



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 2019

Installation Banquet

will be held on

Wednesday, September 25th
at Wild Ridge Golf Course.

Association Health Plan Update: On May 2, 2019 the Wisconsin Office of the Commissioner of Insurance (OCI) issued a recent ruling; this ruling issued summary judgement in favor of a group of states who challenged the validity of the 2018 Association Health Plans rule (AHP's). Wisconsin was a challenging state. In doing so, the court vacated the AHP rule with regard to the expanded eligibility standards to be considered a bona fide association and also vacated the section addressing working owners/sole proprietors. To read the entire ruling [Click Here](#)

In layman's terms what this means is that we as an association are no longer able to pursue a group Health Insurance plan for our membership. We are not giving up though! The Department of Labor is appealing the current ruling; we will keep close tabs on this appeal.

In the meantime we are working on finding local partnerships in all areas of the association to try and ease the burden of Health care for our members.

Brenda



In this Edition

- Annual Meeting Scheduled.....1
- Three Awarded Emeritus Status.....2
- New Members.....3
- Education Corner.....4
- REALTOR Safety.....5
- NWWMLS Updates.....6
- Calendar Updates.....7
- RPAC Report.....8
- Affiliate Member Minute.....9
- DSA Form.....10
- RANWW Annual Meeting.....11
- Golf Outing 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 19th at 10:30am, in Rice Lake at Turtleback Golf and Event Center. 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 15th - 25th, on the RANWW Association website main page: www.ranww.org **Our guest speaker this year is Rodney M. Gansho, Director of Engagement for the National Association of REALTORS®.** Lunch to follow. Lunch will be FREE to all members attending! **Thank you to All Title Services Inc, Johnson Financial Group, Hometown Title Co, Home Warranty Inc, Knight Barry Title United LLC, Peoples Bank Midwest, Woodland Developments & Realty and Vinopal Title & Abstract** for sponsoring this event! See page 11 of this newsletter for registration information. Hope to see you there !



Three RANWW Members Awarded the Prestigious REALTOR® Emeritus Status!!!

Jim Gargulak, Gary Johnson and Bill Tice have been awarded the REALTOR® Emeritus Membership; a status recognizing at least 40 years of continuous membership in and contributions to the REALTORS® Association!!!

RANWW Officers

Stacey McKinney - President
715-580-0126

stacey@mckinneyrealty.net

Gary Brenizer - President -Elect
715-215-0666

garybrenizer@gmail.com

Deb Hanson - Treasurer
715-456-0499

debhanson1@charter.net

Dan Lawler - Imm Past President
715-234-2948

Dan@DanLawler.com

RANWW Directors

Sherry Stabenow 715-838-2800

Mary Jo Bowe 715-456-2014

David FitzGerald 715-577-6444

John Flor 715-924-4806

Julie Flor 715-790-0564

Dana DeCambaliza 715-579-8400

Amber Linhart 715-579-8351

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



James Gargulak of Gargulak Appraisals, Rice Lake, served as President of the Barron-Washburn Board in 1987-1988. Jim served on the Professional Standards Committee for the Northern Waters Board from 2000 – 2001 and again for the REALTORS® Association of the Chippewa Valley in 2004-05. Amongst his many accomplishments, he also earned the GRI designation.

Gary Johnson of Johnson & Johnson Land Company, Cumberland, served as President of the Barron-Washburn Board from 1986-87. He was recognized by the Northern Waters Board for his contributions to the real estate profession, particularly in the area of private property rights. Mr. Johnson received an award from Bill Malkasian, then Executive VP of WRA, for his involvement in the Association and for closely monitoring legislative issues. This was the first time the Board honored a member with this type of award.



Bill Tice of Tice Appraisal Service, Colfax, was a Charter Member of the Dunn-Pepin Board of REALTORS® and served on the Board of Directors for 7 years. He served as President of that Board in 1993 and was chosen as REALTOR® of the Year. He served for 4 years on the Board of Directors of the Northwestern Wisconsin Multiple Listing Service, and earned the CRS and GRI designations. Bill is currently a member of the Appraisal Section of the Wisconsin Realtors® Association and a member of the National Association of Appraisers.

THANK YOU Jim, Gary and Bill, for your hard work, years of dedication and great contributions to the Association! We are very honored to have you as RANWW Members!

CONGRATULATIONS!!

