

# REALTOR® REVIEW

"THE VOICE OF REAL ESTATE™ IN SOUTH CENTRAL WISCONSIN"



May 2017

Volume 22 • Number 5

## MARK YOUR CALENDAR

### New Developments for Commercial Brokers

Wednesday, May 24, 2017

### Safety First! Protecting Yourself in the Physical & Digital World

Thursday, June 1, 2017

### Foot Golf Tournament

Wednesday, June 14, 2017

### REALTOR® Riders - Bike for Boys & Girls Club

Saturday, July 15, 2017

### RASCW Golf Outing

Wednesday, July 19, 2017

### RASCW Mallards Outing

Thursday, July 20, 2017

[CLICK HERE](#)  
FULL EVENT CALENDAR

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## Safety First! Protecting Yourself in the Physical and Digital World

Thursday, June 1, 2017

9:00 a.m. - 11:00 a.m.

Registration opens at 8:30 a.m.

**WRA Education Center,**  
4801 Forest Run Road, Madison

We all know we need to protect ourselves, but we don't always take the time to do so. The Professional Development Committee has packed a short program full of ideas to help protect you and your clients. Don't miss out on this important information!



**This is a free program for RASCW members, but reservations are required.**

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



## NEW DEVELOPMENTS FOR COMMERCIAL BROKERS

Wednesday, May 24, 2017

Registration 8:30 am • Program 9:00 am – 12:00 pm

Sun Prairie Westside Community Service Building

2598 West Main Street, Sun Prairie

**This is a FREE program – but seating is limited.**

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



13<sup>th</sup> Annual

## MALLARDS GAME

Tailgate Fundraiser

All profits to:



Recognized by the National Association of REALTORS® with its 2011 HOPE Award

Please Join Us

**THURSDAY, JULY 20<sup>TH</sup> AT THE DUCK POND**

Tickets are only \$25 and include tailgate party of hamburgers, brats, hot dogs, veggie burgers, cranberry walnut chicken salad sandwiches, chips, potato salad, coleslaw, beer\*/water/soda **PLUS** the Mallards game!

\*while supply lasts

5:00 pm - 7:00 pm Pepsi Tailgate Area **inside** the Duck Pond; 7:05 pm Mallards Baseball Game

[CLICK HERE FOR TICKET INFO.](#)

[CLICK HERE FOR SPONSORSHIP INFO.](#)

# REALTOR® REVIEW

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

## OFFICERS OF THE ASSOCIATION

Tom Weber, President	221-8666
Jeff Hauser, Vice President	271-5444
Janine Punzel, Treasurer	807-0660
Stan Hill, President-elect	221-4000

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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](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: Tom Weber

**April showers have ended... bring on the May Flowers.**

And what do May flowers bring?

NAR Legislative meetings in Washington DC of course! It's that time of year when REALTORS® gather in Washington to lobby for homeowners' rights and programs that protect the housing market. Time to support, in person, the efforts that our RPAC and Direct Giver funds have been supporting.

It's also the meetings when President-elect Stan Hill and I will have time to meet with peers from around the country to gather ideas and contacts to help us continue strengthening our local Association, long into the future. I am looking forward to the busy schedule we will have and all that we will learn.

So, I know you're super interested now... and saying "What are the NAR Legislative issues that you will be discussing with our representatives this year Tom?" Thank you, I am so glad you asked. Here are the three main issues and a couple of the key points in each:

### Tax Reform

- Reform ideas that repeal or weaken tax incentives to encourage homeownership must be rejected.
- The tax code historically has encouraged homeownership. Proposals that limit interest and property tax deductibility would reverse this course.
- Homeownership provides social benefits to communities, increasing neighborhood stability and community involvement. America must continue to encourage homeownership.

### National Flood Insurance Program

- Authority for the National Flood Insurance Program (NFIP) expires on September 30, 2017.
- Urge Congress to pass a multiyear reauthorization with needed private market reforms to avoid adding uncertainty to real estate markets.
- NFIP should use modern mapping technology to produce building specific risk assessments. Currently, homeowners bear the burden of amending the maps.

### Protect Sustainable Homeownership

- Responsibly reform the secondary mortgage market to ensure that the qualified borrowers have access to safe, affordable mortgage financing.
- Ban the use of mortgage guarantee fees (g-fees) to offset the cost of legislation unrelated to housing.
- Ensure that loans used to pay for energy efficiency improvements are subject to consumer protection laws.

