



"We exist to provide value, promote professionalism and ethics, and progressively advocate for our members success."

CWBR

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PARAGON TECH SUPPORT

1-877-657-4357

PARAGON URL

cwbr.paragonrels.com

MOBILE PARAGON

(mobile website – not an app)

cwbr.mobile.fnismls.com

THE CENTRAL SCENE

Official Newsletter of CWBR Volume XXIII Issue 6
November December 2016



Greetings CWBR,

I'm thankful for the opportunity to serve this next year as the president of our association, for the great group of leaders on both CWBR and CWMLS boards, and our professional staff. Thanks also to Max Rea for his leadership this past

year, and the other board and committee members that gave of their time to serve our organization.

CWBR's Mission Statement is: *We exist to provide value, promote professionalism and ethics, and progressively advocate for our members success.* This was adopted as part of our Core Standards process in 2015 and is a great description of what we do individually and as a group.

When I attended the NAR Leadership Summit in August, our incoming NAR President, Bill Brown, and other leaders introduced "Revolution" as NAR's theme for the year. The emphasis was clear, buyers and sellers have changing expectations of how we do business, especially with all of the new technology and competing business models in the market now. In response, we need to be revolutionary in how we attract, retain and serve our clients and customers.

My goal is to "Be a Blessing" to my clients and customers, and to all people who I work with in both my business and personal life. In my inaugural speech, I combined these and introduced my theme for the year, *"Be a Blessing, during the Revolution."* My encouragement to each of you is to be proactive in adopting new skills and methods to maintain top of mind presence with your customers and clients, and exceed their expectations in every transaction.

This fall, each of us are required to complete our continuing education and renew our licenses. It is also the time of year when we review what happened this year and start planning for next year. As you do this, celebrate your successes and consider how you can improve your business, and your income, in 2017.

Best regards,
Brian Hanson



NEW MEMBERS

REALTORS

Elizabeth Beckett, First Weber, Wausau

Christopher Inda, Coldwell Banker Siewert Realtors, Wisconsin Rapids

Keith Trevillian, First Weber, Wausau

Rebecca Plath, Re/Max Excel, Schofield

Dorothy Plantz, Re/Max Connect, Port Edwards

APPRAISERS

Adam Olszewski, Lifestyle Appraisal Service, Mosinee

Eric Matthews, Wisconsin Rapids

AFFILIATES

Nathan Peterson, I Care Home Inspection, Merrill

Education

DVD Continuing Education 2016 held at CWBR – [Click here for the schedule and more information](#)

URGENT INFORMATION FOR SUPRA ACTIVE KEY USERS! SUPRA ACTIVE KEYS WILL NOT WORK AFTER JANUARY 1, 2017.

Due to technological changes with AT&T, Supra ActiveKeys (the separate keypad device that is used to access Supra Lockboxes) will no longer work by the end of 2016. *There will not be a disruption of service for anyone using the Supra eKey (smartphone app option) service.*

Supra ActiveKeys must be returned to the CWBR office by December 31st or you will incur a \$275 charge from Supra.

There will be 2 options available to all members that are currently using the ActiveKey.

Option 1. Supra ActiveKey users can switch over to the Supra eKey app service. You must have a smartphone. This service is less expensive than the XpressKey. Price for the Supra eKey is \$15.87+tax per month. You can do this starting today. You will need to call CWBR at 715-693-7325 to make an appointment. It will take about 15 minutes to turn in you Supra ActiveKey and get set up with the Supra eKey on your smartphone. The remainder of your lease for the ActiveKey will be prorated and applied for the Supra eKey.

Option 2. If you do not have a smartphone, you can exchange the Supra ActiveKey for a Supra Xpress key. **We currently do not have the new Supra Xpress Keys in the office yet, so please watch for messages stating that we have them in the office.** Once we have the Supra Xpress Keys, you will need to contact CWBR at 715-693-7325 to make an appointment. It will take about 15 minutes to exchange your ActiveKey for an Xpress Key.

Please contact CWBR with any questions at 715-693-7325

MARK YOUR CALENDAR

CWBR and CWMLS will be closed all day Thursday and Friday, November 24th and 25th in observance of Thanksgiving. We will also be closed Friday and Monday, December 23rd and 26th in observance of Christmas Eve and Day.

CWMLS and CWBR next Board of Directors meeting will be held on December 12th. **CWMLS board meeting now starts at 11:00 AM and CWBR board meeting starts at 12:30 PM.**

CWBR NEW MEMBER ORIENTATION will be held all day January 20th from 8:30 AM – 4:30 PM.

QUICK LINKS TO IMPORTANT INFO

[EVENTS CALENDAR](#)

[2016 - 2017 CWBR BOARD OF DIRECTORS](#)

[2016 – 2017 CWMLS BOARD OF DIRECTORS](#)