Welcome New Members

Randy Bischel

Keller Williams Integrity

Christy Bollig

Re/Max Real Estate Group

Angela Kahl

Six Lakes Realty

David Franck

Prime Realty

David Lee

Woodland Developments & Realty

Samuel Palser

BHHS North Properties

Chris Polfus

Whitetail Properties

Lori Renslo

Edina Realty~Chippewa Valley

Travis Rogers

Coldwell Banker Brenizer

Katrina Routh

Coldwell Banker Brenizer



*****Please make sure you are using our new address.....**

**RANWW/NWWMLS
3460 Mall Dr. #5A
Eau Claire, WI 54701**

Our mail will not forward after June 1st.

Tech Tools Should Advance-Not Replace-Relationships

Invest in technology that showcases your talent. Communication and rapport with customers are what will keep your business strong.

When mulling over your options, pick products that help you keep track of clients and documents but don't distract you from building relationships. Most technology is "something that you're going to use to automate," says Christina Pappas of the Keyes Company. "Understand that there are many platforms out there, but that's because there are a lot of different personalities and ways people like to use them. Tech is a tool, but the best things we have are our emotions, our communication, and our rapport with our customers. Don't let tech replace that."

While technology is vital to real estate success, practitioners should constantly review their tools to determine whether they have outlived their usefulness, says Jillian Carlson of Park Co., REALTORS®. "It really comes down to how badly do we need this and does this contribute to our bottom line?" she says. "Does this help us win more clients? If not, do we really need it, or is it another shiny object for us?"

John Mayfield, ABR, CIPS, broker-owner of Mayfield Real Estate Inc. in Farmington, Mo., advises new agents to avoid getting bogged down learning complicated tools and stick to programs that align with their skill set. "As a new agent, you need to learn the technology tools that showcase your talent to those around you," he says.

Perhaps most important of all, think strategically about how you invest in your business—which means being prudent about the tech you buy. "Remember, you're in this for profit," says Kate Lanagan MacGregor of Bold Moves Real Estate. "Don't go spending all your money on every shiny object. It doesn't always make your business better." by Mandy Ellis, REALTOR® Magazine

NOMINATIONS NEEDED..... Dan Lawler 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 an "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. If you would like to nominate a deserving individual, Nomination forms can be found on page 10 of this newsletter.



n
E
R



September 10-11, 2019

Kalahari Resort, Wisconsin Dells

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! 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!

"The WRA's Annual Convention is THE event of the year for my agents. The best of the best speakers bring new insights to our unique business models and give everyone a great time away from the office mingling with colleagues from many different markets." — Andy Beiser, Beiser Realty LLC in Winneconne, WI



The C2EX Challenge: C3

www.C2EX.realtor

The National Association of REALTORS® proudly introduces Commitment to Excellence (C2EX), a program that empowers REALTORS® to demonstrate their professionalism and commitment to conducting business at the highest standards.

[Watch this video to learn more about the Commitment to Excellence program](#)

Snapchat for Real Estate

Keep up with the next generation!

Are you communicating where your clients communicate? Snapchat users represent some of the most engaged audiences on a mobile device. Every day, over 150 million people use the social media app to communicate. On Snapchat, you can capture a photo or brief video, add a caption and send the finished creation, called a snap, to your clients. Start growing your business today! Length: 25:49.

In this web video, you'll learn how you can use Snapchat to:

- Create stories.
- Create snaps.
- Use filters.
- Repurpose your snaps for other social media accounts.
- Define the best uses for real estate.
- Use editing tools and more.

Pricing: Member fee: \$9.95

[Register here.](#)



THERE'S NO TIME LIKE THE PRESENT FOR

REALTOR® SAFETY

Knowledge | Awareness | Empowerment

Keep Safety Top of Mind for Office, Home & Electronically

Knowledge
Awareness
Empowerment

Safety Webinars

Webinar: Harness Your Mental Strength

[View a recording of the latest REALTOR® Safety Webinar](#)

Harness Your Mental Strength is a free REALTOR® Safety webinar from the National Association of REALTORS®. Hear from Danielle Martin, Founder and Ambassador of True Boundaries, as she promotes personal protection, confidence building, and empowerment.

Danielle Martin is a motivational speaker, expert in personal protection, World Champion, Pan American, and National Champion in Jiu Jitsu, former pro-surfer, and television personality who is known for her unique and impressive combination of traits and talents that make her an authoritative voice representing the interests of women, men, and children of all ages. Danielle's passion is to cultivate a message of personal protection "from the inside out." She emphasizes the importance of situational awareness, being empowered by knowing your own strengths and limitations, and committing to confidence.



