



RANWW

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

UDPATES

NEWS AND CURRENT EVENTS

*"We are the trusted voice in real estate,
united in providing value to the members
and communities we serve."*

SEPTEMBER 2020



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There is no denying that the year 2020 has sent vibrations of unrest, uncertainty and most of all unpredictability for everyone. RANWW has always celebrated our Installation and Awards Events together AND in banquet style! This year, we will be doing something "out of the box"! The Installation and Awards will be done separately this year.

The Installation Event where we install the new President, President-Elect, Treasurer and Director for the upcoming fiscal year will be in the form of a Tour Bus and is happening on **September 22nd, 12nn - 8pm!** Rather than having everyone travel to a venue to attend the celebration, the tour bus will bring the celebration to you! We will also be delivering Thank You gifts to some of our outgoing Directors and Committee Heads! Details about the Awards presentation will be coming soon! Please keep an eye on upcoming RANWW newsletters for details!

As Real Estate Professionals, we do LOVE being together, and we will be again.. but for now, let's enjoy the opportunity to try something new! Wait for it... because it's going to be... #legendary!!!



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



THE Good News corner



ZOOM FOR REAL ESTATE

TECH HOTTIPS

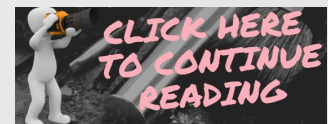
Zoom for real estate: 4 hacks you need to know!

More than 300 million people have participated in Zoom, the live video conference technology. Zoom has become a new real estate go-to tool for communications with millions of Americans working from home and attending online classes.

As with all new technology, the more you become familiar with it, the more features you uncover. Once turned on, some hidden features give real estate professionals more ways to use this communication platform to engage clients and prospects.

Stream from Zoom to Facebook Live or YouTube

Like a lot of powerful features that you may not realize that Zoom offers, broadcasting a Zoom meeting live via Facebook Live, Workplace by Facebook, or YouTube is available. This function, like many hidden gems in Zoom, is found in Settings (zoom.us/account/settings). In Settings, look under "In Meeting (Advanced)", scrolling down to the "Allow live streaming meetings." This is where you can turn on this feature.



Welcome New Members!

Lisa Berglund

Keller Williams Realty Diversified

Jesse Cudd Jr.

Keller Williams Realty Diversified

Mary L. Duncan

Edina Realty—Spooner

Michael Gillis

North Star Realty Group

Stacie Grahs

Re/Max Affiliates

Josh Gullisksrud

Re/Max Affiliates

Seanna Hansen

Northwest Wisconsin Realty Team

Heather Hestad

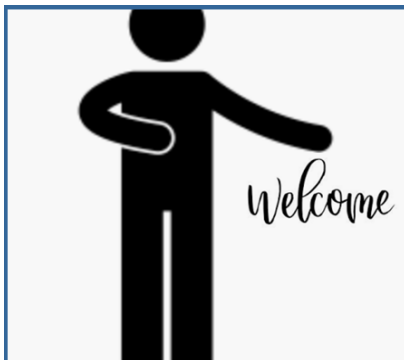
Woods & Water~Blue Diamond

Colin Lekvin

Keller Williams Realty Diversified

Andrew Morrison

Pillar to Post Home Inspectors



Congratulations on
earning your C2Ex
endorsement,
CHERYL KAISER!!!



“
Please write your
MLS INVOICE # on
your check when
submitting
payment.
THANK YOU :-)

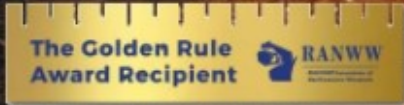
CE Courses must be completed and WI Real Estate License Renewal Required by Dec 14

CONTINUING EDUCATION REQUIREMENT: All real estate licenses MUST complete six (6) courses [18 Credits] approved by the Department of Safety and Professional Services and renew their real estate license before **December 14, 2020**. All of the classes are mandatory!! For more information, [CLICK HERE!](#)



**"DO UNTO
OTHERS AS YOU
WOULD HAVE
THEM DO UNTO
YOU."**

*Do you know someone
deserving of the
Golden Rule
recognition?*



EDUCATION WARRANTOR

WRA Tech Helpline

Scratching your head with tech questions? The WRW Tech Helpline can answer your questions, and the service is completely free with your WRA membership.

Free support on PC/MAC, Tablets, Phones, Virus Removal & More!
WRA Tech Helpline: Call toll-free at **866-610-7997**.