I appreciate the opportunity and am honored that Stan and I will be representing RASCW and all of you in Washington DC on these important issues and learning valuable information from our peer meetings. We hope to be bringing lots of fresh ideas for consideration by our members and Board of Directors.

I hope you will consider joining me for a couple of great upcoming RASCW events:

**New Developments for Commercial Brokers 2017** coming up on May 24th. It is always a very informative morning learning about the latest commercial developments in process throughout our communities.

**Safety First! Protecting Yourself in the Physical and Digital World** on June 1st. In light of yet another physical attack on a REALTOR® member and the huge Google phishing issue just the other day, safety is becoming more and more front of mind everyday! Don't miss out on the best ways to protect yourself physically as well when on showings.

Have an awesome May, and enjoy the Spring weather.

Tom



**C. Eric Sweeney**  
Sr. Mortgage Loan Officer  
NMLS #1113922  
608.282.6141



**Mike Watson**  
Sr. Mortgage Loan Officer  
NMLS #486766  
608.282.6177

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## Notice of RASCW Nominating Committee and Board of Directors Petition Notice


The Nominating Committee is charged with nominating individuals to serve on the RASCW Board of Directors beginning in 2018. Positions to be filled include:

- one Class II broker-owner
- one Class I non-owner
- one Class II non-owner
- one broker or agent whose primary practice is outside of Dane County
- one Affiliate

Class I firms are defined as having 26 or more REALTOR® Members. Class II firms are defined as having less than 26 REALTOR® Members.

If you are interested in being considered as a nominee for the Board of Directors, please submit an application by Friday, June 2, 2017. [Click Here for a RASCW Director Application](#). You may also contact Stan Hill, Chair of the Nominating Committee. Stan can be reached at [shill@starkhomes.com](mailto:shill@starkhomes.com) or (608) 221-4000.

In the July issue of the REALTOR® Review, you will be noticed of the slate of candidates selected for the 2018 RASCW Board of Directors. Additional Members meeting the criteria for the Director position to be filled may appear on the ballot if they agree to the time commitment involved and are supported by a petition signed by 25 or more Members (no more than 10 from their own company). Petitions must be received at the RASCW office before August 15, 2017. For specific details, see Article XI of the RASCW Bylaws or contact Janine Smith at 608.240.2800 or [jsmith@wisre.com](mailto:jsmith@wisre.com).

<b>12<sup>th</sup> Largest U.S. Professional Women's Organization</b>	<b>AVERAGE INCOME OF A WOMEN'S COUNCIL OF REALTOR MEMBER: \$114,000</b>
<b>JOIN NOW! <a href="http://WCRmadison.org" style="color: white;">WCRmadison.org</a></b>	
Average Commission Income from WCR Member-to-Member Referrals: \$13,000	

	<p><i>Superior mortgage lending is about the dedication to serving others and helping make their dreams come true. I look forward to ensuring that happens for your buyers.</i></p>	
<p>Patrick Averill, Vice President NMLS #926414 Phone: (608) 833-2427 <a href="mailto:paverill@thompsonkane.com">paverill@thompsonkane.com</a></p>		<ul style="list-style-type: none"> <li>• Exceptional Customer Service</li> <li>• Great Rates and Low Closing Costs</li> <li>• Variety of Loan Products</li> <li>• Efficient Loan Process With Quick, On-Time Closings</li> <li>• In-House Underwriters</li> </ul>
		<p>Thompson Kane &amp; Co., LLC NMLS #898428 8020 Excelsior Drive, Suite 401 Madison, WI 53717</p>

<h1 style="margin: 0;">MLS News</h1> <p style="margin: 0;">Visit <a href="http://www.scwmls.com">www.scwmls.com</a> for expanded details.</p>	 <p style="margin: 0;"><b>Monthly Statistical Reports</b> <a href="#">Click Here</a></p>
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### Offer-Show Must Be Available to Show

If your listing is in the status of Offer-Show, you must allow showings. Please keep in mind that the status of Offer-Show displays on public websites as well as in the MLS. When a consumer sees the label Offer-Show, they are expecting to be able to see that property. It reflects badly on your profession as a whole when the consumer is denied a showing on a property that is clearly marked as Offer-Show. If you are no longer showing a property that has an offer, please move it to Offer- No Show immediately.