#REALTORSafetyNetwork



Calling all Appraisers!!!

Don't forget to sign up for the appraiser round tables on June 12, 2019.

Eau Claire - RANWW Conference Center 10:30 am – 11:30 am

Rice Lake – Johnson Bank 1:30 pm – 2:30 pm

Email or call Tricia or Kim to sign up: 715-835-0923 or
Tricia@ranww.org, Kim@ranww.org



We will see you there!

Matrix 360 is Almost Here!

We are pleased to announce that Matrix™ 360 will be coming to NWWMLS soon. Matrix™ 360 is the latest version of Matrix from CoreLogic® that unifies listing data and Realist® property data. The result is a truly property-centric listing platform that gives you a 360-degree view of properties in your market.

- **Save time.** Leverage tax data without launching a separate program and leaving the MLS workflow, and without browser plugins. Learn one system, not two.
- **It's easy to use and familiar.** Work with tax records just like Matrix listings. Create searches, get results, view details, print and email reports for both listing and tax records, all in one place, all in the same way.

View Matrix 360 video: <https://www.youtube.com/watch?v=QbPvU9hO61A>

Stay tuned for more information!



RANWW

Northwestern Wisconsin
Multiple Listing Service, Inc

Updates & Changes

June 2019

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 - New Member Orientation
19th - RANWW Annual Meeting

July 2019

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/NWWMLS Office Closed
12th - NWWMLS BOD Meeting
15-25th - Online Voting
25th - RANWW BOD Meeting

August 2019

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

15th - New Member Orientation
22nd - RANWW Golf Outing at Wild Ridge

090154103

September 2019

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					

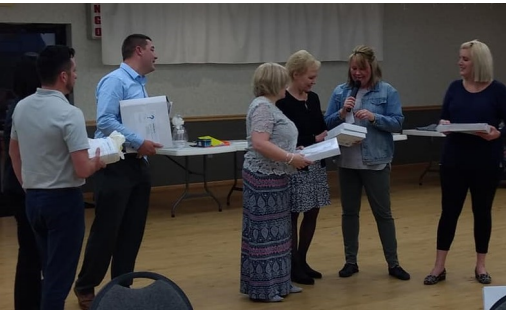
2nd - RANWW/NWWMLS Office Closed
4th - RANWW Foundation Meeting
10th-11th - WRA Annual Convention
13th - NWWMLS BOD Meeting
23rd - RANWW BOD Meeting
25th - Installation Banquet at Wild Ridge

TechHelpline
 Your personal tech support team

RPAC Report & *Legislative Updates*

THANK YOU TO ALL THAT ATTENDED THE RPAC AUCTION

Thank you to everyone who came to the annual RPAC Auction on May 2nd, as well as those who donated to the event! Thanks to you, it was such a success and a lot of fun! For those who could not attend, we had over 20 donors from the association, four different sponsors, which included a



large grant from the National Association of REALTORS®, used to purchase food for the evening and some awesome additional prizes! Dan Lawler, Legends Title Services, and Vinopal Title and Abstract sponsored the event. This year the theme was “Let’s Have an Auction” a spin-off of the game show “Let’s Make a Deal”. Keeping with the theme, we had an added twist to the night. Ten boxes, one on every table, had clues on them which hinted at

what was in the box. Some prizes were great, and some were zonks. No one knew what was in the box and had to bid on the box they thought contained the grand prizes, which included a YETI cooler, Apple watch, Amazon Echo, and more! The boxes were auctioned off at the end of the traditional auction and we had a lot of fun opening them together to find out what everyone won! I personally want to thank everyone that came to the event; I have been working hard all semester to have a fun auction and it was wonderful to hear all of the positive feedback. I also want to thank all of the donors and sponsors; without you this event would not have been possible. Thank you to everyone who came out and supported RPAC. It was a fun night, we raised a lot of money, and took home some great prizes!



Affiliate Member Minute

Your Buyer Can **Lock** Their Rate While **Shopping** For a Dream Home

Help your buyers take advantage of a worry-free home financing option. With Johnson Financial Group's Lock 'n' Shop, they can lock their mortgage loan rate for 120 days. Combined with a free, fully underwritten, Johnson Bank pre-approval, they'll have peace of mind and security knowing their financing and payment is set. Plus, if rates go down while searching for a home, their rate drops too.

