



The Central Scene

*Central Wisconsin Board of Realtors
Newsletter*

Volume XV Issue 4

July/August 2014



*CWBR President
Rita Blenker*

Hello to all!!

With summer finally arriving, I am sure there is excitement of the weather but also of our market. Busy, busy, busy!! I was excited about attending the Washington DC visits in May and it was simply amazing. Not only visiting our legislative peers but understanding how it all comes together with NAR and our state associations is priceless to learn. I would totally recommend to all of you to have a goal of being the President of your board and/or being on the board of directors. To get involved in your future and career is vital to our association and can make a difference to you personally. Being President hasn't just been a title for me. It has been an honor to represent you at all of our meetings and it is exciting to see changes happen, on the local and state level.

July 28 is our annual golf outing at The Ridges. Thank you Brian Slinkman for organizing it this year for the board. We are looking for golfers and hole sponsors which is a great reason to talk to your favorite affiliate. Proceeds this year will go to the Community Fundraising Resource Center in Wis. Rapids.

August 11---an important event for you to attend and have a say---our annual CWBR meeting. The new Affiliate Program will be rolled out there plus discussion of many important topics that we need your input on. If you haven't thought of being more active on the board, please do. You are needed! It truly is rewarding.

***Your President
Rita Blenker***

REQUIREMENT OF UPDATING LISTING STATUS FOR PENDING LISTINGS

As stated in the National Associations of REALTORS® Handbook on Multiple Listing Policy and in the CWMLS Rules and Regulations and Policies and Procedures, it is required that MLS participants update the status of their listings within (3) business days. When an offer to purchase has been accepted on an active listing, the status within Paragon must be updated to one of the "Pending" choices.

Section 2.5 - Reporting Sales to the Service: Buyer's name and status changes, including final closing of sales and sale price shall be reported to the CWMLS by the listing broker within three (3) business days after they have occurred. If negotiations were carried on under Section 2(a) or (b) hereof, the cooperating broker shall report accepted offers and prices to the listing broker within 24 hours after occurrence and the listing broker shall report them to the MLS within 24 hours after receiving notice from the cooperating broker.

(Amended 5/09)M

Participants that fail to update the status of an active listing may have the listing removed from the MLS as explained in Section 7.88 of the National Associations of REALTORS® Handbook on Multiple Listing Policy and incorporated into the CWMLS Rules and Regulations. CWMLS will begin enforcing this policy of removing active listings with status' that have not been updated as explained in the rules on August 1, 2014.

Section 7.88 - Notwithstanding the limitations established in the Code of Ethics and Arbitration Manual or in other National Association policy, multiple listing services operated as committees of associations of REALTORS or as separate, wholly-owned subsidiaries of one or more associations of REALTORS are authorized to remove any listing from the MLS compilation of current listings where the participant has refused or failed to timely report status changes. Prior to the removal of any listing from the MLS, the participant shall be advised of the intended removal so the participant can advise his or her client(s). (Adopted 11/07)

CWMLS has installed new pending statuses into Paragon which must be used within 3 business days of an offer being accepted on an active listing. Pending status will only show in Paragon. They are:

PSS – Pending – Still Show

PB – Pending – Bump (If there is a bump clause)

PND – Pending – No Show

The pending status' "Pending – Still Show" and "Pending – Bump" will still show in our RETS feed as "Active" and will not show as "Pending" on public facing websites such as REALTOR.com or broker websites.

The pending status "Pending – No Show" will not be included into our RETS feed and will not be shown on public facing websites.

If you have any questions, please contact the CWMLS office at 715-693-6579 or cwmls@cwbr.org CWMLS. Please return completed applications to cwbr@cwbr.org.

Upcoming Events

July 17 New Member Orientation - upstairs conference room, 925 S Park View Circle, Mosinee. Registration at 8:15 am; class lasts from 8:30 am to 12:30 pm. All Realtor and Broker applicants are required to attend one of the first two New Member Orientation sessions noticed to them or face suspension of all membership privileges. Click here for [New Member Code of Ethics Training Information](#).

