



RANWW

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

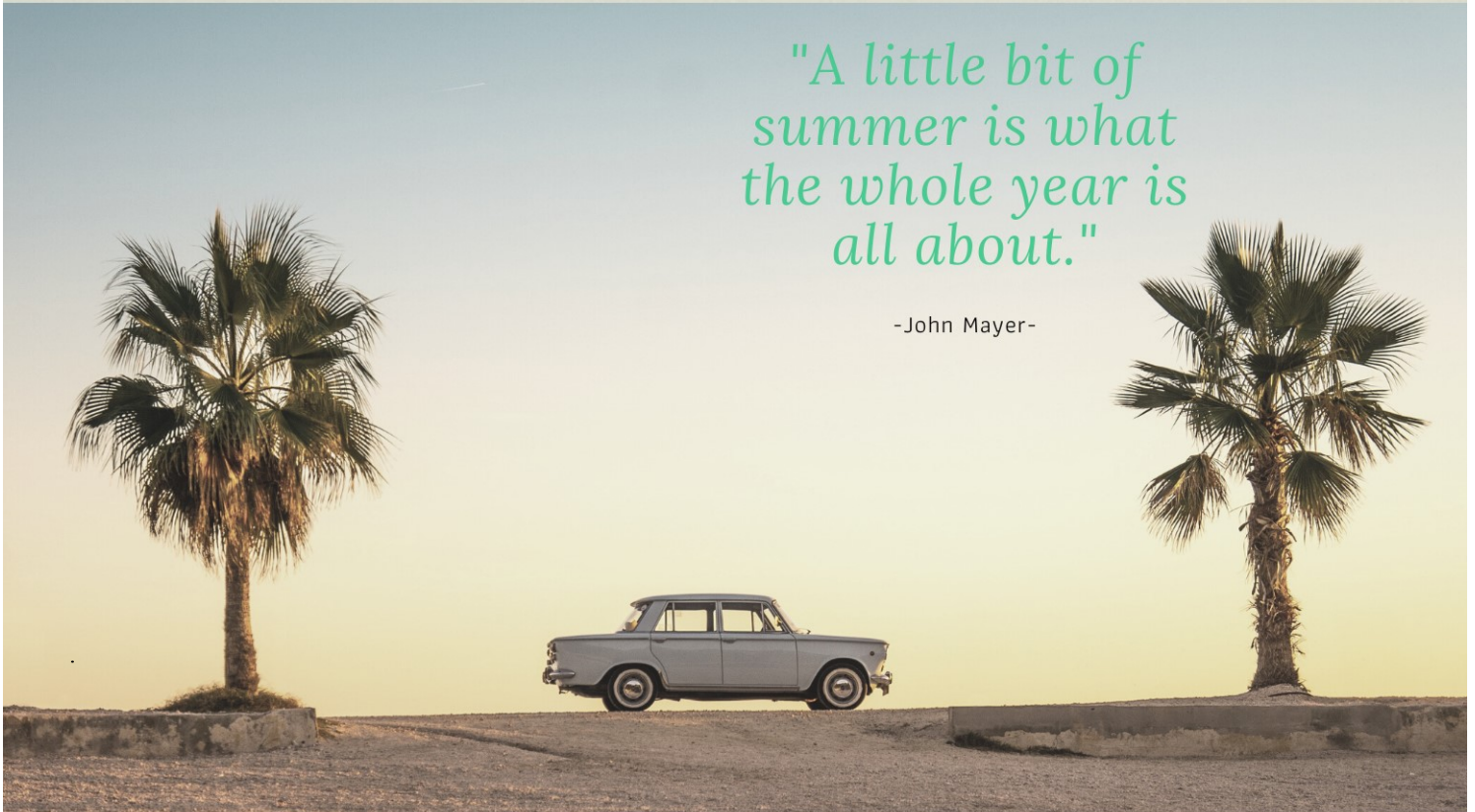
Updates

News and Current Events

RANWW | NWWMLS provide a level of service that encourages members to embrace change, growth and education.

"A little bit of summer is what the whole year is all about."

