



RASCW

REALTORS ASSOCIATION OF SOUTH CENTRAL WISCONSIN



August 2016

Volume 21 • Number 8

**MARK YOUR CALENDAR**

**Southwest Golf Outing**

Tuesday, September 20  
Dodge Point Country Club  
[Click here for more information.](#)

**Ghoulish Gallop**

**& Irv Stein Memorial Walk**  
Sunday, October 2  
McKee Farms Park, Fitchburg  
[Click here for more information.](#)

**Trivia Challenge**

Wednesday, October 12  
Coliseum Bar, Madison  
Details to Follow

**RASCW Annual Meeting**

Wednesday, November 16, 8 am  
Sheraton Madison Hotel  
Details to Follow

[CLICK HERE](#)  
FULL EVENT CALENDAR

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Membership Update  
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**Reminder:**

**Code of Ethics Training Required for all REALTORS® by Dec. 31, 2016**

Effective January 1, 2013 through December 31, 2016, all REALTORS® throughout the country are required to complete Ethics Training of not less than 2.5 hours of instruction time as a condition of Membership in any REALTORS® Association. Pursuant to the National Association of REALTORS® (NAR) policy, failure to complete the required ethics training is considered a violation of Membership duty for which the REALTOR® must be suspended until required training is complete. This suspension includes not only local services, including MLS, but also access to all Wisconsin REALTORS® Association (WRA) and NAR Member-only services, such as the Legal Hotline and Zipforms.

A REALTOR® completing Ethics Training as a part of the New Member Orientation is not required to complete additional ethics training for this period. We will have record of you completing this requirement if you have attended the RASCW New Member Orientation since January 1, 2013, or have taken the 2015-2016 Continuing Education Course 4, Ethics and Fair Housing in Wisconsin, offered by the WRA.

Continuing Education providers other than the WRA may or may not meet the NAR requirements for course objectives and minimum criteria. You will need to confirm with your provider that approval has been received. If you have met the Ethics Training requirement by taking the CE course through a provider other than the WRA, please notify Beth at the RASCW office at [beth@wisre.com](mailto:beth@wisre.com) so it can be noted in your Membership records. If your CE provider does not meet approval, NAR has an online course available at no cost. [Click Here for NAR Online Code of Ethics Course](#)

**New Senior and Elder Members**

Are you eligible to be a Senior Member? You are if, on January 1, 2017 you are 60 years of age or older and have been a continuous Member of RASCW for at least 20 years. This means that you can reduce your local RASCW dues by 1/3 for 2017.

If, on January 1, 2017, you are 65 years of age or older with 25 or more years of continuous membership in RASCW or you are 70 years of age or older with 10 or more years of continuous membership in RASCW, you are eligible for Elder Status. Your local RASCW dues are then just \$12.00 for 2017.

Please contact Beth at the RASCW office – 608.240.2800 or [beth@wisre.com](mailto:beth@wisre.com) – to change your Membership status.

**Sauk Columbia Chapter Picnic • Haskins Park, West Baraboo**

**Thursday, September 1, 2016 • 4:00 p.m. – 7:00 p.m.**

Entry Fee - \$5 to be donated to charity (collected at the door)

Please sign up by emailing [Beth@wisre.com](mailto:Beth@wisre.com).

**SPONSORS:**

Josey Cabaj



# REALTOR® REVIEW

A REALTORS® Association of  
South Central Wisconsin  
Publication

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The purpose of the REALTOR Review is to inform its Members of events, issues and accomplishments pertaining to the REALTORS® Association of South Central Wisconsin.

If you would like to submit information, story ideas, or articles for inclusion in the REALTOR Review please contact Kevin King at [kevin@wisre.com](mailto:kevin@wisre.com).

Submit typewritten articles, with contact name and phone number to:

### RASCW

4801 Forest Run Road, Suite 101  
Madison, WI 53704-7337

Phone: (608) 240-2800  
Fax: (608) 240-2801

Items submitted in Microsoft® Word programs are also welcome.

