



RASCW

REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN



September 2016

Volume 21 • Number 9

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 Extravaganza

Wednesday, October 12
Coliseum Bar, Madison
[Click here for more information.](#)

RASCW Annual Meeting

Wednesday, November 16, 8 am
Sheraton Madison Hotel
[Click here for more information.](#)

[CLICK HERE](#)
FULL EVENT CALENDAR

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Membership Update

Ghoulish Gallop & Irv Stein Memorial Walk Sunday, October 2 • McKee Farms Park, Fitchburg

To Benefit:



Please consider

[REGISTERING](#) or [VOLUNTEERING](#)

For this event and help us provide
down payment assistance
loans throughout South Central &
Southwest Wisconsin.



**10K & 5K Run/Walk
and Kids' Run**

REGISTER BY SEPTEMBER 15 TO GUARANTEE A SHIRT

[CLICK HERE FOR MORE INFORMATION](#)
ghoulishgallop.com



Limited Space! Sign up Now!

Trivia Extravaganza

Wednesday, October 12th 2-5 pm

The Coliseum Bar

\$20 per team • Teams of 4

Light Apps • Cash Bar • Prizes!

[CLICK HERE FOR MORE INFORMATION](#)

REALTOR® REVIEW

A REALTORS® Association of
South Central Wisconsin
Publication

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Ann McGinty, Communications Coordinator

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.

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



President's Message: Dewey Bredeson



Fall is here! That means the kids go back to school, the weather gets colder, the days shorter and it's time for the [WRA Convention](#). That is right; it is next week Tuesday and Wednesday. You can still sign up or register at the door. Plus it is half price if you bring a REALTOR® friend. It is a great opportunity to meet your fellow REALTORS® from across Wisconsin, attend a great party and welcome in RASCW's very own Erik Sjowall as the new WRA Chairman of the Board. But, mostly you should do it for your own education.

There are numerous workshops you can take guaranteed to improve your business, or if you are a procrastinator and haven't started your continuing education (due by this December) there are 3 CE classes offered and you could be half way through your CE for the biennium.

The Convention is in RASCW's service area at the Kalahari Resort in Wisconsin Dells, so travel should not be an issue. Just go, I know I will be there.



Congratulations to Lisa Engel

RASCW Member Lisa Engel is the 2016 winner of the FREE Convention Registration to the Wisconsin REALTORS® Association Convention – "Waves of Opportunity" – September 13-14 in the Wisconsin Dells.

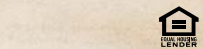


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Reminder:

Code of Ethics Training Required for all REALTORS®

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 a 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 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](#). The deadline is **December 31, 2016**.

MLS NEWS

Visit www.scwmls.com for expanded details.



Upcoming Keybox Exchange

The South Central Wisconsin MLS will be exchanging old iBoxes for new Supra BTLE iBoxes (Bluetooth technology) beginning in October. As we get closer to that time, we will provide more details via this newsletter, emails and hot tips on the Paragon™ homepage.

Important Information about the Keyboxes:

We will continue to lease boxes to our member brokers at no charge and distribute them as we have in the past.

Your company allotment of new Bluetooth boxes will be based on current listing inventory. We count all single family, condo and multi-family listings in active, pending and withheld statuses in calculating your company keybox needs, plus we give you an extra 25% above that number. As your company inventory goes up, you will be able to lease additional boxes.

As pricing for our new keyboxes was based on trading in our current boxes, we will be collecting all the infrared iBoxes. **You may be billed for missing boxes, so please start looking for all the old keyboxes now.**

Important Information if you are an Activekey user currently:

Activekeys™ will work on both the old and new boxes during the transition period, but once new keyboxes are placed on all properties, you will need to return your leased Activekey™ to the MLS office and download a new eKey™ app on your smartphone.

Important Information if you are already an eKEY user:

During the transition period, you will continue to use your fob to open the old infrared boxes, but it is not needed to open the new Bluetooth boxes. Once all the boxes have been swapped out, the fob will no longer be needed. Please note that older iPhones (version 3 or 4) will still need to be paired with the fob, even for the new Bluetooth boxes.

MLS Associated Docs on ZipForms

The standard MLS Associated Documents for Farm, Auction and Limited Service have been newly added to ZipForms. You can also find SCWMLS profile sheets on ZipForms.

Photo Tip

When arranging photos in Paragon™, if you end up with a blank box between photos, you can simply drag that blank photo graphic to the end instead of moving each photo ahead by one space. If you leave a blank box, Paragon™ is smart enough to ignore it in the slideshow, but reports with multiple photos and some data exports are not as smart. Bottom line -- don't leave blank spots between photos.

Ghoulish Gallop & Irv Stein Memorial Walk

VOLUNTEERS NEEDED!
Click here to sign up.

Sunday, October 2, 2016
McKee Farms Park, Fitchburg



C. Eric Sweeney
Mortgage Loan Officer
NMLS #1113922
608.282.6141



Santino VanDerWielen
Mortgage Loan Officer
NMLS #283563
608.282.6173



Mike Watson
Mortgage Loan Officer
NMLS #486766
608.282.6177

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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 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 who 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 or to
Carla Nowka at cjm@ptitle.com.

