



December 2016

Volume 21 • Number 12

MARK YOUR CALENDAR

RASCW & SCWMLS

Holiday Hours

See page 7

Installation Dinner

Wednesday, January 25, 2017

[Click here for details](#)

Membership Renewal Notice for 2017 – Last Call

If you have not yet paid your Membership Renewal for 2017, please note payments need to be **received by December 31, 2016 to avoid late fees.** Due to the Holiday, we encourage you not to wait until the last day. See page 4 for additional information.

[CLICK HERE](#)
FULL EVENT CALENDAR

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RASCW & SCWMLS

Installation Dinner

Wednesday, January 25, 2017
Nakoma Golf Club

Registration and Networking Begins at 5:00 p.m.
Dinner Served at 6:00 p.m. • Program and Speaker to Follow

Join us for a special evening as we install our 2017 Presidents
along with the new officers and directors.

Cost: \$35 • Cash Bar Available

Guest Speaker Michael Johnson,
CEO of Boys & Girls Club of Dane County

[Click HERE for more
information or to register.](#)

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.

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 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.

REALTOR® REVIEW

A REALTORS® Association of
South Central Wisconsin
Publication

OFFICERS OF THE ASSOCIATION

Dewey Bredeson, President	831-0500
Jason Geiger, Vice President	277-2167
Tom Weber, Treasurer/President-elect	221-8666

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EDITORIAL STAFF

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: Dewey Bredeson



Time Flies! It seems like only yesterday I took over as your President, but it has been a whole year. First I would like to thank you for letting me be the 100th President of RASCW. I feel I have personally grown and enjoyed my time.

Since it is the end of the year it is time to reflect on what has happened the last 12 months. As far as the Association goes membership is up, revenue is up, services are up, complaints are down, sales are up, and as a matter of fact we are on schedule to have the second highest yearly sales total ever in Dane County! You can read all about the Association's accomplishments in our Annual Report on page 5.

After looking back we should plan ahead, only first we need to be thankful for where we are and what we have. I am thankful for living in a free country with private property rights. I am thankful for robust state of the real estate market and this Association that does so much for us as members and real property rights. I am thankful for our Board of Directors – current, past and future and to all our members that served or serve on our committees. They are the what and the who that make your Association great! RASCW is like a software suite in that there are many pieces working together behind the scenes and you may only be aware of one or two functions that you use the most or see value in (i.e., MLS or Code of Ethics), when in reality there are many more which all work for you and provide more value than your dues would suggest. Again I encourage you to look over the RASCW Annual Report.

When I swear in all the new members at our New Member Orientations, I point out that this is **YOUR** Association and it truly is, whether you have been a REALTOR® for a day or 100 years.

As for planning ahead, I am going to leave that for Tom Weber, your next RASCW President and his Board of Directors. We are in great hands.



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New MLS Officers and Director Elected

The SCWMLS Board of Directors have elected for 2017 Officers: President **Shawna Alt**, First Weber, Inc, Vice President **Kris Bunbury Terry** and Treasurer **David Stark**, Stark Company, REALTORS®.

Chris Thomas of Right on Target Real Estate was elected for a three-year term to the Board.

The new SCWMLS Officers and Director will be installed into office on Wednesday, January 25 during the 2017 RASCW & SCWMLS Installation Dinner. [Click here for additional information.](#)

Nancy K. Smith Receives Ed Coburn Pride Award



Nancy K Smith (left)
Mike Jiru (right)

The Ed Coburn Pride Award was established in 2004 in memory of RASCW Member Ed Coburn. Ed was an active Member of the Association who worked hard on committees and is probably remembered most for his photographs, as he was ever present with his camera at Association events. This Award is given out annually to recognize individual RASCW Members for their outstanding service on a committee during the current membership year.

Nancy K. Smith, First Weber, Inc., was selected to receive the award for her work on the Southwest Networking Committee. According to Committee Chair Dave Haskins, "The Southwest Region wouldn't be anything without the efforts of Nancy Smith from Dodgeville." Nancy creates the promotional material and communication that is sent to the members in the Southwest Chapter. Thank you for your efforts Nancy!

