



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."

OCTOBER 2017

Please write your MLS invoice # on your check when submitting payment.

Thank you!

Quarterly Broker BS Session

Our last session for this year will be held on Thursday, Oct 12th in Menomonie at Stout Ale House at 3:00pm

In this Addition

- Installation & Awards Banquet.....1
- Information on the Train to NAR.....2
- New Members.....3
- Education Corner.....4
- NWWMLS Updates5
- Legislative Updates.....6
- Candidate Training Academy.....7
- Foundation.....8
- Calendar Updates.....9

To everyone who attended the Past President Social and the Installation Banquet.

THANK YOU!

On September 28th we honored our Past Presidents and installed our incoming President, several association members turned out for this event. We listened to the wisdom of those that came before us and received the message for what is yet to come. In the words of President Lawler we need to encourage participation on committees, be present in our conversations both personally and professionally, be courteous and respectful to our fellow Realtor® and Affiliate members and strive to obtain the goals set forth by the Local, State and National Associations! Don't miss those moments that only happen once as you move forward in the 2017 – 2018 leadership year.





RANWW

Realtors® Association of
Northwestern Wisconsin

RANWW Officers

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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



Don't get **DERAILED** on your planning for the 2017 NAR Conference & Expo in Chicago, November 3-6, 2017 Chicago-McCormick Place– West Building

Attention:

Minnesota and Wisconsin Realtors® join us on the TRAIN to Chicago



1. Register for the conference at www.Register.realtor

Cost of Convention is approximately \$450. Gather up a fellow Realtor® or bring a guest. At the end of registration there is a spot to choose a hotel, some are sold out already, so have a couple in mind that you would like to stay at. Don't worry about getting from the hotel to the convention center, as there are Convention buses.

2. Take the Amtrak with us to the conference-- Depart Nov 2nd, return on Nov 6th, Empire Builder

Amtrak offers a 10% discount off the best available rail fare to (Chicago, IL) between (October 31, 2017 - November 09, 2017). To book your reservation, call Amtrak at 800-872-7245, or contact your local travel agent, and refer to fare code X21F-972 when making your reservation. Reservations cannot be booked online.

3. Sit back and enjoy the ride to and from Chicago. Join us for some fun & games during our train ride to Chicago.

Email: JackieKumm@edinarealty.com with any questions on Amtrak travel or the convention.

Also, if you want to be added to the "Amtrak-NAR 2017 Convention" email group, please let Jackie know. She will be sending out info on the convention, the train ride.

Membership Dues Are Out & Due!

- * Pay dues before November 1 to take advantage of a \$25 discount
- * Pay face amount on the dues statement by November 30
- * Realtor® Members Pay \$25 fee for dues paid in December

If you have not received your statement or need a duplicate, contact

Jane at 715-835-0923 or jane@ranww.org

Welcome New Members!

In accordance with our by-laws, notice is hereby given that the following individuals have applied for RANWW membership; written comment, which shall be kept confidential, is invited.

Vanessa Baily

Coldwell Banker Brenizer/EC

Jim Cunningham

Re/Max Affiliates

Dennis Falkenberg

Woods & Water/Eau Claire

Justin Held

Keller Williams Premier

Stephanie Tieman

American Realty Partner

Bob Weinstein

1 Reason Realty Inc.

J.J. Wiley

Keller Williams Integrity

Welcome Brianne to RANWW!

Hi, my name is Brianne Hopkins, originally from Janesville, Wisconsin, I moved up to Eau Claire in September 2016 to attend the University of Wisconsin-Eau Claire. I am currently a Junior studying Political Science with the hopes to attend law school after graduation. I am also an active member in UW-Eau Claire's chapter of The National Society of Collegiate Scholars. Outside of school, I enjoy spending time hiking with my dog. I am looking forward to my new position here and I am excited to learn as much as possible!



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!





CRS 206: Technologies to Advance Your Business

October 11-12, 2017 | 8:30 a.m. – 5:00 p.m.

Today's internet-enabled real estate market requires sales agents to work faster and be more responsive than ever before. The ability to quickly access and exchange information can be the difference between making and breaking a transaction. This course combines targeted discussion topics, technology demonstrations and engaging activities to prepare students to select the right technology tools and systems to advance their business.

[To Register](#)

Two-day ABR Core Course

November 13-14, 2017 | 8:30 a.m. – 4:30 p.m. both days

The ABR two-day core course will provide you with the tools and know-how to represent buyer-clients in real estate transactions and provide them the same level of service that sellers typically enjoy. This course also offers ideas and methods for building a buyer-representation business, forming buyer relationships, winning repeat business and referrals, and more.

[To Register](#)

Zipforms Training With Steven Salfer

RANWW Conference Room

Monday, Oct 23 10:30am-12:00pm or
1:00pm-2:30pm

Turtleback Golf Course in Rice Lake

Tuesday, Oct 24 10:30am-12:00pm or
1:00pm-2:30pm

[Click here for registration](#)

Quarterly Broker BS Sessions

Brokers; This is the last session! We want to hear from you on a regular basis so please join us. These sessions will be informal in nature, kept to an hour time frame (we know your time is valuable) and will allow you to let leadership know what we can do for you!

Date:

October 12th - Stout Ale House
in Menomonie
at 3pm



2017 Broker Summit

December 7, 2017

Milwaukee Marriott West

MATRIX 7.0 Updates Effective.....October 16th, 2017

We hope you are as excited about the new Matrix 7.0 upgrade as we are! You will find great listing display options to choose from. There is a map view, list view, gallery view, and more. You can change the order of how you would like the results displayed. Newest, Price, SqFt, Beds and more. There is a great updated full view option that allows you to view all information about the property. You can also add notes to include any additional information. You can also categorize the property while in the Full View display.

