



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.

March 2020

LIVE CE Scheduled in Hayward for March 24, 25 & April 1, 2020

Mark your calendars for LIVE CE with Jonathan Sayas! For more information please contact Luisa at luisa@ranww.org or

[Click here for registration.](#)



RANWW

Realtors® Association of Northwestern Wisconsin

MISSION

RANWW/NWWMLS unite to advocate for real property rights, advance professionalism and connect member with our communities.

VISION

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

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

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CONGRATULATIONS On Earning Your C2EX Endorsement

- John Flor**
- Julie Flor**
- Carol Meisner**
- Judi Moseley**
- Mary Lausted**
- Anthony Janicki**
- Judy Nichols**





RANWW

Realtors® Association of
Northwestern Wisconsin

RANWW Officers

Gary Brenizer - President
715-215-0666
garybrenizer@gmail.com

Deb Hanson - President- Elect
715-456-0499
debhanson1@charter.net

Scott Rohde - Treasurer
715-651-8575
scott@1111sold.com

Stacey McKinney - Imm Past President
715-580-0126
stacey@mckinneyrealty.net

RANWW Directors

Lisa Stelter Graf	715-839-6308
Mary Jo Bowe	715-456-2014
Ben Rivard	715-205-1519
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
Martha Delong	715-790-5468
John Sobota	715-505-8888
Dan Lawler	715-790-3877

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

Welcome to RANWW Luisa

Hey everyone! My name is Luisa Hutchinson and I am the “new Kim” and will now be the first face you see at the office. I currently live in Chippewa Falls with my husband whom I met twenty (20) years ago in the same city being an exchange student via Rotary International. I just moved to the US end of November from the beautiful islands of the Philippines and I am loooving winter (*wink wink*). Some few weird tidbits about me would be that I have a fourteen year old son from a previous marriage named Kenya because he was born in Nairobi, Kenya in Africa and that I used to be a professional musician and a recording artist. And I love cheese so I am glad to be living in the dairyland state.



SAVE *the* DATE

RANWW Annual Meeting
Tuesday, June 16th at 3:30pm
Wild Ridge Golf & Event Center

Welcome New Members

Rich Morgan

Chippewa Valley Real Estate

Drew Davis

Weiss Realty LLC

Heather Maidment

AABRU Real Estate

Karen Weber

Edina Realty~Chippewa Valley

Tony Tomczik

Re/Max NorthStar

Erick Spiegel

Re/Max Real Estate Group

Amy Marum

Coldwell Banker Brenizer/EC

Jade Germain

Woods & Water Realty

Bethany Whalen

C21 Affiliated

Lisa Latterell

Hall Realty Group LLC

Brooke Joblinske

Keller Williams Realty Diversified

Dawn Larson

List With Lesik!



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Please note that Microsoft will soon end its support for Internet Explorer (IE). Because of this, Internet Explorer will no longer receive major updates or patches to add the latest security and functionality that supports complex web apps. Regular security updates help protect devices, so upgrading and staying current is important. Using an unsupported internet browser creates a potential risk to your data.

Due to this situation, SentryLock can no longer develop for functionality on Internet Explorer (IE), as we cannot ensure our users' experience when using IE. Developing for a web browser that is no longer supported only hinders our ability to deliver the reliability and functionality our users deserve. By focusing support on the latest versions of web browsers and operating systems, SentryLock is operating in line with industry standards to provide a safer, faster, and more productive user experience.

What you can do to prepare: Upgrade to the latest [Microsoft Internet browser](#) or download [Chrome](#) or [Firefox](#).

[Click here for more information.](#)

[F.A.Q.](#)



Call to Action

Home inspectors are legally required to inspect the property for defects as defined in statute, but don't have to call those conditions a defect in their report.

Think that's strange? We agree.

AB 655/ SB 599 requires a home inspector to label in the inspection report items identified as a defect during the home inspection and to include a summary page in the report.

By [clicking the link below](#) ask your legislator to support AB 655/ SB 599 having a home inspector call a defect, a defect.

[Support having home inspectors call a defect, a defect](#)



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Please join us for our Affiliate Round Table Meeting

Wednesday April 8th, 2020

RANWW Conference Center - 3460 Mall Dr. Eau Claire

10:00am-11:00am

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 luisa@ranww.org no later than Tuesday, April 7.

Thank You!

