



RASCW

REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN



August 2015

Volume 20 • Number 8

MARK YOUR CALENDAR

Real Estate & Beyond

Monday, September 21

Sub-Zero Bakke Center

[Click here for more information.](#)

Ghoulish Gallop &

Irv Stein Memorial Walk

Saturday, October 17

McKee Farms Park

[Click here for more information.](#)

RASCW Annual Meeting

Thursday, November 19

Blackhawk Country Club

CLICK HERE

RASCW EVENT CALENDAR

Updated 8/13/2015

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Membership Update

REAL ESTATE 2015 and BEYOND • Monday, September 21

Sub-Zero Bakke Center, 2866 Buds Dr, Fitchburg

FREE to RASCW REALTOR® and Affiliate Members

RASCW Members can register by contacting Beth at beth@wisre.com.

Registration is required as space is limited.

Deadline is September 9 • Please select either the morning or the afternoon seminar.

We are unable to accept at the door registrations.

No Shows will be charged \$25.00



Featuring:

Jonathan Smoke

Chief Economist

REALTOR.com

Presented by:



11:00 am - 12:15 pm - Seminar

12:00 pm - 1:30 pm - Lunch & Networking

1:30 pm - 2:45 pm - Repeat of Seminar

[CLICK HERE FOR MORE INFORMATION](#)

Nominations Sought for Recognition

Please take a moment to nominate RASCW members for the 2015 REALTOR® of Distinction award and the 2015 Affiliate of Distinction award.

Criteria for the REALTOR® of Distinction award include service to the local real estate industry/market, actively working in real estate, contribution to RASCW, respected by peers and has exhibited something extraordinary during the past 12 months. Nominees must have been a REALTOR® for at least 5 years.

Criteria for the Affiliate of Distinction award include exhibiting excellence in his or her field and contributing to the Association. Nominees must have been a RASCW Affiliate member for at least 2 years.

The Recognition Selection Committee will select both award recipients. This Committee is comprised of the RASCW President, one RASCW Director, one past REALTOR® award recipient, one current RASCW Committee Chair, the SCWMLS President or a SCWMLS Director and two RASCW members at large.

Click here ([REALTOR®](#) or [Affiliate](#)) for the nomination forms. Nomination deadline is September 18, 2015. Award recipients will be honored in November at the RASCW Annual Membership Meeting. Watch for further details as they become available.

Please contact Janine Smith at the RASCW office at (608) 240-2800 or jsmith@wisre.com if you have any questions.

REALTOR® REVIEW

**A REALTORS® Association of
South Central Wisconsin
Publication**

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Kristine Terry, Vice President 393-0891
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Kevin King, Editor-in-Chief
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: Mary Duff



Social media has taken over in America to such an extreme that to get my own kids to look back a week in their history is a miracle, let alone 100 years.

—Steven Spielberg

In January 2016, the REALTORS® Association of South Central Wisconsin is turning 100!! Yes, the pace of life today makes little time for such reminiscing, yet this is an occasion that merits honoring all that have led us to this accomplishment. This is a big deal and we plan to celebrate accordingly.

Mark your calendars for January 28, 2016 at the Alliant Energy Center in Madison. We have an evening of fun planned. Toward this effort, we are asking our members to pull together any memorabilia or photos you may have from past RASCW events so we may incorporate them. Do you have an old lock box? MLS book? Abacus? Newspaper ad? Listing contract? Whatever contributed to real estate practices in the past that those of us who have been in the business less than 15 years can't even fathom? Bring it to the RASCW office or email jsmith@wisre.com with any photo scans you can locate. We appreciate you contributing to the celebration!

Speaking of contributing... stay tuned for information about sponsorship opportunities coming soon. It is our goal to have this event benefit our Housing Foundation, which has been doing incredible work in our communities through down payment assistance for many years. In order to do so, we will be asking our membership to consider supporting the evening through a sponsorship, allowing us to direct ticket proceeds to the Housing Foundation fully. More to come!

I hope your summer has been rewarding and that each of you has been able to take some time for yourselves. The market continues to show positive signs of remaining strong into the fall season. So as we head toward that glorious time of year, mark your calendars, look for pictures and mementos to share and warm up your voices (oh, yes, there will be fun social media moments to document!). We will get to celebrate an amazing year – and 100 total years – together in January. I can't wait!



