



# RANWW

Realtors® Association of  
Northwestern Wisconsin

Making Your Membership Work For You

## November Newsletter

### Mark your calendar

#### **Nov 23rd & 24th**

RANWW/NWWMLS Office  
Closed for Thanksgiving

#### **Nov 28th**

New Member Orientation

Part 1: DOJ Update & Buyer  
Agency Training

#### **Dec 1st**

REALTOR® Ring Day

### MLS

- DOJ Update & Buyer Agency: 3 Part Training
- 179 Ways Agents who are REALTORS® are worth every penny of their compensation
- Anti-Trust Update

### ADVOCACY

- SAVE the DATE: REALTOR® & Government Day 2024
- Stay up to date on the Housing Bills
- Do you invest in RPAC?

### RANWW CARES

- REALTOR® Ring Day

### GET REGISTERED

- 2024 Installation Banquet & Holiday Social

### PROFESSIONAL GROWTH

- Appraiser CE Courses
- REALTOR® CE Courses
- WRA Mini Course Series: New Course
- BRADFORD Tax Solutions

### ASSOCIATION UPDATES

- RANWW
- WRA Dues Increase
- NAR

When REALTORS® Come Together, Good Things Happen

  
**SHANNYN PINKERT****RANWW Board of Directors, Treasurer**

## "Why We Serve"

For **Shannyn Pinkert, RANWW Board of Directors Treasurer and Owner-Broker of Property Shoppe Realty**, passion is at the core of her "why". Learn more about why Shannyn chose to and continues to serve by clicking and watching this short video.

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## Are you interested in joining a committee or board?

**LET US KNOW**, we would love to discover YOUR "why"! If you are interested in serving or learning more about the different opportunities, fill out this [form](#) today. We are currently working on upcoming committee and board member appointments.

**MLS**  
recent updates & info

**\*\*Calling ALL Brokers, Agents and MLS subscribers\*\***

Join the conversation:

# DOJ UPDATE & BUYER AGENCY

## 3 Part Virtual & In-Person Training



Hosted By:  
**Kimberly Allard**

## Get registered today to learn more about

what is going on with the NAR lawsuits and the DOJ, Buyer Agency, Compensation, Seller Education, and much more with Kimberly Allard. Each session will be available via Zoom or In-person at the RANWW Conference Center. Registration required. We encourage you to involve your whole office and register to view together.

Kimberly Allard is the Broker/Owner of Century 21 Professionals in Braintree MA and a faculty member at Dynamic Directions with Adorna Carroll. She has been licensed in the Commonwealth since 1998.

Most recently she served as one of 13 Regional Vice Presidents for the National Association of REALTORS® Representing Region 1 which is VT, NH, ME, MA, RI & CT in 2022. She was awarded the Milton H. Shaw, Distinguished Service Award from MAR in 2022. She was the 2017 recipient of the Massachusetts Association of REALTORS® (MAR) Real Estate Educator of the YEAR.

### Details: 3 Part Virtual & In-Person Training

#### Part 1:

Join the Conversation: DOJ Update & Buyer Agency (ALL Members)  
Tuesday, November 28th 9:00-10:00am  
Register Via Zoom [HERE](#) (this session virtual only)

#### Part 2:

Brokers/Owners/Managers/Trainers: A More Detailed, Broker Level Discussion  
Thursday, December 7th 1:00-3:00pm  
Register via Zoom [HERE](#) or in-person (RANWW Conference Center) [HERE](#)

#### Part 3:

DOJ Update and Buyer Agency: Deep Dive with Scripts, Resources & Tools (ALL Members)  
Monday, December 18th 2:00-5:00pm  
Register via Zoom [HERE](#) or in-person (RANWW Conference Center) [HERE](#)

Here's a look at all the things — big and small — that an agent who is a REALTOR® may do to help clients when buying and selling a home.

You know you earn every penny you get when you sell a home. This list can help you show your customers exactly what you do to help them buy or sell their home.

Learn  
More>>>

# 179 WAYS

## AGENTS WHO ARE REALTORS® ARE WORTH EVERY PENNY OF THEIR COMPENSATION.

Here's a look at all the things — big and small — that an agent who is a REALTOR® may do to help clients when buying and selling a home.

You know you earn every penny you get when you sell a home. This list can help you show your customers exactly what you do to help them buy or sell their home.