[www.rascw.org](http://www.rascw.org)



## President's Message: Dewey Bredeson



This month I want to make a shout out to the REALTORS® Riders Team that raised money for the Boys & Girls Club of Dane County. The Team was made up of Tom Weber, Kathy Bartels, Sara Whitley, Paul Whitley (Sara's husband), Ophelia Whitley (Sara and Paul's daughter) and me.

As you know, the National Association of REALTORS® and the Boys & Girls Clubs of America are joining forces so America's kids continue to have a bright future. The Dane County chapter has helped thousands of kids in our area achieve positive outcomes.

We met on a picture perfect Saturday in July and rode between 8 to 50 miles along with over 1,000 other riders. After the ride we had our team table to enjoy some food, beverages and each other's company.

We were a bit late to get organized as this was our first year entering a team, but the REALTORS® Riders team raised \$1,820 for the kids – well in excess of our \$1000 goal! I have heard some feedback from other REALTORS® saying they would have liked to participate, so next year the plan is to engage the entire RASCW membership.

If you see anyone from this year's team thank them for their community service and look for information next year about the Bike for Boys & Girls Club ride and our REALTORS® Riders.



At a somewhat less strenuous but equally important fundraiser, RASCW Director Ellen Koeppen along with her associate Angela Noltmier participated in the "Drivin' Fore the Club" golf outing on behalf of the Boys & Girls Club of the Tri-County Area (Green Lake, Waushara and Marquette Counties).

RASCW Director Ellen Koeppen (center) is joined by Mandi Henricks, President of FLASH Trucking (major supporter of the Boys & Club) and President of Boys & Girls Club Board of Directors (left) along with Patty Beutin of FLASH Trucking (and Mandi's sister). The other two individuals are photo-bombers...



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## Cindy Strange "Pay It Forward" Award

"Success is always sweetest when it's shared." That was the mind set of Cindy Strange. She also believed in giving people more than they'd expect was the way she wanted to live.

Cindy Strange was a long-time and highly valued Member of RASCW whose untimely death in 2006 shocked us. She was recognized as the RASCW Affiliate of the Year in 2004. Her personality and inspiration are missed by all that knew her.

In wanting to preserve and honor her outstanding qualities, RASCW is proud to present the 2016 Cindy Strange "Pay It Forward" Award to a REALTOR® or Affiliate Member who demonstrates those same qualities. The Award will be presented to a RASCW Member who is unselfish with his or her time, is involved with the Association and shows contagious enthusiasm in all they do, whether it is serving on committees, participating in or sponsoring RASCW events. The individual nominated is always looking for ways to give to the real estate industry and community without expectation of return.

The recipient for the Award will receive the proceeds from the RASCW Cindy Strange Memorial Golf Outing to present to the charity of his or her choice.

If you would like to nominate a REALTOR® or Affiliate Member, please send his or her name, company and how this individual demonstrates the spirit and qualities of this Award to:

Mike Jiru at [mike.jiru@fbfcwi.com](mailto:mike.jiru@fbfcwi.com) or to Carla Nowka at [cjm@ptitle.com](mailto:cjm@ptitle.com)

Nominations must be received by Friday, September 30, 2016.

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## MLS NEWS

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Monthly Statistical Reports  
[Click Here](#)

### The Rumors are True – New Supra Keyboxes and Keycards to be Distributed Late Fall

The MLS Board of Directors recently voted to renew our contract with Supra for the next generation of keyboxes and keycards. Our current keyboxes are reaching their 10-year battery life expectancy, and Bluetooth technology is now available. **The new system will operate 100% via smartphone/eKey. Yes, this means your keycard will be an app on your smartphone; you will not have an option for a separate device.** This is a preferred offering as your smartphone and the new keyboxes can communicate directly via Bluetooth without the need for a FOB. Those currently using the eKey will simply update their app, which will allow them to use Bluetooth to talk directly to the keybox without the use of a FOB. Details of the exchange are still being finalized and will be forthcoming. You will need to return keyboxes currently in your possession, so please start rounding up the ones rolling around in your trunk and in the deep dark corners of your garage.

