



THE CENTRAL SCENE

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Official Newsletter of the Central Wisconsin Board of REALTORS®

925 S. Park View Circle, Mosinee, WI 54455 • 715/693-7325 • Fax 715/693-7326 • cwbr@cwbr.org • www.cwbr.org

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CWBR President,
Rita Blenker

TAKE IT FROM THE TOP...

Thank you to all who attended our Realtor Government Day!! For those that didn't go, you missed it!! Governor Walker gave a great speech about all the progress that has happened and what an exciting future the state of Wisconsin is facing. He also, in front of all us, signed the bill on Broker Licensing requiring 2 years of salesperson experience before being eligible for a brokers' license. This is the first year, when visiting with our government officials, that there were very few items to discuss with them. WRA was able to get 22 out of 24 pieces of legislation passed this year. This truly shows the impact of our RPAC dollars. Your say does matter and we all do make a difference. Our call to action is VOTE—ACT—INVEST. You need to invest in your future, your career in real estate. RPAC protects our future and the homeowners' future.

I am extremely proud of our committees. They are all coming together and with excitement. I know you will see many changes in the near future. There are still openings on various committees if you want to get involved. We are expanding our Affiliate program so watch for future e-mails regarding that. Plus we will be working on bringing more education, training and professionalism to our board. I want to thank again Max Rea, Bryan Friedrichsen, Brian Slinkman, Brian Hanson, Chris Northwood, Pam Skaleski and Kevin Walhof for stepping up and chairing our committees. Plus a huge thank you to all that have volunteered to be on the various committees.

Hard to believe it's that time already—RPAC AUCTION !! April 10 at River-edge Golf Course & Supper Club. Thank you to Chris Northwood, Steve Lane, Brian Slinkman, Nate Weidman, Drew Baldauf & Ron Zahrt to help again this year. We changed it to a Thursday and rather than a sit down dinner, we are going to try food stations, hoping to start at 6:30 so we don't run quite so late. Cocktails start at 5 though!! What a wonderful problem to have so many items and people bidding that we run late Hope to see you there this year!!

Your Board President
Rita Blenker

Schedule of Events

April 10
RPAC Auction
River's Edge Golf Course

April 17
8:30 am New Member
Orientation
CWBR Office

April 21
1:00 pm CWMLS Meeting
2:15 pm CWBR Meeting
CWBR Office,
925 S Park View
Mosinee

April 23-25
Live CE in Mosinee
With Jon Sayas
Register at wra.org

New Members

DESIGNATED REALTOR®

Brian Haack, Sunrise Realty, Wausau
Jessica Johnson, Realty Matrix, Stevens Point

REALTORS®:

Beckett, Elizabeth, Hocking Real Estate Services, Wausau
Eric Brodhagen, Woldt Realty, Wausau
Sheila Ferrin, Coldwell Banker Action, Schofield
Nate Knutson, NC Real Estate Brokerage, WI Rapids
Shannon Meddaugh, First Weber Group, Marshfield
Barbara Mueller, Coldwell Banker Action, Schofield
Kathleen Popp, Kramer-Schiferl Realty, LLC, Abbotsford
Allen Siems, RE/MAX of Wausau, Wausau
Michael Skarlupka, First Weber Group, Wausau
Lisa Slauson, Prudential Success Realty, Stevens Point
Chad Will, Coldwell Banker Action, Schofield

AFFILIATES

Polly James, Granite Appraisals, Wausau
Shelly Talley-Nelsen, Associated Bank, Weston
Kyle Veenstra, Appraisal Service, LLC, Stevens Point

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

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>

For sale:

FAX—addition toner cartridge included \$70.00
Call (715) 693-7325 if interested.



