



REALTOR® Agenda

Official Publication of the REALTORS® Association of Northeast Wisconsin

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REALTOR NEWS

RANW Broker Meetings - September 18th, 20th, & 21st

RANW invites Brokers to attend one of five area meetings taking place the week of September 18th. Meetings will be held in Appleton, Fond du Lac, Green Bay, Oshkosh, and Waupaca. Discussion topics will include updates / changes with RANW, MLS, Government Affairs and time for Q&A.

Due to limited space, this meeting is for Managing Office Brokers only. Brokers can register [here](#). Please RSVP at your earliest convenience so we can ensure adequate space has been reserved.

September is REALTOR® Safety Month



NAR has a wealth of resources to help REALTORS® better understand and educate each other about the safety risks they face. From planning your safety strategy to extensive safety resources including apps, products, and educators, NAR has many useful items for all real estate professionals including regularly-scheduled safety webinars, numerous articles organized by category, videos, and a safety alert program. Having a plan, both personally and in your office -- BEFORE something happens -- may make all the difference in your safety. Make September the month you do your plan!

[Click here](#) for numerous links and resources.

These are just a few of the practical action-based resources you will find in NAR's Safety

Resource Section:

- [Planning Your Safety Strategy](#)
- [Tips and Best Practices](#)
- [Training Videos](#)
- [Webinars](#)
- [Articles](#)
- [Personal Protection Resources](#)
- [REALTOR® Safety Network](#)
- [Broker Toolkit](#)

September is REALTOR® Safety Month

WE TOOK THE PLEDGE

As a REALTOR® association, we pledge to promote REALTOR® Safety in communications, media, governance, and actions. We strive to ensure the safety of our members and the public.

nar.realtor/safety

Events At a Squint

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**2023 RANW & MLS
Boards of Directors
RANW & MLS Executive
Committee
President
Michael Sewell
President-Elect
Diane Campshure
Secretary/Treasurer
Pat Kaster**

Pros Get Real About the Dangers of the Job



Tune in to REALTOR® Magazine's podcast "Drive With NAR®: The Safety Series" to learn about the real risks pros face while on the job. Hear from agents and brokers who've been affected, and learn how you can avoid dangers and disruptions to your life and business. Check out the latest episode [HERE](#) or subscribe wherever you get your podcasts.

Jim Smith Excellence in Professionalism Awards - Nominate Someone Today!

The Excellence in Professionalism Award recognizes overall service to the REALTORS® Association of Northeast Wisconsin and their communities. The recipients of this award exemplify high principles of professionalism and promote the Code of Ethics and other industry-specific standards of practice. We are looking for members who have made an outstanding contribution to the Association through committee work, leadership, board activity, and involvement.

The awards will be presented at the Annual Meeting on November 2, 2023.

[CLICK HERE](#) or email juecker@ranw.org to nominate someone for this prestigious award!

Stay Ahead of Risk Essential Safety Insights: Webinar~ Sept 13th



Learn how to identify and respond proactively to potential threats on the job from REALTOR®, safety instructor and former law enforcement officer Geoff Fahringer. [Register now](#) for the REALTOR® Safety Month live webinar "Unmasking Threats: Enhancing Safety Through Situational Awareness," which takes place September 13th at noon CT.

Membership Renewal Time Coming Soon! Update Your Preferred Mailing Address

The annual membership renewal dues will be generated in late September and mailed out to each member's preferred mailing address around the first of October. If you would like to update your preferred mailing address from office to home or vice versa, please login to [your member portal](#) with your member id or NRDS id and update the Preferred Mail section. [See instructions here](#). Note: Make sure not to put the address on both address lines and please don't use all capital letters.

The discounted dues deadline will be **Wednesday, November 15th**. Thank you for your membership!

REALTORS® Relief Foundation Support



The REALTORS® Relief Foundation has awarded more than \$6.5 million in grants to disaster victims so far this year. You and your members' support helps bring comfort to people struggling to recover. Become a hero for hope by texting TEAMRRF to 71777 or by visiting nar.realtor/rrf to donate. One hundred percent of contributions go directly to victims.

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Jill Dickson-Kesler
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Lori Muller
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NAR Wants REALTORS® in High School Classrooms



The association's Ignite Others initiative, launching next year, aims to demonstrate how members can use their skills and expertise to uplift their local communities. By teaching financial literacy to high school juniors, REALTORS® will empower youth to make informed decisions and secure a prosperous future. Join us in this incredible endeavor to shape the financial futures of our youth!