Kelli Ezzell Receives the Cindy Strange Pay it Forward Award



Mike Jiru (left) Kelli Ezzell (center)
Carla Nowka (right)

Cindy Strange was a long-time and highly valued Member of RASCW whose untimely death in 2006 shocked us all. She believed in giving people more than they'd expect was the way she wanted to live. In wanting to honor her outstanding qualities, RASCW is proud to present the 2016 Cindy Strange "Pay It Forward" Award to Kelli Ezzell.

Kelli is a current member of the Membership Networking Committee, and will be serving as 2017 Treasurer for the Women's Council of REALTORS®. Kelli has been an Affiliate Member of RASCW since 2004. In 2005 Kelli served on the Zoo Committee, which benefitted the Henry Vilas Zoo. In 2008, 2010 and 2012 Kelli served on the GUSTO (Getting United in Service to Others) Committee which supported our men and women serving our country overseas, as well as ringing a bell or two for the Salvation Army.

"Just Bakery" is an initiative of the Madison-area Urban Ministry where Kelli wants to pay it forward by donating the \$3,000 proceeds from this year's golf outing. "Just Bakery" is a vocational and employment training program specifically designed to meet the needs of men and women returning to the community after incarceration. The program provides classroom and hands on vocational training for men and women interested in food services careers. The three month program has four modules: 1) job readiness/life skills; 2) baking products and methods; 3) baking production; and 4) job internship/placement and mentoring. Participants who complete the program will be eligible to take an exam with the WI Baker's Association to obtain special training certification from the WBA.

As you can see Kelli is always eager help those folks who need a helping hand and a second chance at life. Congratulations and thank you Kelli for serving and giving back to the community!

MLS News

Visit www.scwmls.com for expanded details.

Monthly Statistical Reports

[Click Here](#)

Updating your eKey

Your eKey updates via the Internet early each morning. This is the only time your eKey needs access to the Internet. Once updated, you can open keyboxes without access to the Internet.

If your eKey encounters a problem during its morning update, the Update Key icon will display with a red X through it. Please get used to checking the Update Key icon before going out on showings to make sure a red X does not display. If there is a red X, you can perform a manual update by pressing the Update Key icon. If this does not work, you can call KIMVoice for an update code. KIMVoice can be reached at 1-888-968-4032 or 1-877-788-4220. You will receive a 10-digit number to enter in your ekey app. As the KIMVoice numbers are not listed in your ekey app, we suggest you set up a Contact to store these numbers to your phone.

The general Supra Technical Support phone number comes up in the About section of your EKEY app (second screen). You can also get update codes here, but there are a few extra steps.

Are you still using a Supra ActiveKey?

If yes, please upgrade before December 9th. All ActiveKeys will be shut off on December 15th. Click [here](#) for a copy of the email sent to all ActiveKey users with instructions for upgrading.

Entering Street Names in Paragon™

In order to ensure listing history is linked & properties are mapped correctly, please enter street names in accordance with MLS guidelines (available [here](#)). Some of the lesser known rules include:

- All **alphabetic** county roads should be entered as **County Road** (ex: County Road K)
- All **numeric** state highways & interstates should be entered as **Hwy** (ex: Hwy 51)
- If the street number begins with an **alpha** character (ex: N1234), please enter it in the **street number field** (not the directional field).
- Vacant land that **does not have a street number assigned** should be entered with the lot number in the street number field. Please use the format: **L24** (rather than Lot 24). If there is no lot number, list the acreage: **41.25 Ac**.

Client Connect Interface Update

The Client Connect interface has been updated for the end-user client. The main reason for the update is to make Client Connect more mobile friendly. The functionality is basically the same, however the look and navigation have changed. You may want to check out the new interface so you are familiar with what your clients are now seeing. The easiest way to do this is to pull up your contact list and click on any blue Site button to be taken to that client's site. Your agent photo may require adjustment to fit into the new format. There is a crop tool within Client Connect Preferences that can help with this. The old home page message has been converted into a new "About Me" link, so you may want to review this verbiage.

Membership Renewal Notice for 2017 – Last Call

Thank you for renewing your Membership in the REALTORS® Association of South Central Wisconsin!