### Need Help with your Computer?

As a member of the WRA, you now have access to a new hotline available to help with technology problems. While we at the MLS are available to help you with Paragon™, Supra, WIREX, ShowingAssist and listing syndication, we do not have staff available to help solve problems with computer hardware, operating systems, or internet browsers. [You can now contact the WRA Tech Hotline for help with many technology problems.](#) Hours are M-F 8-7 and S 8-4. You will need your WRA member ID, which can be found on the label of your monthly Wisconsin Real Estate Magazine. The April issue of this magazine includes detailed info about this new service. Contact info is as follows: Phone: 866-610-7997; Email: [support@techhelpline.com](mailto:support@techhelpline.com); Chat: [chat.techhelpline.com](http://chat.techhelpline.com).

### eKEY App and Your New Phone

Don't forget about your eKEY app when you upgrade your phone. When upgrading, you will need to reinstall the eKEY app and reauthorize via a new 30-digit code. Authorization codes are available from the following sources:

- MLS staff (608-240-2800 option #2)
- Supra Technical Support (877-699-6787)
- [SupraWEB](#)

To make it easier to get technical help from Supra Tech Support, have your eKEY serial number handy. Hot Tip: save the Supra Tech Support phone number (877-699-6787) as a contact in your phone, and add your serial number as a note in the contact file. You can find your serial number at the top of your eKEY screen (eKEY Basic-1234567).

### Make Use of the Paragon™ Calendar

By default, there is a calendar in the lower right corner of the Paragon™ home page. Those with broker/manager/administrative access can post events for display on their agents' calendars. Click the green plus sign to add an event. Enter the event title, location and select Personal, Office or Firm. Selecting Office will display the event to just those in your branch office. Selecting Firm will display the event to all agents in your company. Those with agent level access can post personal reminders. If you utilize the Tasks feature within the Paragon™ Contact Manager (located under More Information within the contact), these tasks will display on your Paragon™ calendar as personal reminders.



REALTORS® Association of South Central Wisconsin

**HOUSING FOUNDATION**

Established 1989

*Building a foundation for affordable housing in South Central Wisconsin.*

### RASCW Housing Foundation Update

First thing this month we would like to thank Rob Helvey and everyone at the Madison chapter of the Wisconsin Mortgage Bankers Association.

Through their bowling benefit that was on March 16th, approximately \$2,000 was raised for the RASCW Housing Foundation.

Again, thanks to Rob and everyone at the Madison chapter of the WMBA.

This month's loan feed back comes from James of Madison who stated "It was a very quick and easy process".

The Housing Foundation relies on donations from members and affiliates like you to continue our mission to help home buyers like James obtain the American Dream.

If you are interested in making a tax deductible donation to the Housing Foundation to help us continue our mission, feel free to contact Kristine Wiese at either 608-240-2800 or [foundation@wisre.com](mailto:foundation@wisre.com).

Thank you in advance for your continued support.

Paul Place  
President of the RASCW Housing Foundation Board  
Clayton Real Estate  
Platteville and Darlington

### Unlock the Dream Tour



Want to feel good about good things happening in our profession and our community? Take 1 hour out of your day to learn how Habitat for Humanity® is building homes,

communities and hope. This "mission tour" (informational only – no fundraising or volunteering ask) happens at the Dane County Habitat office in a Habitat homeowner neighborhood on the south side just off the Beltline at Park Street. The tour closes with the personal story of a Habitat homeowner you will meet.

Here are upcoming Habitat "Unlocking the Dream" Tour dates (lunch included):

- |         |         |       |
|---------|---------|-------|
| • Thurs | June 8  | 12 pm |
| • Thurs | June 13 | 12 pm |

All tours take place at the Habitat for Humanity® of Dane County headquarters at 1014 Fiedler Lane, #29, Madison. Register by clicking: <https://habitatdane.org/Register-Dream-Tour>. You will then receive an email with directions and parking details. This is a great chance to re-energize your passion for your profession!