You and the seller will know that your buyer's credit is solid and your buyer understands what they can afford in advance of their offer. Now you can show your buyer dream home options and be confident that the mortgage financing process will go smoothly.

To learn more, contact us today.

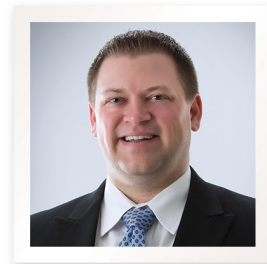
Zach Stowell

Mortgage Loan Officer

NMLS: 1563297

715.736.4729

zstowell@johnsonfinancialgroup.com



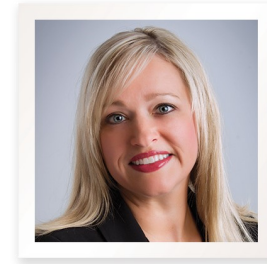
Kristin Foss

Mortgage Loan Officer

NMLS: 1741905

715.736.4742

kfoss@johnsonfinancialgroup.com



Products offered by Johnson Bank, Member FDIC, a Johnson Financial Group company. Lock'n'Shop is only available on certain 15 and 30 year fixed rate loan options. Not available without required documentation to obtain a fully underwritten preapproval. Lock'n'Shop locks your initial interest rate for up to 120 days. Your interest rate will depend on the date you lock your rate. Additional conditions or exclusions may apply. Loans are subject to credit and property approval, bank underwriting guidelines, and may not be available in all states. Other loan programs and pricing may be available. Certain conditions, terms, and restrictions may apply based on the loan program selected. The term of the loan may vary based upon program chosen. Property insurance is required; if the collateral is determined to be in an area having special flood hazards, flood insurance will be required.



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 _____

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, 2019



RANWW

Realtors® Association of
Northwestern Wisconsin

RANWW Annual Membership Meeting

Wednesday, June 19th, 2019 - Turtleback Golf and Event Center

Open RANWW Annual Meeting -10:30am

Meet the 2019-2020 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 Speaker 11:00am-11:45am



Rodney Gansho started his career with the NATIONAL ASSOCIATION OF REALTORS® back in March 1991. Since that time, he has held several positions in the Member Policy Department, Association and MLS Governance area, and most recently is the Director of Engagement, which is part of NAR's new Engagement Team, under Katie Johnson, General Counsel and Chief Member Experience Officer.

Since 2014, Rodney has served as the staff executive for the Multiple Listing Issues and Policies Committee and the MLS Technology and Emerging Issues Advisory Board. He also recently took on the role as liaison for NAR's Institutes, Societies and Councils.

Rodney is frequent speaker at various REALTOR® conventions and association/MLS executive meetings to discuss REALTOR® association policy and more.

A graduate of the University of Illinois, Rodney has a Bachelor of Science in Finance. He obtained his RCE (REALTOR® Association Certified Executive) designation in 2004. He also received the CMLX-1 designation in February 2019.

He is actively involved in his community's Zoning Committee, and is a Board Member of the West Bucktown Neighborhood Association. He is a life-long resident of Chicago where he lives with his wife Diane and their two children, Miles (16) and Brooke (13).

Lunch 11:45am -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 12th!](#)

Thanks to our sponsors:

***All Title Services, Hometown Title Co, Home Warranty Inc,
Johnson Financial Group, Knight Barry
Title United LLC, Peoples Bank Midwest, Vinopal Title & Abstract
and Woodland Developments & Realty***



RANWW

Realtors® Association of
Northwestern Wisconsin

RANWW Golf Outing!

Thursday, August 22, 2019 at Wild Ridge Golf Course

- Golf** Golf will be a 4-5 person scramble. Golfers may choose their own team 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.
- 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.
- Dinner** A buffet style dinner will be served at 5:00 p.m.
- Sign-up** All golf and dinner fees **MUST** be paid with your reservation before Wednesday, August 14.
- Cancellations** All cancellations must be received on or before August 15 for a refund, minus a \$15 surcharge.

2019 RANWW NETWORKING, GAMES AND RESERVATION FORM

Choose One of the Following:

***First Time Attendee? Take \$10 off!**

Individual (will be placed with a 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, 3460 Mall Dr. Suite 5A Eau Claire, WI 54701

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