Together, we will: Revolutionize the way students perceive money
Empower them with essential financial skills
Light the path towards the American dream of homeownership

Learn more about teaching [HERE](#)
Apply [HERE](#)

Construction Starting! WIS 125/College Avenue FULL CLOSURE to begin on Monday, August 28th

WIS 125/College Avenue will be closed during construction from northbound I-41, College Avenue exit and entrance ramps to North Westhill Boulevard starting Monday, August 28, 2023. Construction is anticipated to be completed by November 2023. A detour and alternate route will be posted and will be signed as follows:

- ~ Alternate route – I-41 northbound traffic coming from south of Appleton will be directed to WIS 441 northbound to WIS 47 northbound with the alternate route ending at the 47/125 intersection in downtown Appleton
- ~ Detour/truck route– The detour will utilize County A (Lynndale Drive) to County OO (Northland Avenue) to I-41, back to WIS 125 (College Ave)

Note: Temporary improvements on West Spencer Street have begun and will be completed prior to construction. Temporary signals will be installed at the West Spencer Street and Nicolet Road intersection. Turn lane improvements will be provided at the Kool's Street and West Spencer Street intersection.

Project Location The project is located on WIS 125/College Avenue, from I-41 to Bluemound Drive, in the town of Grand Chute in Outagamie County.

EDUCATION

DSPS Education Efficiencies

The Department of Safety and Professional Services (DSPS) regulates and licenses more than 208 different types of credentials, including real estate licensees. As the fourth largest license holder at DSPS, the WRA and its members are highly invested in making sure the DSPS is responsive, timely and efficient.

To provide more efficiencies for real estate licensees at the DSPS, the WRA supported a pilot program for REALTORS® continuing education (CE) included the 2023-2025 Wisconsin State Budget that allows an education provider to certify the real estate licensee completed CE through the provider.

This private sector solution allows a pre-qualified education provider to confirm the individual has completed the required CE at renewal.

The pilot program reduces the allocation of DSPS resources by permitting qualified education providers to certify licensees who complete courses have satisfied the state CE requirements.

Six CE Courses Available As Of June 20th

To maintain real estate licenses in the state of Wisconsin, real estate licensees must complete **18 hours of continuing education (CE) every two years**. For the new biennium, the 18 hours include the completion of **18 one-hour course topics**, comprised of 12 mandatory courses and six elective courses.

- CE1 - Wisconsin Agency Law
- CE2 - DSPS Disciplinary Actions (NAR COE)
- CE3 - Commissions in WI Agency Agreements, Offers of Compensation and Antitrust (NAR COE)
- CE4 - The Inspection Contingency in WI Offers To Purchase
- CE5 - WI Legislative Updates Related To Real Estate
- CE6 - WI Real Estate Case Law Update

[Click HERE to register today!](#)

WRA Appraiser CE Courses



As the leading expert in Wisconsin real estate practice for over 100 years, the WRA is your top choice in Wisconsin appraiser CE.

All appraiser licenses expire every two years and must be renewed by December 14 of odd-numbered years. All certified and licensed appraisers are required to complete 28 hours of CE each biennial period, which must include the 7-hour National USPAP Update course. Learn more about Wisconsin appraiser license requirements [here](#).

Virtual training offers all the appraisal education you need in a live format, delivered remotely to wherever you want to be. No travel, no hotel bookings. Download the 2023 Appraiser CE brochure with course descriptions and instructors [here](#).

[Click HERE to register.](#)

Accredited Buyer's Representative Course

Webinar: October 24-25 - 8:30am-4:30am - [REGISTER HERE](#)

This educational experience equips you to represent buyer-clients in real estate transactions, matching the stellar service sellers commonly receive. Plus, you'll explore a wealth of innovative ideas and proven methods, empowering you to build a thriving buyer-representation business, forge strong buyer relationships, secure repeat business and referrals and more.

- **Credits:** Qualifies for 12 hours of the GRI elective course credit and ABR core course credit when working toward the ABR designation.
- **Cost:** \$265 (through October 10)

Seniors Real Estate Specialist Designation Course

Webinar: September 13-14 - 8:30am-4:30am - [REGISTER HERE](#)

The SRES two-day core course arms you with the key skills in counseling adults age 50+ through selling their family home, buying rental property, moving to a senior community, among many other issues.

