



RANWW

Realtors® Association of
Northwestern Wisconsin

Making Your Membership Work For You

August Newsletter

Mark your calendar

August 22

RANWW Annual Golf Outing

September

REALTOR® Safety Month

September 2

RANWW/NWWMLS Office Closed-
Labor Day

September 11

Cyber Security Lunch and Learn
with Coulee Tech

September 17

NMO: New Member Orientation

LEGAL UPDATE

- NAR Settlement Practice Changes
- WRA Updated Practice Changes
- RANWW/NWWMLS Updated MLS Practice Changes

MLS

- Latest Update: Revised Rules & Policies You Need to Know
- ShowingTime alert notification
- Updated NWWMLS Add/Edit Manual

ADVOCACY

- Do you invest in RPAC?

PROFESSIONAL GROWTH

- CE - Have you started?

UPCOMING EVENTS

- RANWW Golf Outing
- September: REALTOR® Safety Month
- Broker Roundtables
- First Annual ATV/SXS Ride
- Mark your calendars!

ASSOCIATION UPDATES

- 2025 Annual Dues Renewal



Exciting News!

We are thrilled to announce that **Kristyn** has joined the RANWW team as our new **Communications Coordinator!**

Kristyn is bursting with enthusiasm, and we can't wait to see her creativity and dedication shine as she helps us connect with our members and the communities we serve.

Now, let's uncover a few fun facts about Kristyn. Did you know that if she could have any superpower, she'd choose the ability to freeze time?—not just for

herself, but for anyone she chooses! Imagine endless naps, peaceful holiday shopping, and even kid-free vacations (though we'll keep that last part between us #shhh). When winter rolls around, you'll find Kristyn diving into her seasonal passion: crocheting. She's been working on a blanket for three years now, and this might just be the year it finally gets finished. And if you were to join her at a dinner party, you'd likely find Snoop Dogg, Adam Sandler, and even Betty White at the table. Snoop would bring the cool, Adam the laughs, and Betty—well, she'd be the life of the party with her wit, charm, and endless stories.

We're excited to have Kristyn on board, and we know you'll love her as much as we do*(specially more now that you've gotten to know how cool she is in just that one paragraph up top! #heyo)*. So please join us in giving her a warm welcome—this time not in the comments, but by stopping by the office to say hello!



Legal Update

NAR Settlement Practice Changes

Please be aware that the recent changes to NAR settlement practices have taken effect as of August 14-17th. We wanted to remind you of these updates and encourage you to review the new guidelines to ensure compliance with the latest standards.



WRA Updated Practice Changes

The practice changes mandated under the NAR proposed settlement agreement went into effect on August 17, 2024. Watch these videos and learn about the post-settlement consequences to your Wisconsin real estate practice, including changes to the WB forms, new ways to offer compensation off the MLS and structure a compensation agreement, revisions to WRA and WB forms based on the new written buyer agreement requirement, and more.

WRA has created 7 individual on-demand videos to cover all of these topics.

[WATCH THE VIDEOS](#)

WRA Resources

www.wra.org/antitrust

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

*updated WB Forms in Zipforms (July 29th)

Please call the Board Office for any questions or clarification at 715-835-0923 and look for Brenda or Ann or email: staff@ranww.org

Professional Pointers

NAR's Upcoming Practice Changes and Recent DOJ Engagement

Chief Legal Officer Katie Johnson discusses the August 17 practice changes—including how to speak to consumers about the new policies. [Learn more in this video.](#)



MLS
recent updates & info

IMPORTANT POLICY UPDATES:

Latest Updates - Revised Rules and Policies You Need to Know

NAR Settlement related policy changes

Section 2.2 WRITTEN BUYER AGREEMENT REQUIRED: A Participant working with a buyer must enter into a written agreement with the buyer prior to the buyer touring any listing (excluding listings in the commercial property class). This requirement does not apply to potential buyers attending an open house that is open to the public when hosted by the listing broker or a showing by a listing broker of property listed by that listing broker. The written agreement must comply with the following:

- a. To the extent that the Participant will receive compensation from any source under the agreement, the agreement must specify and conspicuously disclose the amount or rate of compensation the Participant will receive or how this amount will be determined.
- b. Any amount of compensation reflected must be objectively ascertainable and may not be open-ended (e.g., "buyer broker compensation shall be whatever amount the seller is offering to the buyer" is considered open-ended);
- c. Such a Participant may not receive compensation for brokerage services from any source that exceeds the amount or rate agreed to in the agreement with the buyer, unless the Participant is the listing broker.

Failure to enter into written agreement with buyer: Per Section 2.2, a Participant working with a buyer must enter into a written agreement with the buyer prior to the buyer touring any listing. Failure to enter into such written agreement results in the following:

1st Offense \$750; 2nd Offense \$1,500; 3rd Offense \$5,000. NWWMLS reserves the right to suspend or terminate any Participant or Subscriber with three or more violations.