Mike Watson
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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 was a long-time and highly valued Member of RASCW whose untimely death in 2006 shocked us all. 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 2015 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. The Award will be presented in November at the RASCW Annual Meeting, along with the presentation of the check to their charity.

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

Nominations must be received by Thursday, October 1, 2015.

In Memoriam

Our sincere condolences go to the family and friends of **Randy Kamps** who passed away on August 3, 2015. Randy was a REALTOR® member and broker of Exclusive Properties, LLC in Madison.



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MLS News

Visit www.scwmls.com for expanded details.



Paragon™ Compatible with Windows 10 and Edge

Paragon™ is now certified for compatibility with the new Windows 10 operating system and the new Microsoft Edge browser. A list of compatible browsers can always be found by clicking the Browser Info link located within the red section at the top of the Paragon™ home page.

Seeing your Past Feedback Comments

Within Paragon™, you can see feedback you have given on past showings. To find this feedback, click Preferences, Showing Assist, Feedback, My Feedback. Search for the listing(s) you are looking for by MLS number, listing agent name or address or use the date option. Once the listing displays, double click to see the feedback you had entered.

Selecting ListHub Publishers – Watch for Extended Networks

As a broker utilizing ListHub to advertise your listings on national websites, you would have had to select which websites you want your listings to display on. You did this via the publisher selector on www.listhub.com. If this is a distant memory, you may want to take a few moments to review your selections, if not only to serve as a reminder of where your listings are going. While you are doing this, pay special attention to those publishers marked with a red cross labeled Extended Network. These publishers redistribute your listings to other websites you may not be aware of. We suggest you review these other websites and if not comfortable with all of them, remove the selection for the main publisher.

Different Messages for Different Types of Clients

You can store multiple Message Bodies and multiple Email Signatures for inclusion in emails from Paragon™. Click Preferences, and Email to access the Message Body and Email Signature folders. Within both of these preferences you have the ability to set one as your default, and insert any of the others on the fly. When you set up email auto-notification for a contact, you can include any Email Signature and/or Message Body from the list, and that is the signature and/or message body that client will always get. The Message Body will display before the "Click Here to View Listings" link, and the Email Signature will display after.

If your contact information changes, (i.e. a new email address), your Email Signature will automatically be updated. Contact info changes are not updated in a Message Body, so we recommend you not include contact information in your Message Body, but rather use a combination of a Message Body and an Email Signature.

Beware of Phish!

Please be aware that we are again receiving reports of phishing scams attacking real estate companies. This is a very serious problem that could affect your clients.

In some instances, real estate agents have clicked links and entered their username (email address) and passwords into a prompt, resulting in their email being compromised. Their clients were then emailed by a hacker asking for the client to wire closing or earnest money to a specific account. Thankfully the clients in these situations were skeptical and contacted their agents.

Please know what you are clicking on when you receive an email. Never enter your email address or password into any prompt once in your email.

If you did not expect an email from another agent with a link to view some sort of document(s), then the likelihood is that the email is a phishing email and you should delete it.

Please inform your clients that they should never wire money unless they speak to you on the phone first.

Five Ways to Catch a Phish - Daniel Peck, Barracuda Networks

With all of the convincing elements designed to spoof legitimate emails and confuse recipients, how can email users be sure messages are legitimate or fake? Here are five tips.

1. Hover. Whatever you do, don't click on any of the links in the email. You can and should, however, point your mouse at them and hover over them. Links that don't go to the legitimate domain of the business are telltale signs of phishing emails.
2. Copy and paste. If you can't see the URL where the links direct when you hover over them, copy and paste the link into a Microsoft Word document. Right click on the pasted link and select "Edit Hyperlink" from the menu that appears. Selecting "Edit Hyperlink" will open a pop-up window in Word that shows in the "Address" field the web address to which the link directs.
3. Investigate the email's properties. Outlook users who have opened the suspicious email can go to the "File" tab and select "Properties." In the "Properties" pop-up window that appears, look at the box at the bottom of the window labeled "Internet headers." This box shows the path the email took to reach the end-user. Look at the originating systems. If they're not from the purported business, Constant Contact or other trusted email blast systems, those are tipoffs that it's a phishing email," he adds.
4. Act on information that you know for sure is trustworthy. If your bank or credit card company is sending you an email regarding a fraud alert, you ought to see that same fraud alert on your bank or credit card company's legitimate website. If you're at all uncertain, call the phone number on the back of your credit card. Always work on information that you have a lot more reason to trust.
5. When in doubt, throw it out. The best defense against phishing scams is to assume the email is untrustworthy and to pursue direct channels to businesses that you trust, such as your bank's 1-800 number.