Email: support@techhelpline.com
Chat: chat.techhelpline.com

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!



**FOLLOW REAL ESTATE TODAY
TODAY
PODCAST. CLICK BELOW**

**REAL ESTATE
DURING THE PANDEMIC**



Gain a Competitive Advantage: Showcase Your Commitment to Excellence



Want a better way to demonstrate your knowledge and expertise? Visit [C2EX.realtor](https://www.c2ex.realtor) today and start your journey toward a **Commitment to Excellence** endorsement. This innovative new tool from the National Association of REALTORS® is exclusively for REALTORS®. It's not a designation or course, and it's not a requirement of membership. It's a benefit available to all NAR members **at no additional cost**.

Here's how it works: You start with self-assessment that measures your proficiency in 10 elements of professionalism:

1. Client service
2. Professional reputation
3. Real estate law
4. REALTOR® Code of Ethics
5. Equal service to all (Article 10 of the Code)
6. Advocacy of real property ownership
7. Trust and integrity
8. Use of technology
9. Data privacy
10. Areas of practice

For **brokers**, there's one additional element: creating an environment of excellence in your office.

Earn all the badges and you'll receive the C2EX Endorsement you can use to promote to clients and colleagues including social media messaging, banners, badges, shareable images, posters, table tents, and a personalized certificate.

In the highly competitive real estate business, pursuing the C2EX endorsement can also give you a marketplace edge, says NAR CEO Bob Goldberg. "Not only that, but the program enables REALTORS® to lead the way in improving consumer perceptions of our industry."

Thousands of REALTORS® have already begun their C2EX journey. To get started, log in to [www.C2EX.realtor](https://www.c2ex.realtor). Questions? Call NAR Member Support at 800-874-6500 or email C2EX@realtors.org.



FREE CONVENTION DRAWING!

RANWW IS AWARDING 10 FREE REGISTRATION FEES FOR THE WRA VIRTUAL CONVENTION AND 5 FREE REGISTRATION FEES FOR THE NAR VIRTUAL CONFERENCE SESSIONS!!!

The WRA Convention is being held September 14-16, 2020. Link to WRA info/sign-up [Click HERE](#)

The NAR Conference Sessions take place November 13-16, 2020. Link to NAR conference info [Click HERE](#)

If you are a RANWW member and you'd like to be entered into either or BOTH drawings, please contact the Board Office at 715-835-0923 or email jane@ranww.org. All entries MUST be submitted by 4:30 p.m. on SEPTEMBER 10, 2020!

Enter today!!



THERE'S NO TIME LIKE THE PRESENT FOR

REALTOR® SAFETY

Knowledge | Awareness | Empowerment

Keep Safety Top of Mind for Office, Home & Electronically



Fraud Alert: Insurance Calls **NOT** From NAR

August 19, 2020

Members of the National Association of REALTORS® have reported receiving unsolicited robo-calls from various numbers, claiming to represent "NAR health insurance." These calls and texts do not originate from NAR. The association won't make unsolicited calls to enroll you in an insurance program or otherwise solicit your personal information.

Members may access information about the insurance products available through the [REALTOR Benefits® Program](#) and [REALTORS® Insurance Marketplace](#).

Always be vigilant in protecting your personal information. If you receive requests for any personal information via phone or text originating from any phone number not known to you, do not respond. If you have any concerns about the legitimacy of a communication or request from NAR, please hang up and contact our Member Support team directly by dialing 800-874-6500, or [Contact Us via live chat or email](#).

More on protecting yourself from electronic fraud:

[CLICK HERE.](#)

#REALTORSafetyNetwork





RISK ASSESSMENT AND DUE DILIGENCE AT YOUR FINGERTIPS

SAFER ENGAGEMENTS. SMARTER INTERACTION.

Despite the continued expansion of information technology, certain industries remain dependent on personal interactions with consumers. Engagements often occur with a professional having zero or minimal verified knowledge of the other party.

Leveraging massive data resources and complex analytics, FOREWARN provides instant knowledge, prior to a face-to-face engagement with a consumer, to help professionals better understand and address risk.

Additionally, large numbers of interactions can be scheduled more efficiently, and handled more effectively, with added verification of each individual consumer.

NWWMLS Participant or Subscriber? Set up your free FOREWARN account now!

[Click here](#) and enter your email address when prompted to do so (be sure to use the same address that this email was sent to).

You will receive an activation email from FOREWARN, open it and click the link as instructed. If you do not see the email, be sure to check your junk/spam folder.