### Recent Paragon™ Updates

- The ability to set 0 as days back within your personal Market Monitor defaults. 0 days represents changes from just today, whereas 1 represents changes from today and yesterday. The system default will remain at 1.
- When cloning a previous listing, you now have the ability to include photo labels.
- The ability to go from search directly to full view in Tax has been restored.

### Finished Above Grade Square Footage

A room is considered to be above grade only if the entire level that room is located on is above ground level. A finished room that has exposure (at least 8% of square footage is window space), but is on a level that is not completely above ground level, should be included as Below or Partially Below Grade Exposed. [Click here](#) for a must have resource to help you classify square footage correctly.

### Open House Search in Paragon™

You can search for upcoming open houses under the Search Program in Paragon™. Click on Search and select the property class. Open up the Advanced Criteria section at the bottom to find the Open House Date search prompt to search for a specific date, or a Yes/No option to find all upcoming open houses. If you have a client who would like to be notified of open houses within their search area, you can include Open House = Y as a criteria in their saved search.



## 10 Power User Features of the RPR app



The RPR app and busy REALTORS® have much in common. Mainly, they are each constantly in motion. We know that to keep up with an agent's need for quick access to property and market trend data, the app must continually build in new features and related usefulness. Fast forward, here are the top 10 features of the RPR app power users should know about, including some important new enhancements.

1. Choose your start screen
2. Draw map search
3. Compass mode
4. Map, Hybrid and Satellite map view
5. Zoom to parcel level to see all homes
6. Swipe in List View
7. See comparable properties
8. Report cover photo
9. Print/share reports
10. Research schools

View details on these 10 Power User Features at: <http://blog.narrpr.com/tips/10-power-user-features-rpr-app/>

## FREE Home Buyer Education Classes

Presented by GreenPath, Home Buyers Round Table of Dane County and Project Home.

**Where:** Project Home's Training Center,  
1970 S. Stoughton Road, Madison

**Next classes:**  
Tuesday • 6:00 pm – 9:30 pm  
September 13 and 20  
October 11 and 18

For more information, please click [HERE](#)

## The CE Clock is Ticking

*The December 14, 2016 deadline is now less than six months away.*

Our goal in partnering with the Wisconsin REALTORS® Association is to provide a high standard of real estate education, enabling you to better serve your clients. All Wisconsin real estate licenses must be renewed by December 14, 2016. License renewal requires 18 hours of continuing education.

There are four mandatory courses and four DSPS-approved electives. Licensees must complete the four mandatory courses and two electives from the DSPS-approved electives list.

### Mandatory Courses (All licensees must take courses 1-4)

Course 1 Wisconsin State-Approved Listing Contracts

Course 2 Wisconsin State-Approved Offers to Purchase

Course 3 Wisconsin New Developments

Course 4 Ethics & Fair Housing in Wisconsin (includes NAR ethics requirements)

### Elective Topics (Licensees must take two of the following)

Elective A Disclosures in a Wisconsin Transaction

Elective B Risk Reduction for Wisconsin Salespeople and Brokers

Elective C Inspections and Testing in Wisconsin Transactions

Elective D Wisconsin Condominiums

### Upcoming Classes at WRA (Madison)

Aug 17: CE A (8:30 am) and CE C (1:00 pm)

Sept 29: CE 2 (8:30 am) and CE 1 (1:00 pm)

Oct 6: CE 4 (8:30 am) and CE 3 (1:00 pm)

The WRA's Course 4: Ethics & Fair Housing in Wisconsin satisfies NAR's Code of Ethics requirements.

Register at [www.wra.org](http://www.wra.org). Click on the Continuing Education tab and follow the prompts.