-John Mayer-



IN *this* EDITION

- Annual Meeting 2021.....2
- Legal Updates + Safety tips.....3
- Welcome New Members4
- 2021 Nominees: Get to know the candidates.....5 & 6
- NWWMLS updates.....7
- Affiliate Member Minute:
PROSPER.....8 & 9
- Opening lockbox without Internet10 & 11

- RANWW Foundation12
- Fair Housing page13
- Calendar Updates14
- Express Baseball game15
- RPAC Report16





RANWW

REALTORS® Association of
Northwestern Wisconsin

Annual Meeting

AND NETWORKING

WEDNESDAY, JUNE 16TH · 3:00PM - 4:30PM

IN-PERSON OR VIRTUAL

RANWW OFFICE: 3460 MALL DRIVE #5A, EAU CLAIRE

Learn From Our Speakers:



Professor Leonard Moore
UNCONSCIOUS BIAS



Lesley Muchow
LEGAL UPDATES

IN-PERSON ATTENDANCE - SLOTS ALL BOOKED

VIRTUAL SIGN UP - [Click Here](#)



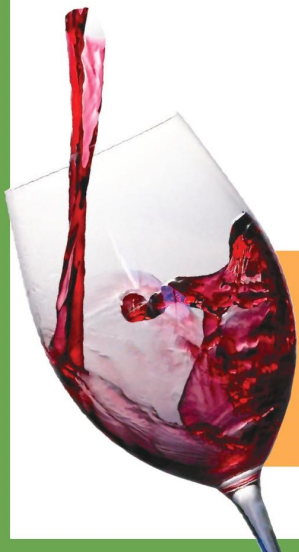
Networking



Join us from 4:30PM to 6:30PM

INFINITY BEVERAGES:

3460 MALL DRIVE · EAU CLAIRE



SEATING LIMITED
50 spots available
[CLICK HERE TO SIGN UP](#)

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RANWW

Realtors® Association of
Northwestern Wisconsin

RANWW Officers

Deb Hanson - President

715-456-0499

debhanson1@charter.net

Scott Rohde - President- Elect

715-651-8575

scott@1111sold.com

Julie Flor - Treasurer

715-790-0564

julie@sixlakesrealty.com

**Gary Brenizer - Imm. Past
President**

715-215-0666

garybrenizer@gmail.com

RANWW Directors

Judy Nichols 715-821-4765

Dan Lawler 715-234-2948

Mary Jo Bove 715-456-2014

John Flor 715-924-4806

Dana DeCambaliza 715-579-8400

Amber Linhart 715-579-8351

Shannyn Pinkert 715-379-3574

Martha DeLong 715-790-5468

John Sobota 715-505-8888

Kristy Sloviak 715-559-8354

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

LEGAL
UPDATE
Click HERE!



Highlights from the NAR Member Profile



READ
HERE!!!



REALTOR® SAFETY TIPS

Don't open email attachments or embedded links from unfamiliar sources or addresses. These are common carriers of malware, allowing hackers to take important information from your computer, such as client data.

Learn more at NAR.realtor/safety



**WELCOME
NEW MEMBERS!**

Amanda DePew

*Northwest Wisconsin Realty
Team, LLC*

Brian Mueller

Midwest Land Group LLC

Brian Stevens

*Lakeplace.com Brothers
Realty*

Courtney Belser

Elite Realty Group

Damon Olson

CB River Valley Realty

Devante Scholfield

Edina Realty

Eryn Schnacky

Keller Williams Realty Diversified

Ethan Kirkeeng

eXp Realty

Kari Moyer

Coldwell Banker Realty

Morgan Crotteau

Real Estate Solutions

Nick Schmock

Chippewa Land Specialist

Trevor Lee

Lee Real Estate



ANNUAL MEETING: **JUNE 16**



EXPRESS BASEBALL GAME: **JUNE 28**



GOLF OUTING: **SEPTEMBER 9**



**IF IT'S IN
THE MLS,
SHARE
THE
ADDRESS**





RANWW

REALTORS® Association of
Northwestern Wisconsin

It's that time of year again when we ask the **RANWW membership to exercise their right to vote by electing the 2021-2022 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.