July 28 Golf Outing - Join us for the 2014 CWBR Golf Outing! The Ridges Golf Course, 2311 Griffith Ave, Wisconsin Rapids - 18 holes - 11:30 shotgun start Scramble. (Check in starts at 10:30) \$60 per person includes:

golf cart, lunch, dinner and hole events! Door Prizes! All Skill Levels Welcome! Registration closed July 22.
[Click here to register.](#)

August 11 Annual Meeting Cedar Creek Holiday Inn.

Location: Cedar Creek Holiday Inn, 1000 Imperial Avenue, Rothschild

Registration starts at 11:30 – Lunch will be served at 12:00 PM

12:45 PM (approx.) CWBR Annual Meeting (All Board members are authorized to vote.)

Agenda Includes: 2013 2014 Budget Approval, and Election of CWBR Officers and Directors

1:45 PM CWMLS Annual Meeting (Participants are authorized to vote. Members who are not Participants may attend, but not cast a vote.)

Agenda Includes 2013-2014 Budget Approval Election of CWMLS Officers and Directors.

New Members

Designated Realtor:

Greg Schield, Schield Appraisal Service, Merrill

Brian Derus, Homestead Realty, IolaRealtors Tracy Aldrich, First Weber Group, Stevens Point

Realtor:

Seth Cratsenberg, First Weber Group, Stevens Point

Judith Erickson, Coldwell Banker TREG, Stevens Point

Clay Fralick, First Weber Group, Marshfield

Anne Fischer, First Weber Group, Nekoosa

Ernest Fisher, First Weber Group, Nekoosa

Tim Freudenthal, Newmark, Grubb, Pfefferle, Wausau

Elizabeth Gasch, Terry Wolfe Realty, Wisconsin Rapids

Rebecca Heath, First Weber Group, Wausau

Ruth Knoble, Coldwell Banker Action, Schofield

Allison Montalbano, Coldwell Banker Action, Schofield

David Roiger, Quality Realty, LLC, Medford

Will Zalizniak, Tieman Realty, Inc. Greenwood

Curtis Zastrow, Realty Executives of Wausau, Wausau

Stacy Zimmermann, Smart Move Realty, LLC, RosholtAffiliatesRyan Bielen, Peace of Mind Home Inspections LLC, Hatley

Affiliate:

Patrick Hugunin, Knight Barry Title Services, Wausau

Sam Theiler, Wisconsin Title, LLC, Marshfield

PLEASE NOTE: New members needing Active keys need to contact the MLS office to make an appointment.

CWBR & CWMLS Contact Information

Paula Hall, Executive Officer

(715) 693-7325 1-800-355-9499

Gwen McDonald, CWMLS Staff

(715) 693-6479 1-877-804-5174

Ann Hagman, CWBR Staff

(715) 693-7325 1-800-355-9499

Mailing Address: 925 South Park View Circle, Mosinee, WI 54455

Email: cwmls@cwbr.org and cwbr@cwbr.org

Fax: (715) 693-73261-888-695-7326

Paragon 5 Tech Support at 877-657-4357.

Your Multiple Listing Service does provide a mobile version of Paragon at this URL: <http://cwbr.mobile.fnismls.com>

Current Continuing Education Schedule

Pathways to Professionalism

While the Code of Ethics and Standards of Practice of the National Association establishes objective, enforceable ethical standards governing the professional conduct of REALTORS®, it does not address issues of courtesy or etiquette. Based on input from many sources, the Professional Conduct Working Group of the Professional Standards Committee developed the following list of professional courtesies for use by REALTORS® on a voluntary basis. This list is not all-inclusive, and may be supplemented by local custom and practice.