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## 2016 RASCW SOUTHWEST ANNUAL GOLF OUTING



SEPTEMBER 20<sup>TH</sup>

DODGE POINT COUNTRY CLUB  
1771 COUNTY HWY YD  
MINERAL POINT, WI 53565

[CLICK HERE FOR MORE INFORMATION OR TO REGISTER](#)



Federal law requires property owners with federally insured mortgages to buy and maintain a minimum amount of flood insurance coverage for properties located in Special Flood Hazard Areas. Today, property owners may not satisfy this "continuous coverage" requirement with some private market alternatives to the National Flood Insurance Program (NFIP). If a policyholder leaves the NFIP for one of these private market options, the owner could jeopardize their grandfathered status and face substantial rate increases should they later return to the NFIP.

**What's in play:**

H.R. 2901, the Flood Insurance Market Parity and Modernization Act, makes technical amendments to the Flood Disaster Protection Act of 1973.

**Bill status:**

H.R. 2901 passed the House and is waiting for action in the Senate.

**Background:**

H.R. 2901 clarifies that property owners may satisfy the mandatory purchase requirement with either an NFIP policy or private market coverage that meets state law.

The legislation ensures that consumers can move freely between the NFIP and private coverage without penalty.

The legislation reserves the NFIP as a viable choice, keeping homeowners from becoming stranded should private insurance options change or become more expensive after major floods.



The WRA engages in advocacy on behalf of REALTORS® and property owners through a variety of programs including:



**Unlock the Dream Tour**



Please join Habitat for Humanity® of Dane County on a tour of the Habitat mission to learn how Habitat for Humanity® of Dane County works to improve the lives for families in need through building homes, communities and hope.

On the tour you will:

1. Hear a Habitat homeowner's personal story about how owning their Habitat home has made a positive and lasting impact on their family.
2. Hear about Habitat's work firsthand and learn more about its work to transform neighborhoods by empowering families and strengthening communities.

Each tour will take no longer than one hour and you will not be asked for a financial donation. The tours are to inform and to inspire.

All tours take place at the Habitat for Humanity® of Dane County headquarters at 1014 Fiedler Lane, #29, Madison on the following dates:

- Thursday, August 18 at 5:00 pm
- Wednesday, September 7 at 8:00 am
- Thursday, September 15 at 5:00 pm

For more information and to schedule your tour, please go to: <https://habitatdane.org/Register-Dream-Tour>

**Win a Free WRA Convention Registration**

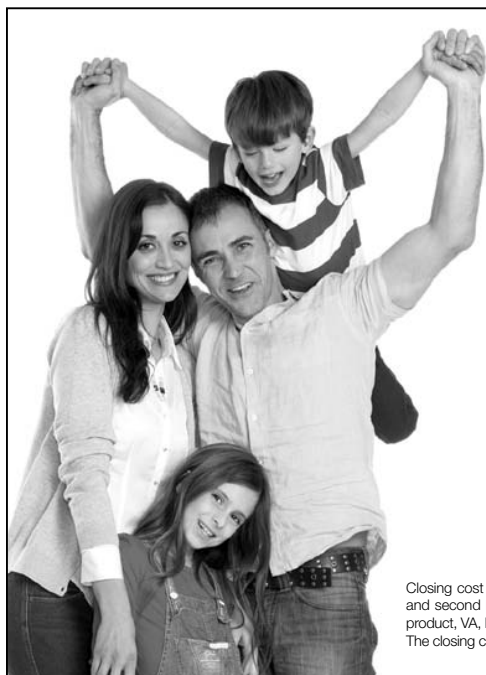
The WRA will offer one "Free" convention registration for a RASCW Member.

Criteria:

1. Registration may not be sold and is not transferable.
2. Recipient must be a RASCW member in good standing.
3. Recipient may not be a RASCW Director or Officer.
4. Deadline for submission: August 24, 2016
5. Recipient may add ticketed items at his or her own cost.



Simply mail, fax or e-mail your name, company name and telephone number to: "Free Registration" Attn: Patricia, 4801 Forest Run Road, Suite 101, Madison, WI 53704 • Fax to 608.240.2801 • e-mail [pborman@wisre.com](mailto:pborman@wisre.com). The winner will be notified on August 25.