Voting will start July 15th and end on the 25th. ***Please look out for more information on voting closer to voting dates!*** You will have to cast your vote for ONE (1) treasurer candidate and ONE (1) director candidate. Elected directors serve a three (3) year term. Results will be made available to the membership no earlier than July 26th

GET TO KNOW THE TREASURER CANDIDATE...



TODD SCHWARTZ
CHIPPEWA VALLEY
REAL ESTATE

"Todd has been involved in the real estate business for the past 16 years. Originally from Pulaski, Wisconsin, he moved to Eau Claire to attend UWEC and graduated with a business management degree. He is married to his beautiful wife Sarah and they have 5 wonderful children.

In November of 2011, Todd and Patrick Rebman, a fellow colleague, started Chippewa Valley Property Management. The idea was born when they realized their many years of experience managing their own investment properties could be used to lend guidance to others. With the success and growth of Chippewa Valley Property Management, Chippewa Valley Real Estate was later created in 2016.

As a real estate professional, his clients consistently praise his hard work and willingness to go the extra mile for them. He treats everyone with respect and works hard to understand their needs. Not only is Todd a broker/owner, but he has also been an activate member of the MLS Board for the past 5 years. He currently holds the Chairman position and attends every function/ meeting."

GET TO KNOW THE DIRECTOR CANDIDATES...



VICTOR (VIC) SACCO
EDINA REALTY—
SACCO GROUP

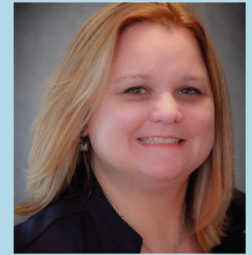
Victor “Vic” Sacco is a real estate professional with Edina Realty, Inc for the past thirteen years serving NW WI. Vic has over thirty-seven years of experience in a wide variety of types of real estate including recreational property sales, land development, corporate real estate with Amoco Oil, SuperAmerica, and Holiday Station Stores. Vic loves mentoring new agents on his team Sacco Group.

Vic also enjoys working with governmental agencies in getting real estate projects approved. Vic sits on the RPAC Committee and is further hoping to use his skills to advance our mission in areas he serves. He is an energetic advocate for his clients and anyone who wants to talk about real estate. Vic moved his family from the Twin Cities in 2007 to live on Long Lake in Sarona, WI. He enjoys playing the drums, boating, fishing and fitness training.

“I obtained my Real Estate License in 2006 and was hired by Coldwell Banker Brenizer REALTORS®, Chippewa Falls where I am still working today as a Managing Broker and trainer to our agents. I’ve earned my ABR, CRS, GRI and currently working towards my C2EX. Chippewa Falls is my hometown and I love to be involved with the community. I am a Girl Scout Leader, Wayward Member of Theatre/Arts at Heyde Center, Moose Lodge Women’s member, Board of Review member for the City and previously a Grief Group leader (2016-2019). I also enjoy volunteering at Agnes’ and Barnabas Table which we do through both our office and with our Girl Scouts.

Real Estate is fluent and ever changing. With my experience of selling in all markets I understand the importance of longevity and adapting in order to help secure our future. Knowledge is power and I enjoy sharing my knowledge not only with agents I train for Coldwell Banker Brenizer Realtors but any agent within our association.

As my daughter nears teenage years I find myself with more time to commit to my passion of Real Estate and what better place to spend that time than working for my peers? I would like to give back by continuing to work on behalf of our RANWW members as a Director. I feel it’s important to collaborate knowledge, resources and creativity. Generating business tools and working closely with RANWW staff will help to ensure success for all members, now and for our futures!”



AMBER LINHART
COLDWELL BANKER
BRENIZER, REALTORS®



BENJAMIN (BEN) RIVARD
COLDWELL BANKER
BRENIZER, REALTORS®

“I was born in and have always lived in the area that I currently work; I have a love for northern WI and the people that live here. I was first licensed to practice real estate in 2004, became the Broker of the Rice Lake Coldwell Banker office in 2008 and have remained here through good markets and bad. Outside of real estate I enjoy watching my two daughters compete in soccer and swim competitions, excessive gardening, caring for many exotic pets and riding the side by side trails on the weekends when possible.”

