



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."

JUNE 2018

RANWW Annual Meeting will be Thursday, June 21st at 10:00am River Prairie Center, Altoona

[Click here to register.](#)

RANWW Safety Course

Coming September 19th from 9am-11am at River Prairie Center is Blue-U Defense presenting [Surviving an Incident of Violence](#)

We Have Moved!

The offices of the RANWW/NWWMLS and RANWW Foundation have moved. Our new offices are located at 3460 Mall Dr. Suite 5a & 5b Eau Claire, WI 54701.

Mark your calendars for Wednesday, June 6th as we will be hosting a Ribbon Cutting ceremony for the new RANWW location!

This will be an open house for both membership and the general public; please plan on attending!



In this Edition

Annual Meeting Scheduled.....	1
A Note from our President.....	2
New Members.....	3
Education Corner.....	4
NWWMLS Updates	5
Emeritus Status.....	6
Calendar Updates.....	7
RPAC Auction.....	8
CE Registration.....	9
RANWW Annual Meeting.....	10
DSA Form.....	11
Golf Registration.....	12

Annual Meeting Scheduled

Notice is hereby given that the Annual Meeting of the Realtors® Association of Northwestern Wisconsin will be held on June 21st 10:00, at River Prairie Center in Altoona. The slate of candidates for the RANWW Officer and Director position will be presented at the meeting. In addition to candidates submitted by the Nominating Committee, members will be able to nominate someone from the floor. After nomination is seconded, his/her name will be added to the ballot. Electronic Voting will take place from July 14th - 23rd, on the RANWW Association website main page: www.ranww.org

Our guest speakers this year are **Secretary Gutiérrez from Department of Safety and Professional Services** and **Douglas Raubal, Special Agent, FBI.**

Lunch to follow. Lunch will be FREE to all members attending! Thank you to Flagstar Bank, Hometown Title Co, Home Warranty Inc, Knight Barry Title United LLC, Legends Title Services LLC, and Royal Credit Union for sponsoring this event! See page 10 of this newsletter for registration information. Hope to see you there !



RANWW

Realtors® Association of
Northwestern Wisconsin

RANWW Officers

Dan Lawler - *President*
715-234-2948

Dan@DanLawler.com

Stacey McKinney - *President -
Elect*

715-580-0126

stacey@mckinneyrealty.net

Gary Brenizer - *Treasurer*
715-215-0666

gary@brenizer.com

Marty Tauger - *Imm Past Presi-
dent*

715-770-9181

taugers@gmail.com

RANWW Directors

Krag Blomberg 715-579-0684

Mary Jo Bowe 715-456-2014

Paul Canfield 715-828-0819

John Flor 715-924-4806

Julie Flor 715-790-0564

Deborah Hanson 715-456-0499

Judy Nichols 715-821-4765

Shannyn Pinkert 715-379-3574

Scott Rohde 715-651-8575

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

A Message from RANWW President

What a GREAT success this year at the RPAC Auction!

When we first started 3 years ago who would have thought it would be such a huge event. So many people have contributed to this getting off the ground, but mainly Bruce King and our GAD Intern, Brianne Hopkins deserve a big “**Thank You**” for all their efforts. Last year we brought in \$8000, this year was \$12,650....AWSOME! This is a fast becoming “event of the year”, and don’t worry for those of you that couldn’t make it this year, we always have next year!

We have concurred so many issues for homeowners and Realtors® the past few years and RPAC Auction is a big reason for that. When you invest in RPAC you invest in your business, it gives our lobbyists the tools to do what they do to make things much better for all of us. We have had so many victories, and if we didn’t get them, they would affect your business. So because you invest, we don’t have those pitfalls that legislators dream up. A WRA person once said, “it’s much easier to keep bad laws from going on the books than to try to remove them once they are there.”

Thanks again for your support of RPAC and RANWW.

We all own it and we are in it together!

Dan Lawler

RANWW Board President



NOMINATIONS NEEDED..... *Marty Tauger* 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 16 of this newsletter.**

[Click here for the video on the DSA Award.](#)

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.

Jake Arvold
Andale Real Estate

Karyn Bearden
Re/Max Affiliates

Kathryn Bennett
Re/Max Affiliates

Charles Damaske
Area North Realty

Brenda DeVries
Woodland Developments & Realty

Carrie McCartney
Re/Max Affiliates

Jenelle Mertens
Woods & Water Realty

Dixie Weidman
Billier Realty

Scott Whittington
LandGuys, LLC

Do Your Facebook Ads Discriminate?

Some practitioners might not realize they're violating fair housing laws. Here's how to make sure your marketing is legal and ethical.