- **Credits:** Qualifies for 12 hours of GRI elective course credit and qualifies as ABR elective course credit.
- **Cost:** \$265 (through August 29)

EVENTS

INDevelopment Conference - Register Now!



The INDevelopment Conference will be held this year on Tuesday, September 7th from 2-7:00 pm at the Oshkosh Convention Center. The keynote presentation will be given by Nik Davis and will explore the transformative potential of development, creativity, and data-driven decision-making. RANW is a sponsor of this event and it would be great to have a large turnout from our Association!

You can Register - [Register Here](#)

Women's Council of REALTORS Safety Event ~ September 14th



September is REALTOR® Safety Month! Join us for a fun safety training experience! Our Annual REALTOR® Safety event focuses on awareness and tips to better keep ourselves safe during business.

Date/Time: 11 am - 1 pm

Location: Holidays Pub & Grill - Appleton 3950 Richmond St, Appleton

Tickets: [Click here for tickets](#)

[REGISTER HERE!](#)

Save the Date! WRA Annual Convention Oct 1-3, 2023



Join us and the WRA for this high-octane event with three days full of training, networking and entertainment. You'll learn how to handle sharp turns in the market and upgrade your practice into a well-oiled machine. Unite for the ultimate REALTOR® convergence and accelerate your sales network.

- Take advantage of our early bird pricing for a full convention pass and access to the icebreaker party.
- For a limited time, pay just \$165 for 40+ workshops and panels, amazing speakers, a pub trivia contest and so much more.

Don't miss this revved-up convergence of REALTORS® to network and ride on. [Click HERE](#) to see the agenda, speakers, FAQ's and other details.

Win a Free Pass to WRA's Annual Convention ~ October 1st-3rd

To enter your name into the free convention pass drawing, please email your name, office and phone number to Cheryl at (cdreger@ranw.org).

1. Registration must be given, not sold, and is not transferable;
2. Recipient must be a REALTOR® member of good standing;
3. Financial need is not necessarily a prerequisite, but could be;
4. Recipient may not be a local board officer;
5. Boards may add additional criteria;
6. Deadline for submission is **September 13th, 2023**;
7. Recipient may add ticketed items at their own cost.

RANW Neighborhood Outreach Day - Friday, October 27!



This is a great opportunity for RANW members to volunteer to help homeowners in your community by raking lawns and other fall lawn maintenance tasks for elderly and disabled residents in your market area.

[Click HERE for the video!](#)

Deadline for all registrations is September 15!

Return directly to Jessica Uecker at juecker@ranw.org

- [2023 Neighborhood Outreach Flyer](#)
- [Register Online](#)
- [Registration Form - Paper Copy](#)
- [Instructions](#)
- [Member Volunteer Agreement](#)

SAVE THE DATE!



Save the Date for these upcoming events you wont want to miss!

- **Annual Meeting & Elections: November 2nd, 2023**
 - Hear a summary of 2023, network with other members, and enjoy a delicious brunch!
- **Green Bay Holiday Party: December 14, 2023 at Stadium View**
 - Additional details coming soon!

THANK YOU - Fox Valley Golf Sponsors



Thank you to all who participated in and sponsored the RANW Fox Valley Golf Outing this year.

Hole Sponsors:

Wells Fargo Home Mortgage

First American - Evans Title Division

Women's Council of Realtors - Fox Valley

NEW Title Services, Inc

Inspection Services of Wisconsin

Guaranty Closing & Title Services, Inc.

Unison Credit Union

JG Restoration

RANW MLS

Driving Range: **Associated Bank**
Lunch: **First American - Evans Title Division**

GOVERNMENT AFFAIRS

Housing Now Coalition and the Say Yes to Housing! Public Education Campaign



HOUSING NOW COALITION

RANW has spearheaded a coalition of business stakeholders across Northeast Wisconsin including local builders associations, local chambers of commerce, economic development groups, and other business and trade organizations who have come together to raise public awareness of the current housing crisis and to advocate for creative solutions to provide more housing for everyone. The coalition has a dedicated Facebook page and website that will provide the public with additional information and resources regarding the housing crisis.