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

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
November 8 and 15

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

Only 97 Days Left

The December 14, 2016 deadline is approaching quickly. In partnering with the Wisconsin REALTORS® Association, we are able 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)

- 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)
- Oct 7: CE B (8:30 am) and CE D (1:00 pm)
- Oct 11: CE 1 (8:30 am) and CE 2 (1:00 pm)
- Oct 12: CE 3 (8:30 am) and CE 4 (1:00 pm)
- Oct 13: CE A (8:30 am) and CE C (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. Click on the Continuing Education tab and follow the prompts.

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Thank You - Backpacks for Buddies

Thank you to all who contributed to our "Backpacks for Buddies" Campaign! With all your donations, we were able to collect 154 backpacks and small bags to distribute to 8 of the 10 Counties represented in our membership who indicated they needed them. We also collected 128 tubes of toothpaste, 124 toothbrushes, 50 toothbrush holders, 50 hand sanitizers, assorted toiletries, 6 soccer balls as well as cash donations.



Thank you from Community Care Services:

Thanks again for sharing with us! These are some great bags that will be enjoyed by many kiddos. 😊

Thank you from Crawford County Family and Children's Unit:

Thank you very much for the donation of backpacks and personal items for our foster youth. Your generosity and kindness is greatly appreciated and will benefit the children of Crawford County.

Thank you from Dane County Foster Care:

Thank you so very much for all of the goodies! I love the changes you guys made in your donation drive. Much better for our kids!

Thank you for partnering with us!



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

<https://vimeo.com/180350817>

RSK: RPR Commercial has gone Mobile. Watch this tutorial.

<http://urbanland.uli.org/development-business/six-commercial-real-estate-trends-watch-remains-2016/>

RSK: Some great trends happening here and good insights from ULI.

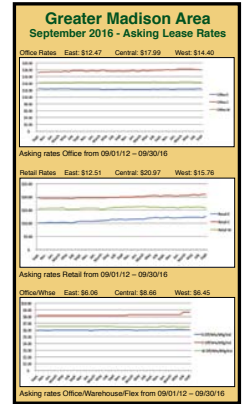
<http://www.massimo-group.com/time-utilization/>

RSK: Rod discusses better use of your time to make more commissions. I think we are all guilty of #3.

<http://www.usdebtclock.org/>

RSK: Just to amaze, shock and awe you, the Mother of all clocks. Way too cool.

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



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



2016 RASCW SOUTHWEST ANNUAL GOLF OUTING



SEPTEMBER 20TH

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

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

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Calendar: September 15 - October 15

Thursday, September 15

New Member Orientation
8:30 am – WRA Education Center

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

Tuesday, September 20

SW Annual Golf Outing
12:00 pm – Dodge Point Country Club

Wednesday, September 21

Ghoulish Gallop Committee
9:00 am – Bunbury and Associates, Fitchburg

SCWMLS Board of Directors
11:00 am – RASCW/SCWMLS Conference Room

Thursday, September 22

RASCW Board of Directors
9:00 am – RASCW/SCWMLS Conference Room

Sunday, October 2

Ghoulish Gallop & Irv Stein Memorial Walk
8:30 am – McKee Farms Park

Wednesday, October 5

Membership Networking Committee
9:00 am – Preferred Title

Thursday, October 6

Affordable Housing Equal Opportunities Committee
9:00 am – RASCW/SCWMLS Conference Room

Friday, October 7

MLS Committee
9:00 am – RASCW/SCWMLS Conference Room

Wednesday, October 12

Trivia Extravaganza
2:00 pm – Coliseum Bar

Thursday, October 13

Professional Development Committee
9:00 am – Preferred Title

Friday, October 14

New Member Orientation
10:00 am – WRA Education Center

[CLICK HERE](#)

**RASCW EVENT
CALENDAR**

is on our website!

[CLICK HERE](#)

**COMMITTEE DESCRIPTIONS
COMMITTEE SELECTIONS**

Join a RASCW committee today!

[CLICK HERE](#)

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September is REALTOR® Safety Month



Knowledge. Awareness. Empowerment. These are the core components of REALTOR® Safety. And helping our members understand the risks they face can mean the difference between life and death.

To help remind us to know the dangers we face every day, to be aware of our surroundings, and empower ourselves with precautions and preparations so that we can avoid risky situations, and as part of NAR's ongoing efforts to keep our members safe, we dedicate September as REALTOR® Safety Month. This is just the start of our commitment to empowering our members. For more information, please go to www.realtor.org/topics/realtor-safety.

Take advantage of the FREE Safety Webinar on September 14th @ 1:00 pm CST – "Get Smart about Smart Homes and Your Safety." Smart home technology is the new frontier of real estate. How can REALTORS® use this technology to help sell a property while also staying safe?

Register now at <http://www.realtor.org/topics/realtor-safety/safety-webinars>.

GRI Scholarships

The Wisconsin REALTORS® Foundation is again offering the GRI Scholarships. The scholarship value is \$300 and can be used toward any course that qualifies for the GRI designation.

