



The Northwoods REALTOR®

Northwoods Association
of REALTORS®, Inc.

Volume 3 Issue 1

March 2009



President's Message Rick Zoerb

Stimulus Bill Becomes Law

After much debate, modifications and compromising by the members of Congress, The American Recovery and Reinvestment Act of 2009, more commonly referred to as the "Stimulus Bill", was signed into law by President Obama on February 17, 2009. The effect of the largest governmental finance package ever passed in our country's history will be the potential for profound changes and opportunities not only for the United State's economy but for our industry as well. And while our President has asked for patience and understanding that an economic turnaround may take months if not years, I have witnessed what seems to be a growing optimism among agents in the Northwoods. Word on the street is that many of you are quite busy considering the time of year. This is great news for an industry stunned by the swiftness and severity of the market downturn.

For the latest information on the First Time Homebuyer Tax Credit, please go to:

http://www.wra.org/pdf/government/HomebuyerCredit_21309.pdf

With all the media talk of late regarding the dollar amounts our government has plans to spend, millions, billions and trillions, I thought I'd try and put some perspective to these figures. If we were to consider these amounts in terms of seconds in a day, how long would a million, a billion and a trillion seconds be?

1 million seconds = 11.57 days

1 billion seconds = 31.7 years

1 trillion seconds = 31, 688 years, 269 days, 17 hours, 34 minutes and 25 seconds (counting leap years!)

At the rate of 1 million dollars/hour, it would take our government over 114 years to pay back just *one* trillion dollars. A pretty sobering statistic!

Rick Zoerb
President, Northwoods
Association of REALTORS®



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BOARD OF DIRECTORS MEETINGS

Thursday, March 19, 2009
GNMLS 8:30am
NWAR 9:30am

Meeting are held at the board office on the third Thursday of each month.

Members are always welcome!

Professional Standards Training will be held in Mosinee on Friday, April 3, 2009. Please watch the InnoVia Bulletin Board for details as soon as they are available.

MEMBERSHIP UPDATE**2008/2009****NWAR Board of Directors
Officers**

Rick Zoerb – President-365-3028

Kathy Dolch – Pres-Elect-365-6008

Denise Goldsworthy – Sec/Treas-479-4431

Cheryl Kelsey – Past President –356-9897

Directors

Adam Redman– 356-3207

Kim Brixius-453-1188

Jim Klaric – 356-4457

Jake Nelson – 369-1223

Cathy Hillyer –356-9521

Dennis Hurst –356-9521

Ex Officios

Joan Seramur – 356-3207

Mike Mulleady – 356-4457

First Notice of Orientation**None****First Notice of Installation****Jessica Johnson, Realty Matrix, Rhinelander****Josephina Nolte, First Weber Eagle River****Installation is the final step to becoming a
REALTOR®.****Applicants have two consecutive opportunities
to attend a General Membership meeting and
complete installation.****The next new member installation will be May
2009. Watch for details here.**

The Northwoods REALTOR® is a monthly publication intended to inform members of events and REALTOR® requirements, educate members as to important issues, and provide a forum for communication. If you would like to submit an article or purchase advertising to be published in the newsletter please contact us at nwarae@verizon.net or at 715-356-3400.



Innovia has posted recorded versions of all of the training webinars that they have held. Please go to the InnoVia Board News on your home page to access these webinars.

There are also training DVD's for the program available through the board office. Please call to inquire about getting one.

Membership Changes - February 2009

NAME	FROM	TO
Carol Engel	Century 21 Pierce Realty	
Erin Johnson	RE/MAX New Horizons	
Cindy Olson	Big Fish Realty	



**GNMLS President's Message
Jerry Burkett**



Today is March 2nd, 2009. 25 years ago today I started my career in real estate.

Prior to this event I had spent most of my life working underground utility construction, at Ace Hardware, bartending, and playing old rock and roll music. My life truly began on March 2nd, 1984.

My first sale was a VA repossession to a buyer using his Federal VA financing green card. Different forms, different rules, all of it Federal. The file was two inches thick by closing.