### Help Us Stock Up



Spring is around the corner and now is the perfect time to clean out your home! The Habitat ReStore is looking for donations of cabinets, appliances, furniture, building materials

and more. Check out the accepted materials (<https://www.restoredane.org/Donate>) for details. If you have anything unneeded floating around your home, office or warehouse, please consider donating it to [Habitat Restore](#)! Call 608.663.1191 to schedule a free donation pick-up!

## A DREAM HOME

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Our local lenders are committed to providing the best lending experience, so your clients can move into the home of their dreams.

Visit [AssociatedBank.com](http://AssociatedBank.com) to find a lending expert near you.



\*The Wisconsin's #1 Mortgage Lender designation is based on information gathered from the Home Mortgage Disclosure Act compiled annually by the Federal Financial Institutions Examination Council. The results of the data were obtained through RATA Comply, November 2016. Loan products are offered by Associated Bank, N.A., and are subject to credit approval and involve interest and other costs. Please ask about details on fees and terms and conditions of these products. Property insurance and flood insurance, if applicable, will be required on collateral. Member FDIC. Equal Housing Lender. (4/17) 10186





REALTORS® Association of South  
Central Wisconsin



On behalf of the

And the

Women's Council of REALTORS®  
Madison Metro



Please join Team REALTOR® Riders in the

July 15, 2017

A RIDE TO BENEFIT  
DANE COUNTY CHILDREN



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Sign up today at [www.bike4bgc.com](http://www.bike4bgc.com)

Under the Menu tab, locate "Find a Team" – Then select REALTOR® Riders

**SIGN UP TO RIDE OR MAKE YOUR DONATION TO YOUR TEAM TODAY!**

## Home Buyer Classes

home'own'er-ship = a smart investment in your future



2017 Home Buyer Class Schedule:  
Tuesday Nights • 5:30 pm to 9:00 pm  
June 13 & 20  
July 11 & 18

Register: (608) 251-4446 Ext. 7 or [rw@movin-out.org](mailto:rw@movin-out.org)

Class location: Villager Mall, 2300 S Park St, Madison, WI 53713



This home buyer education meets requirements for down payment assistance and lending programs.



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Business Banking  
[jbreidenbach@oregoncommunitybank.com](mailto:jbreidenbach@oregoncommunitybank.com)



Dave Parminter  
Vice President  
Residential Construction Manager  
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Roger Erickson  
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## RASCW Commercial Corner

### RPR COMMERCIAL WORKSHOPS

May 16, 2017: [3 Key Benefits to Wow Commercial Clients](#)

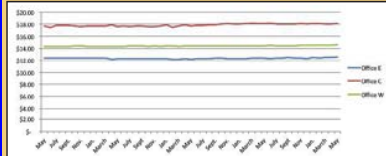
Join RPR for a quick look at three major benefits found on the Commercial side of RPR and learn how you can better serve your clients. [RSVP HERE](#)

May 23, 2017: [Valuing Long Term Real Estate Investments for You and Your Clients](#)

Expedite valuations, avoid mistakes, compare scenarios in real time, and market deals with RPR's latest enhancement to its platform. [RSVP HERE](#)

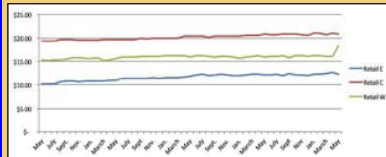
### Greater Madison Area May 2017 - Asking Lease Rates

Office Rates East: \$12.58 Central: \$18.13 West: \$14.57



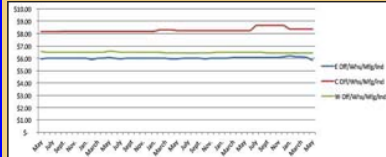
Asking rates Office from 05/01/12 – 05/31/17

Retail Rates East: \$12.34 Central: \$20.97 West: \$18.27



Asking rates Retail from 05/01/12 – 05/31/17

Office/Warehouse East: \$5.84 Central: \$8.38 West: \$6.46



Asking rates Office/Warehouse/Flex from 05/01/12 – 05/31/17

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

### COMMERCIAL SERVICES

NAR helps you and your business thrive by providing member services and resources developed specifically for commercial real estate professionals.