It doesn't stop there. Here are an additional 105 *More Ways REALTORS® Are Worth Every Penny of Their Compensation.* [Learn More](#)

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## Antitrust Case Update

WRA Legal Update

If you missed the WRA Legal Update Live webinar "NAR Lawsuit Update: What it Means in Wisconsin" watch the recording by clicking [HERE](#).

Stay up to date by visiting the WRA resource page which provides additional information relating to the cases as well as the WRA and NAR antitrust resources: [Resource Page](#)

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**\*Don't forget to put your MLS invoice number on checks\***  
**\*\*Reminder: MLS billing is now quarterly\*\***

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**Advocacy**



Join RANWW as we highly encourage everyone to attend REALTOR® & Government Day on February 7, 2024, at the WI State Capitol Building in Madison! Each year, hundreds of REALTORS® flock to the capitol to meet with their legislators and speak on important issues affecting themselves, their clients, and their businesses. Our focus this year will be on slashing the transfer tax, sustaining the property tax reductions, clarifying the tax-exempt status of Wisconsin MLSs, and striking discriminatory covenants from property records and deeds.

This event is highly praised, and many people look forward to it every year. Additionally, attendance will count for credit towards Continuing Education. We would love to see you with us in Madison this year!

RANWW will provide bus transportation.

[Get Registered Today>>>](#)

## Do you want to stay up to date on the Housing Bills that passed this summer?

WHEDA created a [webpage](#) to keep you up to date on the **Housing Legislation Package**. It can be found within the Legislative Priorities section of their website and includes the *most recent* FAQs and loan term sheets for each program. Video information sessions will be added soon.

[View the available loan term sheets:](#)

[Restore Main Street](#)

[Vacancy-to-Vitality](#)

Be sure to check back to this page often as we will provide more information about the legislative funding as it becomes available. You can also sign up to receive email updates on these new efforts to expand affordable housing throughout the state.



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**Do you invest in RPAC?** When you invest in [RPAC](#), your money is pooled together and contributed on a nonpartisan basis to candidates who support housing and real estate interests. If you wish to designate which candidate **receives** your investment, invest in the [Direct Giver program](#).

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**RANWW CARES**  
volunteer opportunities

## Upcoming Volunteer Opportunities

Let's show the power of REALTORS® and Affiliate members extending their care beyond real estate. If you're available on the date below, the RANWW Events Committee invites you to step forward and make a difference. Show your community "REALTORS® DO MORE THAN SELL HOMES" and sign up today for our last opportunity in 2023.



### Friday, December 1st, 2023 Multiple Locations

Please join fellow RANWW REALTOR® and Affiliate Members for REALTOR® Ring Day supporting the Salvation Army, along with REALTORS® across the country.

There are 5 cities to choose from (Eau Claire, Rice Lake and Spooner have 2 different locations). There are 2 slots for each time because it's always more fun to ring with an old or new friend, however, you can sign up as an individual. If you are registering as a group, please sign up for both slots to indicate the shift is full.

Click the link by city to register:

[Chippewa Falls](#) - Family Fare

[Cumberland](#) - Nilssen's Foods

[Eau Claire](#) - Festival Foods (Clairemont Ave), Woodman's & Hyvee(3 locations)

[Rice Lake](#) - Marketplace North & South Door (2 locations)

[Spooner](#) - Economart & Dollar Tree (2 locations)

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## Feed My People Recap

Monday, November 13, 2023



Thank You!



### Feed My People Food Bank

Shannyn, Ashley, Katie W, Cheree, Aaron, Jesse, Craig, Brady, Diane, Jody, Katie B, Amber & Kjerstin



## Get Registered

2024 Installation Banquet  
& Holiday Social



Mark your calendar to join fellow RANWW members as we install our incoming President, Treasurer, and Directors at the Annual Installation Banquet. The banquet will include our awards ceremony. New this year, we will have a holiday social after the installation and awards.

River Prairie Center | Altoona, WI  
Thursday, January 11, 2024

Cocktails 5:30-6:00pm

Dinner 6:00pm:

Installation & Awards 6:30pm

Holiday Social with DJ entertainment including Music Bingo (cell phone needed) 8:00-10:00pm

This event is FREE for RANWW Members (includes dinner and 2 beverages)

Non-Members/Guests: \$25 (includes dinner and 2 beverages)

Interested in sponsoring? We have a few spots remaining. Check out the [SPONSORSHIP FORM here](#) or email Kim at [kim@ranww.org](mailto:kim@ranww.org).