NO BROKER COMPENSATION ON LISTINGS

Section 5.1 *NO OFFERS OF COMPENSATION PERMITTED IN THE SERVICE:* Participants, Subscribers, or their sellers are prohibited from making any offer of compensation to other Participants via the Service on any listing filed with the Service in the Service's database.

Section 5.2 *NO REPORTING OF COMPENSATION:* Participants are prohibited from disclosing on the Service the amount of negotiated commission in listing contracts, or total brokerage compensation (i.e., the combined compensation to both listing brokers and cooperating brokers), and the Service shall not publish any commission on a listing that has been submitted to the Service by a Participant.

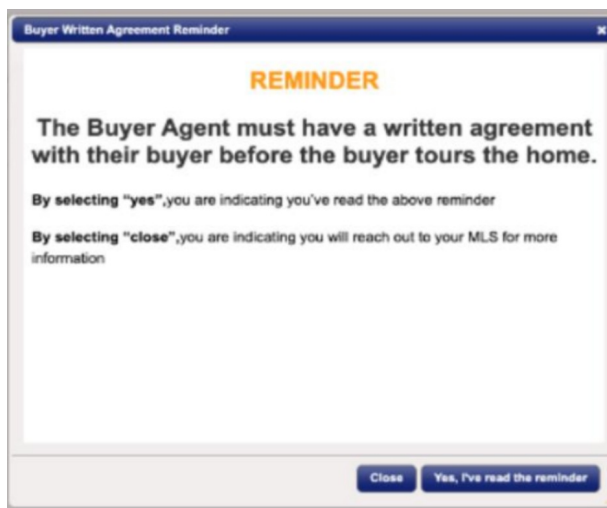
Section 5.3 *DISPLAY OF LISTING BROKER'S OFFER OF COMPENSATION:* If the listing broker operates a website or other electronic service where it displays its own listings as well as those of other Participants, the listing/displaying broker may display offers of compensation to buyer brokers or other buyer representatives only on the listing/displaying broker's own listings.

Section 5.4 *NO SUPPORT OF COMPENSATION PLATFORMS:* Any Participant's use of MLS data or data feeds to directly or indirectly establish or maintain a platform to make offers of compensation from multiple brokers to buyer brokers or other buyer representatives is prohibited and will result in termination of the Participant's access to any MLS data and data feeds.

No offers of compensation: Per Section 2.2 and Section 5.1 no offer of compensation from a listing broker or seller to cooperating brokers is permitted in a listing record.

1st Offense \$1,500; 2nd Offense \$3,000; 3rd Offense \$5,000. NWWMLS reserves the right to suspend or terminate any Participant or Subscriber with three or more violations.

[CLICK HERE](#) to review the updated policy manual.



MLS New ShowingTime Feature

Starting on August 14th, a new ShowingTime feature was implemented to help you navigate industry changes. A new NAR rule will require agents to have a written agreement in place with home shoppers before any showings. To help remind you of this requirement, ShowingTime will display a message during the showing scheduling process in NWWMLS.

[Read More](#)

Updated NWWMLS Add/Edit Manual

Beginning on August 14th, a new ShowingTime feature to help you navigate industry changes will be implemented. A new NAR rule will require agents to have a written agreement in place with home shoppers before any showings. To help remind you of this requirement, ShowingTime will display a message during the showing scheduling process in NWWMLS

[Know More](#)



Advocacy



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**.

Contact Madelyn your local Advocacy Coordinator by calling the RANWW office at 715-835-0923 or emailing madelyn@ranww.org.



Professional Growth

REAL ESTATE CE Courses – deadline Dec 14th, 2024

Have you started your CE requirements yet? Don't wait any longer!!

The December 14th deadline is fast approaching. Now is the time to check in on your progress to ensure timely renewal.

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 June or April WRA Legal Update - Course 6

*After you complete your CE Credits, you will upload your course credit name and date completed to the [DSPS website](#) once license renewal is open (usually October).

[Learn more & get registered>>>](#)



Upcoming Events

2024 RANWW ANNUAL GOLF OUTING

**WILD RIDGE
GOLF COURSE**

EAU CLAIRE, WI

SOLD OUT

THURSDAY

AUG 22, 2024

AFTERNOON

FRIDAY

AUG 23, 2024

MORNING

**OPEN FOR
AFFILIATES**



Sold Out!

Thursday, August 22, 2024 | Wild Ridge Golf Course

**New this year: Hawaiian Theme ☐☐
Prizes will be awarded for BEST DRESSED**

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REALTORS® vs Affiliates

AUG 22nd | 8:30am | Wild Ridge Golf Course

****Separate event and registration required from RANWW [afternoon] Golf Outing**

If you are interested in playing an additional 9 holes of golf, register for the **REALTORS® vs Affiliates** Morning Golf Match. Each team of 2 will compete against the opposing REALTOR®/AFFILIATE team, on a hole-by-hole basis.