[CLICK HERE  
FOR MORE INFORMATION](#)

## Foot Golf Tournament

New event hosted by the RASCW Membership Networking Committee

Wednesday, June 14th

2:00 pm - 5:00 pm

Vitense Golfand

5501 Schroeder Road, Madison

- Complimentary appetizers and cash bar.
- \$10 per person  
Sign up as an individual or as a team.
- Deadline to register is June 2, 2017



### Soccer meets golf!

Played like golf, but with a soccer ball. Kick your ball down the fairway of the 9 hole course to a 22" diameter hole off to the side of each putting green.

**Note:** No soccer cleats are allowed on the Foot Golf course. Indoor soccer shoes or Turf soccer shoes are recommended.

- Limited supply of soccer balls will be available, please bring your own.

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

# BUILD.

## 1.99% / 3.655% APR\* CONSTRUCTION LOANS

\*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 2/27/17 and 11/30/17. Subject to credit approval. Rates subject to change.

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## Calendar: May 15 - June 15

**Wednesday, May 24**

New Developments for Commercial Real Estate  
8:30 am – Sun Prairie Westside Community Service Building

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

**Thursday, May 25**

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

RASCW Nominating Committee  
12:00 pm – RASCW/SCWMLS Conference Room

**Monday, May 29**

RASCW/SCWMLS Offices Closed  
Memorial Day

**Thursday, June 1**

Professional Development Program: Safety First  
8:30 am – WRA Education Center

Affordable Housing Equal Opportunities Committee  
11:30 am – RASCW/SCWMLS Conference Room

**Wednesday, June 7**

Membership Networking Committee  
9:00 am – Preferred Title

Professional Development Committee  
10:00 am – Preferred Title

**Wednesday, June 14**

Foot Golf Tournament  
2:00 pm – Vitense Golfand

**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**

*on-site classes & webinar based*




**CINDY STRANGE MEMORIAL  
GOLF OUTING**



**Wednesday, July 19, 2017**  
**University Ridge Golf Course**

**REGISTER YOUR TEAM TODAY • SPACE FILLS UP FAST!**  
**CLICK HERE FOR MORE INFORMATION**

**THESE AGENTS DO  
NOT HAVE TECH SUPPORT,  
BUT YOU DO.**



**WRA** Wisconsin REALTORS® Association **TechHelpline**  
Your personal tech support team

A WRA membership now includes access to a toll-free technical support team we call the Tech Helpline. Whatever the computer issue – PC, Mac, tablet or smartphone – we can help! One or two phone calls into the Tech Helpline could help pay for membership in itself. Try it today. It's free.

**GET LIVE SUPPORT ON:**

- Instruction for installing and configuring new hardware and software.
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- Basic instruction with major software applications.
- Recommendations for upgrades and updates.
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**EQUAL HOUSING  
LENDER**



## Nominate a REALTOR®

Are you or someone you know doing great work serving the community? NAR wants to hear about it!

The [Good Neighbor Awards](#) recognize REALTORS® for extraordinary accomplishments in community service. Nominate yourself or someone else today:

[Good Neighbor Awards entry form](#)  
(due May 12, 2017)

Good Neighbor Award winners receive \$10,000 grants for their charities, as well as national and local publicity for their cause. Winners will also be flown to the National Association of REALTORS® annual conference where they will receive their award in front of thousands of fellow REALTORS®. Past winners all report that their charity benefited from additional donations and volunteers as a result of the exposure.

[Learn more about the Good Neighbor Awards.](#)

Here's what you need to know to nominate someone:

- [Frequently Asked Questions](#)
- [Rules](#)
- [Grants and Prizes](#)
- [Why You Should Apply](#)
- [Past Winners Say How the Award Helped Their Charities](#)

Questions? Contact Sara Geimer, Good Neighbor Awards program manager, at 312-329-8296 or via e-mail at [sgeimer@realtors.org](mailto:sgeimer@realtors.org).

## WRA Annual Convention

Please join us in welcoming RASCW Member Peter Sveum as the 2017-18 Chairman of the Board of the Wisconsin REALTORS® Association. [www.wra.org/convention/](http://www.wra.org/convention/)



The poster for the WRA Annual Convention features a bright blue background with yellow stars and a large, stylized 'MVP' logo. The text 'Be An MVP' is prominently displayed, followed by 'MOST VALUABLE PROFESSIONAL' and 'SEPTEMBER 12-13, 2017'. Below this, it says 'WISCONSIN REALTORS® ANNUAL CONVENTION' and 'POTAWATOMI HOTEL AND CASINO | MILWAUKEE, WI'. The poster includes three small images: a group of people in business attire, the Potawatomi Hotel and Casino building at night, and a group of people socializing. A list of activities is provided, including a keynote speaker, general session, icebreaker party, workshops, CE, golf tournament, chairman's reception, exhibitors, prizes, and a two-fer savings offer. The website [www.wra.org/convention](http://www.wra.org/convention) is at the bottom.