For more information on this topic and last month's issue of rental scams, please view the Window to the Law: Cyberscams and the Real Estate Professional webinar from the National Association of REALTORS® at <http://www.realtor.org/videos/window-to-the-law-cyberscams-and-the-real-estate-professional>.

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Call for Action

Call for Action: Patent Reform Legislation

Tell your U.S. Representative to support H.R. 9, the Innovation Act to stop patent trolls and protect the real estate industry from frivolous lawsuits.

REALTORS® across the country receive threatening demand letters and lawsuits alleging patent infringement based on the use of common business tools such as drop down menus or search alert functions on websites and the scanner function on a copier. These patent trolls buy vague patents and use them to turn everyday business practices into potential lawsuits.

H.R. 9 is scheduled for House floor consideration later this summer. Congress must pass this common-sense comprehensive patent litigation reform to protect Main Street businesses and REALTORS® from patent troll abuse.

Taking action is easy. Simply go to: https://realtorparty.realtoractioncenter.com/site/Advocacy?cmd=display&page=UserAction&id=3895&utm_source=rac&utm_medium=website&utm_campaign=trolls2015 and follow the simple steps. In less than one minute, your message is on its way to your member of Congress. Only you can ensure that your business remains strong by speaking together in one loud, powerful voice.

RASCW Ghoulish Gallop & Irv Stein Memorial Walk Saturday, October 17th • McKee Farms Park, Fitchburg

10K & 5K Run/Walk

To Benefit:



www.ghoulishgallop.com



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AUGUST 19, 2015
4:00 — 7:00 PM

There's something **new** coming on
the market & it's just for you!

Open House style, please stop
by for **wine, beer and appetizers**
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INVESTING IN ASSISTED LIVING

A joint seminar on opportunities in assisted living in Wisconsin

September 25, 2015

9 am – 12 pm

Holiday Inn Madison – American Center
5109 West Terrace Drive

The fastest segment of long-term care in Wisconsin continues to be assisted living (AL). In 2003, there were 2,269 AL communities with a capacity of 30,411. At the end of 2014, with 3,594 AL Communities and a capacity of 48,750, the growth has been consistent – 60% in just a decade. With the aging of the baby boomer generation, it is anticipated that this growth will continue. What are the possibilities and opportunities for you?

Presented by:

Wisconsin Assisted Living Association
Wisconsin REALTORS® Association
First Bank Financial Centre
Senior Care Realty
REALTORS® Association of South Central
Wisconsin

Registration Fee: \$100/person (\$125/person after September 4). A 10% discount is available for RASCW members. Please indicate your membership when registering.

To register: <https://www.ewala.org/networkingtraining/2015/IndependentSeminar.cfm>

Questions: Contact WALA at info@ewala.org.

RASCW Commercial Corner

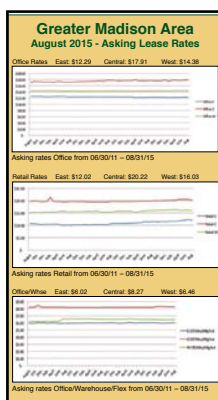
by Ralph Kamps and Rob Helm, CSC Co-Chairs

Light at the End of the Tunnel or Freight Train. All of the recent forecasts in commercial real estate point to another 5 years of growth - including commercial and multi-family apartments. I do not have to tell you this since you can see the cranes on the horizon around the University of Wisconsin campus and the East Washington Avenue corridor. Not much in the business parks in terms of office activity, etc. but the vacancy rate is slowly being reduced. Office users with open concepts need less space so even with expanding jobs there is little, if any, new construction in the office sector....but that may come in time. Retail is still a hot commodity. It is good to be in the commercial leasing business or a property owner at the moment.

