



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."

MARCH 2018

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

Mark your calendars for LIVE CE with Jonathan Sayas! He 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](#).



Installation Banquet & Past President Social
Wednesday, Sep 12th



We have outgrown our space;
We are busting at the seams;
We are overflowing boundaries;
We are growing;
We are MOVING!

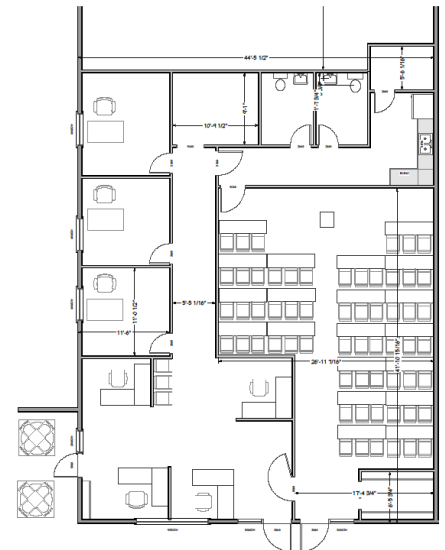
The offices of the RANWW/NWWMLS and RANWW Foundation will be moving effective May 2018! After careful consideration by a membership task force ; RANWW BOD and NWWMLS BOD approval it has been determined that we have out grown our current office location; the time has come to move and increase our space! Our new offices will be located at 3460 Mall Dr. Suite 5a & 5b Eau Claire, WI 54701. We have signed a 7 year lease for 2,400 sq ft (this is double our current space) Suite 5a will consist of three (3) offices and four (4) work stations for current staff and interns with room to grow! Suite 5b will be a brand new state of the art conference room that will be available for membership training/membership usage; plus we will be making it available to the general public to rent.

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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!



Please contact Brenda if you would like more information: Brenda@ranww.org



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

Protect Your Identity in the New Year with IDShield

In 2016, the WRA partnered with IDShield to offer a new service in the WRA's lineup of exclusive member benefits. Developed in partnership with Kroll, the world's leading risk-consulting company, IDShield is an identity theft protection service designed to protect you and your family against scammers and fraud. With the continual increase of online transactions, knowing your information is safe is now more important than ever.

As a WRA member, you'll receive these premium identity-theft protection features at a low, monthly rate:

- **Unlimited consultation:** Advice from licensed professionals during normal business hours as well as emergency assistance 24 hours a day, seven days a week, 365 days a year.
- **Identity consultation services:** Receive information on best practices on maintaining your privacy and security, and receive alerts and notifications regarding any suspicious activity.
- **Privacy monitoring:** IDShield monitors the internet and black market websites to ensure your information is not being used without your knowledge.
- **Security monitoring:** As part of your protection, IDShield monitors court records, your credit score, and the identities of any minors in your family to ensure your security.
- **Identity restoration:** Dedicated licensed investigators will help you solve the problem and restore your identity.

Identity theft is something consumers often don't worry about until it happens to them. The best defense is protection before it happens. For complete details about this member benefit, contact IDShield's designated WRA representative Jean Ziegler at 608-219-6133 or visit www.idshield.com

**Please join us for our Affiliate Round Table Meeting
Wednesday April 11th, 2018.**

**RANWW Office 10:00a.m.-11:00a.m. -1903 Keith St. Eau Claire
OR**

Don Johnson Motors 2:00p.m. – 3:00p.m.- 734 West Ave. Rice Lake

Let's Chat About:

- What RANWW does for you
- What RANWW doesn't do for you
- What RANWW needs to do for you

Our plans are to keep the meeting to approximately one hour in length. Please come prepared to have an open, honest discussion about your needs, concerns and suggestions. There is no agenda, no prepared script; this is your time to let us know what you would like from the Association.

Please RSVP to the RANWW office by phone at 715-835-0923 OR email kim@ranww.org no later than Monday, April 9. Thank You!

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.

Becky Adamski Krische
Century 21 Affiliated

Amy Dieckman
C21 Woods to Water Realty

Kristin King
Edina Realty/Chippewa Valley

Scott Knepper
Re/Max Affiliates

Larry Licht
Donnellan Real Estate

Crystal Mogensen
Coldwell Banker Northern Escape

Jennifer Schafer
Woods & Water/Regional



Steps to Take When an Agent Isn't Stepping Up

At some point, every agent is going to experience a setback, and as a result, their performance may suffer. Here's what a broker can do to help.