BROKERS/SUPPORT STAFF:

Please have new members contact the board office *prior* to stopping in to set up a time to meet regarding new membership. It takes over an hour to process an application and program a SentiCard for new members.

Thanks!

Professional Standards Training has

been scheduled for Thursday, April 2nd at the RANWW Conference Center from 9am-330pm. Please let Luisa luisa@ranww.org know if you are interested in being a part of the Professional Standards Committee and taking the training from Tracy Rucka from WRA. The training is good for 3 years.

1-800 Legal Hotline

The WRA's Legal Hotline provides REALTORS® with the opportunity to talk one-on-one with a WRA staff attorney.

You can call, fax, email or submit a question online to the Legal Hotline.

WRA Tech Helpline

Scratching your head with tech questions? The WRA Tech Helpline can answer your questions, and the service is completely free with your WRA membership. Free support on PC/MAC, Tablets, Phones, Printers, Networking, Outlook, Virus Removal & More!

WRA Tech Helpline: Call toll-free at 866-610-7997
 Email: support@techhelpline.com
 Chat: chat.techhelpline.com



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 Videos From NAR

Personal Safety Tips for Real Estate Professionals

This video highlights safety protocols that all REALTORS® should implement into their daily routine and follow with every client, every day, every time.

Real Estate, Safety, and You

Learn about the potential safety protocols they may encounter when working with a REALTOR®.

Cyberscams and the Real Estate Professional

Tips and information to help industry professionals and their clients stay protected.

Implementing Office Safety Measures: Legal Considerations

Former NAR Associate Counsel Jessica Edgerton presents legal tips and best practices for broker-ages when implementing safety programs and policies.

REALTOR® Safety

This video suggests steps you can take to stay safe at home, in the office, on the road, and with clients.

REALTOR® Safety at Home

This video suggests steps you can take to stay safe at home.

REALTOR® Safety at the Office

This video suggests steps you can take to stay safe at the office.

REALTOR® Safety With Clients

This video suggests steps you can take to stay safe with clients.

Social Media and Cyber Safety Strategies

Watch this REALTOR® Safety video to learn social media and cyber safety strategies.

Staying Safe While Meeting Strangers

There is always a level of risk to your personal safety when meeting an unknown person. Discover a few simple steps you can take to decrease that risk.



Advertising on Social Media

Please be sure when posting another Broker/Agent's listing on your own social media page, you obtain written consent from the broker and the photographer. Be sure your Brokerage is clear and conspicuous and you are giving credit to the listing Brokerage/Agent.

Per WI Statutes:

452.136 Advertising by licensees.

(1) **FALSE ADVERTISING.** A licensee may not advertise in a manner that is false, deceptive, or misleading.

(2) DISCLOSURE OF NAME.

(a) Except for advertisements for the rental of real estate owned by the licensee, a licensee shall in all advertising disclose the firm's name exactly as printed on the license of the licensed individual broker or licensed broker business entity or disclose a trade name previously filed by the firm with the department and shall in either case clearly indicate that the firm is a business enterprise and not a private party.

(b) Except for advertisements for the rental of real estate owned by the licensee, a licensee associated with a firm shall advertise under the supervision of and in the name of the firm. The firm's name as used in advertising shall be clear and conspicuous. This paragraph does not apply to a licensee engaged in independent practice as provided in s. [452.30 \(6\)](#).

(c) Notwithstanding pars. (a) and (b), a licensee may advertise the occasional sale of real estate owned by the licensee or may engage in the occasional solicitation of real estate for purchase by the licensee without complying with pars. (a) and (b), provided that the licensee clearly identifies himself, herself, or itself as a real estate licensee in the advertisement.

(3) **ADVERTISING WITHOUT AGENCY AGREEMENT PROHIBITED.** A firm and any licensees associated with the firm may not advertise a property unless one of the following applies:

(a) The firm is the listing firm for the property.

(b) The firm or a licensee associated with the firm has obtained consent to advertise the property from the listing firm for the property.

(4) **ADVERTISED PRICE.** A licensee may not advertise property at a price other than that agreed upon with the owner, except that the price may be stated as a range or in general terms if it reflects the agreed upon price.

History: [2017 a. 110](#).



Updates & Changes



RANWW

Foundation

REALTOR® Owned/REALTOR® Referred

Who We Are And What We Do#

THANK YOU to all of our members who contributed to the RANWW Foundation during the 2020 membership renewal dues billing! We raised \$13,539.00 for our neighbors in need! Your generosity is sincerely appreciated!