Shannyn earned her Wisconsin Real Estate license in 2009 and a Wisconsin Broker license in 2013. She started her local independent firm and spent over five (5) years as the lead real estate broker for a local homebuilder & developer.

In 2017, Shannyn co-founded Property Shoppe Realty LLC in Eau Claire. She is very active in the community volunteering and serving on several boards and committees including the RANWW Board of Directors, RANWW Foundation Board of Directors, the Eau Claire Area School District, Chippewa Valley Homebuilders Association Board of Directors & Feed My People.



SHANNYN PINKERT
PROPERTY SHOPPE
REALTY

Shannyn is married to her husband, Scott, and they have two children, Kaedon (14) and Shaylie (12). When not keeping up with her kids’ crazy schedules, she enjoys travelling and spending time outdoors (boating, fishing, camping, horseback riding) as well as reading and Netflix binging.



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Northwestern Wisconsin
Multiple Listing Service, Inc

MATRIX TIPS

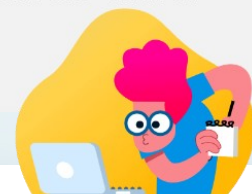


If you are inputting a listing and saving it to the incomplete status, know that if the listing is *untouched for seven (7) days*, the listing will purge from Matrix.

If you accidentally hit "Submit Listing" and the listing goes to the Active status, it cannot go back to the Incomplete Status. **Be sure to choose Save as Incomplete in advance so the listing will not go active.**

ZILLOW SYNDICATION ENDED MAY 19TH, 2021

there will no longer be a check box to syndicate listings. Listings will now be fed via WIREX IDX and will be subject to all IDX rules and regulations.



MAY '21

AFFILIATE MEMBER MINUTE



PROSPER

Prosper was created in 2015 in Eau Claire, Wisconsin.

In 2015, Prosper Real Estate had a huge growth in a very short timeframe, expanding into Wausau, Appleton, Oshkosh and Green Bay areas. In 2018, the company saw tremendous growth as a property management entity expanding from just under 400 properties managed to 1,800 rental properties...

**[CLICK HERE TO
CONTINUE READING](#)**

Grow your Brokerage with a Virtual Assistant

So your brokerage is crazy busy and your staff is overworked/unreliable. Maybe you feel like an octopus on roller skates being pulled in a million different directions. **To help scale your business and support your team**, you have decided to take the leap and hire your first virtual assistant!

Before you think you are going to save a ton of money by eliminating and outsourcing jobs, think again. Your assistant should not replace any existing staff members, but rather **aid and extend the capabilities of your current operations**. By having an excellent plan for what your assistant will do for your company, you can both support your team and expand the level of your service at the same time.

CONTINUATION...

What is a Virtual Assistant (VA)?

Your virtual assistant is a fully dedicated assistant to you and your brokerage, providing a wide range of professional services remotely from their home office. Anything that doesn't require a physical body present can typically be done by a VA.

1. Work Schedule

Consider the schedule your assistant will work. It can be a mistake to schedule them only at the same time as your other staff. Your staff may feel increased pressure to show the new assistant what to do every minute of the day. Your new assistant is meant to be an asset to your staff, not a management obligation. The ideal schedule for your first assistant would be something like 1:00p-10:00p. This period gives you a few hours a day to train your VA, but does not allow them unlimited access to you. This allows you to increase the hours of your service by having someone on the team that can continue to communicate with your clients and prospects after normal business hours, helping ease the workload of response to voicemails and emails the next business day.

2. Clearly Defined Tasks

Jobs that have a definite yes/no, right/wrong answer are the best assignments for your assistant to begin with. These may be email management, supporting the office manager, graphic design, marketing, offering memorandums, creating a comparative market analysis. It is a mistake to have their first responsibility be answering phone calls. This is the least productive use of your assistant's time right away and will lead to mistakes if they don't already know the operations of your business. Any situation where the assistant needs to make a quick decision for a live person, without having the proper time to make sure they have the right answer, is a recipe for disaster. Give them time to learn the way things work within your company and gain confidence before putting them directly into the spotlight.....