May 2018, Erica Christoffer from REALTOR® Mag



Time to face it: Facebook has likely become an inextricable part of how you promote your listings and market your business. It's also the app many of your clients and prospects turn to the minute they wake up. But now the social media behemoth is dealing with fallout from apparent data breaches and questionable ad targeting practices.

This erosion of public trust is the central reason CEO Mark Zuckerberg testified in the U.S. Senate for 10 hours last month to address the outrage over data abuse by Cambridge Analytica, a political consulting firm that collected private information without permission on as many as 87 million Facebook users. Revelations about the mind-boggling degree of access that brands of all kinds have to the activities of 2 billion users mean real estate pros need to be aware of how their own marketing could be affected.

Allegations that Facebook enables housing discrimination by allowing real estate advertisers, including brokers and agents, to exclude certain audiences were the focus of a federal lawsuit filed in late March by the National Fair Housing Alliance and three affiliated groups. According to the complaint, "Facebook continues to enable landlords and real estate brokers to bar families with children, women, and others from receiving rental and sales ads for housing."

His assertion did little to assuage critics. The fact that advertisers are still able to exclude people, within other categories protected under federal and state fair housing laws—such as gender and familial status—suggests that the problem is far from resolved. "Many targeting categories will implicate these protections—think about 'brides,' or 'parents of 5- to 8-year-olds,' or 'consumers of halal food,'" says Rachel Goodman, staff attorney with the American Civil Liberties Union's Racial Justice Program. "Facebook has been aware of this issue since the spring of 2016. They have repeatedly expressed a commitment in the past to fixing this problem, but they have not yet brought their systems into compliance with the Act," she says. [Click here for the rest of the story.](#)

Family Fun Night at Moon Lake Park in Rice Lake

June 13th 6pm-8pm

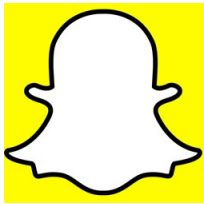
Food, Drinks, Lawn Games, Wiffle Ball, Kickball and More.....

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

Please contact Judy Nichols

jnichols@westconsinrealty.com

if you can help out for this event.



SNAPCHAT FOR REAL ESTATE

Keep up with the next generation.

[Learn More](#)



WRA Annual Convention

September 17-18, 2018

Wisconsin Dells, WI

Live CE is Scheduled for June 12th, 13th & 20th, 2018

Flat Creek Inn, Hayward

Jonathan Sayas will be covering CE 1, CE 2, CE 3, CE 4 and Elective's A & B. For more information please contact Kim at Kim@ranww.org or [click here to register](#).

Live CE is Scheduled for October 16th, 17th & 24th, 2018

Turtleback Golf & Conf Center, Rice Lake

Robert Sayas will be covering CE 1, CE 2, CE 3, CE 4 and Elective's C & D. For more information please contact Kim at Kim@ranww.org or [click here to register](#).

CONTINUING EDUCATION REQUIREMENT: All licensees MUST complete six courses approved by the Department of Safety and Professional Services before December 14, 2018. Four of the classes are mandatory; licensees may choose two electives to complete the required 18 hours.

RPR Training

July 18th - Holiday Inn Express in Rice Lake

July 19th - RANWW Office - 3460 Mall Dr. Eau Claire

RPR is a CMA platform with several customizable reports you can utilize daily. There is also a mobile app so you can access it anywhere at any time. RPR has been updated since it first started to be sure to pull the most accurate data. [Click here to sign up](#).

Contact Tricia with any questions! tricia@ranww.org

Free Inman Select Membership

The WRA's partnership with Inman News gives you access to exclusive news, in-depth reporting and thorough analysis with Inman Select.

Inman Select gives you everything you need to know to be smarter about real estate, such as daily news, award-winning commentary, special reports, webinars and more. With Inman Select, you're connected to the latest news, relevant insights, and a community of real estate leaders. Don't forget to have your WRA # with you to sign up.



NWWMLS has made a few policy changes.

[Please click here for the NWWMLS policy manual.](#)

Active (A): property is listed with no offers, special provisions, including bump clause, and is available for showing

***Note 1.** “Available for showing” means that the property is available for scheduling showings in ShowingTime and otherwise, and cannot be blocked from scheduling showings. A seller may reject a particular showing due to their own schedule. If the property is not available to show, then a different status must be selected.

[Click Here for Video](#)

Matrix 360 will be here soon! You will now be able to search public record (Realist) in the search fields of Matrix. Be sure check the Message of the Day and the Newsletter for more information.