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## Professional Growth

# Appraiser CE Courses – deadline Dec 14th, 2023

## Attention Appraisers

CE Credits due December 14, 2023

**All appraiser licenses** expire every two years and must be renewed by **December 14 of odd years (2023)**. This does require a 7-hour National USPAP Update course. Learn more [HERE](#).

Online Courses available at [WRA Course Schedule](#)

# REALTOR® CE Courses – deadline Dec 14th, 2024

Introducing **CE on Demand 2023-24**

## Get an early start!!

WRA is offering a **20% discount** off all 18-hour CE On Demand Course Bundles.

**Members can take advantage of our exclusive 20% off bundle price on all 18 CE On Demand courses**, which is equivalent to receiving three courses for free. With the year coming to an end, November and December are ideal months for getting started. And you can complete your courses in convenient, one-hour segments, allowing you to make progress right away.

[REGISTER TODAY](#)

# WRA Mini Course Series

## New Mini Course Available

Unauthorized Practice of Law, Antitrust and Misrepresentation



In this new mini course, Wisconsin attorney and instructor Michael Sewell examines the common consequences that can result when real estate licensees go beyond the scope of real estate and engage in the unauthorized practice of law. You'll finish this course with knowledge about antitrust violations, types of misrepresentation and dangerous phrases to avoid, as well as ways you can avoid putting yourself or your clients at risk.

**Topics Include:** Antitrust violations, per se violations, price fixing, group boycotts, types of misrepresentation, consequences of misrepresentation and more.

**Learn More & Register**

Format: On Demand - Take the course anytime.

Instructor: Michael Sewell

Cost: \$15

Credit: This course qualifies for 1 hour of GRI On Demand course credit.



## Tax-Reduction Strategies

Bradford and Company is a national tax seminar firm that has been helping real estate members save money on their taxes for over 40 years. Join RANWW for a FREE Zoom training with Bradford Tax Solution instructor Maine Shafer where you will learn more about:

- how to identify over seven new legal deductions to save you \$10,000 or more in 2023 and beyond
- best business practices to optimize tax benefits and understand your elite status as a taxpayer
- simple and safe time-saving techniques for precise tax records that will hold up in an IRS audit

Mark your calendar:

Wednesday, January 31, 2024

1:00pm to 3:30pm

**RSVP Today**

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### RANWW

- Annual Dues Renewal: Thank you to those members who have already paid. Pay by November 30th to avoid a \$25 late fee starting December 1st, 2023.
- RANWW/NWWMLS office will be **CLOSED Nove 23rd & 24th** for Thanksgiving.
- **New Member Orientation:** Tuesday, November 28th. If you have questions, email Jane at [jane@ranww.org](mailto:jane@ranww.org).

### WRA Dues Increase for 2024

While the WRA provides world-class advocacy, education and legal programs and services, our strategic vision for the future creates additional demands for the revenues necessary to maintain and expand these services. For these reasons, the WRA board of directors voted to increase total WRA dues, starting with the 2024 dues payments, by \$100:

- \$50 of the increase will address inflation, new programming envisioned in the WRA strategic plan, and improvements for our current programs and services.
- \$50 of the increase will go toward the REALTOR® Action Assessment (RPAC), with the

option for members to redirect this \$50 to the Wisconsin Homeowners Alliance at their request.

Your 2024 dues payment will allow us to remain an essential advocate for your business and offer an even better membership experience. [Click HERE to learn more.](#)

## NAR

- After Burnett, What's Next? Watch this [video](#) for post-verdict guidance from NAR President Tracy Kasper.

**WRA Member  
Benefits**

**NAR Member  
Benefits**

## Stay Up to Date with the State and National REALTOR® News

[WRA Website](#)

[NAR Website](#)

**WRA**



**November  
Magazine**



**Top Notch Support is Just a Phone Call Away**  
RANWW Office: (715) 835-0923



## RANWW Officers

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**Shannyn Pinkert - Treasurer**

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## RANWW Directors

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**Judy Nichols** - (715) 821-4765

**Erik Beach** - (608) 386-0954

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**REALTORS® Association of Northwestern Wisconsin || (715) 835-0923**



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