

# REALTOR® REVIEW



November 2016

Volume 21 • Number 11

## MARK YOUR CALENDAR

### RASCW Annual Meeting

Wednesday, November 16, 2016  
8:00 am - Sheraton Madison Hotel  
[Click here for more information.](#)

### Southwest Holiday Party

Wednesday, November 30, 2016  
5:30 pm - The Arthur Haus  
[Click here for more information.](#)

### RASCW Holiday Party

Tuesday, December 6, 2016  
4:00 pm - Babes Madison  
[Click here for more information.](#)

### Installation Reception

Wednesday, January 25, 2017  
Watch for Registration Details

[CLICK HERE](#)  
FULL EVENT CALENDAR

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Membership Update

## RASCW Officers Elected for 2017

At their October 27th meeting, the RASCW Board of Directors elected **Jeff Hauser**, Hauser Evaluations, LLC, Vice President, and **Janine Punzel**, 360 Commercial Real Estate, Treasurer. Jeff and Janine, along with President-elect **Tom Weber**, First Weber, Inc., and the new RASCW Directors **Chris Stark**, Stark Company, REALTORS®, **Sommer Von Behren**, Nth Degree Real Estate, and **Carla Nowka**, Preferred Title, will be installed into office at the 2017 Installation Reception being held the evening of Wednesday, January 25, 2017 at the Nakoma Golf Club.

### Save the Date

RASCW and SCWMLS Installation Dinner  
Wednesday, January 25, 2017

Nakoma Golf Club, 4145 Country Club Rd, Madison, WI

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.



Tom Weber  
2017 RASCW  
President



Shawna Alt  
2017 SCWMLS  
President



**Guest Speaker Michael Johnson,**  
CEO of Boys & Girls Club of Dane County  
Michael Johnson is a passionate leader and a dynamic speaker. He has made it his priority to ensure that his agency continues to be a leader in youth development producing positive outcomes for young people and their families in our communities.

Be sure to mark your calendar and  
watch for registration information coming soon!

## 2017 Dues Renewal

Thank you in advance for renewing your Membership in the REALTORS® Association of South Central Wisconsin! The 2017 Membership Renewal invoices were mailed to your preferred address; if you have not received your invoice, please email [beth@wisre.com](mailto:beth@wisre.com).

To avoid an interruption of your services, including the Legal Hotline and ZipForms, **please submit your dues by December 1, 2016**. If you have not paid your Membership renewal for 2017, please note that payments need to be **received** by December 31, 2016 to avoid late fees – please do not delay. *See page 4 for additional information.*



# REALTOR<sup>®</sup> REVIEW

**A REALTORS<sup>®</sup> 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

**DIRECTORS**

Jenny Bunbury-Johnson	441-7777
Charlotte Eversoll	778-5915
Brandon Grosse	577-9860
Jeff Hauser	271-5444
Stan Hill	221-4000
Marcia Howe	223-2184
Ellen Koeppen (920)	294-3004
Carla Nowka	310-4636
Jamie Phephles	963-6923
Jennifer Utter	836-1514

**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<sup>®</sup> 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<sup>®</sup> Word programs are also welcome.

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



**President's Message: Dewey Bredeson**

I would like to take this opportunity to welcome our newest staff member, **Christina Santos**, Professional Development and Program Director. Our membership has grown both in size and geography over the past several years. Christina will be staffing the Professional Development and Membership Networking Committees. She will be working to bring programs and events to our outlying areas. Please join me in getting to know Christina and welcoming her to our Association.

**Welcome Christina Santos!**



It's great to be back in Wisconsin!

I have been in Nevada for the past 8 years as the CEO of the Sierra Nevada Association of REALTORS<sup>®</sup>, and prior to that was the CEO of the Central Wisconsin Board of REALTORS<sup>®</sup>. I can't believe that I have been in this industry for 20 years!

I left Wisconsin in 2008 to be near my dad in Nevada, and as fate would have it, a position opened up in Carson City and I was fortunate enough to be offered the position. Of course one never thinks that while you are living your life and making your own plans that your kids would be too! They get married, and have kids of their own. My contract expired at the end of September 2016 and I really wanted to get back to Wisconsin to be near my kids, and my granddaughter!

I was offered a newly created position with RASCW as Professional Development and Program Director, and I am so very excited to be working with Kevin and Janine again! I have pretty much known both of them my entire association management career. I have been involved with numerous committees over the years, as well as facilitating Professional Standards administration, new member orientation, and many other facets of association management. I feel that this is a perfect fit for me and I am looking forward to working with the committees, and getting to know the membership.