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Closing cost credit available on construction loans, first mortgage purchase and refinance transactions that are for primary residences and second homes. This offer is not available for loans secured by a second lien, home equity line of credit, Foundations for Families product, VA, FHA or USDA loans. This offer is available for loans with applications dated from January 1, 2016 through December 31, 2016. The closing cost credit will be applied at the time of loan closing. This is not valid with any other mortgage offers and is subject to change.



Here are a few of the latest and the best articles on commercial real estate:

<http://blog.narrpr.com/commercial/strength-realtor-data-commercial-business-needs/>

RSK: RPR Commercial has so many features. Here is a list from a survey that commercial real estate practitioners like and use the most. If you've not already done so, please get an ID and password. It is absolutely free people.

<http://www.globest.com/sites/paulbubny/2016/07/27/income-plays-bigger-role-in-real-estate-returns/>

RSK: The general idea here is returns have not kept up with value. Are people paying too much for their real estate investments for less of a return?

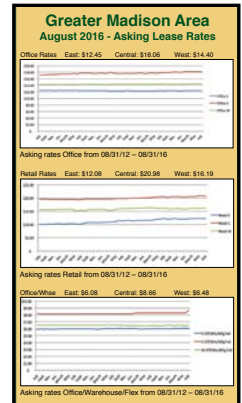
<http://www.massimo-group.com/the-3-ways-to-build-your-prospecting-database/>

RSK: Something we all need to do....especially if and when the market turns. Those who have this ready will stay ahead of the game.

<http://commercialrealestateshow.com/listen/july-27-student-housing-investment-market-update/>

RSK: Mr. Bull's Weekly Podcast covering multifamily. This will give you a heads up of where it is headed.

For more articles such as these sign up for my weekly newsletter covering commercial real estate news and views. It is absolutely free. Just drop me an email at [cirexnews@gmail.com](mailto:cirexnews@gmail.com)



[Click Here for the August Asking Lease Rates](#)

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## RASCW Member Benefit

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**\$8 each (includes tax)**

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Madison East  
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## Calendar: August 15 - September 15

**Thursday, August 18**  
Paragon™ Basic  
9:30 am – SCWMLS Training Room

**Wednesday, August 24**  
RASCW Board of Directors  
8:30 am – First Weber Corporate

**Thursday, August 25**  
New Member Orientation in Southwest Area  
8:30 am – Wisconsin Bank & Trust, Platteville

**Thursday, September 1**  
Sauk Columbia Chapter Picnic  
4:00 pm – Haskins Park, West Baraboo

**Monday, September 5**  
RASCW/SCWMLS Offices Closed for Labor Day

**Wednesday, September 7**  
Membership Networking Committee  
9:00 am – Preferred Title

**Thursday, September 8**  
Affordable Housing Equal Opportunities Committee  
9:00 am – RASCW/SCWMLS Conference Room

**Friday, September 9**  
MLS Committee  
9:00 am – RASCW/SCWMLS Conference Room

**Thursday, September 15**  
New Member Orientation  
8:30 am – WRA Education Center

SW Networking Committee  
11:00 am – Livingston Bank, Platteville

[CLICK HERE](#)  
**RASCW EVENT  
CALENDAR**

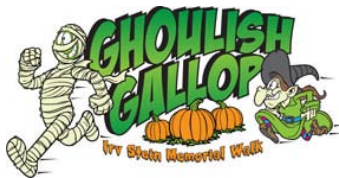
*is on our website!*

[CLICK HERE](#)  
**COMMITTEE DESCRIPTIONS  
COMMITTEE SELECTIONS**

*Join a RASCW committee today!*

[CLICK HERE](#)  
**REGISTER FOR  
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### RASCW Ghoulish Gallop & Irv Stein Memorial Walk

**Sunday, October 2 • McKee Farms Park, Fitchburg**

Please consider [SPONSORING](#), [REGISTERING](#) or [VOLUNTEERING](#)  
For this event and help us provide down payment assistance  
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## REALTOR® Safety: Common Practices That Put You in Danger

*These habits may be standard operating procedures when you're in the field, but they raise your risk of being attacked if you're with a sketchy prospective client. Here are ways to reduce your risk. By Graham Wood*

How often do you do the following things on a day-to-day basis when you're working with clients? They may seem innocent, but when you don't know a prospect well and you're in the field with them and in a vulnerable position, these practices could put you in greater danger. Here are some safety items to keep in mind the next time you're at a showing or making arrangements with clients.