Looming on the horizon, however, are signs pointing to a mortgage rate increase by the Feds this year. Even a small up-tick could cause a cascade of more increases and with a whole boat load of short term commercial loans coming due, one wonders if there won't be a few defaults in the future. One wonders if there is good money chasing too highly leveraged deals.

In the past commercial real estate has followed residential real estate trends. But possibly not this time. Am I trying to put some fear in the commercial practitioner? Not really but to encourage you to go out and make hay while the sun is shining and plan ahead. If buying, do not be highly leveraged. Use your common sense. Is that light at the end of the tunnel after a tumultuous several years or another freight train coming down the tracks. Stay tuned.

For more information, please read our weekly publication Cirex News & Views at <http://www.cirexnews.com>. Better yet sign up for our weekly newsletter to stay abreast of local and national trends in commercial real estate.



Click Here
for the August
Asking Lease Rates

New Senior and Elder Members

Are you eligible to be a Senior Member? You are if, on January 1, 2016 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 2016.

If, on January 1, 2016, 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 2016. Please contact Beth at the RASCW office - 608.240.2800 or beth@wisre.com - to change your Membership status.

WRA LEGISLATIVE ALERT

A look at how current WRA-supported legislation is moving and making progress toward preserving and protecting a healthy real estate economy.

Local Time of Sale Requirements Eliminated

Top priority of the WRA

Local time of sale (TOS) requirements are becoming more common in Wisconsin and are a source of frustration for sellers and others involved in the transaction. The WRA supports legislation that prohibits local units of government from requiring inspections, property maintenance or the payment of related fees at the time of property sale or title transfer.

Background:

- TOS requirements only affect properties being sold, which is a very small percentage of overall properties targeted.
- Property owners often don't have the money to make the repairs.
- TOS requirements ignore state disclosure laws and common homebuying practices.
- TOS requirements limit the ability of buyers and sellers to negotiate remedies to fix problems.

What's in play:

Proposal: Legislation that protects property owners from unreasonable local inspections, improvements, repairs or fees at the time of sale or transferring title to their property.

Introduced by: Rep. Dave Murphy (R-Greenville) and Sen. Roger Roth (R-Appleton).

Bill status:

Prohibition on TOS requirements passed both houses of the legislature and was signed into law by Gov. Walker.

drafting introduced committee review **sen/ast vote** passed/defeated

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

We're Prepared for RESPA-TILA Changes – Are You?

- ▶ Clients must receive their Closing Disclosures a minimum of three business days prior to closing.
- ▶ Last minute changes, amendments or negotiations that impact these documents once a loan is approved will delay closings.

We're ready for the changes and will help your clients through the process in a timely manner. Call us at 800.533.6773, ext. 2810, or visit uwcu.org.



UW
Credit Union

Continuing Education

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 of even-numbered years. 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)

- August 19: CE A (8:30 am) and CE C (1:00 pm)
- September 15: CE 1 (8:00 am) and CE 2 (12:00 pm)*
- September 16: CE 3 (8:30 am) and CE 4 (1:00 pm)*
- October 1: CE 2 (8:30 am) and CE 1 (1:00 pm)
- October 8: CE 4 (8:30 am) and CE 3 (1:00 pm)

Register at www.wra.org.
Click on the Continuing Education tab.

* These classes will be held at the Kalahari Resort and Convention Center in conjunction with the WRA Annual Convention. Three courses are included in the convention registration fee (must be registered for convention to attend). Please see convention registration for pricing for additional course.



Navigating Excellence

September 15-16, 2015

WRA Annual Convention

Kalahari Resort & Convention Center, Wisconsin Dells

www.wra.org/convention

The WRA's annual convention is the WRA's showcase event of the year where thousands of REALTORS® gather together from all corners of the state for classes, networking and fun! With the "Navigating Excellence" theme this year, you'll learn leading-edge tricks and ideas to break past your competition and shake up the market! You'll enjoy workshops, energizing speakers, networking opportunities, parties and more. With all the knowledge you'll gain at the convention, you won't be caught adrift in your marketplace! Check out this year's convention highlights below.