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**RASCW**  
REALTORS' ASSOCIATION OF SOUTH CENTRAL WISCONSIN

Cordially Invites You to the  
**Holiday Party! Wed., Nov. 30**

Hosted by the RASCW-SW Membership/Networking Committee

**The Arthur Haus**  
9315 Hwy 80, Platteville, Wis

SCHEDULE OF EVENTS  
TIME: 5:30 pm Happy Hour  
6:30 pm Dinner  
7:30 pm Comedian  
COST: \$25 each or \$40 per couple

We will collect your monetary donations at the door to be distributed to local food pantries.

**Food Pantry**

Win your 2017 Local dues!

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



Visit [www.scwmls.com](http://www.scwmls.com) for expanded details.



[Click Here](#)

### Keybox and KeyCard Upgrade

Have you replaced the old keybox with a new one on your listings? If you have an ActiveKey, have you returned the eKey contract and made arrangements to upgrade to the eKey?

As we upgrade users from the ActiveKey to the eKey without the FOB, they will no longer have access to open the old keyboxes. Therefore, it is very important that you replace old keyboxes with new ones as soon as possible. Please return all old keyboxes to the MLS office. Offices may be assessed a fee of \$50 per keybox not returned, so please help us round them up.

Regarding the eKey.... We have had tremendous response to our [communications](#), and agents are chomping at the bit to upgrade their ActiveKey to an eKey....which is really great! If you have sent in your eKey contract, we are sending eKey authorization codes via email in the order the contracts are received.....it may take a few days for us to get to you. If you need help loading the eKey app, please check [the schedule here](#) and email [keys@wisre.com](mailto:keys@wisre.com) with a time that works for you. There is no hurry to upgrade, as the ActiveKey will work on the new boxes, and will not be shut off until December 15. Return your ActiveKey to the MLS office by December 31 to receive your \$50 deposit. Everyone is being very kind and patient as we work through this upgrade....thank you!!!

### New Sale Factors Added

Two new Sale Factors have been added when changing a property to Sold. Joining the list of Court Approved, REO, and Short Sale are new factors of **Non-Arm's Length** and **Relocation**.

### Branded Virtual Tours

While MLS reports will only display unbranded (no office/agent info) virtual tours, we have added a field for branded (with office/agent promotion) to be added to Paragon™ for the sole purpose of assisting office/agents in getting their branded tours to outside vendors such as Zillow, Trulia, Realtor.com and office websites. This new field can be found within add/maintain listing, located under the Virtual Tour link field. Please alert your IDX website vendor if you want them to display branded tours for your office listings.



*RASCW Holiday Party  
December 6th, 2016  
4 pm - 6 pm  
Babes Madison  
5614 Schroeder Rd.*

*Partygoers will have a chance to win FREE RASCW Dues for 2017!*

[CLICK HERE FOR MORE INFORMATION](#)



LINDA S. OELKE-MCNAMER  
NMLS#685867

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NMLS#451162

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## Membership Renewal Notice

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Thank you in advance for renewing your Membership in the REALTORS® Association of South Central Wisconsin! The 2017 Membership Renewal invoices were mailed to your preferred address last month.

As your local Association, it is our responsibility to collect dues on behalf of the Wisconsin REALTORS® Association (WRA) and the National Association of REALTORS® (NAR). 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 2016. [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

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Please note that credit card payments will only be accepted online.

To pay by VISA or MC, go to [www.rascw.org](http://www.rascw.org) and click on the Pay Dues Online link at the top of the page.

This service is handled by the National Association of REALTORS® (NAR) and is only available through December 31, 2016.

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, 2016 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.

## Reminder: Code of Ethics Training Required for all REALTORS®

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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](mailto:beth@wisre.com) so it can be noted in your Membership records.

If your CE provider does not meet approval, NAR has an online course available at no cost. [Click Here for NAR Online Code of Ethics Course.](#) The deadline is December 31, 2016.

## Thank You All

Thanks to the generous support of our sponsors and ticket purchasers to this year's Mallards Tailgate Fundraiser, the RASCW Affordable Housing Equal Opportunities Committee was able to present checks totaling \$8,300 to Movin' Out, Inc. Executive Director Tim Radelet at its meeting on November 3. This represents the highest total raised since the inception of the fundraiser 12 years ago. Please watch for next year's event - we hope to see you there.



Pictured left to right: Laura Stanfield, AHEOC Co-chair; Tim Radelet, Executive Director, Movin' Out; Joe Long, AHEOC Co-chair; and, Brandon Grosse, AHEOC Responsible Director.



