls area for 10 years before moving to Cable in 2004 to work with her husband, Scott. "I have a unique perspective as a board member, I have worked in two very different markets within our association. I feel this experience will serve our members well." Stacey recently led the charge for regionalization of our membership jurisdiction in order to adequately represent all areas of the association when electing RANWW Directors.



**Stacey McKinney**  
**McKinney Realty**

## Get to know the Treasurer Candidates....



**Shannyn Pinkert**  
**C & M Realty**

Shannyn is practicing real estate for over 7 years receiving her broker's license in 2013. She graduated from UWEC in 2003 w/a bachelor's degree in communication and a minor in business administration. Shannyn has lived in the Chippewa Valley for over 25 years and takes pride in our community. Shannyn serves on several committees for local boards including the Parent Advisory Council for the ECASD, Chair for the Sherman Elementary Steering Committee, Advisory Council for the Women's Business Center & Western Dairyland and Chair for the Hammer's & Heels Fashion Show w/Chippewa Valley Homebuilder's Association. Shannyn also serves on the Board of Directors for RANWW and RANWW Foundation. Shannyn is married to her husband, Scott, for 13 years and they have two kids, Kaedon, age 10 and Shaylie, age 8. Shannyn loves to be outdoors especially on the water, travel & explore new places & eat good food.



**Gary Brenizer**  
**Coldwell Banker**  
**Brenizer**

Gary Brenizer, CRB, ABR, GRI and managing broker of Coldwell Banker Brenizer of Eau Claire, has over 24 year in the business. Gary is currently on the MLS board and has been the last 3 years. He has served and chaired on numerous committees which include professional standards, technology committees and a board of director.



**Get to know the Director Candidates....**



**Scott Rohde**  
**Associated Realty**

Scott lives in Rice Lake is going on 29 years in real estate and am a broker owner since 1992 at Associated Realty, LLC. Originally from Sheboygan where I sold real estate for Coldwell Banker Lakeview Realtors for over 3 years. Taught the real estate law class at WITC for 15 years and had many agents in the area as students. Scott is married to Sharyn and have 3 children, Tony, Allie and Isaac. Very active locally coaching kids in basketball and baseball the last 11 years.

I grew up in Turtle Lake and have been in the real estate industry since 1994. I started from the very ground up answering phones and filing and have worked my way up to Broker Associate and just recently along with my business partners Tina Wagner and Holly Jordan opened the Edina Realty office in Cumberland. I moved to Cumberland at nineteen and feel in love with the town and how friendly everyone in our area is. Having grown up with access to so many different beautiful lakes I have a deep appreciation for our area. I live in Cumberland with my husband Vinnie and dog Lily and cat Orkin. We are both avid outdoors people, hunting and fishing in our free time, our many hobbies include beekeeping and maple sap collecting. I believe my love of the outdoors is an asset in selling real estate and I believe that having worked in all aspects of the real estate industry I would be a good director for our board. I have many ideas that I think would not only help the consumer but also our agents.



**Meg Lepak**  
**Edina Realty, Inc**





**Austin Bayer**  
**Real Estate**  
**Solutions**

I was born and raised on a dairy farm in Cameron, WI. I attended Cameron Schools and graduated in 2012. After high school I attended WITC in Rice Lake and graduated with a degree in Criminal Justice. After a tough life choice I decided that was not the career field that I wanted to pursue anymore. After that I started my career in real estate. I was licensed and employed in June of 2014 by Real Estate Solutions. I am rapidly approaching my three year mark and I could not be any happier. I love what I do and love to learn every single day. I want to be able to give back to the career that has already given me so much.

**Judy Nichols**, ABR, CRS, GRI, RSPS, SRES, BPOR of WESTconsin Realty. I have been a REALTOR® for close to 20 years and involved in the real estate industry prior to becoming a licensed agent. During my tenure I have witnessed change within the industry; both good and bad. I believe it is imperative that we keep ourselves educated on industry trends and involved in our communities in order to keep pace with the industry norms. I believe that being involved within our Association is imperative to professional development and maintaining a strong association! The past two (2) years I have served as the Public Relations Chair and have served on the Professional Standards committee for two terms. Being involved in events such as the Fair Housing Essay contest allow me to learn about Fair Housing challenges from the view of a fifth grader. Their view is simplistic but it helps me to understand that we still struggle with Fair Housing for all. As our association continues to grow the challenges it faces will continue to grow as well. I want to be a positive force for the future of our association, I look forward to becoming more involved as a director and feel I would be an excellent voice for my region of the association!