If you have not yet paid your Membership Renewal for 2017, **please note payments need to be received by December 31, 2016** to avoid late fees. Due to the Holiday, we encourage you not to wait until the last day. Please see your invoice for details. If you did not receive your invoice, please contact Beth Fletcher at 608.240.2800 or beth@wisre.com

It is the responsibility of RASCW to collect dues on behalf of the Wisconsin REALTORS® Association and the National Association of REALTORS®. Your Membership Renewal reflects the following:

- NAR dues are \$120 plus \$35 for the annual Public Awareness Campaign for a total of \$155.
- WRA dues are \$298 for REALTOR® Members and \$271 for State Affiliate Members. **Renewals received after December 31, 2016 will be subject to the WRA reinstatement fees of \$75 for REALTORS® and \$25 for Affiliates.**
- RASCW dues are \$170 for both REALTOR® and Affiliate Members. **Renewals received after December 31, 2016 will be subject to a \$25 RASCW reinstatement fee.**

There are three voluntary contributions included on your Membership Renewal.

- The first is a \$15 contribution to the RASCW Housing Foundation. The Foundation is your non-profit corporation dedicated to making homes affordable by providing low interest, deferred payment loans to qualified individuals to be used for the down payment and/or closing costs associated with the purchase of a home. Contributions to the Foundation are tax deductible as a charitable contribution. Please consider making a contribution to assist a new home owner in 2017. [Click here to learn more about the Housing Foundation.](#)
- The second is a \$35 contribution to RPAC. At the direction of the RASCW Board of Directors, these funds may be contributed on a nonpartisan basis to candidates for public office who support and protect the rights of home ownership and real estate interests important to your business.
- Lastly is a \$10 voluntary contribution to the Wisconsin REALTORS® Foundation. Contributions to the Foundation are tax deductible as a charitable contribution.

Paying 2017 Membership Renewals

Please note that credit card payments will only be accepted online (note exceptions below).

The online service is handled by the National Association of REALTORS® and is only available through December 31. This site experiences heavy traffic during the month.

We encourage you not to wait until the last day. [Click Here to Pay Dues Online](#) – Visa and MC Only

Exceptions to paying online:

- The online service is not available to Local Affiliate Members (State Affiliate Members are able to use the online service.) Local Affiliate Members, please call the RASCW office at 608-240-2800 if you wish to pay your dues by credit card.

To pay by check, detach the lower half of your Renewal Notice and send check payable to RASCW, 4801 Forest Run Road, Suite 101, Madison, WI 53704.

All Membership Renewals received after December 31, 2017 will be subject to reinstatement fees. No exceptions will be granted.

If you have any questions, please contact the RASCW office at 608-240-2800.

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the humanity.”

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back a needed personal touch.





REALTORS® Association of South Central Wisconsin 2016 Annual Report

RASCW MISSION STATEMENT

1. Our Purpose is to serve Members
2. By providing education, programs and benefits
3. To assist Members to successfully conduct their business professionally and cooperatively – now and in the future
4. To protect private property rights through effective participation in public policy
5. To help protect affordability and availability of housing choices by ensuring equal housing opportunities

TOTAL ASSETS & MEMBERSHIP

Assets as of 10/31/16

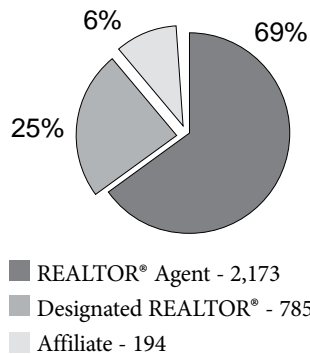
Operating Account
\$457,881

Building/Equipment Reserves
\$1,003,462

Leasehold Improvements
\$36,114

Furniture and Equipment
\$67,430

Total Membership as of 10/31/16 - 3,152



REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN

2016 FACTS

Celebrated our 100-Year Anniversary on January 28 with a big party! Thank you to all who joined us. A total of \$7,750 was raised for our Housing Foundation.

- Through the efforts of the Affordable Housing Equal Opportunities Committee –
- Raised a record breaking \$8,300 at the 12th Annual Mallard's Game/Tailgate Fundraiser and donated the proceeds to Movin' Out, a non-profit organization that assists families dealing with disabilities.
 - Awarded 8 Minority Scholarships.

The Commercial Services Committee continued its efforts to better serve the interests and needs of the commercial broker highlighted by the monthly "Commercial Corner" in the *REALTOR® Review* and partnering with the Professional Development Committee to offer programs with a commercial brokerage emphasis, highlighted by the annual Commercial Forecast presentation in January and the New Developments program in May.