### RPR Beyond the Basics: Working with Buyers and Sellers

Tuesday, November 15, 2016

Sheraton Madison Hotel  
706 John Nolen Drive  
Madison, WI 53713

Classes will be offered at:  
9:00 am, 10:30 am, 1:00 pm, 2:30 pm

[Click Here to RSVP](#)

## Only 34 Days Left

The deadline is approaching quickly. In partnering with the Wisconsin REALTORS® Association, we are able to provide a high standard of real estate education, enabling you to better serve your clients. All Wisconsin real estate licenses must be renewed by December 14, 2016. License renewal requires 18 hours of continuing education.

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

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

Course 1 Wisconsin State-Approved Listing Contracts

Course 2 Wisconsin State-Approved Offers to Purchase

Course 3 Wisconsin New Developments

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

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

Elective A Disclosures in a Wisconsin Transaction

Elective B Risk Reduction for Wisconsin Salespeople and Brokers

Elective C Inspections and Testing in Wisconsin Transactions

Elective D Wisconsin Condominiums

### **Upcoming Classes at WRA** (Madison)

Nov 15: CE B (8:30 am) and CE C (1:00 pm)

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

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

Dec 2: CE C (8:30 am) and CE B (1:00 pm)

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

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

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“Too much business has become  
far too impersonal, leaving out  
the humanity.”

[Capitol Bank] goes beyond  
basic service - they're bringing  
back a needed personal touch.”



RSK's picks for this month:

<http://creoutsider.com/2016/10/what-i-learned-from-costars-andrew-florance/>

RSK: This is where residential and commercial data needs are different.

<http://www.massimo-group.com/12-proven-strategies-for-generating-more-cre-leads/>

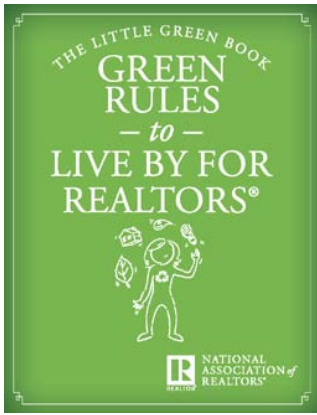
RSK: Some great ideas here.

<http://www.jonschultz.com/blog/2016/10/the-accelerating-pace-of-tech-disruption-in-cre>

RSK: This is the inner evolution of commercial real estate and it is happening as we speak.

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

### The Little Green Book: Green Rules to Live By for REALTORS®



The National Association of REALTORS® Marketing Product Management group is proud to announce the creation of its newest product in the Little Book series, *The Little Green Book: Green Rules to Live By for REALTORS®*. This product focuses on the instructions, philosophies and rules members of NAR utilize to educate, list and support clients' needs. This guide was created with support from the NAR Green Resource Council and input from hundreds of NAR members, including many members with the NAR Green Designation. The foreword was provided by 2014 NAR President Steve Brown, who is an advocate for green topics and who held the inaugural 2014 NAR Environmental Summit. *The Little Green Book* includes tips that are presented in a fun, light-hearted way with realistic advice from REALTORS®. It's a great tool for new agents and seasoned professionals to incorporate green into their business.

This product is the third in the larger planned "Little Book" series, joining the *Little Blue Book: Rules to Live By for REALTORS®* and *The Little Red Book: Safety Rules to Live By for REALTORS®*. These products focus on instructions, philosophies and rules members of the NATIONAL ASSOCIATION OF REALTORS® utilize to be successful and stay safe in their real estate careers.

*The Little Green Book* is broken down into seven sections with focus on green philosophies, understanding resource efficiency priorities of clients, key dos and don'ts, layering green into your business and the number one green change you can make right now. This guide is a great conversation starter. *The Little Green Book: Green Rules to Live By for REALTORS®* provides tips from REALTORS® for REALTORS® on how to keep incorporate green into their business, and includes advice and lessons learned.


*The Little Green Book: Green Rules to Live By for REALTORS®* will be sold online at [www.store.realtor/lgb](http://www.store.realtor/lgb) and onsite at NAR conventions and outreach shows.

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\*UW Credit Union is ranked among the top ten home loan lenders in the state based on information from county Register of Deeds Offices; SMR Research Corporation. 



