



THE CENTRAL SCENE

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May/June 2014

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...

Hello to all!!

It's May but it sure doesn't feel like it. Yet the market is crazy so we can all be grateful for that. I am also very grateful to all who attended our RPAC auction April 10. It was one of our best. We had 115 registered and raised \$18,110 that evening. How awesome is that!!! Thanks to RiverEdge for the wonderful food & taking such great care of us, Randy and Beaner Stockwell for doing such an incredible job of auctioneering, Ann & Paula for all your hard work, Sandy Bruesewitz, Kari Wilsman, Steve Lane, Rich Chronquist, Brian Slinkman and Justin Fink for helping us during the auction. We couldn't have done it all without your help. Also to all who brought exceptional auction items, including Debbie Kroening and her jello shots. They were loved by all.

It has been very busy at the board office. The committees are awesome. Thanks to Max Rea & the committee for organizing the new improved Affiliate Program. We have so few true Affiliates in our board but this is going to change. The new program will give them real benefits to be a part of CWBR & we will be relying on you to talk to them so they will join. This will open up our board to doing more education sessions with a goal of having classes that can help you get designations like CRS. The Professional Standards committee is getting larger as well which was truly needed. We still need more though so if you would like to participate, please call the board office. We do need you!

After our last board meeting, Mike Zahrt & I were outside looking at our big backyard at the board office. Mike thought we should have a summer picnic there inviting everyone & having a potluck. Great idea! All of you should see the beautiful building that is our new office. Watch for details which will be discussed at our next meeting. Let's celebrate it!

Work hard but take time to enjoy life too.

*Rita Blenker
Your Board President*

Schedule of Events

May 2

9:00—4:00

**Live Professional
Standards**

Tracey Rucka of WRA

May 5—23

Video CE in Mosinee

See details on

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June 16

1:00 pm CWMLS Meeting

2:15 pm CWBR Meeting

CWBR Office,

925 S Park View

Mosinee

July 17

8:30 am New Member

Orientation

CWBR Office

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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cwbr@cwbr.org

Website: www.cwbr.org

NEW MEMBER ORIENTATION

The next New Member Orientation is scheduled for Thursday, July 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 Paragon Training is now offered online; additional information can be found on page 5 of this newsletter.

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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WRA DIRECT GIVER (CONDUIT) PROGRAM OVERVIEW

The WRA Direct Giver Program, (or conduit program as referred to under state law), provides an alternative to an RPAC contribution for members who:

1. wish to retain full control and direction over who will receive their political contributions,
2. wish to give personal contributions to candidates for local and state elections and at the same time benefit organized real estate and the WRA.

Direct Giver Process

Solicitations: Solicitations for Direct Giver contributions are made in the same fashion as RPAC contributions. The minimum contribution to the Direct Giver Program is \$100.

Checks: Checks must be made to *The WRA Direct Giver Program* rather than RPAC. Local boards transmit Direct Giver contributions to the WRA in the same manner and at the same time as RPAC contributions, but use as separate Direct Giver Transmittal Form.

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, Direct Giver contributor retains full control on how their contribution is spent.

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 write or call the WRA to indicate how they wish their money to be distributed.

Recommendations for Disbursements: Recommendations for disbursement of Direct Giver funds can be made to contributors by the WRA Direct Giver Trustees, but contributors are free to agree or disagree with those recommendations.

Legalities

Direct Giver Contributions Treated Like Personal Contributions: Direct Giver/conduit contributions are treated by Wisconsin campaign finance laws as individual, personal contributions. Contributions thus do not count against other PAC limitations under the law. (i.e.: Either against RPAC contributions to candidates or candidate limits on total PAC receipts.) Individuals may contribute to either RPAC or the Direct Giver Program or both.

Conduit Report Form: The WRA must file a Conduit Report, similar to a PAC report, with the State Elections Board a prescribed times during the year. This report delineates the names of candidates receiving Direct Giver expenditures and the amounts they received. (WRA staff responsibility)

Contributions

How can I contribute to Direct Giver? Online at [Contribute to Direct Giver](#). You will be asked to log in.

Can I see my Direct Giver balance online? Yes, visit [Direct Giver History](#). You will be asked to log in.

Can I request a disbursement from my Direct Giver account? Yes, visit [Disburse from Direct Giver](#). You will be asked to log in.

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.

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

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

**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%!!!!**

<p>CENTRAL WISCONSIN BOARD OF REALTORS HAS CHOSEN</p>  <p>Calendars & More to be your <i>exclusive</i> REAL ESTATE SUPPLY STORE</p>	<p>GET 10% OFF YOUR ORDER WITH COUPON CODE: CWBOR10</p> <p>CLICK THIS LINK TO SEE THE FULL RANGE OF PRODUCTS AND SPECIAL</p>
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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

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

2nd 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

2nd ^d 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

3rd Quarter - July 1 st to July 31 st , 2014						
	Local Dues	State Dues	National Dues	New Member Fees		Total Dues & Fees
				State	Local	
Designated REALTORS	57.00	149.00	95.00	75.00	216.00	592.00
REALTORS	53.50	149.00	95.00	75.00	216.00	588.50
Affiliates	52.50	135.50				188.00

3rd Quarter – August 1 st to August 31 st , 2014						
	Local Dues	State Dues	National Dues	New Member Fees		Total Dues & Fees
				State	Local	
Designated REALTORS	57.00	149.00	85.00	75.00	216.00	582.00
REALTORS	53.50	149.00	85.00	75.00	216.00	578.50
Affiliates	52.50	135.50				188.00

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.