The 22nd Annual Ghoulish Gallop and the Irv Stein Memorial Walk attracted 243 runners and walkers. Thanks to the participants and our generous sponsors, \$11,000 was raised for the REALTORS® Association of South Central Wisconsin Housing Foundation. Many new additions included a Kick-Off Party, face painters, food carts and live music.

The RASCW Housing Foundation has given out over \$2.4 million in loans since 1991, including 30 new loans (\$102,765) in 2016. This year's loans were provided to assist with down payments on homes purchased in Portage, Sun Prairie, Prairie du Chien, Beloit, Middleton, Mount Horeb, Dodgeville, Waunakee, Mazomanie, Lodi and Madison.

Through the efforts of the Government Affairs Committee we continued our partnership agreement with the WRA in the public policy area in order to take a more proactive role in the development of land use policies, issues affecting real estate and economic growth in our marketplaces.

The Membership Networking Committee kept it fun with the March Madness Tip Off, a Brewers Outing, the Cindy Strange Memorial Golf Outing, a Bocce Ball Tournament, Trivia Extravaganza and a Holiday Party. The Backpacks for Buddies campaign collected 154 backpacks plus 128 tubes of toothpaste, 124 toothbrushes, 50 toothbrush holders, 50 hand sanitizers, assorted toiletries, 6 soccer balls as well as cash donations. This brings our total to 1,787 suitcases, bags and backpacks plus many boxes of personal care items that have been donated for foster care programs throughout the counties in our region.

The Orientation Committee continued its efforts in providing a first class introduction to RASCW. Ten New Member Orientation sessions were held at the RASCW office and one in Platteville. Many dedicated Member volunteers gave their time to present these sessions.

The Professional Development Committee seeks out and plans educational opportunities for both REALTOR® and Affiliate Members. Five programs were held throughout the year at no cost to Members.

Continued the formal Partnership agreement with the WRA in the areas of Continuing Education and forms sales for the 20th consecutive year.

Hosted two forums with Jennifer Cheatham, Superintendent of Madison Metropolitan School District, for members to receive an update on MMSD and to be among the first to receive material about the schools prepared especially for individuals and families considering a home purchase.

The Professional Standards Committee received 12 formal complaints: 7 ethics complaints and 5 arbitration requests plus 1 Ombudsman.

REALTORS® Rider Team raised \$1,820 for Bike for Boys & Girls Club of Dane County.

Expanded our staff with the addition of Christina Santos, Professional Development and Program Director. Our membership has grown both in size and geography over the past several years. Among other duties, Christina will be working to bring programs and events to our outlying areas.

From the Green Lake Ripon Chapter-

- Supported the Drivin' Fore The Club fundraiser for the Boys & Girls Club of the Tri-County Area
- Hosted an Escapade Boat Cruise on Green Lake
- Held a Holiday Party

From the Sauk Columbia Chapter –

- Held a Holiday Party and a Summer Picnic

From the Southwest Chapter –

- Held a Golf Outing and a Holiday Party

RASCW Commercial Services Corner

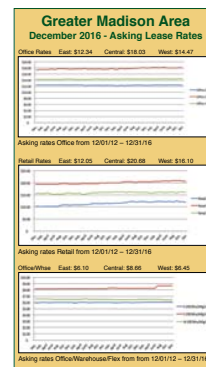
New from RPR Commercial practitioners can now use the [RPR app](#) to access commercial property characteristics, ownership data, transaction history, legal descriptions, tax info, pre-foreclosure and foreclosure activity, street and satellite views, and more. Plus, RPR's Commercial Property, Trade Area or Best Business reports can be instantly downloaded and/or emailed to a client.



SAVE THE DATE

2017 Commercial Real Estate Forecast

Thursday, January 19, 2017
 Registration 12:30 pm • Program 1:00 pm • Social Networking 4:00 pm – 5:30 pm
 BTCI Auditorium, 2800 East Cheryl Parkway, Fitchburg
 Registration details to follow



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

Southwest Chapter News



The Southwest Chapter had a great turn out at their 2016 holiday party at the Arthur Haus in Platteville. If you didn't make it, you missed a nice time and great food! After dinner entertainment was provided by a couple of comedians, including a very funny Wisconsin native Roger Radley, sponsored by Community First Bank, and Midwest Title. Please give a great big thank you to those folks!