SAY YES to HOUSING! PUBLIC EDUCATION CAMPAIGN

The Housing Now Coalition is conducting a public education campaign utilizing four boosted Facebook ads as well as a 30-second YouTube video which will run for a total of 12 weeks. The first ad as well as the coalition website and Facebook page are live - please help us help you by actively participating in the campaign - Like our page, forward and share the ads, messages, and data with EVERYONE in your network!

- www.housingnowcoalition.com
- [housingnowcoalitionNEW!](https://www.facebook.com/housingnowcoalitionNEW/)

#SayYesToHousing!

Calling All Direct Givers

When should I send in my contribution?

Well, today would be great! We are officially trying to wrap up RANW's Direct Giver Fundraising period. We ask that all members who have been Direct Givers, or wish to become new Direct Givers please send in your contribution now so that we are able to help candidates who are raising funds and campaigning for next year's election. The WRA Direct Giver Program provides a great opportunity for members who:

- wish to retain full control and direction over who will receive their political contributions
- wish to give personal contributions to candidates for local and state elections and at the same time benefit the REALTORS® Association

Direct Giver Process

1. **Solicitations:** The minimum contribution is \$100.00.
2. **Checks:** Checks can be used and must be made to the WRA Direct Giver Program (not RPAC). Checks can be sent to RANW, W6124 Aerotech Dr., Appleton, WI 54914.
3. **Credit Cards:** You may also pay on-line via credit card. [Click here](#) and login to the WRA site. Or you can call Jennifer at 920.739.9108 with your credit card information and she will take care of it.
4. **Control:** Contributions to the Direct Giver Program are deposited in a separate bank account from RPAC contributions. Structurally, the WRA then acts like a bank, with disbursements permitted only with the explicit authorization of the contributor. That is, you retain full control on how your direct giver money is spent.
5. **Directing Contributions:** Contributors may at any time direct their contributions, in whole or in part, to any candidate for local, state or federal office. When disbursing funds, contributors can email or call RANW or WRA to indicate how they wish their money to be distributed.

MLS

A Message from Black Knight/Paragon



August 17, 2023

Black Knight is aware of the recent cyber security news impacting a major MLS system provider. The security and integrity of Black Knight products, services and your data are paramount.

Black Knight has mature Information Security, Business Continuity and Disaster Recovery programs. The Black Knight ransomware strategy includes detective, preventive and recovery capabilities. These capabilities include, but are not limited to 24 x 7 security monitoring, anti-phishing protections, malware detection, multi factor authentication, offsite backups, encryption strategies and numerous network perimeter controls.

In addition to our already robust security programs, Black Knight has taken additional precautions specifically designed to mitigate the risks associated with the current news and we would like to assure our partners that we are taking all of the necessary steps to prevent these events from affecting our operations. These additional precautions will remain in place until confirmation is received and we can verify that the threat has been eliminated.

In the near future we will be hosting a webinar, featuring our leadership and security team leaders to cover this information and answer any questions you may have.

An additional communication will be sent in the next several days with the webinar information.

Black Knight

LoneWolf zipFORMS Free Integrations



One of the many benefits of being a loyal Transactions (zipForm Edition) user is that you now have access to several leading real estate services-for free. You can find your free integrations through 'Marketplace' in Transactions or scroll below to find your accounts.

- [Website: All of the Marketplace integrations available to you](#)
- [Recorded webinar: How to use Marketplace in Transactions](#)
- [How to use Authentisign for free in zipFORMs for digital signatures](#)
- [Training: How to create rental transactions in Transactions](#)

Back to School with RPR!

Back to school time! RPR offers a full class schedule with webinars that cover a variety of topics. Check out the September lineup [HERE!](#)

RPR AI ScriptWriter



Interested in checking out the AI trend but now sure how to start? This month, RPR is sharing a "how-to" on the Market Trends ScriptWriter! Check out the how-to [HERE](#) to get started!

RANW MLS Stats at a Glance

Want to customize your own statistical reports?

[Click HERE for the How-To!](#) OR try one of the Paragon statistical tools under the Resources tab in Paragon!



RANW MLS

Training Opportunities

RANW MLS Webinars

Click on the training calendar/link for each vendor to register for free daily or on demand webinars!