**WRA** **Be An MVP**  
**MOST VALUABLE PROFESSIONAL**  
**SEPTEMBER 12-13, 2017**

**WISCONSIN REALTORS® ANNUAL CONVENTION**  
**POTAWATOMI HOTEL AND CASINO | MILWAUKEE, WI**

- Keynote speaker Scott Burrows
- General Session with Leigh Brown
- "Chill by the Grill Tailgate Party" Icebreaker Party
- 50+ sales, marketing and technology workshops
- Real estate CE included with registration
- Golf tournament at Tripoli Country Club (9/11/17)
- Chairman's Reception (open to all attendees)
- Over 70 exhibitors
- Door prizes, awards, \$500 in cash
- Register early and save!
- Two-fer savings: bring a REALTOR® friend who is new to the convention, and you both save!

[WWW.WRA.ORG/CONVENTION](http://www.wra.org/convention)


## \$500 Off Home Loan Closing Costs\*

We can make your clients' dream home more affordable with our closing costs offer. Discover why we're a top lender.<sup>1</sup> Tell your clients about us today.

800.533.6773, ext 2810 | [uwcu.org](http://uwcu.org).



**UW Credit Union**

 \*\$500 off closing costs offer valid for purchase and refinance transactions closed May 1, 2017, through October 31, 2017. The \$500 discount will be applied at closing as a lender credit. Offer excludes VA, FHA, WHEDA, lot, construction and Rapid Refinance loans. Offer valid for first mortgages only. Offer is subject to credit approval and underwriting and is subject to change. Escrow and daily interest charges are not included in closing cost amount. Mortgage insurance is required for transactions over 80% LTV. No checking account required. No other discounts apply. See us for details. <sup>1</sup>UW Credit Union is ranked among the top ten home loan lenders in the state based on information from county Register of Deeds Offices; CoreLogic.



## Southwest Chapter News

On Thursday, April 20 the Southwest Chapter Committee presented the "Legal Hotline Lunch and Learn" along with an excellent safety presentation by Brandon Tracy of Infusion Martial Arts and Fitness.

WRA Senior Attorney Debbi Conrad fielded a wide array of questions from the attendees – many concerning the unusual market conditions facing REALTORS® and consumers so far this year.

Brandon selected both Jim Blabaum and Dave Haskins as "willing" volunteers from the audience as part of his safety demonstration. Thankfully he did not hurt either one. For more information on Infusion Martial Arts and Fitness, please visit their web site at [infusionmma.com](http://infusionmma.com).

Special thank you to the sponsors for their generous support allowing the Committee to provide this free program.



Tri-County Title Services LLC



Jim Blabaum and Brandon



Dave Haskins and Brandon



WRA Sr Atty Debbi Conrad



### Personal Safety and Self Defense Training for Real Estate Professionals

Saturday, June 10, 2017 from 10am to 12pm

Infusion Martial Arts & Fitness  
807 Liberty Drive, Verona, WI 53593

**\$24.99** per person if registered by May 15th,  
or **\$39.99** if registered after May 15th

*This workshop is limited to 25 participants.*

Learn:

- "Walk through" safety
- Safety at open houses and showings
- SAFE clothing and accessories
- Cell phones: good and bad
- How being too polite can be dangerous
- Importance of intuition
- Car safety
- Importance of confident body language
- Who attackers choose
- Things an attacker does not want
- Effective self defense techniques