Your best interest always comes first.®

## Calendar: November 15 - December 15

**Tuesday, November 15**

RPR Beyond the Basics: Working with Buyers and Sellers  
9:00 am – Sheraton Madison

**Wednesday, November 16**

RASCW Annual Membership Meeting  
8:00 am – Sheraton Madison

Paragon™ Basic

9:30 am – SCWMLS Training Room

SCWMLS Board of Directors  
11:00 am – Sheraton Madison

**Thursday, November 17**

New Member Orientation  
8:30 am – Education Center

Commercial Services Committee  
8:30 am – Oakbrook Corporation

**Thursday, November 24**

RASCW/SCWMLS Offices Closed  
Thanksgiving Holiday

**Friday, November 25**

RASCW/SCWMLS Offices Closed  
Thanksgiving Holiday

**Wednesday, November 30**

Southwest Chapter Holiday Party  
5:30 pm – The Arthur Haus

**Friday, December 2**

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

**Tuesday, December 6**

RASCW Board of Directors  
1:00 pm – Babes

RASCW Holiday Party  
4:00 pm – Babes Madison

**Wednesday, December 7**

Membership Networking Committee  
9:00 am – Preferred Title

[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*



**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.



**NAR REALTOR® Safety Program**

More than a decade ago, the National Association of REALTORS® launched the REALTOR® Safety Program to educate REALTORS® on the potential risks they face while on the job. Over the years, the program has produced videos, hosted webinars, created marketing materials and developed a presentation for Associations to use with their agents. NAR continues to strengthen the REALTOR® Safety Program by adding new components, updating existing resources, and increasing the marketing efforts and visibility of the program to keep safety a priority every day.

**Resources in the REALTOR® Safety Program**

- Download the [2016 Member Safety Report](#) and share the information with your members. The goal of the report is to better understand how REALTORS® feel about their safety along with what steps they are already taking to keep themselves protected.
- Order "[The Little Red Book: Safety Rules to Live By for REALTORS®](#)". This booklet is the perfect tool for your new or seasoned agents to use as they create and update their safety protocols.
- Utilize the "[REALTORS®, Safety and You](#)" video. This award-winning video is a great resource for your members to share with clients to educate them about the safety precautions real estate agents may use during transactions and the importance of REALTOR® safety.
- Socialize NAR's weekly safety tips. Follow NAR's Twitter, Facebook or Instagram accounts so you can easily share them with members. These image-based tips are perfect for social media, and can also be used in e-newsletters and posted on your website.
- Download the safety web banners, posters, print ads and flyers that can be posted online, in your newsletters and around your office.

For additional information on the REALTOR® Safety Program, please visit [www.realtor.org/Safety](http://www.realtor.org/Safety).



**877-267-3752**  
[www.REALTORSInsuranceMarketplace.com](http://www.REALTORSInsuranceMarketplace.com)

**Open Enrollment 2017 starts on November 1st!**

Join the thousands of NAR members who have turned to REALTORS® Insurance Marketplace to find Health Insurance coverage that fits their needs.

- Benefit Specialists provide complimentary consultative services
- Enrollment is quick, easy, and can be done in just a few steps

[www.REALTORSInsuranceMarketplace.com](http://www.REALTORSInsuranceMarketplace.com)

**RASCW Member Benefit**

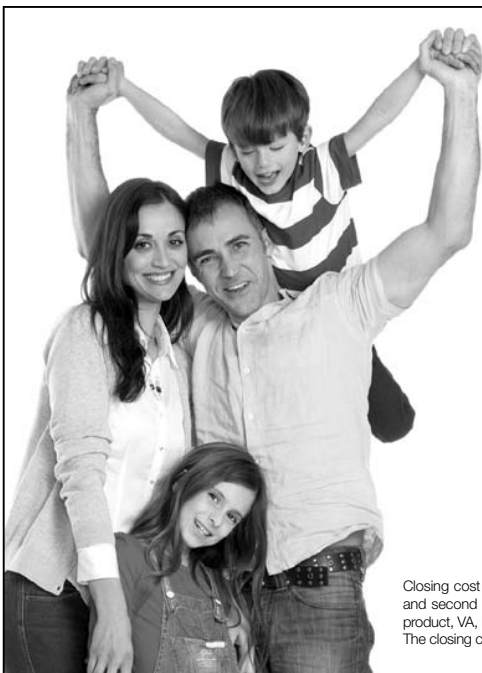
**Mermaid Total Wash Tickets**  
**\$8 each (includes tax)**

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](mailto:beth@wisre.com) for detailed information and orders.