Thank

You

Realtors Association,

Thank you for providing a means to receive a grant to offset rent/mortgage to those affected by the Elk Mound/Wheaton tornado. We sincerely appreciate the \$1,000 grant you awarded our family. Much gratitude,

April 2020

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		

1st - CE at Flat Creek in Hayward
2nd - Professional Standards Training
8th - Affiliate Round Table
10th - RANWW/NWWMLS Office closed at 12pm
23rd - New Member Orientation

May 2020

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

5th - RPAC Fundraiser at VFW
7th - Foundation Meeting
8th - NWWMLS Board Meeting
20th - RANWW Board Meeting
25th - RANWW/NWWMLS Office Closed

June 2020

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

4th - New Member Orientation
16th - RANWW Annual Meeting at Wild Ridge

July 2020

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/NWWMLS Office Closed
15th-25th - Online Voting

APPRAISAL CONFERENCE



RPAC Report

Legislative Updates

THE WRA ENDORSES DAN KELLY FOR STATE SUPREME COURT

The WRA has endorsed incumbent Justice Daniel Kelly for a full 10-year term on the Wisconsin Supreme Court. The general election will be held on April 7.

Kelly was appointed to the court in 2016 by former Gov. Scott Walker. Prior to his appointment to the state's highest court, Kelly was vice president and general counsel for the Kern Family Foundation. Kelly also has private sector experience as a former business litigator with the law firms Rogahn Kelly LLC and Reinhart, Boerner, Van Deuren S.C.

The WRA's political strategy group, the REALTORS® Political Action Committee (RPAC) trustees and the board of directors all voted to support Kelly.

[Why Kelly? Click here for more.](#)



TOM TIFFANY FOR CONGRESS

The WRA and NAR recently endorsed Tom Tiffany in Wisconsin's 7th Congressional District special election

After interviewing the major party candidates in the Wisconsin 7th Congressional District special election, the Wisconsin REALTORS® Association and the National Association of REALTORS® political action committee (RPAC) trustees have endorsed state Sen. Tom Tiffany (R-Hazelhurst) in the election to replace former U.S. Rep. Sean Duffy. The primary will be held on February 18 and the general election on May 12.

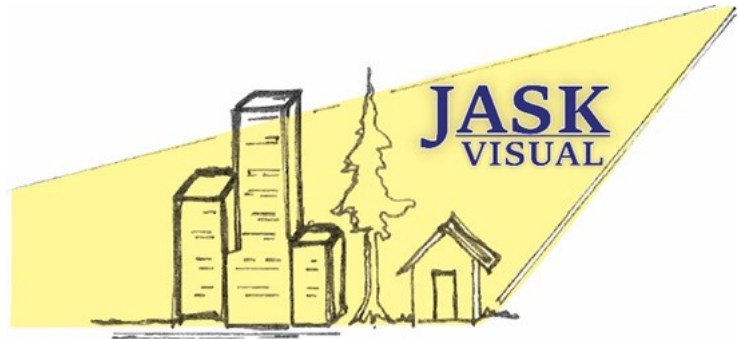
The 7th District seat was vacated in September when Duffy resigned, citing family considerations.

[Why Tiffany? Click here for more.](#)



Affiliate Member Minute

Professional photos, videos, and 3D tours not only help you with your current sale but also help you **secure future sales**. Start building your portfolio today! Place your order and let JASK Visual do the rest. FAA certified drone pilots, Zillow certified photographers, licensed and insured!



We specialize in helping realtors get started taking their photos and digital media to the next level:

- Place your order at your convenience 24/7. We contact you to finalize scheduling and details.
- Entire process is available through your personalized website on our platform keeping all your orders and final products in one easy to access location.
- Download your materials or present them using our *Individualized Property Website* that allows you to share everything with one simple link.
- Packages start as low as \$150 with no hidden fees.

****NEW FEATURE****: Want to highlight the layout of your home? Matterport 3D Tours allow prospective buyers to navigate the property themselves and look where they want to look. Introducing **3D Tours with Interactive Floorplans**. Click on the dot and see the view from that part of floorplan!