FEBRUARY 2018 | BY LEE NELSON –REALTOR® MAG



It took Deb Cizek a long time to figure out that not everyone is wired the same way. As team leader of The Cizek Group at Berkshire Hathaway Home

Services Ambassador Real Estate in Omaha, Neb., she has witnessed many agents go through periods where they're not quite pulling their weight.

"You have to look at the way each person functions," she says. For example, you can't assume an agent isn't a great salesperson if they aren't setting and achieving extraordinarily high sales goals. There could be many reasons why they're slacking in a particular month, she says. It can be personal hardship, health-related issues, or a lack of training.

Cizek has also witnessed many of her team members face tragedies, from cancer to the death of a relative. She believes having a heart and being in tune with who your people are can be the first step in figuring out what's wrong and where to go from there.

Here are additional steps that Cizek and other real estate experts believe can help when you notice an agent lagging behind.

Use a shared strategic plan. When everyone agrees on the goals for the team, it creates greater buy-in, says Donna Price, founder and CEO of Compass Rose Consulting in Newton, N.J. When agents agree and anticipate coming back month after month to report on how they did, it creates natural motivation. "No one wants to look bad in front of their peers or boss," she says.

[Click here for more information.](#)

An advertisement for the WRA Mobile App. The top part shows a smartphone displaying the app's interface with various menu items like 'My Profile', 'Notifications', 'News Feed', 'Housing Stats', 'Legal Hotips', 'Ask An Attorney', 'Course Schedule', 'Feedback/Report Bug', and 'Logout'. Below the phone are four smaller screenshots of the app's features: 'Agent 917 News Alert Report', 'Housing Statistics', 'Ask An Attorney', and 'Course Schedule'. The text 'download the new WRA MOBILE APP' is prominent, along with 'App Store' and 'Google play' logos. At the bottom, it says 'Exclusively designed for WRA Members' and 'OUR RESOURCES AT YOUR FINGERTIPS' with a list of resources: 'And more! | Full Legal Library | Real-time housing statistics | Wisconsin Real Estate News | Industry Notifications'.



CRS One-day Course: Mastering Relevant, Consumer-focused Marketing

April 12, 2018 | 8:30 a.m. – 4:30 p.m.

Thanks to advances in technology, today's consumers are more empowered and discerning than their predecessors, and marketers can't barrage them with canned messages anymore. It's time for agents to move beyond basic targeting, tracking and demographic segmentation to drive deeper engagement with clients in which agents deliver valuable and personal experiences throughout the consumer's transaction journey. This course provides strategies for strengthening your brand and content so you can position yourself as the top provider of information and expert guidance in your market segment.

[Click here to register.](#)

CRS One-day Course: Converting Leads into Closings

April 13, 2018 | 8:30 a.m. – 4:30 p.m.

Whether you are a new agent building your business or an established agent keeping your database fresh, maintaining a flow of potential customers is crucial to your success. Attracting leads is key, but if you don't have effective systems for converting them into closings, you're leaving money on the table. This fast-paced course highlights both traditional and digital approaches to identifying and closing more customers. Instruction and activities cover all aspects of a successful customer interaction experience: attraction, first contact, needs analysis, incubation, conversion, closing and beyond.

[Click here to register.](#)



Realist Training

April 16 in Eau Claire

April 17 in Rice Lake

April 18 in Black River Falls

[Click here to register!](#)

Then click on the day you want.

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

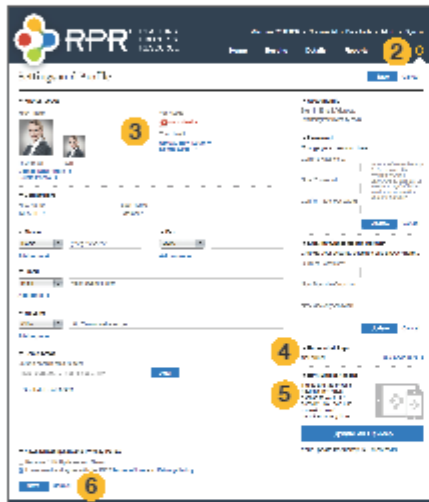
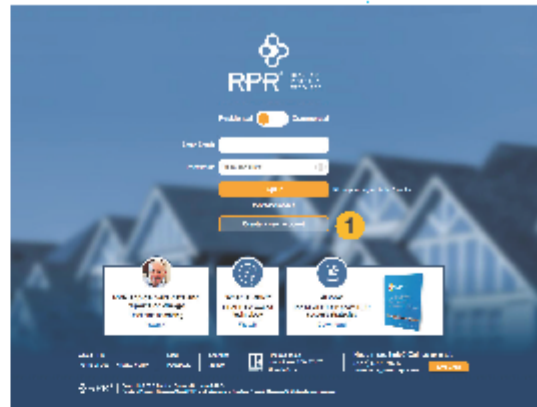
at Turtleback Golf & Conf Center in Rice Lake

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.