Dave Haskins and his wife Susan donated 2 signed Green Bay Packers jerseys for the raffle with the proceeds of \$372.00 going to the Lancaster, Dodgeville, Platteville, and Darlington area food pantries!

Congratulations to our members Mike Jiru and Wendy Kearns, recipients of the 2017 RASCW dues drawing at the holiday party. And to Jeff Loy and Jenna Droessler, the two lucky winners of the signed Green Bay Packers jerseys.

On another note.....one of our Southwest Chapter members, Lucille May will be retiring after being a REALTOR® for 32 years! Her retirement party will be held on January 26th, 2017 from 5:00 – 7:00 p.m. at the Grey Dog Deli located at 215 High St in Mineral Point. Please come by and wish her well!

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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Grant your clients'
HOLIDAY WISHES
 with Mortgage & Construction Loans

Calendar: December 15 - January 15

Wednesday December 21
SCWMLS Board of Directors
11:00 am – RASCW/SCWMLS Conference Room

Friday, December 23
RASCW/SCWMLS Offices Closed
12:00 noon – Holiday

Monday, December 26
RASCW/SCWMLS Offices Closed
All day – Holiday

Friday, December 30
RASCW/SCWMLS Offices Closed
12:00 noon – Holiday

Monday, January 2
RASCW/SCWMLS Offices Closed
All day – Holiday

Wednesday, January 11
Membership Networking Committee
8:30 am – Preferred Title
Professional Development Committee
9:00 am – Preferred Title

Thursday, January 12
New Member Orientation
8:30 am – WRA Education Center
RASCW Housing Foundation Meeting
12:00 noon – RASCW/SCWMLS Conference Room

CLICK HERE
RASCW EVENT
CALENDAR

is on our website!

CLICK HERE
COMMITTEE DESCRIPTIONS
COMMITTEE SELECTIONS

Join a RASCW committee today!

CLICK HERE
REGISTER FOR
PARAGON™ TRAINING

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In Memoriam

Our sincere condolences to Charlotte and David Eversoll on the passing of their son Jon. Charlotte is a RASCW member with Clayton Real Estate in Platteville and most recently served on the RASCW Board of Directors. Please keep them in your thoughts and prayers.



REALTORS® Association of South Central Wisconsin
HOUSING FOUNDATION
Established 1989

The REALTORS® Association of South Central Wisconsin Housing Foundation – building a foundation for affordable housing in South Central Wisconsin.



Please Support Your RASCW Housing Foundation!

Included on your Membership Renewal is a voluntary \$15 contribution to the REALTORS® Association of South Central Wisconsin [Housing Foundation](#). Down payment assistance like our Housing Foundation Home Start program can help to improve affordability of a home for many buyers. Your dollars help individuals and families own their homes, which benefits all.

The RASCW Housing Foundation, a non-profit 501(c)(3) organization, makes available to qualified applicants a low interest, deferred payment loan to be used for the down payment and/or closing costs associated with the purchase of a home. Since 1991, the Foundation has given out over \$2.4 million in loans to individuals and families in Southwest and South Central Wisconsin with family incomes at or below 80% of the county median income.

The Housing Foundation's funds come from two main sources: the generous donations of RASCW REALTOR® and Affiliate Members and our Ghoulish Gallop fundraiser event. Because the Housing Foundation is a charitable organization, all donations are 100% tax deductible. In turn, we are able to give out 99% of the contributions we receive in the form of loans to borrowers due to the administrative support we receive from RASCW, our parent organization. You can be assured that your contribution is being used to help provide affordable housing to those who need it most.

Thank you for your support.



9 Home Safety Tips for the Holidays

Albert Clark, HomeActions

The holidays are a wonderful time full of food, family get-togethers and traditions, but the holidays can also pose many safety concerns, so it's best to be cautious. From lighting candles to hanging Christmas lights, there are plenty of safety hazards that can occur during the holidays. Let's take a look at nine home safety tips for the holidays to keep you and your family safe.

Inspect Lights

Carefully look at your holiday light strings every year, and be sure to throw away any cracked lamp holders, frayed cords or loose connections. When you replace bulbs, you need to unplug the lights and match the voltage and wattage to the original bulb.