Matrix 7.0 Tutorial Videos

Matrix 7.0 Profile

<https://www.youtube.com/watch?v=VEqn5utTeK4>

Matrix 7.0 New Client Portal

<https://www.youtube.com/watch?v=T6Gf4Qa7t1Y>

Matrix 7.0 Agent Notifications of client portal activity

<https://www.youtube.com/watch?v=exjWLDjBldo>

Matrix 7.0 Client portal basics for agent and client

<https://www.youtube.com/watch?v=1n79wNhQPp8>

Showings

Please be courteous when you are showing homes. There have been lights left on, doors unlocked, and bathrooms used without flushing the toilets.

Thank you!

LOCKBOX TIP: NON-RESPONSIVE BOX

If using a one-day or mobile access code and the lockbox doesn't respond by pressing ENT, insert a plastic card (credit card, driver's license, etc) into card box. This will wake up the box. Once awake, remove the card from the box, press ENT and use the code.

If you need assistance or have general questions concerning Matrix or anything NWWMLS related please contact Tricia at: tricia@ranww.org or 715-835-0923



MULTIPLE LISTING SERVICE
MLS

®

NWWMLS Updates

RPAC Report &

Legislative Updates

REALTOR® & Government Day

Wednesday, February 7th, 2018



RPAC

Since 1969, the REALTORS® Political Action Committee (RPAC) has promoted the election of pro-REALTOR® candidates across the United States. The purpose of RPAC is clear: voluntary contributions made by REALTORS® are used to help elect candidates who understand and support their interests. These are not members' dues; this is money given freely by REALTORS® in recognition of the importance of the political process.

Funding Political Campaigns & Community Outreach Activities



REALTORS® Political Action Committee (RPAC)

Voluntary investments from individual REALTORS® for direct contributions to REALTOR® Champions running for national, state and local offices



RPAC Trustees (or in some local associations, the Government Affairs Committee) decide which REALTOR® Champion will receive RPAC funds based on questionnaires, interviews, voting records, support of REALTOR® issues and other important factors.

State & Local Candidates
Congressional Candidates



Roughly one-third goes to congressional candidates and two-thirds to state and local candidates.

President's Circle (PC)



must first invest a minimum of \$1000 in RPAC.

REALTORS® may also directly support congressional REALTOR® Champions who have demonstrated support of REALTOR® issues by their votes, sponsorship of bills or through other ways. PC members

HARD MONEY

Citizens United v. the Federal Election Commission



This 2010 ruling of the U.S. Supreme Court ruling allows corporations, labor unions and super PACS (funded by corporations, labor unions, and wealthy individuals) to spend unlimited amounts of money on independent expenditures to influence elections. This caused RPAC and the REALTOR® Party to step up soft dollar fundraising efforts to keep pace.

SOFT MONEY



REALTOR® Party

Funded by NAR through dues dollars. Each year, approximately \$40 million is devoted exclusively to REALTOR® Party advocacy and community outreach efforts.

Corporate Ally Program (CAP)

Investments from MLSs; real estate technology partners and advisors; NAR business affiliates, political vendors, institutes, societies, and councils; national and regional real estate franchisors; and real estate brokerages that support federal, state and local independent expenditures for REALTOR® Champions running for public office, issue campaigns OR both. One half of each CAP contribution is directed to fund state/local campaigns and the half to support federal campaigns.



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Political Advocacy Fund (PAF)

Corporate investments by state and local associations and their affiliates used for federal political activities permitted by law, such as opportunity races, legislative receptions and "meet and greet" events.

www.realtoractioncenter.com
#REALTORParty



**Ever considered running for an elected office?
Let RANWW help you achieve your goal!**

FREE Candidate Training Academy

Thursday, October 26, 2017 | 8:30 a.m. - 4:30 p.m.

**REALTORS® Association of Northwestern Wisconsin Office
1903 Keith Street | Eau Claire, WI 54701**

What the Course Provides

This course will provide participants with an understanding of what it takes to run for political office at the local or state level and a well-rounded overview of the topics to consider before making that leap. The course is taught by nationally renowned campaign specialists. Upon completion of this training session, participants will be able to:

- **Assess whether they possess the basic traits necessary to run for office**
- **Articulate, in 30 seconds, why they are running for office**
- **Describe elements for developing a campaign plan and begin the planning process**
- **Discuss their research needs based on their target audience and their budget estimates**
- **Assess the multiple avenues to approach a Get Out The Vote (GOTV) plan**



You do not need to be a REALTOR® to attend. Limited enrollment. Cost is FREE. Includes professional trainer, coffee and calories, materials, and 120-page training manual.

Registration is by e-mail ONLY: Bruce King | bruce@ranww.org



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.

October 2017

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 - AHWD Certification Course— **Canceled**

5th - RPAC Lunch at Florian Gardens

11th & 12th - CRS 206 Technologies to Advance Your Business (2-day)

12th - Broker BS Session - Menomonie at Stout Ale House

19th - New Member Orientation

23rd & 24th - Zipform Training

26th - Candidate Training Academy

November 2017

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		

13th & 14th - ABR Core Course - 2 days

13th - 17th - "A Week of Giving"

23rd - RANWW Office Closed Holiday

24th - RANWW Office Closed

December 2017

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 - RANWW Christmas Party

25th - RANWW Office Closed Holiday

January 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			

12th - NWWMLS Bod Meeting

18th & 19th - AE Meeting in Madison

23rd - 25th - Winter Convention