Greg Oelrich

Business Development Manager
(715) 225-0384 direct

greg@growwithprosper.com



www.growwithprosper.com

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OPENING LOCKBOX WITHOUT INTERNET



How to access a lockbox (BLE and Non – BLE) WITHOUT data/Wi-Fi:

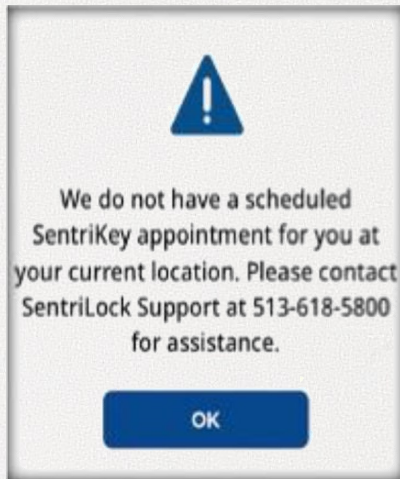
Bluetooth Boxes:

- 1) Prior to going to the remote location (while still in cellular data), open your SKRE App. Opening the app will allow the phone to sync with our network and update listings/lockboxes/etc. Once you open your app, you may go ahead and exit the app (DO NOT FORCE CLOSE THE APP).
- 2) Once you have reached the remote location, put your phone in **airplane mode**. Putting the phone in airplane mode helps the phone function a little better in remote locations because it is not trying to search for connections.
- 3) Open the SKRE app and hit ENT on the lockbox. The connection between the lockbox and phone *only* uses BLE. This means that your phone does not need data to open the lockbox. Therefore, even without internet, the box will still open!
- 4) Once you enter back into cellular data, reopen the app. This will allow the app to sync with our network, update, and send showing notifications.

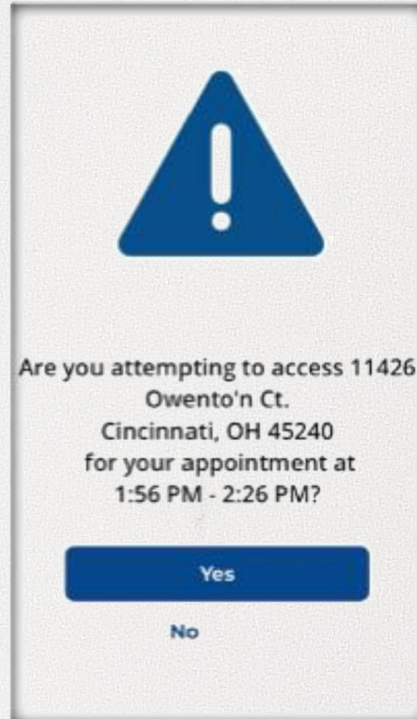
Non – Bluetooth Boxes:

- 1) Agents should schedule an appointment for the property, prior to going.
 - a. To schedule an appointment within the SKRE APP: If an agent would like to show a property that is NOT theirs, they would need to request that the listing agent schedules an appoint within the SKRE app, or if it is their own listing, they can schedule their appointment on the SKRE website or app.
 - b. To schedule an appointment in Showing Time: Schedule your appointment via Showing Time as you normally would. This appointment will populate in your SKRE App “My Schedule” 30 minutes prior to the start of your appointment.
- 2) Prior to going to the remote location (while still in cellular data), open your SKRE App. Opening the app will allow the phone to sync with our network and update listings/lockboxes/etc. Once you open your app, you may go ahead and exit the app (DO NOT FORCE CLOSE THE APP).
- 3) Once you have reached the remote location, put your phone in **airplane mode**. Putting the phone in airplane mode helps the phone function a little better in remote locations because it is not trying to search for connections.
- 4) Reopen the app. Without cellular data, the app will check “My Schedule” for any appointments that have been scheduled for that day and offers a mobile access code to access the key compartment. (I have included images below that you would see when trying to connect to lockbox without an appointment and with an appointment.)
- 5) Once you enter back into cellular data, reopen the app. This will allow the app to sync with our network, update, and send showing notifications.

MAC W/NO APPOINTMENT



MAC W/APPOINTMENT



CLICK [HERE](#) TO DOWNLOAD PDF!



REALTOR® SAFETY...