Buy a Fresh Tree

If you buy a live Christmas tree for your home, try to purchase a fresh tree since they are more fire resistant. Always keep your tree watered, and keep open flames away from it.

Lights Out

When you leave your house or go to sleep, make sure to turn off your holiday lights.

Timed Lights

Use a certified CSA International outdoor timer to switch on and off your holiday lights. Your lights should be turned on after 7:00 p.m. to avoid the electricity "rush hour."

Check for Certification

Your holiday lights, extension cords, spotlights, carbon monoxide alarms, gas appliances and electrical decorations should be certified by an accredited certification organization like CSA International, UL or ELT to make sure they comply with safety standards and performance. Look for the certification mark on the product package to ensure you are making a safe purchase.

Don't Connect Extension Cords

You should never connect two or more extension cords together. Only use a single cord that is long enough to reach to the outlet you need without stretching.

Keep Electrical Connectors Off the Ground

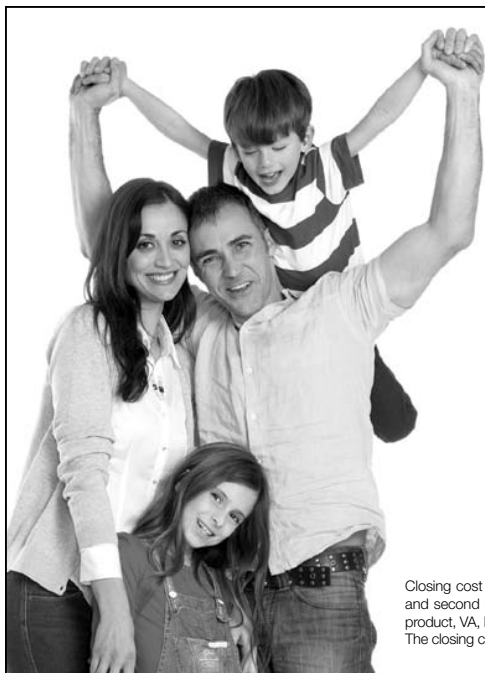
If you are hanging lights outside, keep electrical connectors off the ground and away from metal gutters. Also use insulated tape or plastic clips to keep lights secure.

Choose the Right Ladder

Make sure you select the right ladder size for the job if you are putting up lights on your house. Check for a certification mark to make sure the ladder complies with safety standards.

Check Your Furnace

Prevent CO hazards in your home by hiring a professional heating contractor to do a maintenance checkup of your furnace and ventilation system. You will want to clean or replace your furnace filter often during the winter months.



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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.



MEMBERSHIP UPDATE

NEW MEMBERS

Maurice Adams III
Adams Heritage LLC

John Aronica
Restaino & Associates

Shawn Davis
RE/Max Preferred

Ada Garcia
First Weber Inc

Karen Gray
Sam Simon Real Estate, LLC

Shawn Krause
Fred Kaping Realty, LLC

Marianne Lippold
T. Wall Enterprises Mgt, LLC

Brian Montrey
Realty Executives Cooper Spransy

Thomas Munderloh
Great Day Real Estate

Barbara Murawski
Coldwell Banker Success

Brendalee Neitzel
Fred Kaping Realty, LLC

Terrell Outlay
First Weber Inc

Crystal Schliefer
eXp Realty, LLC

Julie Shadel
Restaino & Associates

Damien Smith
Keller Williams Realty

Tou Vang
Keller Williams Realty

AFFILIATES

Scott Newcomer
House To Home Inspections

David Parminter
Oregon Community Bank

Thank you to Bonnie Dixon, Scott Walker, Tom Weber,
Robert Procter, Kevin King and Mary Duff for imparting
their wisdom and time as November Orientation Instructors.

You did an excellent job!

Congratulations to the
32 new Members who
completed Orientation in
November sponsored by
Sandy Webber and
Dane County Title.

MEMBERSHIP TRANSFERS

NAME	FROM	TO
Daniel Heimann	Realty Executives Forward	Brunker Realty Group LLC
Jason Kratochwill	WI Real Estate Consultants LLC	Jason Thomas Homes LLC
Cyndi Luster	Century 21 Welter Realty	Exit Realty Premier Properties
Tina Osterhaus	Century 21 Welter Realty	Exit Realty Premier Properties
Joe Reuter	Newline Real Estate, LLC	Community Realty
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