- [Paragon Webinar Calendar](#)
- [CRS Data MLS Tax Suite Training](#)
- [Homesnap Live Training Calendar](#)
- [Realtor.com Virtual Training Center](#) (Live and On Demand Training)
- [RPR \(Realtors Property Resource\) Learning Center](#)
- [Supra On Demand Video Tutorials](#)
- [WRA Thursday Takeaways Video Series](#) (Updated each Thursday)
- [WRA Legal Update Live Webcast Video Series](#) (must login to WRA)
- [NAR Professional Development Live Virtual Courses](#)
- [NAR Right Tools, Right Now Virtual Webinars](#)
- [zipForms - YouTube](#) Learning Videos

LOCKBOX PROGRAM

Welcome to the Lockbox Program

#1612	Jon Bahrke Real Estate, LLC	REALTOR® MLS	Pulaski
#1618	Green Bay Appraisal	REALTOR® MLS	Green Bay
#1744	Wisconsin Realty Brokers, LLC	REALTOR® MLS	Appleton

Supra eKEY® Showing Notifications - Location Services

By enabling location services on your phone settings and eKEY settings, you can easily provide accurate start and end times to the listing agent for a showing. Watch our video to see how the Supra system can detect the beginning and end of a showing when location services are turned on. Watch the video [HERE!](#)

Safe Showings with Supra Agent Alert



Did you know your Supra eKEY® App has a safety feature called Agent Alert? With the press of a button on the Supra eKEY® app, agents have quick access to send an alert message when needed. Set up your Agent Alert with these easy steps: [Watch the Video HERE!](#)

MEMBERSHIP

RANW Membership Changes

To view all the current membership changes for RANW [click here.](#)

Congratulations on Your Retirement!

RANW congratulates the following REALTOR® members on their retirement:

- ~ **Marge Rubin**, First Weber, Realtors, Oshkosh
- ~ **Ron Zahn**, Coldwell Banker Real Estate Group-Lynndale, Appleton

Ethics Deadline is 12-31-24 - Submit CE Course 4 to RANW

A new three-year ethics cycle began January 1, 2022, and the deadline is **December 31, 2024**. REALTORS® are required by NAR to complete ethics training of not less than 2 hours, 30 minutes of instructional time within three-year cycle. The training must meet specific learning objectives and criteria established by the National Association of REALTORS®.

Training may be completed through the following options:

- ~ Course 4: Wisconsin Risk Reduction Through Professionalism (fulfills NAR Ethics) (*send Crs 4 certificate to RANW*)
- ~ New Member Orientation class completed January, 2022-December, 2024
- ~ NAR's Online class - [click here.](#)

Certificates can be emailed to cdreger@ranw.org

NAR New Fair Housing Training Requirement

National Association of REALTORS® new-member applicants must now complete two hours of fair housing training and existing members must complete two hours of fair housing training every three years as a condition of REALTOR® membership, including one training option that is of no cost to members.

The new requirement was approved by the association's Board of Directors at its May 11 meeting. The three-year cycle coincides with NAR's existing Code of Ethics training requirement and begins in 2025.

Courses satisfying the new NAR requirement are:

- [At Home With Diversity](#)
- [Bias Override: Overcoming Barriers to Fair Housing](#)
[Fairhaven](#): Bias and anti-discrimination training - NAR's online fair housing simulation

BUSINESS RESOURCES

REALTORS® Dental Insurance - Compare Plans Today



Enroll now, and don't miss out! These plans are available exclusively to NAR members and families too, and offer three different options to choose from. All of them include 100% in-network preventive coverage for cleanings, x-rays, and exams.

[Click here](#) to learn more and get a quote in minutes. REALTORS® Dental Insurance is made available through REALTORS® Insurance Place and NAR REALTOR Benefits®
REALTORS® Vision Insurance



It's time - enroll today for Summer play!

Need a little clarity? The REALTORS® Vision plans offer group rates and reliable customer service. These plans are specially designed for REALTORS® and family members too, with rates starting at just \$12.70 per month. Choose from 2 different plans, and save regardless on designer frames, exams, and more: [Compare Vision Plans Today](#)

As an NAR member, plans are available to you and your family anytime online OR you can give us a call at 1.844.316.8090 and we will do the work for you!

COMMERCIAL

WCIE Offers "Off-Market Only" Search Filter



WCIE has added a new "Off-Market Only" search filter in the Properties search mode for brokers who focus on prospecting off-market properties. This new filter can be found when using the "Search" tab on the blue banner and clicking on the "Type" filter as shown below.



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