**Do not delay any longer –
Registration rates go up August 16, 2015!**

Free Registration

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

Free Registration Criteria

1. Registration 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, 2015
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.

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MEMBER
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RASCW Ghoulish Gallop & Irv Stein Memorial Walk

Saturday, October 17th
McKee Farms Park, Fitchburg

Please consider [SPONSORING](#) or [REGISTERING](#) for this event and help us provide down payment assistance loans throughout South Central & Southwest Wisconsin.

Visit our [WEBSITE](#) or follow us on [FACEBOOK](#)!



Calendar: August 15 - September 15

Monday, August 17

Paragon™ Basic
9:30 am – SCWMLS Training Room

Wednesday, August 19

Ghoulish Gallop Committee
8:30 am – First Weber, Fitchburg

Thursday, August 20

SW Membership Networking Committee
9:30 am – Livingston Bank, Platteville

Thursday, August 27

RASCW Board of Directors/Committee Chair Meeting
2:00 pm – Maple Bluff Country Club

Wednesday, September 2

Membership Networking Committee
9:00 am – Preferred Title

Thursday, September 3

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

Monday, September 7

RASCW/SCWMLS Offices Closed for
Labor Day

Thursday, September 10

Professional Development Committee
9:00 am – RASCW/SCWMLS Conference Room

Friday, September 11

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

[CLICK HERE](#)

**RASCW EVENT
CALENDAR**

Updated 08/13/2015

[CLICK HERE](#)

**COMMITTEE DESCRIPTIONS
COMMITTEE SELECTIONS**

Join a RASCW committee today!

[CLICK HERE](#)

**REGISTER FOR
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REALTOR® Safety: FREE Safety Webinar Summit

September is REALTOR® Safety Month. This year NAR will present four webinars presented by five noted safety experts on Wednesday, September 9.

Don't Get in the Pen with the Bull – and Other Safety Tips for Rural Land Professionals

11 am – 12 pm • Terry Jensen, 2015 President of the REALTORS® Land Institute

REALTOR® Safety: Everyday Actions That May Compromise Safety

12 pm – 1 pm • Adrian Manzanares, REALTOR® and 20 year law enforcement veteran

Discover REALTOR® Safety through Technology and Change Management

1 pm – 2 pm • Mike Becker and Adam Harvey, personal security specialists, Guard Llama

Online Thievery: What to do if You Experience a Data Breach

2 pm – 3 pm • Melanie Wyne, NAR Senior Policy Representative

For more information and to register:

<http://www.learninglibrary.com/AspDotNetStoreFront70/p-3138-free-realtor-safety-webinar-summit.aspx>

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Thank You for Making Our Fundraiser a Hit!

The 11th Annual Mallards Game Tailgate and Fundraiser took place on July 23, 2015 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 this 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 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.

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Nichols**



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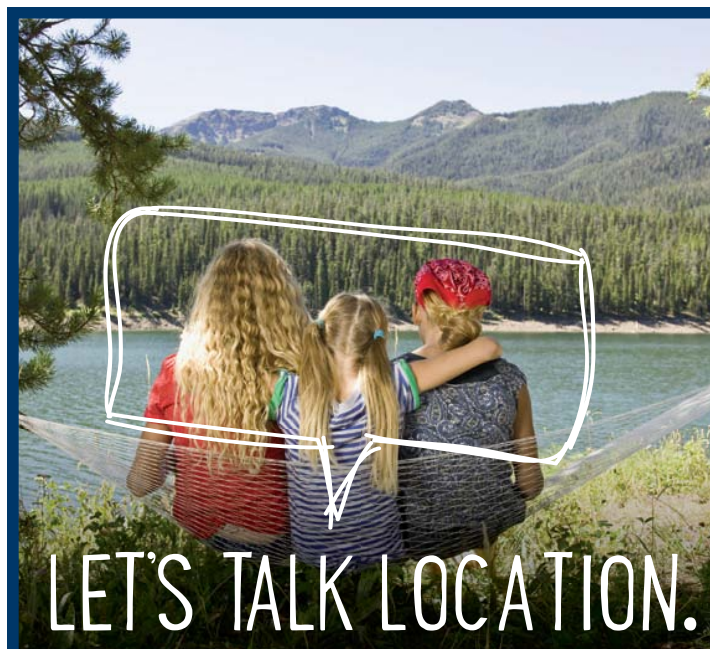
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Presented by the Affordable Housing/Equal Opportunities Committee of the Realtors® Association of South Central Wisconsin