- **Darwin D. Scoon GRI Scholarship** – Darwin D. Scoon served as the Executive Vice President of the Wisconsin REALTORS® Association from 1960-1978. This scholarship is in recognition of his many contributions to organized real estate in Wisconsin. Applicants must be members of the Wisconsin REALTORS® Association (two \$300 scholarships available).
- **Donald Hovde** – This scholarship was established in 2001 in memory of Donald Hovde. This scholarship is in recognition of his many contributions to organized real estate in Wisconsin. Applicants must be a member of the Wisconsin REALTORS Association (two \$300 scholarships available).

Please click [here](#) for additional details and an application. Deadline for submission of applications is October 31, 2016.

RASCW Annual Meeting Wednesday, November 16

Location:

Sheraton Madison Hotel
(706 John Nolen Dr., Madison)

Date:

Wednesday, November 16, 2016

Time:

Registration: 8:00 a.m.
Breakfast: 8:30 a.m.
Meeting: 9:00 - 10:30 a.m.

Cost: \$25

Menu:

Scrambled eggs
with Wisconsin Cheddar cheese

Cinnamon French toast
with Maple syrup

Bacon and Sausage

Breakfast Potatoes

*Click here
for more information
or to register.*

Reservations must be made by November 8, 2016.



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MEMBERSHIP UPDATE

NEW MEMBERS

Dan Arntsen
Restaino & Associates

Mike Bailey
Century 21 Affiliated

Heather Beckstrom
Century 21 Affiliated

Mark I. Brown
Realty Executives Cooper Spransy

Katlyn Chandler
RE/Max Preferred

Dana Coates
Keller Williams Realty

Robert Disch
Keller Williams Realty

Spencer Dixon
Stark Company, REALTORS®

Chris Feneis
Keller Williams Realty

Jason Goudreau
Mossy Oak Properties of WI, LLC

Emily Hadden
Bunbury & Associates, REALTORS®

Evan D Harrison
Harrison Rental Properties, LLC

Deanna Haugen
Century 21 Affiliated

Eryn Hoida
Keller Williams Realty

Kyle Humphrey
Stark Company, REALTORS®

Ryan M. Jacobi
Cord J. Harris

Trevor Kearney
Reierson Realty, LLC

Dion Larson
First Weber Inc

Stephanie Leahy
Century 21 Zwiygart Real Estate

Kelly Longseth
First Weber Inc

Julie McKiernan
Stark Company, REALTORS®

Scott E. Meier
Pioneer Property Works LLC

Rick Olstad
Accord Realty

Aaron Ruengpinyophon
Keller Williams Realty

Christina A. Schmidt
Century 21 Zwiygart Real Estate

Sean Smith
Right on Target Real Estate, LLC

Michele Stewart
First Weber Hedeman Group

Jia L Sun
Tri-River Realty

Karen Taylor
Realty Executives Cooper Spransy

Nicky Wagner
First Weber Inc

Ed Wall
Century 21 Affiliated

Linda Wickham
Wisconsin.Properties

Michelle Ziegler
The Agency

Congratulations to the 53 new Members who completed Orientation in August sponsored by Howard Cagle and Capitol Bank and Jamie Muniz and Wisconsin Bank & Trust.

Thank you to Bonnie Dixon, Tom Weber, Judi Kessler, Robert Procter, Kevin King, Laura Stanfield, Flo Roth, Paul Place, Scott Walker and Dewey Bredeson for sharing their knowledge and time as August Orientation Instructors. You did an excellent job!

MEMBERSHIP TRANSFERS

NAME	FROM	TO
Terri Benson	Potterton-Rule Inc	Restaino & Associates
Tim Burke	Realty Executives Cooper Spransy	DeBurgo Realty Inc
Mike Grudzinski	Chudnow Druck Valuation, Inc.	The Appraisal One Group, LLC
Jessica Hasselberger	United Country Hamele Auction & Realty	H & H Realty
Jessica Johnson	Chudnow Druck Valuation, Inc.	JNJ Appraisal
Patricia Johnson	Turning Point Realty	Boardwalk Realty
Joseph Reuter	Tri-County Realty SWLLC	Newline Real Estate, LLC
Jim Todd	Coldwell Banker Success	Restaino & Associates
Jeff Wiswell	Stark Company, REALTORS®	Homestead Realty
Song Yeung	Century 21 Affiliated	Tri-River Realty

NEW OFFICES

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- The Appraisal One Group, LLC**
Mount Horeb, WI
- H & H Realty**
Jackson, WI
- Harrison Rental Properties, LLC**
Monona, WI
- Pioneer Property Works LLC**
Oregon, WI

RASCW Member Benefit

Mermaid Total Wash Tickets
\$8 each (includes tax)



Madison West
(526 Grand Canyon Dr.)

Madison East
(4001 East Towne Blvd.)

Members may purchase car wash tickets at a discounted rate through the RASCW office.

Call 608.240.2800 or email beth@wisre.com for detailed information and orders.

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Ed Anderson - Owner
Designing, Building, Inspecting
for over 36 years.
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Monkey wrench not included.

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