I. Respect for the Public

1. Always follow the "Golden Rule".
2. Always respond promptly to inquiries and requests for information.
3. Schedule appointments as far in advance as possible; call if you are delayed or must cancel an appointment.
4. Always schedule property showings in advance.
5. If a prospective buyer decides not to view an occupied home, promptly explain the situation to the listing broker or the owner.
6. Communicate with all parties in a timely fashion.
7. Enter listed property first to ensure that unexpected situations, such as pets, are handled appropriately.
8. Leave your business card if not prohibited by local rules.
9. Never criticize property in the presence of the owner.
10. Inform sellers that you are leaving after a showing.
11. When showing an occupied home, always ring the doorbell or knock before entering. Knock before entering any closed room.
12. Present a professional appearance at all times; dress appropriately and have a clean car.
13. If the seller is home during a showing, ask their permission before using the telephone or bathroom.
14. Advise the clients of other brokers to direct questions to their agent or representative.
15. Communicate clearly; don't use jargon not readily understood by the general public.
16. Be aware of and respect cultural differences.
17. Show courtesy and respect to the general public.
18. Be aware of and meet all deadlines.
19. Promise only what you can deliver and keep your promises.

II. Respect for Property

1. Be responsible for visitors to listed property; never allow buyers to enter property unaccompanied.
2. When the seller is absent, be sure to turn off lights, shut windows, and lock doors after a showing.
3. Tell buyers not to smoke in listed property.
4. Use sidewalks; if weather is bad, take off shoes and boots inside property.
5. When a property is vacant, check that heating and cooling controls are set correctly and check the outside of the property for damage or vandalism.

III. Respect for Peers

1. Call the listing broker to report the results of any showing.
2. Notify the listing broker immediately if anything appears wrong with the property.
3. Notify the listing broker if there appears to be inaccurate information on the listing.
4. Share important information about a property, including the presence of pets; security systems; and whether sellers will be present during the showing.
5. Show courtesy, trust and respect to other real estate professionals.

2014 New Member Dues Schedule

2013-2014 CWBR Directors

Rita Blenker - Marshfield
 ritab@c21goldkey.com
 President

Brian Slinkman - Wisconsin Rapids
 slinkmanb@firstwebber.com

President-Elect

Max Rea - Wausau
Max@MaxRea.com
Secretary/Treasurer

Mike Zahrt - Wausau
zahrtm@firstw eber.com
Past President

Chris Northw ood - Stevens Point
chris@northw oodre.com
State Director 2013-2014

Heather Holden - Marshfield
success@prudentialsuccess.com
MLS President

Brian Hanson - Wisconsin Rapids
Brian@BrianHansonRealtor.com
Director

Kevin Walhof - Wausau
kevin@coldw ellbankeraction.com
Director

Paul Knoblock- Wausau
paulknoblock@coldw ellbankeraction.com
Director

Jane Zierke - Stevens Point
zierkej@firstw eber.com
Director

John Rhyner - Wausau
rhynerj@firstw eber.com
Director

Bryan Friedrichsen - Marshfield
bryan@c21goldkey.com
Director

Ark Rhow mine - Wausau
arkr@ngpw i.com
Director

Michelle Milliken - Wausau
michelle@rew ausau.com
Director

2013-2014 CWMLS Directors

Heather Holden - Marshfield
success@prudentialsuccessrealty.com
President

Max Rea - Wausau
Max@MaxRea.com
President-Elect

Chris Northw ood - Stevens Point
Chris@northw oodre.com
Secretary/Treasurer

Rita Blenker - Marshfield
ritab@C21goldkey.com
CWBR President

Pam Skaleski - Stevens Point
pam@prismrealestate.net

Past MLS President

J R Siew ert - Wisconsin Rapids
jrsiew ert@coldw ellbanker.com
Director

Tina Dengel - Merrill
dengelt@firstw eber.com
Director

Paul Knoblock - Wausau
paulknoblock@coldw ellbankeraction.com
Director

Karen Hocking - Wausau
karen@khocking.com
Director

Fred Steffen - Stevens Point
fsteffen@pointonline.net
Director

Pam Larkin - Wausau
larkinp@firstw eber.com
Director

Brian Slinkman - Wisconsin Rapids
slinkmanb@firstw eber.com
Director

Ark Rhow mine - Wausau
arkr@ngpw i.com
Director