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MEMBERSHIP UPDATE

NEW MEMBERS

Larissa Ako Redfin Inc.	Siri Jenkins Restaino & Associates	Travis Schnabel Allen Realty, Inc
Rachel Babcock Stark Company, REALTORS®	Amanda Jones Keller Williams Realty	Eric Schultz First Weber Inc
Kavita Biyani First Weber Inc	Jenni Jones Stark Company, REALTORS®	Stephanie Spilde Keller Williams Realty
Brett Bower Keller Williams Realty	Nicolas Kamas Keller Williams Realty	Cary Stage First Weber Inc
Cassandra Bramstredt Century 21 Affiliated	Brian Kennedy Century 21 Affiliated	Dana Stein Century 21 Affiliated
Jim Brunker Keller Williams Realty	Samiera Kookasemkit Century 21 Affiliated	Jessica Suchla First Weber Inc
Shaun Cherry American, REALTORS®	Beth Linden-Johnson JAD Realty	Alexis Thompson Tim O'Brien Homes Inc
Kevin Clark Keller Williams Realty	Evan Luck Metro Brokers/Duane Reed	Ryan Unverrich Realty Executives Cooper Spransy
Clint Crawley Howard and Williams	Lucas Luensman Stark Company, REALTORS®	Jared Wagner Keller Williams Realty
Christine Edwards WIHBN Realty LLC	Nancy Mathews The McGrady Group, LLC	Tori Wagner Keller Williams Realty
Emmy Giovanni First Weber Inc	Behar Misini Keller Williams Realty	Mike Wesolek United Country Hamele Auction & Realty
Aime Hartgerink House To Home Properties LLC	Orville Olson Arthur Real Estate	Lucas Whitworth First Weber Inc
Brittini Hein Century 21 Affiliated	Tracy Perrett Preferred Realty Group	Christopher Williams Keller Williams Realty
Sarah Hendrix Keller Williams Realty	Elizabeth Powers Century 21 Affiliated	
Sharon Henke First Weber Inc	Elizabeth Repaske Dwellhop, LLC	Shannon Fergeson-Mumms Wells Fargo Home Mortgage
Rob Hostrawser Coldwell Banker Success	Sandra Schmidt Schmidt Real Estate	Lucas Schell Platinum Home Mortgage

AFFILIATES

MEMBERSHIP TRANSFERS

NAME	FROM	TO
Alan Ausel	First Weber Inc	Keller Williams Realty
Julia Barglind	RE/Max Preferred	Keller Williams Realty
Andrea Bolan	Keller Williams Realty	Realty Executives Cooper Spransy
Nick Brashi	RE/Max Preferred	Solace Realty, LLC
Christina Brezee	Realty Executives Forward	Badger State Realty
Amy Cherry	Keller Williams Realty	American, REALTORS®
Bart Fuller	Tri-County Realty SWLLC	Community Realty
Jackie Hansen	RE/Max Preferred	Jacqueline A. Hansen
Laurel Jenkins	Keller Williams Realty	Geiger, REALTORS®
Peggy Kelbel	Keller Williams Realty	Lake & City Homes Realty
Craig Recob	Restaino & Associates	Signature Real Estate LLC
Lou Reed	ALTUS Commercial Real Estate, Inc.	Encore Real Estate Services, Inc.
Nathan Smith	Realty Executives Forward	Badger State Realty
Alise Wasserburger	Bunbury & Associates, REALTORS®	Realty Executives Cooper Spransy
Heather Weasler	Keller Williams Realty	The Alvarado Group, Inc

NEW OFFICES

Badger State Realty Wisconsin Dells, WI
Community Realty La Crosse, WI
Jacqueline A. Hansen Columbus, WI
Platinum Home Mortgage Middleton, WI
Schmidt Real Estate Waterloo, WI
Signature Real Estate LLC Madison, WI