How do I create my RPR account?

- Visit www.narrpr.com with your NRDS ID handy.
- 1 Click *Create a New Account*.
- Follow the five step *Account Creation* wizard.
 Note: You will be asked to enter your MLS/CIE agent ID information as well as personal details. At any time you can update/change this information in your profile tab.



How do I update my profile?

- 2 Click the  from the homepage of narrpr.com.
- 3 Add your photo and/or logo, and contact information for all report covers.
- 4 Link your account to zipForm®.
- 5 View mobile devices with access to RPR.
- 6 Always click Save when making changes to your account.

How do I access RPR Mobile™?

- Download RPR from the App Store or Google Play for your phone and tablet.
- 7 Toggle between Commercial and Residential.
- 8 Use your RPR login and password to access your account.
- Access Residential and Commercial properties and reports ... anywhere, anytime.



Top Ways REALTORS® Are Using RPR
[Click here for details.](#)



MULTIPLE LISTING SERVICE
MLS

NWWWMLS Updates

RPAC Report &

Legislative Updates

REALTOR® & Government Day

Early February, over twenty of your fellow REALTORS® traveled to Madison once again to lobby representatives from our districts to advocate for current bills which we believe will be beneficial to REALTORS® and private property rights. The conference was an opportunity not only to sit down with the State's leaders, but Governor Scott Walker was also present to address the attendees. After briefing on the conference's central bills, everyone traveled to the capital to have sit down discussions with representatives for our districts and give them personal stories to support the stances we took on the day's issues. It was there that we were given an opportunity to be a part of the action and "convince" our representatives that the issues we presented were important and that the bills we were discussing were ones that they should support. For me, this was one of the most interesting parts of the whole day—seeing REALTORS® from our own Association making a difference and voicing their concerns in order to procure support for our bills.

However, as enjoyable as the day was, not all of our members had the opportunity to attend. If this is you, have no fear, you've come to the right place. In order to allow for all REALTORS® to be involved and active in the political process (which everyone should be), it is so important to be informed and knowledgeable about the issues! See below for a legislative briefing on the four bills which were central to the lobbying efforts which took place on REALTOR® & Government Day.

Housing Affordability Bill (AB 770)

Authored by Rep. Rob Brooks (R-Saukville) and Sen. Frank Lasee (R-DePere)

Status: Enacted into Law

From WRA: "The WRA supports legislation aimed at making housing and commercial property more affordable for Wisconsin's workforce, families and businesses."



Wetland Regulatory Reform (AB 547/SB 600)

Authored by Rep. Jim Steineke (R-Kaukauna) and Sen. Roger Roth (R-Appleton)

Status: The Assembly Committee on Regulatory Licensing Reform and the Senate Committee on Natural Resources and Energy had a joint hearing on December 21, 2017

From WRA: "The WRA supports legislation that would reform Wisconsin's nonfederal wetland regulations in a meaningful and responsible manner."

Affordable Rental Housing (Landlord/Tenant Bill: AB 771)

Authored by Rep. Bob Brooks (R-Saukville) and Sen. Frank Lasee (R-De Pere)

Status: This legislation has passed the state Assembly and is available for a vote in the state Senate.

From WRA: "The WRA supports legislation that modifies and updates numerous provisions to landlord/tenant law in Wisconsin to make rental housing more affordable and bring clarity to current law where questions remain."

Real Estate Disclosure Reports (AB 812/SB 687)

Authored by Rep. Cody Horlacher (R- Mukwonago) and Sen. Luther Olsen (R-Ripon)

Status: This legislation has passed the state Assembly and is available for a vote in the state Senate.

From WRA: "The WRA supports legislation that provides 1) a more user-friendly report for a seller to complete when selling residential or vacant land, and 2) definitional consistency in the transaction between the home inspection report and the offer to purchase."



REALTOR® Owned/REALTOR® Referred

Who We Are And What We Do

Foundation History

It all began in 2004 with a simple idea “helping our neighbors in need.” REALTORS® across the country help people obtain the ultimate goal of home ownership.