CWBR & CWMLS CONTACT INFORMATION

CWBR & CWMLS Staff:

Paula Hall
Gwen McDonald
Ann Hagman

Office Hours:
 Monday—Friday,
 8:00 am - 4:00 pm

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 1-800-355-9499

Fax:
 715-693-7326
 1-888-695-7326

E-mail address:
cwmls@cwbr.org
cwbr@cwbr.org

Website: www.cwbr.org

NEW MEMBER ORIENTATION

The next New Member Orientation is scheduled for Thursday, April 17, 2014. It will be held in the CWBR conference room, 925 South Park View Circle in Mosinee. Registration will begin at 8:15 am; the class will last from 8:30 am to 12:30 pm.

All Realtor and Broker applicants (Affiliates are not required to attend) are required to attend one of the first two New Member Orientation sessions noticed to them or face suspension of all membership privileges. Attendees must complete on-line Code of Ethics Training prior to attending. Also attendees must stay for the entire class to be considered in compliance.

Members will receive their REALTOR pin immediately following the class. Notification of the upcoming class will be mailed to all new members approximately three weeks before class.

Check out the **National Association of REALTORS®** website, for promotional items. Receive a **10% discount** on items by using the Promo Code **CWBR2** when ordering on-line at www.realtor.org or by phone.

2013 - 2014 CWMLS BOARD OF DIRECTORS

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Why You Should Give To RPAC

By: Mike Spranger, 2014 RPAC Chair

The Wisconsin Legislature passed Senate Bill 208, the WRA's broker experience legislation. The new law will better protect consumers and raise the level of professionalism in the real estate industry by requiring that licensees have two years of supervised, transactional experience before being allowed to obtain a broker's license. Gov. Scott Walker is expected to sign SB 208 sometime in the new few weeks.

The recent passing of SB 208 is a true testament of the industry success that stems from your political participation through RPAC! We ask for your support so we can continue to positively impact Wisconsin real estate. Please contribute to RPAC.

IMPORTANT!! NEW REQUIREMENT FOR ALL NEW LICENCEES PLANING ON JOINING CWBR

New licensees must complete the online REALTOR® Code of Ethics New Member Orientation Course *BEFORE* they attend New Member Orientation.

New licensees must be a member of CWBR prior to taking this course as a NRDS number is required to log into the course.

The course will last about 2 ½ hours. (NAR requirement)

There will be an online test at the conclusion of the course. (As well as small quizzes throughout the course)

Please print out verification that you have passed the final test and completed the course. Verification must be received by CWBR prior to New Member Orientation.

To log into this course go to:

<http://www.realtor.org/coeduc.nsf/findnrdsrecord?openform>

You can also find the link at our website CWBR.org > Code of Ethics > CWBR New Member Ethics Training

New Member Orientation Changes

Coming off the heels of successfully implementing online Code of Ethics training for new members, CWBR's New Member Orientation is changing again. Starting with our next New Member Orientation, on April 17, 2014 live Paragon training will no longer be a part of orientation. **PLEASE NOTE: ALL NEW MEMBERS STILL MUST ATTEND NEW MEMBER ORIENTATION** within the first six months of becoming a member. The class will now only be a half day, from 8:30 a.m. until 12:30 p.m., where we will cover the required training for Fair Housing and Anti-Trust Issues. Other topics covered in orientation will be information on the local, state and national associations, an overview of the MLS, instruction on MLS data forms and a question and answer time for MLS related question.

HOW WILL NEW AGENTS LEARN TO USE PARAGON?

Paragon training for new members will now be offered on-line through the Paragon Online Academy. This is a comprehensive course split up into 6 sections. The full course can be completed in about a half of a day. The user does not have to take all of the sections in one day, but they must complete the course within 30 days of when they started or their progress will be deleted.

IS PARAGON ONLINE ACADEMY TRAINING REQUIRED FOR CWBR MEMBERSHIP?

This course *will not* be required for CWBR membership. However, it is highly recommended that you, as the broker, require your new agents to complete the course. After each section completed they are given a certificate of completion that they can submit to you. If for some reason they did not get a certificate you can contact us to find out if they have completed the course.

