



RANWW

Realtors® Association of
Northwestern Wisconsin

Broker BS

April 2024

What you need to know to lead successful REALTORS®

Legal Updates

Proposed NAR Antitrust Settlement UPDATE

Interested in having one of the **WRA attorneys speak to your brokerage** about the proposed settlement, submit your request to the WRA legal hotline using the [Legal Hotline Question Form](#).

On April 19, 2024, Plaintiffs' counsel filed a Motion for Preliminary Approval of this agreement with the federal court in the Western District of Missouri. Importantly, this filing initiates the 60-day time period during which all REALTOR® MLSs, brokerages with 2022 total transaction volume for residential home sales in excess of \$2 billion, and non-REALTOR® MLSs who want to be covered by the settlement must take action. The deadline for these actions is June 18, 2024.

RANWW will continue to work with NAR and WRA to keep you up to date on the information as it becomes available.

WRA Resources

www.wra.org/antitrust

For specific inquiries contact [Legal Hotline](#) (800-799-4468)

NAR Resources

facts.realtor.

competition.realtor.

The WRA President & CEO, Tom Larson, and the legal team will be providing an update and answering questions about what the National Association of REALTORS® (NAR's) recent proposed settlement in the antitrust lawsuit means for your real estate practice.

This webinar does qualify for Course 6 of WI CE.

LEGAL UPDATE LIVE

March 27, 2024, at 1:00 p.m.
ANTITRUST LAWSUIT UPDATES

Wondering what you can do now to prepare yourself and your agents? Both WRA and NAR have training courses and live online trainings to gain valuable skills. Register today!

[Real Estate Negotiation Expert](#) Certification Course (RENE) is an interactive experience to help negotiators elevate their game. You will examine all types of negotiation formats and methods so that you can play the game to win!

Training takeaways:

- Understand the basic types of negotiations, the phases of negotiations and the skills needed for successful negotiating.
- Recognize patterns and tactics being utilized.
- Adjust your communication style to achieve optimum results with any party in the transaction.
- Effectively negotiate face to face and on the phone as well as through email, text and virtually.
- And more!

Course details:

- Date and time: May 29-30, 9:00 a.m. - 4:00 p.m. each day
- Location: Virtual classroom via Zoom. Students are required to be on camera for this class.
- Instructor: Jody O'Brien
- Credits: This course qualifies for the RENE certification and provides elective course credit when working toward the ABR designation. This course also provides 12 hours of GRI live course credits. **There is no CE credit for this course.**

Course fees: \$200 members | \$250 nonmembers

>>>The first 5 members who register and send a certificate of completion to whitney@ranww.org will be reimbursed \$100

[Accredited Byer's Representative](#) (ABR ®) Course teaches you how to create a buyer representation agreement, conduct a successful buyer consultation, and communicate your value to clients.

>>>Now through the end of the year, WRA and NAR are offering this course for FREE to all members.

[WRA Virtual Class](#) | May 16-17
[NAR Live Virtual Schedule & Self Paced](#)



Congratulations!

Join us in not only **CONGRATULATING** Riley on his upcoming graduation from UW-EC but also on accepting a position with the **WRA Advocacy Team!!**

Riley will be heading to Madison at the end of May. Stop by the office **Thursday, May 16th**, to congratulate him and wish him well before he heads out of town.

In 2023, state legislation passed a historic housing bill. Now is the time to put the funds from these bills to action. Visit [WHEDA's website](#) to learn more about all loan programs.

The spring round of funding closes April 30th and will reopen in the fall.
[Learn more](#)

Schedule an RPAC Office Visit today to learn more about our **ADVOCACY** efforts locally and statewide.

Email: riley@ranww.org or whitney@ranww.org

MLS – updates and subscription benefits



Photo Policy Reminder

We have seen an increase in the number of listings in NWWMLS that are in violation of the Residential and Multi-Family property class “Exterior Elevation” primary photo policy. Per policy, “Exterior Elevation” refers to the straight on view of the home’s exterior.

Note: The straight-on view of the home does not need to be the front or street side of the home. It can be any side of the home. However, the photo should capture home features, such as an entry door(s), window(s), porch, deck, and any other details visible from the straight-on exterior view of the home.

Feel free to click the link to review the policy in full detail: [Section 1.2, Pgs 4-5](#)

Examples of compliant photos:



Non-compliant photos



The Matrix logo is centered, featuring the word 'Matrix' in a bold, black font with a trademark symbol. Below it, 'Powered by CoreLogic' is written in a smaller font. The logo is set against a dark blue background with several large, stylized arrows pointing to the right. The arrows are colored in shades of orange and blue. The word 'MAGIC' is written in blue capital letters on one of the orange arrows.

NEW: Monthly Matrix Online Training Classes
Unlock the Potential Within

Training #1: Matrix Essentials - Understanding the Fundamentals of Your MLS System

Keith Hensley, Sr. Trainer with CoreLogic, will provide you with a great foundation on using Matrix, your MLS System! As a REALTOR® and/or Broker... even as an assistant to one of them, Matrix is a major tool for you. Knowing such important aspects as searching effectively for listings, emailing and printing listings, and saving searches as a Saved Search or as an Auto Email, is vital! Would you rather stumble your way through learning Matrix by yourself or spend an hour learning the fundamentals of Matrix from a seasoned expert? As a new user of Matrix, or even as a veteran, this webinar will be a great resource to show (or confirm) how to use Matrix the way it was designed.