We understand that we don't represent our company when visiting your clients, **we represent you!** Contact us today to make presenting your next property easier and better while building your portfolio to land the next client! Serving all of Northwest Wisconsin

www.justaskjask.com **Remember to JUST ASK JASK!** (715)595-3196



RANWW

Realtors[®] Association of
Northwestern Wisconsin



Banking. Wealth. Insurance. Family.

CONTINUING EDUCATION REQUIREMENT: All licensees **MUST** complete 18 hours of continuing education (CE) every two years. The 18 hours must include completion of 3 hours for each of the 6 required course topics listed below. There are no longer elective courses as part of the 18 required hours. 2019-20 CE courses (all six required)

Hayward Classes

March 24, 25 & April 1
Flat Creek Inn

March 24th & 25th & April 1

- Mar 24: Course 1 Wis Listing Contracts (8:30-11:30) plus exam
- Mar 24: Course 2 Wis Offers to Purchase (1:00-4:00) plus exam
- Mar 25: Course 3 Wis New Developments (8:30-11:30) plus exam
- Mar 25: Course 4 Wis Real Estate Ethics and Consumer Protection (1:00-4:00) plus exam (Fulfills NAR Code of Ethics)
- Apr 1: Course 5 Wis Real Estate Law and Practice (8:30-11:30) plus exam
- Apr 1: Course 6 Wis Real Estate Transactions (1:00-4:00) plus exam

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.



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.**

Sponsored by:



Banking. Wealth. Insurance. Family.

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

Name _____ Email _____

- Course 1, March 24 Hayward
- Course 2, March 24 Hayward
- Course 3, March 25 Hayward
- Course 4, March 25 Hayward
- Course 5, April 1 Hayward
- Course 6, April 1 Hayward

Send this registration form, with payment to:

RANWW, 3460 Mall Drive #5A
Eau Claire, WI 54701

2020 Real Estate Agent Roundtables

“Building Partnerships”

Working Together to Offer Affordable Home Loans in Rural Wisconsin

MEETING DATES & LOCATIONS

Feb. 27, 2020 • Eau Claire, WI - Realtors Association of Northern WI
9:00 AM 3460 Mall Dr, Suite 5A, Eau Claire, WI

March 12, 2020 • Hudson, WI - Hudson Public Library
9:00 AM 700 1st St, Room 219, Hudson, WI

March 19, 2020 • Black River Falls, WI - Black River Falls Public Library
10:15 AM 222 Fillmore St, Black River Falls, WI

March 23, 2020 • Menomonie, WI - USDA Building
10:00 AM 390 Red Cedar St, Suite A, Menomonie, WI

April 2, 2020 • Arcadia, WI - Riverland Energy Cooperative
10:00 AM N28988 WI 93, Program Room, Arcadia, WI

April 9, 2020 • Tomah, WI - Tomah Chamber & Visitors Center
310 N Superior Ave, Tomah, WI

Complete and email the registration form to wi-rd-menomonie@usda.gov

Complete one registration form for each attendee.

Registration is FREE!

Name: _____

Organization: _____

Phone: _____

Email: _____

Training Location: Arcadia Menomonie
 Black River Falls Tomah
 Eau Claire
 Hudson

AGENDA

- **Property Requirements...**Can this property be financed by Rural Development? Learn the ins and outs of property eligibility.
- **Existing Manufactured Home Program...**You didn't know we can finance existing manufactured homes? We can! Join us to learn more about this program.
- **Applicant Eligibility Requirements...**Is my client eligible for a Rural Development loan? We'll cover income limits, credit standards and exceptions, ratios and much more.
- **Benefits for Real Estate Agents...**What's in it for me?
- **Q&A's...**Bring your questions and scenarios with you. Let's walk through them together!

MEETING DATES & LOCATIONS

March 4, 2020 • Ashland, WI - Vaughn Public Library

10:30 AM 502 Main St West, Ashland, WI

March 5, 2020 • Spooner, WI - USDA Service Center

10:30 AM 800 N Front St, Spooner, WI

March 10, 2020 • Superior, WI - Superior Public Library

10:30 AM 1530 Tower Ave, Superior, WI

March 12, 2020 • Rice Lake, WI - Rice Lake Public Library

10:30 AM 2 East Marshall St, Rice Lake, WI

Complete and email the registration form to wi-rd-spooner@usda.gov

Complete one registration form for each attendee.

Registration is FREE!

Name: _____

Organization: _____

Phone: _____

Email: _____

- Training Location:
- Ashland
 - Rice Lake
 - Spooner
 - Superior