STAY TUNED!



SEPTEMBER IS SAFETY MONTH!
Be on the lookout for concealed carry courses, CPR classes, and weekly speakers during **September**.

RANWW
REALTOR® Association of Northeastern Wisconsin





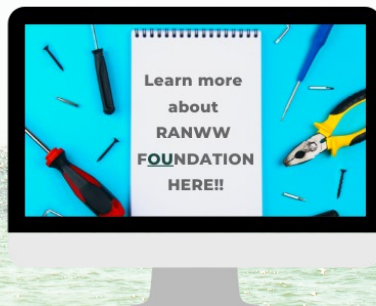
RANWW

Foundation



As REALTORS®, we help people realize their dream of owning their own home and raising their family in a safe and well-maintained neighborhood. We are dedicated to the betterment of our communities. As part of that dedication, we established a Foundation in 2004. Our non-profit Foundation, which is funded completely through the contributions of our members, provides grants to our neighbors in need. The Foundation works with social service agencies and clergy members to identify grant recipients; we do not accept applications directly from the public.

Grants have been used for a variety of updates and installations including: Roof repairs, electrical upgrades, window replacements, garage door installation, plumbing updates, handicap access installation, well and septic updates, bathroom repairs, replacing hazardous steps, renovations to accommodate wheelchairs and replacing dangerous flooring.





WRA Legal News Weekly *May 17, 2021*

Top News:

- Dear Seller Letter Handout

Legal Hottips:

- Appraisal contingency remedies
- Seller's FIRPTA status
- Exclusive agency
- Disclosure of interest
- Licensee-landlord's security deposits

Top News

Dear Seller Letter Handout

In a competitive market where properties are scarce, buyers employ various strategies to win the seller over. One of the most controversial is the inclusion of a "pick me" or "Dear Seller" letter, describing the

**HERE
CONTINUE READING
HERE**

June 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			

3rd - New Member Orientation

16th - [Annual Meeting \[3—4:30PM\]](#) ;
Cocktails [4:30—6:30 PM]

28th - [Express Baseball Game \[5—9 PM\]](#)

July 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

15th to 25th - online voting

20th to 22nd - Corelogic User Groups

26th - Elections Committee Meeting/conference call



save the date

****PRIVATE** CONCEAL CARRY COURSE**
SEPT 15 & 16, 2021

Details to follow! Stay tuned!

August 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 - New Member Orientation

16th, 18th - AE Education Seminar

23rd, 24th - WRA Leadership Summit, Chicago

27th - NWWMLS BOD Meeting, 9:30AM



EXCLUSIVE OFFER
Only \$10

Save the Date: **July 12th - July 26th**

Save money and live more comfortably in your home.

Decrease energy bills and increase comfort!

We've partnered with Focus on Energy® to offer exclusive discounts on energy-efficient ENERGY STAR® products such as LED lightbulbs, efficient showerheads, water aerators and more. All orders shipped to your home for free.

CHECK ME OUT



RANWW

REALTORS® Association of
Northwestern Wisconsin

EXPRESS BASEBALL GAME

MONDAY, JUNE 28TH • 5PM - 9PM

AT THE 10TH INNING TERRACE

95 tickets available for RANWW Members & significant others

\$28/ticket

SIGN UP HERE:

ranww.org/events/register/893/

Drop off payment at the RANWW office

DEADLINE of payment - June 25th

NOTE: Registered attendees that don't show up will still be charged!

TICKETS INCLUDE:

- 4 drinks per ticket (beer, wine, or soda)
- Dinner Buffet



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WNB FINANCIAL
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**DAVE KASPER
CONSTRUCTION**

RPAC REPORT

Legislative Updates

FUND RAISERS

Senator Roger Roth Invitational Golf Outing

MONDAY, JUNE 7, 2021

**Senator Mary Felzkowski
Annual Pontoon Boat Ride**

MONDAY, JULY 12, 2021

Senator Devin LeMahieu Annual Golf Outing

MONDAY, JULY 19, 2021

CERS Annual Golf Outing

FRIDAY, SEPTEMBER 10, 2021



CLICK HERE

4 MORE
INFORMATION