**Judy Nichols**  
**Westconsin Realty**



**VOTE!**



**Welcome  
New Members!**



*In accordance with our bylaws, notice is hereby given that the following individuals have applied for RANWW membership; written comment, which shall be kept confidential, is invited.*

**Denni Backstrom**  
C21 Affiliated

**Wendy Dallmann**  
Real Estate Solutions

**Marietta Higgins**  
Ross' Frontier Realty

**Blayne Midthun**  
Midthun Properties, LLC

**Rachel Shimon**  
Century 21 Affiliated

**Greg Swoboda**  
Re/Max Affiliates

**Miranda Tulip**  
Edina Realty/Eau Claire

**Scott Werlein**  
Prime Realty, LLC



December 2017  
Milwaukee Area

## **RANWW Foundation Fundraiser!**

**SEPTEMBER 14th, 2017**

1:00pm-5:00pm

Eau Claire Rod & Gun Club, Eau Claire

Indianhead Rifle & Pistol Club, Spooner

\$25 in Advance / \$30 at the Door



To register contact  
Kim 715-835-0923

[kim@ranww.org](mailto:kim@ranww.org)



**RANWW**  
Foundation

## **RANWW REALTOR® FAMILY PICNIC**

**Mom's, Dad's, Sister's, Brother's, Aunt's & Uncle's Even the Dog!**

**July 16th, 2017**

**at Airport Park in Chetek**

**Picnic is at 3pm**

**Chetek Hydroflites Waterski Show at 6pm**

[Click here](#) to see our video!

## **Family Fun Night at Moon Lake Park in Rice Lake July 26th 6pm-8pm**

**Food, Drinks, Lawn Games, Wiffle Ball, Kickball and  
More.....**

**We are in need of 6-10 volunteers in the evening from 5pm-9pm**

**Please contact Judy Nichols [jnichols@westconsinrealty.com](mailto:jnichols@westconsinrealty.com)**

**if you can help out for this event.**



## WRA Annual CONVENTION

**September 12-13, 2017 | Potawatomi Hotel and Casino | Milwaukee, WI**  
The WRA's annual convention is the WRA's showcase event of the year where hundreds of REALTORS® gather together from all corners of the state for classes, networking and fun! With the "Be An MVP: Most Valuable Professional" theme for the convention, you'll learn strategies and ideas to soar to new heights. With all the knowledge you'll gain at the convention, you'll be in a league of your own as you score new clients, new relationships and new success! Click [HERE](#) for registration or call WRA at 800-279-1972.

### Two-fer Convention Special!

**Register one WRA member for one full convention pass at regular price and register a second WRA member at a special introductory price.**

Your second guest must be a member of the WRA who has never attended the convention or has not attended in the past five years. Limit one discounted registration per order. To receive the promotion code, you will be required to register using the yellow two-fer button at the online registration. At the completion of the registration process, you will receive a promotion code. Give this promotion code to a WRA member and tell them to visit the WRA website to register and redeem the discounted pricing using the two-fer registration button.

### Quarterly Broker BS Sessions

Brokers; These sessions are for you! We want to hear from you on a regular basis so please join us for one of our sessions. These sessions will be informal in nature, kept to an hour time frame (we know your time is valuable) and will allow you to let leadership know what we can do for you!

**Dates:**

**July 13th** - Johnson Bank in Rice Lake at 10am

**October 12th** - Stout Ale House in Menomonee at 3pm

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### CRS 206: Technologies to Advance Your Business

**October 11-12, 2017 | 8:30 a.m. – 5:00 p.m.**

Today's internet-enabled real estate market requires sales agents to work faster and be more responsive than ever before. The ability to quickly access and exchange information can be the difference between making and breaking a transaction. This course combines targeted discussion topics, technology demonstrations and engaging activities to prepare students to select the right technology tools and systems to advance their business.

This course will focus on using technology tools that enable sales agents to become more productive, increase their profits and differentiate themselves in the marketplace.

[To Register](#)

## SOLD SIGNS

Can a broker put up a sold sign before the closing? As a listing broker, the broker has done this before when all contingencies were removed from the offer to purchase and the seller gave permission. Is it okay?