RANWW and NWWMLS have had great success reaching out to agents and brokers with our office training visits. You can have Brenda and/or Tricia come to your office meetings to teach you how to use Matrix and Realist. Policy has been a hot topic that they will discuss policy and changes in full along with some very helpful handouts. You can also schedule one on one training with Tricia to learn how to use Matrix and Realist.

Please remember to add any ownership or relationship to the Seller in Public Remarks. This is a WI State Law 452.136 (C) and Code of Ethics Article 12.

WI State Law 452.136 (3) Now states, you cannot advertise a property without a signed listing contract. Be very careful when choosing to do a Coming Soon.

Do you want to know how to use the term REALTOR® correctly?

[Click here for the Members Mark Manual.](#)



RANWW

**Northwestern Wisconsin
Multiple Listing Service, Inc**

Updates &

Changes

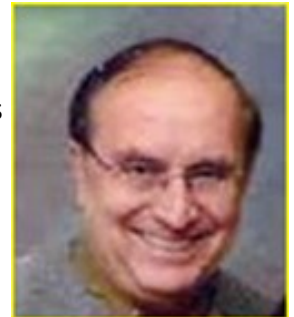
Three RANWW Members Awarded Realtor® Emeritus Status!!

Ed Belan, Chet Boncler and Ray Van Gilder have been awarded the prestigious Realtor® Emeritus membership; a status recognizing at least 40 years of continuous membership!



Ed Belan has served on the Membership Committee, worked with membership dues, served on a Public Awareness Committee and had real estate related articles published in the local newspapers as well as for the NAR magazine. Ed has sponsored CE and received a Graduate of the Realtors® Institute (GRI) and Certified Residential Specialist (CRS) Designations.

Chester “Chet” Boncler is the Broker/Owner of Boncler Realty. Boncler Realty is a full service real estate agency that has been serving the Sawyer County area and beyond for over 60 years. Chet took over the business from his father in 1972. He also specializes in construction and has built over 684 homes in the area!



Ray Van Gilder is one of the founding members of Real Estate Solutions in Rice Lake. He has served on the Rice Lake Area MLS, Chaired the Regional and RACV MLS Committee and served on the Executive Committee, just to name a few. He gained the Realtors® Community Service Award and multiple Realtor® of the Year awards. Ray served as President of the Northern Waters Board, and was awarded the prestigious Board Service Award in 2003!

Thank you Ed, Chet and Ray, for your hard work, years of dedication and contributions to the Association! We are honored to have you as RANWW Members!

CONGRATULATIONS!

June 2018

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

- 6th** - Ribbon cutting ceremony for new office
- 7th** - New Member orientation
- 12th** - [CE at Flat Creek in Hayward/Course 1 & 2](#)
- 13th** - [CE at Flat Creek in Hayward/Course 3 & 4](#)
- 13th** - Family Fun Night in Rice Lake
- 20th** - [CE at Flat Creek in Hayward/Elec A & B](#)
- 21st** - Annual Meeting at River Prairie Center

July 2018

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				

- 4th** - RANWW Office Closed for Holiday
- 13th** - NWWMLS BOD Meeting
- 13th-23th** - Online Voting
- 18th** - [RPR Training-Rice Lake](#)
- 19th** - [RPR Training-Eau Claire](#)
- 26th** - RANWW BOD Meeting

August 2018

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	

- 16th** - New Member Orientation
- 21st** - RPAC Phone A Friend
- 23rd** - RANWW Golf Outing

September 2018

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** - RANWW Office Closed for Holiday
- 5th** - RANWW Foundation Meeting
- 12th** - Installation Banquet at River Prairie Center
- 14th** - NWWMLS BOD Meeting in Rice Lake
- 17th & 18th** - WRA Convention
- 24th** - RANWW BOD Meeting



NATIONAL
ASSOCIATION of
REALTORS®

READY
SET
BOSTON!

>>>>>>> REALTORS' CONFERENCE & EXPO
NOVEMBER 2-5, 2018



RPAC Report & *Legislative Updates*

A Report on the Third Annual RPAC Auction



Some Gratitude:

Thank you to Jerry Andrews and his crew from Andrew's Auction for donating their services and helping the auction to run smoothly!

Thank you to our RPAC Auction Sponsors this year: Dan Lawler, Mary Ruffedt, Property Shoppe Realty, and All Title Services!

Finally, thank you to all of you who invested in RPAC by donating items and attending the Third Annual RPAC Auction—none of this would be possible without you all!

Wow! What a pleasure it has been to be the Governmental Affairs Intern for the 2017-2018 School Year. While my time



here at the Association is up, I have thoroughly enjoyed getting to know and working with you all. Thank you for the kindness and welcoming spirit you have all shown me!