Once realized, home maintenance becomes an on-going process and can create heavy financial burdens. It is the realization the area residents may be unable to afford necessary home repairs, that the RANWW Foundation was born.

The Foundation is funded by generous donations from members of the REALTORS® Association of Northwestern Wisconsin.

The REALTORS® Association of Northwestern Wisconsin Foundation, awards grants to neighbors in need. Grants fund projects for homeowners who are experiencing financial strain.

What we can help fix through grants

- Bathroom Repairs
- Roof Repairs
- Garage Door Installation
- Electrical Upgrades
- Window Replacements
- Plumbing
- Handicap Access
- Replacing Dangerous Flooring

How To Apply For A Grant

- Contact a local clergy member, the County Health and Human Services Department or a RANWW member.
- Identify repair needed and submit an application. Include two repair bids and photos of the identified area for repair.
- Grants are awarded in \$1000 increments. If repairs are beyond this, applicant is responsible for the remaining balance.
- Grants are awarded twice a year - typically May and September.
- Grant recipients will be alerted by mail to the submitting clergy, Human Services employee or RANWW member.
- All applications are kept confidential.

March 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

- 9th - NWWMLS BOD Meeting
- 15th - RANWW BOD Meeting
- 30th - RANWW Office closes at 12pm –Holiday

April 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					

- 11th - Affiliate Round Table
- 12th - [CRS: Master Relevant, Consumer-Focused Market](#)
- 13th - [CRS: Converting Leads into Closings](#)
- 16th - [Realist Training – Eau Claire](#)
- 17th - [Realist Training - Rice Lake](#)
- 18th - [Realist Training - Black River Falls](#)
- 26th - New Member Orientation

May 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		

- 3rd - RANWW Foundation Meeting
- 3rd - RPAC Auction
- 11th - NWWMLS BOD Meeting –Rice Lake
- 22nd - RPAC Phone A Friend
- 24th - RANWW BOD Meeting
- 28th - RANWW Office Closed for Holiday

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

- 7th - New Member orientation
- 12th - [CE at Flat Creek in Hayward/Course 1 & 2](#)
- 13th - [CE at Flat Creek in Hayward/Course 3 & 4](#)
- 20th - [CE at flat Creek in Hayward/Elec A & B](#)
- 21st - RANWW BOD Meeting at Turtleback
- 21st - Annual Meeting at Turtleback



ANNUAL RPAC AUCTION 2018

NEW THIS YEAR:

Basket Making Competition



Basket Competition Rules

- You may enter as an individual or work with colleagues to submit a basket as an office.
- Basket must be wrapped in cellophane or items otherwise secured.
- Baskets must include attached description or list of the items included inside.
- Baskets must include the value.
- The winning basket will be determined by the total dollars raised at the RPAC Auction ... and yes, you can bid on your own basket!



GET INVOLVED WITH RPAC THIS YEAR!

Submit your entry to the third annual RPAC Auction Basket Competition! First place will take home the traveling trophy. Don't miss this opportunity to make a difference in your industry and earn a few bragging rights in the process. View the example baskets and the rules to the right for guidelines on how to create your basket! The winning basket is based on the most money raised at the RPAC Auction! Winner of the Basket Competition will be announced and the trophy will be awarded at the end of the auction!

More information and registration forms coming soon!



Don't miss an opportunity to get involved in RPAC—the Third Annual RPAC Auction is coming up and we are still looking to procure auction items! Donating an item is easy! Simply fill out the form below (or email the same information) and return it to the office with your donation by April 15, 2018. Some ideas for item donations include: tickets to events, getaways, goody baskets, alcohol, sports memorabilia, gift certificates, local items, and so many more! If you would like to donate an item, but still can't think of anything to donate, email me! We can brainstorm ☺ With your help, we can make this year's auction the best one yet!

****If you would rather support the Auction by becoming a Sponsor, please email Brianne at GADIntern@ranww.org for more information****

DONATION FORM

Name: _____
Company: _____
Email: _____
Phone: _____

**Realtors® Association of North
Western Wisconsin**

Phone: (715)835-0923

- I have enclosed my donation
- I will drop off my donation off at the RANWW office at **1903 Keith Street, Eau Claire, WI 54701**

Description of Item: _____
Approximate Retail Value: _____



Questions or Concerns? Please email
Brienne Hopkins at
GADIntern@ranww.org or call the office
at (715)835-0923

Signature: _____

**Please return this form or email the same
information by April 15, 2018**



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