If the information on the sign suggests to the public that the property is sold, the practice is arguably misleading advertising in violation of both state license law and the Code of Ethics. Wis Admin. Code requires that advertising not be false, deceptive or misleading. Article 12 of the Code of Ethics requires REALTORS® to be careful to present a true picture in their advertising and representation to the public. Before the closing, it is more appropriate to use a sign or sign riders that say "contract pending," "accepted offer" or other language that is more reflective of the actual status of a transaction awaiting closing.

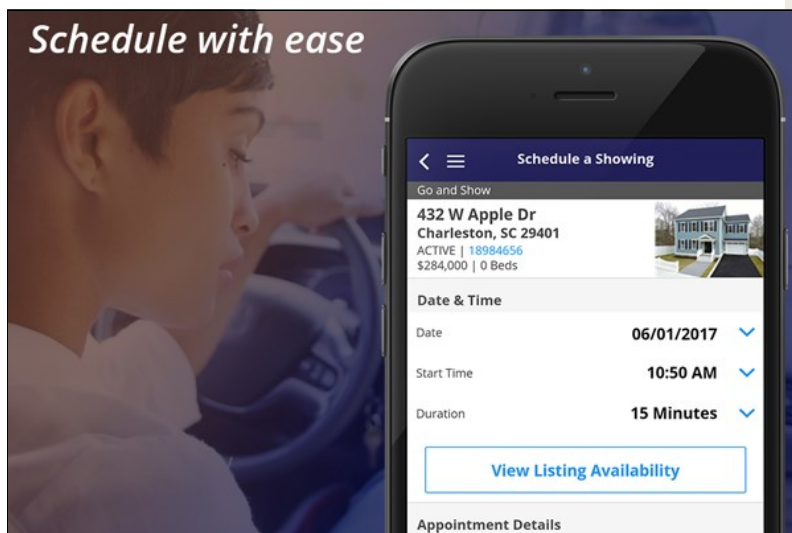
## Mobile App Improvements

Scheduling appointments while out with clients should be a fast and easy process. We regularly incorporate agent feedback to help us identify ways to increase speed and add simplicity. Agents benefit from having to tap just a few appointment settings, which saves time. More showings means your listing is being exposed to more homebuyers, which should lead to the best outcome for your sellers in the least amount of time.

### Drop-down Menus for Easy Selection

The ShowingTime app uses drop-down menus with selectors native to your mobile device. The "Day" option conveniently defaults to Today (the day of scheduling). If it's blocked, that means no times are available for that day. You'll be shown the next available day and time.

When you're scheduling a showing, "Showing" will be selected by default. (Inspectors and appraisers can set a default appointment type to "Inspection" or "Appraisal" in the "Showing Agent Preferences" of the profile section.) This is all done on the same screen, so no time is wasted.



**If you need assistance or have general questions concerning Matrix or anything NWWMLS related please contact Tricia at: [tricia@ranww.org](mailto:tricia@ranww.org) or 715-835-0923**



MULTIPLE LISTING SERVICE  
**MLS**

®

# NWWMLS Updates





**Thank You for investing in RPAC!**  
**2017 Large Donor Council Investors**

**Bob Ritsch**

**Dan Lawler**

**Joe Germain**

**John Flor**

**Karen Pavlicek**

**Krag Blomberg**

**Mary Rufledt**

**Marty Tauger**

**Paul Canfield**

**Pete Wiese**

**Stacey McKinney**

**Tom Richie**

**If you would like to become a Large Donor Council investor, please contact Bruce King at 715-828-1976 or [bruce@ranww.org](mailto:bruce@ranww.org)**



**RANWW**  
Foundation

**REALTOR® Owned/REALTOR® Referred**

**[Did you know Video](#)**



Disaster Assistance needed? [Click Here](#)

## ***RANWW Foundation Assisting in Disaster Relief!!***

On May 16th, 2017 disaster hit the northern areas of our association in the form of a tornado. Many, many, many families were displaced in a matter of seconds, nothing remained of their homes and almost all personal belongings were destroyed. Thankfully the death and injury toll were very low but even the loss of one life was too many.

RANWW Foundation directors reacted immediately by approving \$7,000.00 to aid seven (7) families in emergency housing assistance. Although this is a drop in the bucket it was an amazing gift for those seven (7) families; it allowed them immediate housing during a time when chaos ruled. A HUGE thank you to our directors for reacting at a moments notice....RANWW Foundation it does make a difference!