WHERE DO THEY FIND THE PARAGON ONLINE ACADEMY?

The course can be found in Paragon under the "Help" section. Once in the "Help" section they will need to click on "Paragon Online Academy". From here they must read the instructions on how to start the course. Once they start the course they will need to provide another login and password. Their login will be their email address and they will create their own password. They will also be asked which "Board/MLS" they are with. **It is very important that they enter "CWBR"** for this question in order for them to get credit for the course.

SWITCHING TO ONLINE PARAGON TRAINING OFFERS MANY BENEFITS

- New agents no longer have to wait until New Member Orientation to learn how to use one of the most important tools they have for their career.
- New agents will learn more about how to use Paragon than they did in the 2 hours of live training previously offered.
- The course offers flexibility for users to learn on their own time.
- Now instead of a dreaded "all-day" orientation, they will only have a dreaded "half-day" of orientation.

At this time the Paragon Online Academy is only offering the course designed for new members. This does not mean that you have to be a new member to take it. Any Paragon user can take this course to improve their Paragon skills. Chances are that even proficient, current Paragon users will learn something new from the course.

If you have any questions about the change to New Member Orientation or about Paragon Online Academy please contact the CWBR office at cwbr@cwbr.org or 715-693-7325.

**IT'S PARTY TIME!!!!
AT OUR RPAC AUCTION
DATE: THURSDAY—APRIL 10, 2014**

**RIVEREDGE GOLF COURSE & SUPPER CLUB
10191 COUNTY B
MARSHFIELD**

TIME: 5:00—COCKTAILS & FOOD/6:30—AWARDS & AUCTION

50/50 Raffle for 2 Winners to Win Cash to Spend on Auction Items!

\$10. A PERSON FOR DINNER/ payable to: CWBR

CASH BAR—DINNER THIS YEAR WILL BE HORS D' OEUVRES STATIONS, THAT ARE SELF SERVE RATHER THAN A SIT DOWN DINNER. THIS COULD MAKE AN EARLIER NIGHT.

**Prime rib, cheese & sausages, fruit, tortellini skewers, tenderloin skewers, artichoke dip W/ french bread
bacon wrapped water chestnuts, assorts dessert bars**

**AUCTIONEER: RANDY & BEANER STOCKWELL
WRA: JOE MURRAY
RPAC COMMITTEE
MARSHFIELD—RITA BLENKER—(CHAIR)
STEVENS POINT—CHRIS NORTHWOOD, STEVE LANE
WIS RAPIDS—BRIAN SLINKMAN, NATE WEIDMAN
WAUSAU—DREW BALDAUF, RON ZAHRT**

**PLEASE USE ONLINE REGISTRATION FOR THIS EVENT BY CLICKING ON THIS LINK:
https://docs.google.com/forms/d/18GnaP-kfzvWDHCCquOIqSHh2MTY2Od_ChEmZ7fFIMk/viewform**

RSVP IS NEEDED BY APRIL 3TH TO YOUR LOCAL REP OR BOARD.

If you are donating an item for the raffle, please submit the retail value of the item(s) you are donating on the registration form that will be at the auction. If you are unable to attend, please drop your auction items off at your representatives office with a note on the item stating who it is from and the items retail value. Also remember if you can't attend & you are going to give RPAC money, someone can still bid for you at the auction with your permission.

PLEASE BRING UP AT YOUR OFFICE MEETING, MAKE COPIES FOR EVERYONE &/OR POST.

**Central Wisconsin Board of REALTORS®
is happy to announce our new partnership with
Calendars & More, Inc.**

For over 18 years Calendars & More has been a leading provider of supplies to the Real Estate Industry. Today Calendars & More provides over 400 NAR Board Stores the real estate supplies necessary to support their Real Estate Professionals.