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# MEMBERSHIP UPDATE

## NEW MEMBERS

**Rachel Adams**  
Bunbury & Associates, REALTORS®

**Beau Artuso**  
Infinity Real Estate

**Laura Bartow**  
Malcolm Bay Realty & Land Co LLC

**Phil Budde**  
Bunbury & Associates, REALTORS®

**Kim Bussan**  
Newline Real Estate, LLC

**Todd Campbell**  
Wisconsin Dells Realty

**Melissa Dix**  
First Weber Inc

**Sam Eifert**  
Century 21 Affiliated

**Andrew Fogo**  
Century 21 Affiliated

**Cory Frank**  
RE/Max Preferred

**Lindsey Gajek**  
Stark Company, REALTORS®

**David Germann**  
Century 21 Affiliated

**Kelly Grismer**  
Century 21 Affiliated

**Chris Harvey**  
Century 21 Affiliated

**Chris Hayes**  
Restaino & Associates

**Nate Helbach**  
First Weber Inc

**Nicolle Herbsleb**  
First Weber Inc

**Sue Hughes**  
Wisconsin Real Estate Brokers, LLC

**Elle Joseph**  
Restaino & Associates

**Kathrin Judd**  
First Weber Inc

**Patty Keller**  
Century 21 Affiliated

**Casey Kerkenbush**  
Century 21 Affiliated

**Kristine Klodowski**  
Century 21 Affiliated

**Naomi Kraus**  
Realty Executives Cooper Spransy

**Rachel Kvasnica**  
Bunbury & Associates, REALTORS®

**Dylan Ladwig**  
Fred Kaping Realty, LLC

**Martha Ladwig**  
First Weber Hedeman Group

**Kristen Leitzinger**  
Pahnke Real Estate, LLC

**Danielle Letenyei**  
Century 21 Affiliated

**Austin Lewis**  
Infinity Real Estate

**Jay Lucas**  
Keller Williams Realty

**Sabrina Mays**  
First Weber Inc

**Rhea Mackowski**  
Property Revival Realty

**Terrisa Mulder**  
Mulder Realty

**Starr Nelson**  
First Weber Inc

**Trevor North**  
Lakepoint Realty

**Randy Paul**  
Keller Williams Realty

**Michelle Pugh**  
Kimball LLC, REALTORS®

**Ben Ratner**  
Infinity Real Estate

**Jasmine Schoenoff**  
RE/Max Grand

**Kathy Slack**  
Tim Slack Auction & Realty, LLC

**Kimberly Streeter**  
Badger Realty Group

**Sally Sumnicht**  
Restaino & Associates

**Jessica Swan**  
Century 21 Affiliated

**Kara Thomas**  
Keller Williams Realty

**Vance Turner**  
The Appraisal Firm LLC

**Dawn Vesely**  
Restaino & Associates

**Laura Vigil**  
Stark Company, REALTORS®

**Geoff Wegner**  
Clear Choice Real Estate Services, LLC

**Scott Zirzow**  
Gavin Brothers Auctioneers LLC

### AFFILIATES

**Deirdre Marshall**  
Knight Barry Title Services LLC

**Patricia Nesthus**  
Knight Barry Title Services LLC

Congratulations to the 50 new Members who completed Orientation in April sponsored by Brian Showers and Wisconsin Bank & Trust.

Thank you to Bonnie Dixon, Gary Lukens, Cindy Ulsud, Kevin King, Sara Whitley, Robert Procter and Mary Duff for imparting their wisdom and time as April Orientation Instructors.

You did an excellent job!

## MEMBERSHIP TRANSFERS

NAME	FROM	TO
Gail Baerwolf	Keller Williams Realty	Incredible Real Estate
Stephen Cairns	Keller Williams Realty	Sweet Homes Realty LLC
David Ferris	FeeSimpleLLC	Century 21 Affiliated
Kelli Gilbert	Building Equity Development	Mulder Realty
Kate Grace	Restaino & Associates	First Weber Inc
Lori Heffernon	First Weber Inc	Century 21 Affiliated
Penny Jaskulske	Restaino & Associates	eXp Realty, LLC
Siri Jinkins	Restaino & Associates	First Weber Inc
Dominic Landretti	Landretti & Co, LLC	Century 21 Affiliated
Denise Lopez	First Weber Inc	Great Day Real Estate
Lindsay Payne	Stark Company, REALTORS®	PrimeLending
Kimberly Pederson	Keller Williams Realty	Stark Company, REALTORS®

## NEW OFFICES

**Infinity Real Estate**  
Madison, WI

**Knight Barry Title Services LLC**  
Baraboo, WI

**Mulder Realty**  
Waunakee, WI

**Sweet Homes Realty LLC**  
Madison, WI