## **\$58,000.00 received to help with emergency housing needs!!**

***RANWW Foundation received the following funds to help support disaster relief:***

***REALTOR® Relief Foundation (NAR) - \$50,000.00***

***Wisconsin REALTORS® Foundation - \$7,000.00***

***LaCrosse Area REALTORS® Association - \$1,000.00***

***The following assistance is available***

Assistance is available to qualified applicants towards one of the following options: 1) Monthly mortgage expense for the primary residence that was damaged by the tornado or; 2) Rental cost of temporary housing due to displacement from the primary residence resulting from the tornado. Relief assistance is limited to \$1,000 per applicant per household.

***REALTORS® at the National, State and Local levels supporting our communities in need***

***THANK YOU!***

Disaster Assistance needed? [Click Here](#)

## July 2017

Sun	Mo	Tue	We	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					

**3rd** – RANWW Office Closed Holiday

**4th** - RANWW Office Closed Holiday

**13th** - Broker BS Session-Rice Lake at Johnson Bank

**14th** - MLS BOD Meeting

**16th** - Picnic at Airport Park in Chetek/Hydroflites

**14th – 25th** - Online Voting

**19th** - Affiliate Round Table Task Force Meeting

**26th** - Family Fun Night in Rice Lake

## August 2017

Sun	Mo	Tue	We	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		

**3rd & 4th** - WRA BOD Meeting

**14th & 15th** - Leadership Summit

**17th** - New Member Orientation

**24th** - Golf Outing at Wild Ridge

## September 2017

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

**4th** - RANWW Office Closed Holiday

**6th** - RANWW Foundation Meeting

**8th** - MLS BOD Meeting

**12th & 13th** - WRA Convention

**14th** - Trap Shoot

**28th** - Installation Banquet

## October 2017

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				

**5th** - RPAC Lunch at Florian Gardens

**11th & 12th** - CRS 206 Technologies to Advance Your Business (2-day)

**12th** - Broker BS Session - Menomonie at Stout Ale House

**26th** - Candidate Training Academy

**REALTORS<sup>®</sup>**  
CONFERENCE & EXPO  
NOVEMBER 3-6  
→ CHICAGO ←

THE SKY'S THE LIMIT  
REGISTER NOW

NATIONAL ASSOCIATION of REALTORS<sup>®</sup>

# DISTINGUISHED SERVICE AWARD NOMINATION FORM

**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)

Nominee's Name \_\_\_\_\_

Company \_\_\_\_\_ Phone \_\_\_\_\_

**Please provide background information:**

Number of years in Real Estate \_\_\_\_\_ Number of years as RANWW member \_\_\_\_\_

**RANWW leadership:**

Office or position held \_\_\_\_\_ Date of Service \_\_\_\_\_

Office or position held \_\_\_\_\_ Date of Service \_\_\_\_\_

**Committee involvement (committees, task forces, PAGs)**

Type of Involvement \_\_\_\_\_ Date of Service \_\_\_\_\_

Type of Involvement \_\_\_\_\_ Date of Service \_\_\_\_\_

**Educational activities (class/workshop instructor)**

Educational Activities \_\_\_\_\_ Date of Activity \_\_\_\_\_

Educational Activities \_\_\_\_\_ Date of Activity \_\_\_\_\_

**Governmental activities (political work)**

Governmental Activities \_\_\_\_\_ Date of Activity \_\_\_\_\_

Governmental Activities \_\_\_\_\_ Date of Activity \_\_\_\_\_

**Other Comments on Candidate (attach additional pages, if necessary)**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Complete and email this form to Brenda at [brenda@ranww.org](mailto:brenda@ranww.org) by July 30<sup>th</sup>, 2017**





# RANWW

Realtors® Association of  
Northwestern Wisconsin

## RANWW Golf Outing!

Thursday, August 24th, 2017 at Wild Ridge Golf Course

- Golf** Golf will be a 4-5 person scramble. Golfers may choose their own 4-5 person teams or may register as an individual, requesting to play with any other team short of players.
- Tee Times** Registration will begin at 11:00 a.m. Shotgun start will be at 12:30 p.m. Please arrive early for check-in.
- Lunch** A burger/brat/hotdog buffet lunch will be served 11:30 a.m. - 12:30 p.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. 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. Thursday, August 17.
- Cancellations** All cancellations must be received on or before August 17 for a refund, minus a \$15 surcharge.

### 2017 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), 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, 1903 Keith Street, Suite 3, Eau Claire, WI 54701

\*\$2.00 of each golf registration will be donated to the RANWW Foundation\*