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# MEMBERSHIP UPDATE

## NEW MEMBERS

**Travis Acker**  
RE/Max Preferred

**Tiffany Barron**  
Restaino & Associates

**Terra Beaver**  
eXp Realty, LLC

**Elaine Benson**  
United Country Hamele Auction & Realty

**Paige Berge**  
Keller Williams Realty

**Sarbjit Bhullar**  
First Weber Inc

**Kelly Cherrier**  
Century 21 Welter Realty

**Garrett Colbert**  
First Weber Inc

**Edward Corn**  
Century 21 Affiliated

**Matt Deadman**  
Keller Williams Realty

**Stephen Forrer**  
Bunbury & Associates, REALTORS®

**Diane Fortier**  
First Weber Inc

**Tania Gross**  
Century 21 Affiliated

**Kitt Herro**  
Keller Williams Realty

**Anthony Hildebrant**  
Century 21 Affiliated

**Mike Hodge**  
Keller Williams Realty

**Joshua Holt**  
Keller Williams Realty

**Ronald Hull**  
Liaison Realty Group

**Vicki Hyatt**  
The Spanos Company Appraisals

**Peggy Lee**  
American, REALTORS®

**Mike Malloy**  
First Weber Inc

**Eric Mathwich**  
Keller Williams Realty

**Tiffany Millard**  
Century 21 Affiliated

**Renee Miller**  
First Weber Inc

**Keith Navis**  
VandeZande Real Estate LLC

**Michele Nelson**  
Capella Realty Group, LLC

**Tara Neuheisel**  
Restaino & Associates

**Lindsay Payne**  
Stark Company, REALTORS®

**Julie Porto**  
First Weber Inc

**Marissa Pruitt**  
First Weber Inc

**Rebecca Ralyn**  
Sprinkman Real Estate

**John Ramos**  
Keller Williams Realty

**Melody L. Reich**  
Century 21 Affiliated

**Sue Romens**  
Keller Williams Realty

**Don Samanas**  
Keller Williams Realty

**Hart Semrau**  
First Weber Inc

**Alexandra Soglin**  
Century 21 Affiliated

**Carly Solberg**  
Keller Williams Realty

**Jan Thiel**  
Restaino & Associates

**Mike Thomsen**  
Stark Company, REALTORS®

**Kerry Tolzmann**  
Bunbury & Associates, REALTORS®

**Jennifer Wafle**  
Century 21 Affiliated

### AFFILIATES

**Patrick Averill**  
Thompson Kane & Co, LLC

**Joseph Dach**  
Area Inspection Services, LLC

**Susan Fischer**  
River Valley Bank

Congratulations to the 33 new Members who completed Orientation in October sponsored by Gina Newell and Premier Home Stagers.

Thank you to Nancy Smith, Laura Stanfield, Joe Long, Robert Procter, Bonnie Dixon and Gary Lukens for imparting their wisdom and time as October Orientation Instructors.

You did an excellent job!

## MEMBERSHIP TRANSFERS

NAME	FROM	TO
Jennifer Bianco	First Weber Inc	Keys 4 Real Estate
Byron Chase	Lake & City Homes Realty	Keller Williams Realty
Alejandra Creech	eXp Realty, LLC	Keller Williams Realty
Kate Lemon	Fleming Development	Your Space Real Estate, LLC
Katie Lichtie	Stark Company, REALTORS®	NextHome Metro Group
Guy Lofts	Keller Williams Realty	eXp Realty, LLC
Jennifer Luedtke	eXp Realty, LLC	Keller Williams Realty
Timothy Olson	Stark Company, REALTORS®	Olson Company, LLC
Kari Pattee	First Weber Inc	Keys 4 Real Estate
Kimberly Pederson	Universal Realty Team	Keller Williams Realty
Jennifer Riedner	Century 21 Affiliated	Keller Williams Realty
Juanita Tomlinson	Keller Williams Realty	Realty Executives Cooper Spransy
Amber Walker	Stark Company, REALTORS®	Keller Williams Realty
Mike Wilson	Judd Realty, LLC	C & C Realty
Melvin Zentner	Century 21 Affiliated	Homestead Realty

## NEW OFFICES

<b>Area Inspection Services, LLC</b> Johnson Creek, WI
<b>Keys 4 Real Estate</b> Waupun, WI
<b>Liaison Realty Group</b> Monona, WI
<b>Olson Company, LLC</b> Cottage Grove, WI
<b>The Spanos Company Appraisals</b> Fitchburg, WI
<b>Thompson Kane &amp; Co, LLC</b> Madison, WI
<b>Your Space Real Estate, LLC</b> Monticello, WI