Since we do not have a Board Store at this time, our partnership with Calendars & More will enable us to offer you a vast selection of Real Estate Supplies and REALTOR® logo products at a great discount - Just another benefit Central Wisconsin BOR has to offer you as a member.

When you shop through the link on our website not only
will YOU SAVE 10%
with the coupon provided, but
Central Wisconsin BOR will receive a percentage
of the sale, as well. **It's a WIN-WIN!**
So please show your support and **SAVE!**

DON'T FORGET to use the coupon code **CWBOR10** at check out to **save 10%!!!!**

CENTRAL WISCONSIN BOARD OF REALTORS
HAS CHOSEN



Calendars & More
to be your *exclusive*
REAL ESTATE SUPPLY STORE

Since 1995

**GET 10% OFF YOUR ORDER
WITH COUPON CODE: **CWBOR10****
CLICK THIS LINK TO SEE
THE FULL RANGE OF PRODUCTS AND SPECIAL

CWBR VIDEO CONTINUING EDUCATION SCHEDULE

The 2013-14 continuing education biennium ends on DECEMBER 14, 2014. All Wisconsin Real Estate Licensees must have completed 18 hours of state approved continuing education by this deadline in order to renew your real estate salesperson license.

CWBR will be offering video classes with testing beginning in March. We will run two classes per week. (See the schedule below for class dates and times, more classes will be offered later in the year.) There is no need to pre-register for the video classes. You just need to be here 10 minutes before the class begins. **There can be no late entry.** *You will need to have your WRA NUMBER to take the test.* (It can be found on your WRA Member card or on the mailing label of your Wisconsin Real Estate magazine.) Please contact CWBR at cwbr@cwbr.org if you have any questions.

Members: \$27 Per Class
Non-Members: \$35 Per Class

VIDEO C.E. SCHEDULE

MARCH 3 – 7

8:30 – C.E. 1 – WISCONSIN LISTINGS

12:30 – C.E. 2 – WISCONSIN OFFERS

MARCH 10 – 14

8:30 – C.E. 3 – WISCONSIN NEW DEVELOPMENTS

12:30 – C.E. 4 – CONTINGENCIES IN WISCONSIN APPROVED OFFICE FORMS

MARCH 24 – 28

8:30 – C.E. A – REO, FORECLOSURE AND SHORT SALE TRANSACTIONS IN WISCONSIN

12:30 – C.E. B- UNIQUE TRANSACTION TYPES AND ISSUES

APRIL 7 – 11

8:30 – C.E. C – WISCONSIN PROPERTY MANAGEMENT

12:30 – C.E. D – AGENCY ROLES WITH BUYERS IN WISCONSIN

MAY 5 – 9

8:30 – C.E. 2 – WISCONSIN OFFERS

12:30 – C.E. 1 – WISCONSIN LISTINGS

MAY 12 – 16

8:30 – C.E. 4 – CONTINGENCIES IN WISCONSIN APPROVED OFFICE FORMS

12:30 – C.E. 3 – WISCONSIN NEW DEVELOPMENTS

MAY 19 – 23

8:30 – C.E. B – UNIQUE TRANSACTION TYPES AND ISSUES

12:30 – C.E. A – REO, FORECLOSURE AND SHORT SALE TRANSACTIONS IN WISCONSIN

Joel Pratt, a REALTOR® in Canton, Massachusetts, needs the help of REALTORS® to save more lives of people needing organ transplants.

Every day in the United States 19 people die waiting 7-15 years on the government's invitee-only national organ transplant waiting list for a deceased organ transplant that will most likely never come while an additional 253 people die every day needing an organ transplant that were not allowed on the government's list because they were too poor, too old or too sick to be considered a "Good Candidate for a Transplant." A new patient's name is added to this national organ transplant waiting list every 13 minutes.

Joel and the team at MatchingDonors has been working hard for the past nine years to make sure that doesn't happen anymore. Joel's volunteer position at MatchingDonors.com is Director of Business Development.