The link takes you to a page where you will enter the last 4 digits of your phone number.

If the first 6 digits of the number displayed are not related to your cell phone number, please contact FOREWARN Support at 561.757.4551 to update them with your correct cell phone number.

You will be prompted to enter a confirmation code that will have just been texted to that phone number. Upon confirmation you will be prompted to create a password.

Now you are ready to download the FOREWARN app by clicking on the appropriate link below from your mobile device, or searching for FOREWARN in the app store:

[Click here from your mobile device for iOS / Apple / iPhone / iPad app](#)

[Click here from your mobile device for Android app](#)

After activating your account, you can also log into your FOREWARN account from any web browser via the FOREWARN.com homepage (click 'Sign In' at top-right) or via this link: <https://app.forewarn.com/>



Updates & Changes



RANWW

Foundation

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 that because the area residents may be unable to afford necessary home repairs, 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
- and more!!!

HOW TO APPLY FOR A GRANT

1. Contact a local clergy member, the County Health and Human Services Department or a RANWW member.
 2. Identify repair needed and submit an application. Include two repair bids and photos of the identified area for repair.
- Grants are awarded in \$1250 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.

[CLICK HERE TO APPLY](#)

September 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			

3rd - Foundation Directors Meeting
 7th - Office Closed for Labor Day
 15th-16th - WRA Convention, Kalahari Resort,
 Wisconsin Dells
 29th to Oct 1st - CMLS—Indianapolis

October 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

- **Beginning of new Fiscal/Leadership
 Year 2020-2021-**

8th - New Member Orientation
 9th - NWWMLS Board Meeting
 21st - RANWW Board Meeting

November 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					

13th-6th - NAR virtual conference
 16th - 20th - "A Week of Giving"
 26th - 27th - Thanksgiving, Association/MLS
 office is closed

December 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		

TBD - Christmas Party
 TBD - REALTOR® Ring Day!
 24th - 25th - Christmas Holiday, Association/MLS
 office is closed



**PLEASE WRITE YOUR MLS
 INVOICE # ON YOUR
 CHECK WHEN
 SUBMITTING PAYMENT.**

Thank you!

RPAC Report

Legislative Updates

“ PLEASE ”

As a kid growing up in the 1960s, my parents taught me a core set of manners. Helping seniors across the street, opening doors for people behind you and holding it open for them, opening a car door for a lady. I was also taught to say “**please**” and “**thank you**”. Manners have been around for generations, and it seems like they are being used less and less these days.

I am putting a couple to work right now:

PLEASE invest \$100 or more in RPAC this month. With the election two months away, we need to have the resources to support incumbents and vetted candidates for state office.

PLEASE use WRA’s secure website to make your investment using your Visa, Mastercard or American Express card.

PLEASE use this website: <https://www.wra.org/dgcontribution/>

PLEASE know that you can still mail a check to WRA for your investment, but with the mail running slowly and millions of ballots that will be taxing the postal system soon, a credit or debit card gets the money in and available much faster.

PLEASE understand that we support Republicans and Democrats that support real estate and land use issues.

PLEASE realize that nomination papers for spring elections will be available 4 weeks after the November election and you can support local candidates with your Direct Giver investment.

PLEASE recognize that the real estate market is extraordinarily strong, and your investment is needed, we are running severely behind last year.

PLEASE invest in RPAC.

THANK YOU!!!

- **BRUCE KING**, Government Affairs Director -



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)

Rice Lake Classes

October 20, 21 & 28

Turtleback Golf Course

October 20, 21 & 28

- Oct 20: Course 1 Wis Listing Contracts (8:30-11:30) plus exam
- Oct 20: Course 2 Wis Offers to Purchase (1:00-4:00) plus exam
- Oct 21: Course 3 Wis New Developments (8:30-11:30) plus exam
- Oct 21: Course 4 Wis Real Estate Ethics and Consumer Protection (1:00-4:00) plus exam (Fulfills NAR Code of Ethics)
- Oct 28: Course 5 Wis Real Estate Law and Practice (8:30-11:30) plus exam
- Oct 28: 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, October 20 Rice Lake
- () Course 2, October 20 Rice Lake
- () Course 3, October 21 Rice Lake
- () Course 4, October 21 Rice Lake
- () Course 5, October 28 Rice Lake
- () Course 6, October 28 Rice Lake

Send this registration form, with payment to:
RANWW, 3460 Mall Drive #5A
Eau Claire, WI 54701