- Taking clients into rooms with one exit. Attics, basements, and interior bathrooms typically have a single doorway to enter and exit and no windows to safely crawl through, so you can easily be trapped. During showings, encourage clients to explore these rooms on their own while you attend to other details or wait in the hall.
- Parking in the driveway. Other cars can block you in, which will make it difficult to escape quickly if you need to. Park on the street instead.
- Straying from windows in commercial properties. When you're showing large vacant buildings, the deeper you go into the interior, the better the opportunity for someone to attack you without anyone noticing. Walk clients around the outer perimeter of each floor, where there are windows in case you need to call for help from someone outside.
- Putting your tech on display. Displaying your high-end gadgets may help wealthy and technologically savvy clients feel connected to you, but it can also make you a target for robbery. Try to limit the gizmos to private meetings and presentations. If you don't need it for the appointment, leave it at home or in the car.
- Relaxing your protocols for relocation clients. Meeting prospects at the office first is a primary safety procedure, but out-of-towners flying in to see a property may be short on time. You still should have face-to-face interaction in a safe environment before agreeing to meet them at a listing. Communicate with them on Skype or FaceTime before they come to town to get a sense of their demeanor.

*Sources: Miki Bass, CEO of the Arkansas REALTORS® Association; Sam DeBord, CRS, managing broker of Seattle Homes Group-Coldwell Banker Danforth, Seattle; Tracey Hawkins, founder of Safety and Security Source, a real estate-focused security company*

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## NAR Member Benefit and Referral Program



Liberty Mutual is NAR's exclusive auto, home, and renter's insurance provider, offering quality coverage, expert advice, and exclusive savings of up to 10% for NAR members. Here's what this means for you:

### Benefits & Highlights for NAR Members

- Every client you refer to Liberty Mutual and an auto insurance quote is completed you receive \$40.
- This is in addition to the 10% auto insurance discount you also receive and 5% discount off of Liberty Mutual's home insurance.

### How Can This Referral Program Work For You

- Pay for your RASCW, WRA and NAR dues
- Invest in your business – take your client to lunch or purchase a closing gift
- Support a charity of your choice

### Your Liberty Mutual Benefits Can Also Help Your Clients

The Liberty Mutual Auto Insurance Referral Program™ lets you extend to your clients the same exclusive auto insurance benefits that you have access to through NAR's REALTOR Benefits® Program. Plus, for every client you refer to Liberty Mutual who completes an auto quote, you receive \$40.

To get started contact:

Jason Guttenberg

Liberty Mutual Insurance

Phone: 608 628-8888

Email: [jason.guttenberg@libertymutual.com](mailto:jason.guttenberg@libertymutual.com)

Website: <https://www.libertymutual.com/jasonguttenberg>



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20% Minimum Down Payment

\*APR is based on a loan amount of \$300,000 and a 20% down payment. Must be a single family, primary residence. Offer valid for new construction loan transactions opened between 01/20/16 and 11/01/16. Subject to credit approval. Rates subject to change.

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MEMBER FDIC LENDER



## Thank You for Making Our Fundraiser a Hit!

July 14, 2016

### 12th Annual Mallards Game

Tailgate Fundraiser On Behalf of



The 12th Annual Mallards Game Tailgate and Fundraiser took place on July 14, 2016 and the turnout was fantastic. This event is sponsored by the RASCW Affordable Housing and Equal Opportunities Committee on behalf of Movin' Out, Inc.

For those not familiar with Movin' Out, Inc. - non-profit organization devoted to helping people with disabilities obtain safe, affordable housing and enable them to be good neighbors and community members - please visit [www.movin-out.org](http://www.movin-out.org) for more information.