And thank you to all of you who helped make this year's auction so successful. This year, we were able to raise \$12,508 for RPAC! And on top of that, we had a whole lot of fun!

Check out some pictures from the Auction, and don't forget— *"if you're in Real Estate, politics is your business!"*

Thank you,
Brienne Hopkins





RANWW

Realtors' Association of
Northwestern Wisconsin



CONTINUING EDUCATION REQUIREMENT: All licensees **MUST** complete six courses approved by the Department of Safety and Professional Services before December 14, 2018. Four of the classes are mandatory; licensees may choose two electives to complete the required 18 hours.

Hayward Classes

June 12th, 13th & 20th
Flat Creek Inn

June 12th & 13th

June 12: CE 1 Wisconsin Listing Contracts (8:30-11:30) plus exam

June 12: CE 2 Wisconsin Offers to Purchase (1:00-4:00) plus exam

June 13: CE 3 Wisconsin New Developments (8:30-11:30) plus exam

June 13: CE 4 Ethics and Best Practices (1:00-4:00) plus exam

June 20th Electives

Elective A: New Construction (8:30-11:30) plus exam

Elective B: Wis Investment Property & Property Mgmt (1:00 -4:00)
plus exam

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.

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.



Sponsored by:



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

Name _____ Email _____

CE 1, June 12 Hayward

CE 2, June 12 Hayward

CE 3, June 13 Hayward

CE 4, June 13 Hayward

Elective A, June 20 Hayward

Elective B, June 20 Hayward

Send this registration form, with payment to:

RANWW, 1903 Keith Street

Eau Claire, WI 54701



RANWW

Realtors® Association of
Northwestern Wisconsin

RANWW Annual Membership Meeting

Thursday, June 21st, 2018 - River Prairie Center, Altoona

Open RANWW Annual Meeting -10:00am

Meet the 2018-2019 slate of candidates for the open Officer and Director positions. In addition to the presented slate of candidates, nominations can be taken from the floor for open positions.

Guest Speakers 10:30am-12:00pm

Secretary Gutiérrez - Department of Safety and Professional Services

Laura Gutiérrez was appointed by Governor Walker in February 2017 as Secretary of the Department of Safety and Professional Services. She grew up in Milwaukee and graduated with a Bachelor of Science degree from Carroll College and a Master of Arts in Leadership and Policy from Marquette University. She also completed the District Administrator Licensure Program at Cardinal Stritch University and received her Superintendent license in 2016. Secretary Gutiérrez most recently served as Vice President of Academic Affairs at St. Anthony School in Milwaukee. Prior to that, she served as Assistant Principal and Director of Instruction at Bruce Guadalupe Community School.

Previously, Secretary Gutiérrez served as an elementary and middle school instructor in various capacities and also worked as a clinical and microbiology laboratory assistant at Waukesha Memorial Hospital.

Jonathan Holmes - Special Agent, FBI Madison

Special Agent Jonathan Holmes has been with the FBI since 2008. He is currently assigned to the Milwaukee Division, Madison Resident Agency. Prior to his assignment in Madison, SA Holmes was assigned to the FBI's Los Angeles Division from 2008 until 2017. While in Los Angeles, SA Holmes investigated both national security and criminal computer intrusion cases. SA Holmes also supervised a cybercrimes squad assigned to the Electronic Crimes Task Force (ECTF). The ECTF includes investigators from the FBI, Secret Service, Los Angeles District Attorney's Office and Los Angeles Police Department. For six months in 2014 and 2015 SA Holmes served as the Cyber Assistant Legal Attache in Sofia, Bulgaria, assisting with Cyber investigations in Bulgaria, Albania and Macedonia. SA Holmes holds a bachelor's degree in computer engineering.

Lunch 12:00pm -12:30pm

Annual Meeting Wrap Up 12:30pm – 1:30pm

THERE IS NO CHARGE TO ATTEND, but in order to prepare materials, food and beverages,

[PLEASE CLICK HERE TO RSVP by June 14th!](#)

Thanks to our sponsors:

Flagstar Bank, Hometown Title Co, Home Warranty Inc, Knight Barry

Title United LLC, Legends Title Services & Royal Credit Union

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 by June 30th, 2018



RANWW

Realtors® Association of
Northwestern Wisconsin

RANWW Golf Outing!

Thursday, August 23rd, 2018 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. - 12:30p.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. on Thursday, August 16.
- Cancellations** All cancellations must be received on or before August 17 for a refund, minus a \$15 surcharge.

2018 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 _____

(optional) _____

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 firsttimers!)

_____ Lunch, dinner, games and networking only - \$35.00 per person (\$25.00 for firsttimers!)

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

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