MatchingDonors.com has become the most successful nonprofit, award-winning organization in the world that is improving those odds by finding living, altruistic organ donors for patients needing organ transplants. **Most patients find their living, altruistic donor organ and get their lifesaving organ transplant within six months of joining MatchingDonors.com. MatchingDonors.com** is NOT an invitee-only list; everyone needing an organ transplant is allowed on our list regardless if they are poor, old or sick. As long as a patient is registered at a transplant hospital in the United States willing to perform the transplant operation, everyone is considered a "Good Candidate for a Transplant" with MatchingDonors.com.

There are currently 2,450 people waiting for lifesaving organ transplants in the United States on the government's organ donor list, and hundreds of thousands more needing an organ transplant that aren't on that list because of various reasons.

In Wisconsin, the membership area of CENTRAL WISCONSIN BOARD OF REALTORS® INC, there are currently 2,450 people waiting for a transplant on the government's list, and there are thousands more needing a lifesaving organ transplant that are not on that list.

Joel was recently the first person ever to be awarded all three of the prestigious "Good Neighbor Award" from the National Association of REALTORS®, the Massachusetts Association of REALTORS® and the Greater Boston Association of REALTORS® in the same year. He was also featured on the cover of the 2013 November/December REALTOR® Magazine. *Please see the magazine cover and video above.*

Through Joel, the Good Neighbor Awards have graciously given the nonprofit – MatchingDonors.com – monetary grants. Joel is currently looking for REALTORS® across the country to find patients needing organ transplants to use these "Good Neighbor Award" grants to provide free services for patients needing organ transplants on MatchingDonors.com.

REALTORS® can help us find people needing organ transplants in their area while saving lives and building goodwill for their offices.

Also, the article in the REALTOR® Magazine highlights how Joel has been very successful in getting properties donated to MatchingDonors.com and using the proceeds of these sales to save the lives of people needing organ transplants through MatchingDonors.com's RealEstate4Kidneys.com program.

REALTORS® can also find properties to be donated to MatchingDonors.com while earning themselves a very generous 15% commission on the sale of the properties they get donated to MatchingDonors.com through their RealEstate4Kidneys.com program.

Also, until September 1, 2014 MatchingDonors.com Will Give a Trip For Two to Hawaii to each REALTOR® that gets a property appraised over \$150,000 donated to MatchingDonors.com.

As you can see Joel is very serious about making REALTORS® great commissions while saving the lives of people needing organ transplants in the United States. Can you help him?

Any REALTOR® interested in helping Joel can contact him at 1-800-385-0422 ext. # 6, or by e-mail at Joel@MatchingDonors.com

Also, feel free to use any of our newest website, newspaper, magazine and print advertisements to donate real estate by pressing below

<http://www.matchingdonors.com/life/index.cfm?page=p022>

<http://www.matchingdonors.com/life/index.cfm?page=p013>

Feel free to also contact Joel if any REALTOR® would like a free customized advertisement to donate real estate with their company information on it.



**Rental Office Space Available Now
925 S Park View Circle, Mosinee
MLS # 1305725
Contact Rita Blenker at 715-387-2121 or
Pam Skaleski at 715-343-5701
for more information.**

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. Follow the “Golden Rule” - Do unto others as you would have them do unto you.
2. Respond promptly to inquiries and requests for information.
3. Schedule appointments and showings as far in advance as possible.
4. Call if you are delayed or must cancel an appointment or showing.
5. If a prospective buyer decides not to view an occupied home, promptly explain the situation to the listing broker or the occupant.
6. Communicate with all parties in a timely fashion.
7. When entering a property, 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 occupant.
10. Inform occupants that you are leaving after showings.
11. When showing an occupied home, always ring the doorbell or knock—and announce yourself loudly—before entering. Knock and announce yourself loudly before entering any closed room.
12. Present a professional appearance at all times; dress appropriately and drive a clean car.
13. If occupants are home during showings, ask permission before using the telephone or bathroom.
14. Encourage the clients of other brokers to direct questions to their agent or representative.
15. Communicate clearly; don't use jargon or slang that may not be readily understood.
16. Be aware of and respect cultural differences.
17. Show courtesy and respect to everyone.
18. Be aware of—and meet—all deadlines.
19. Promise only what you can deliver—and keep your promises.
20. Identify your REALTORS® and your professional status in contacts with the public.
21. Do not tell people what you think—tell them what you know.