A very special Thank You to our generous sponsors. Along with their support, and the support of those individual ticket purchasers, we expect to be able to provide a donation of \$8,000 to Movin' Out once again this year.

Presented by the Affordable Housing/Equal Opportunities Committee of the Realtors® Association of South Central Wisconsin

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## MEMBERSHIP UPDATE

### NEW MEMBERS

**Chanell Abing**  
First Weber Inc

**Daniel Breunig**  
Lake & City Homes Realty

**Levi Davis**  
Fomem Realty, LLC

**Dan Ewers**  
Keller Williams Realty

**Joel Fenske**  
First Weber Inc

**Randall Gartland**  
123 Realty LLC

**Kimberley Govert-Meris**  
Century 21 Affiliated

**Tina Graham**  
Badger Realty Group

**Susan Held**  
Franken Appraisal Services, LLC

**Ryan Huemmer**  
RE/Max Preferred

**Bart Jackson**  
First Weber Hedeman Group

**Harriet Jadwiga Tyłka**  
Century 21 Affiliated

**Rob Jaggi**  
Robin Realty

**Kari A. Kelliher**  
Potterton-Rule, Inc

**Debbie Lindquist**  
Keller Williams Realty

**Jennifer Macdonald**  
Bunbury & Associates, REALTORS®

**Erica Meier**  
Hovde Properties, LLC

**Barbara Mezera**  
River Ridge Realty, Inc.

**Alice Morrison**  
First Weber Inc

**Kurt Nichols**  
eXp Realty, LLC

**David Patch**  
Keller Williams Realty

**Dave Pinnow**  
Stark Company, REALTORS®

**Craig Robson**  
Robson Home Inspection LLC

**Nicholas Radlinger**  
Keller Williams Realty

**Deborah Schuelke**  
RE/Max Connections

**Bridget Schwartz**  
First Weber Inc

**Taylor Toros**  
Century 21 Affiliated

**Rich Wirth**  
Stark Company, REALTORS®

#### AFFILIATES

**Kyle Fisher**  
Fisher Home Inspections

### MEMBERSHIP TRANSFERS

NAME	FROM	TO
Diane Dailing	Green Lake Real Estate	Berkshire Hathaway HomeServices Metro Realty
Jacob Fleming	Fleming Development	First Weber Inc
Sue Gilbertson	RE/Max Preferred	Restaino & Associates
Sue Hughes	Potterton-Rule Inc	Wisconsin Real Estate Brokers, LLC
Allison Kenison	Realty Executives Cooper Spransy	Keller Williams Realty
Ellen Koeppen	Green Lake Real Estate	Berkshire Hathaway HomeServices Metro Realty
Shelley Lazzareschi	Keller Williams Realty	RE/Max Preferred
Julianne Noble	Evansville Realty LLC	Century 21 Affiliated
Angela Noltmier	Green Lake Real Estate	Berkshire Hathaway HomeServices Metro Realty
Stacey Roth	United Country Marshall's Real Estate	Northern Exposure Real Estate LLC
Christian Wolf	First Weber Inc	Sainsbury Real Estate
Michael Zink	Green Lake Real Estate	Berkshire Hathaway HomeServices Metro Realty

### NEW OFFICES

**123 Realty LLC**  
DeForest, WI

**Fisher Home Inspections**  
Verona, WI

**Robin Realty**  
Verona, WI

**Robson Home Inspection LLC**  
Portage, WI

### In Memoriam

Our condolences to the family and friends of-



**Todd Bruce**

Todd became an Affiliate Member of RASCW in 2004 and was a valuable volunteer to the RASCW Affordable Housing Equal Opportunities Committee.



**Sherman Geib**

Sherm was a long-time member, joining the then Madison Board of REALTORS® in 1952 and retiring in 2014. For 60+ years he specialized in rural and industrial properties along with his appraisal practice.



**Jule E. Marks**

Jule joined RASCW in 2004, using her degree in interior design to the benefit of her customers and clients. She was also a tireless volunteer in her community.

Each will be missed. We are thankful to have known them.