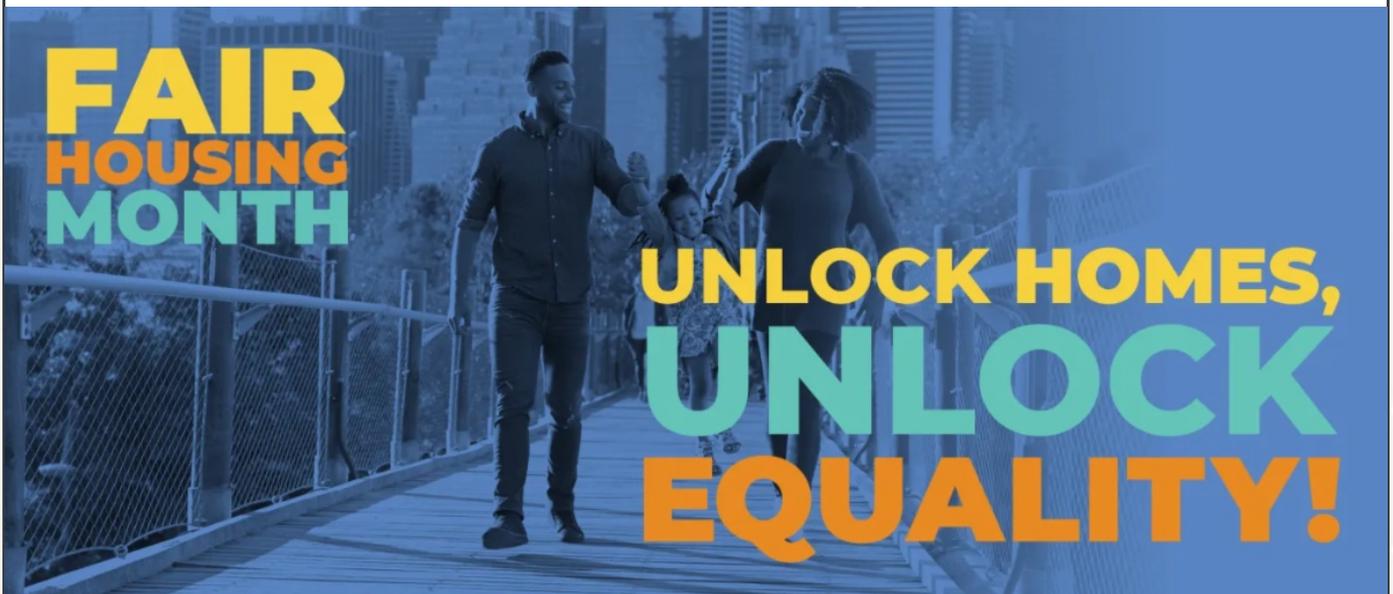
Wednesday, May 1st starting at 2pm CST

[Register for the training link](#)

RANWW in conjunction with CoreLogic will be offering a series of 1 hour trainings for NWWMLS users to **UNLOCK THE POTENTIAL WITHIN**. Additional topics & trainings will be added every month. *Recordings will be available.

The Lockbox Audit has been sent out via DocuSign. If you have not received your copy, please email kim@ranww.org. We have passed the deadline for completion of April 19th. Thank you to those members that have completed their audit.

Fair Housing Month



Every April, REALTORS® commemorate the passage of the Fair Housing Act of 1968 and reflect on housing discrimination and segregation, past and present. As community leaders, real estate professionals have an opportunity to be a part of equitable and inclusive change. Fair Housing Month signifies a recommitment to advancing equitable opportunities and expanding homeownership.

Reflect. Repair. Renew. Because That's Who We R®.

During the month of April, complete 1 or up to 5 NAR Fair Housing microcourses and RANWW will reimburse you. Just send your receipt and proof of completion to whitney@ranww.org.

[View and Print Microcourse Flyer](#)
[View Microcourses](#)

Get Registered – upcoming events & professional growth opportunities



2024 Golf Outing Registration Opens May 1st, 2024

Annual Golf Outing Event | Thursday, August 22, 2024

Watch your email and the RANWW social media channels (social links at bottom of email) to reserve your spot!

This event **sold out** last year, so don't wait!

****Thinking about becoming a SPONSOR?**

Contact Brenda L (brenda@legendstitlestitle.com) or Kim (kim@ranww.org) today. There are only 2 Hole Sponsor opportunities left! Other sponsorship levels available.

2024 RANWW ANNUAL MEETING



Mark your calendars for Wednesday, June 26th, for the 2024 RANWW Annual Meeting. Details to come.

REAL ESTATE CE Courses – deadline Dec 14th, 2024

CE ON DEMAND

Watch and read entirely online

For the 2023-24 biennium, the 18 hours of required credits include the completion of 18 one-hour course topics, comprised of 12 mandatory courses and 6 elective courses. Coursework must be completed by December 14, 2024.

Don't wait. Start your courses today!

Important Information

2023 REALTOR® & Government Day attendance and exam completion - Course 5

2024 REALTOR® & Government Day attendance and exam completion - 1 Elective Credit

2024 April WRA Legal Update - Course 6

Learn More & Get
Started>>>

Association Updates – RANWW, WRA & NAR

REALTOR® Emeritus Status

A REALTOR® Member who has held membership in the National Association as a REALTOR®, REALTOR-ASSOCIATE®, or both, for a cumulative period of forty (40) years and has completed at least one (1) year of service at the National Association level is eligible for REALTOR® Emeritus status.

NAR Service Opportunity: [2025 NAR Committee Application Process](#) is open.
Deadline to submit application is 5/15/24.

In 2023 WRA launched **statewide professional standards** enforcement representing 15 of 17 associations. If you have a concern or dispute with another REALTOR®, the WRA's professional standards enforcement can help to resolve disputes. Or, if you want to learn more about the WRA's professional standards enforcement, click the button below. **Learn More**

Do you want someone else from your office added to this newsletter? Email whitney@ranww.org their contact info and they will be added to the list.



Top Notch Support is Just a Phone Call Away
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