II. Respect for Property

1. Be responsible for everyone you allow to enter listed property.
2. Never allow buyers to enter listed property unaccompanied
3. When showing property, keep all members of the group together.
4. Never allow unaccompanied access to property without permission.
5. Enter property only with permission even if you have a lockbox key or combination.
6. When the occupant is absent, leave the property as you found it, (lights, heating, cooling, drapes, etc.). If you think something is amiss (e.g. vandalism) contact the listing broker immediately.
7. Be considerate of the seller's property. Do not allow anyone to eat, drink, smoke, dispose of trash, use bathing or sleeping facilities, or bring pets. Leave the house as you found it unless instructed otherwise.
8. Use sidewalks; if weather is bad, take off shoes and boots inside property.

III. Respect for Peers

1. Identify your REALTORS® and professional status in all contacts with other REALTORS®.
2. Respond to other agents' calls, faxes, and e-mails promptly and courteously.
3. Be aware that large electronic files with attachments or lengthy faxes may be a burden on recipients.
4. Notify the listing broker if there appears to be inaccurate information on the listing.
5. Share important information about a property, including the presence of pets; security systems; and whether sellers will be present during a showing.
6. Show courtesy, trust, and respect to other real estate professionals.
7. Avoid the inappropriate use of endearments or other denigrating language.
8. Do not prospect at other REALTORS® open houses or similar events.
9. Return keys promptly.
10. Carefully replace keys in the lockbox after showings.
11. To be successful in the business, mutual respect is essential.
12. Real estate is a reputation business. What you do today may affect your reputation—and business—for years to come.



Central Wisconsin Board of REALTORS

2014 Dues & Fee Schedule

1 st Quarter – March 1 st to March 30 th , 2014						
	Local Dues	State Dues	National Dues	New Member Fees		Total Dues & Fees
				State	Local	
Designated REALTORS	114.00	298.00	135.00	75.00	216.00	838.00
REALTORS	107.00	298.00	135.00	75.00	216.00	831.00
Affiliates	105.00	271.00				376.00
2 nd Quarter – April 1 st to April 30 th , 2014						
	Local Dues	State Dues	National Dues	New Member Fees		Total Dues & Fees
				State	Local	
Designated REALTORS	85.50	223.50	125.00	75.00	216.00	725.00
REALTORS	80.25	223.50	125.00	75.00	216.00	719.75
Affiliates	78.75	203.25				282.00
2 nd Quarter – May 1 st to May 31 st , 2014						
	Local Dues	State Dues	National Dues	New Member Fees		Total Dues & Fees
				State	Local	
Designated REALTORS	85.50	223.50	115.00	75.00	216.00	715.00
REALTORS	80.25	223.50	115.00	75.00	216.00	709.75
Affiliates	78.75	203.25				282.00
2 nd Quarter – June 1 st to June 30 th , 2014						
	Local Dues	State Dues	National Dues	New Member Fees		Total Dues & Fees
				State	Local	
Designated REALTORS	85.50	223.50	105.00	75.00	216.00	705.00
REALTORS	80.25	223.50	105.00	75.00	216.00	699.75
Affiliates	78.75	203.25				282.00

New member fees are a one-time fee.

Total Dues & Fees must accompany new member applications.

Membership dues are computed from the date of application. If the prospective member is not granted membership or withdraws his application before Board approval or payment of State and National dues to the WRA, the dues paid will be refunded less a \$25.00 administrative fee.