SIGN UP: the first **16 REALTORS®** & the first **16 AFFILIATES** that respond to Tristan tristan@cv-re.com will be guaranteed a spot to play.
(**Cost:** \$40/golfer-CASH only → ATM on site-paid day of event at the Pro Shop)



Safety Month Series of Events designed to enhance your safety and knowledge in the real estate industry. Join us for an informative and engaging month of sessions:

Cyber Security with Coulee Tech

Date: 9.11.24

Time: 11:00 AM - 1:00 PM

Where: RANWW Conference Room

Cost: **FREE**

Lunch: provided by Coulee Tech

Registrants receive a complimentary DARK WEB SCAN!!

AND...Coulee Tech is offering and encouraging all attendees to take advantage of their FREE cybersecurity assessment which will dive deeper into their business. This is done by appointment only which can be set up after the training.

[REGISTER](#)

Keeping Yourself Safe with Delta Defense

Date: 9.19.24

Time: 2:00 PM - 4:00PM

Where: RANWW Conference Room

Cost: **FREE**

[REGISTER](#)

Seller Impersonation Fraud (land scam) with Knight Barry Title United

Date: 9.25.24

Time: 2:30 PM - 4:00 PM

Where: RANWW Conference Room and ZOOM

Cost: **FREE**

Stick around for social hour at Infinity Beverage, compliments of Knight Barry!

[REGISTER](#)

[ZOOM REGISTRATION](#)

Don't miss these opportunities to bolster your safety and stay informed.

Each event requires separate registration.

BROKER ROUNDTABLE DISCUSSIONS

PART 2: COLLABORATIVE DISCUSSIONS FOR REAL ESTATE EXCELLENCE

RANWW recognizes there are many changes in the industry locally, statewide, and nationally. We want to take this opportunity to bring our Brokers together throughout our jurisdiction to hear what is working, what is not working and learn from each other.

October 3rd | 9:00 - 10:30
am
Johnson Financial Group
10631 Highway 63 N
Hayward, WI

[REGISTER](#)



October 3rd | 8:30 - 10:00
am
Superior Choice Credit
Union
501 Mccauley Ave
Rice Lake, WI

[REGISTER](#)



October 8th | 4:00 - 5:30 pm
RANWW Conference Room
3460 Mall Drive Suite 5B
Eau Claire, WI

[REGISTER](#)



Join us for a fun, no frills, just comradery ATV/SXS ride starting in Rice Lake, WI.

Exact starting point and route will be communicated closer to the event date.

What to know:

- No charge to join
- Bring your own machine (rental places in Rice Lake)
- Coordinated stops planned
- Bring your own food/beverages
- Optional food/beverage for purchase at stops

***Registration requested to better plan for trails and stops throughout the day**

[REGISTER](#)

Mark Your Calendars

- New Member Orientation: September 17th
- WRA Annual Convention Dare to Dream: September 29-October 1st
- How to Run for Local Government: October 3rd

- Eau Claire Community Table Volunteer Opportunity: October 9th
- State Assembly Meet and Greet: District 67, 68, 69, 91, 92, and 93: October 10th
- REALTOR® Ring Day - multiple locations: December 6th
- Installation & Awards Banquet + Holiday Social: January 10th, 2025

Visit our **EVENTS CALENDAR** to learn more and register.



Association Updates

RANWW

- **2025 Dues Renewal Statements** will be emailed this year only. No paper copy will be sent regular mail.



Affiliate Connection

Protect Your Land with Property Fraud Alerts



Do you know the value of your title company?

Land and other forms of property scams are becoming increasingly popular in our industry. Title companies are a great recourse in protecting your clients and their property. Reach out today to learn more about the services they provide. Some services may not even be an extra charge.

The attached document is a great and easy way to get started and learn more about protecting the property you already own. [Get the document HERE](#)

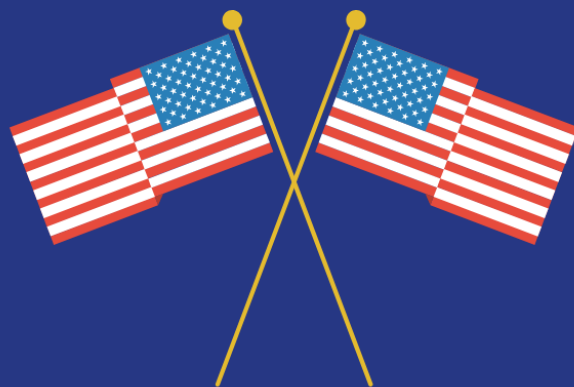
[WRA Member Benefits](#)

[NAR Member Benefits](#)

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

[WRA Website](#)

[NAR Website](#)



Our office will be closed on Monday, Sept 2nd, for Labor Day.



RANWW Officers

Todd Schwartz - President

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Julie Flor- Imm. Past President

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Top Notch Support is Just a Phone Call Away
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