My first co-broke sale was with Bruce Breyer of Tri-County Realty. Bruce showed one of my few listings, a home at \$29,900. to a young lady. The next day her brother came to my office, asked for me, and wanted me to show him the house because the house would be in his name. He wanted to work with the listing agent. I promptly declined and sent him back to Bruce. He had knowledge of the home through Bruce's efforts, and I would not circumvent Bruce. Thanks, Bruce, we are still doing business! So are: Inga Knauz, Darrell Olson, Sally Krusick, Audrey Stearns, Gary Goska, and Jim Carey. Thanks to all of you since 1984. Thank you, President Neil Wood, for installing me, and you, Jane Huber, for being there at the same time for installation!



If I can pass on one item learned in the past 25 years, it would be the word respect. I respect my competition. I do everything I can to treat them fairly with a cooperative sale, and they respond likewise. Every sale has it's ups and downs, and that moment of crisis when it could fall by the wayside. Communication with all parties will usually remedy the problem. If you have a Buyer that wants to purchase, and a Seller that wants to sell, it will usually come together. I genuinely enjoy the agents that work at my firm, and the agents in my area. We can do professional battle during the day, and have a cup of coffee at the next hockey game that night. It all stems from respect. Remember the golden rule. If you smile, someone will smile back. When working with your fellow agents, start using the word "we" instead of the word "me." Let's do whatever it takes for all of us to continue to work with one another in the best vocation in the world.

It's been a great 25 years. Let's make the next 25 just as wonderful.

JLB

**2008-2009
GNMLS Officers & Directors
OFFICERS**

**Jerry Burkett, President -479-3090
Jim Mulleady, Jr. Pres-Elect- 479-1774
Carolyn Cwik, Sec/Treas. 453-1188
Kathy Dolch, Past President 365-6008**

DIRECTORS

**Erik Johnson-356-3207
Mark Wagner-762-3291
Michael Denis-362-3944
Pete Morgan-356-2121
Andrea Krueger-453-3365**



Thank you to M & I Bank for your generous accommodation of lowering our board office monthly rent.

Thanks also to Pete Morgan and Jerry Burkett for assisting the board with this!



**GOVERNMENT AFFAIRS DIRECTOR
KEVIN JENKINS**

It's good to be back

After spending the first part of 2009 in Tanzania & Uganda, I can say that other than about a 100 degree temperature difference, it's good to be back. To keep it short about my trip serving those less fortunate, I will say be thankful for everything that you have. My first trip to the African continent changed my life and has touched me in so many ways. On a side note for anyone interested...you too can own two acres in Itoju Village on beautiful Lake Victoria, the worlds 2nd largest freshwater lake for a mere \$500.00 USD – what a deal!

A new year brings new challenges

The new Legislature has taken hold in Wisconsin and a new Congress in Washington. As of the date of writing this article, the budget deficit in Wisconsin is nearing \$6 billion (although further analysis does show that this number is substantially inflated when you take into account that it includes future projected increases for state governmental departments). On a national level, the house has passed an economic stimulus package supported by the President, but it is still awaiting the final judgement of the US Senate on February 5, 2009.

There are many issues on the table for the new Wisconsin State Legislature besides the budget. These include NRI 15, school funding formulas, campaign financing just to name a few. Now more than ever, it is essential that REALTORS® are involved in shaping the political landscape of the future. How can you do this?

- Become involved in some form of government – When local offices are up for election, run for office, whether it is school board, city council or county board.
- Donate to RPAC – RPAC doesn't buy votes, it buys access. If you do not like who RPAC supports, why not give to the Direct Giver fund? When you are a Direct Giver, **you** control how your political dollars are allocated.
- Participate in REALTOR® and Government Day This year's R&G Day is scheduled for Wednesday, April 8, 2009 at Monona Terrace in Madison. Watch for more details soon from myself & WRA.

Kevin Jenkins

gadkevin@verizon.net

**WRA IS SEEKING VOLUNTEERS TO ASSIST WITH THE 2010 WINTER CONVENTION
AT LAKE OF THE TORCHES CASINO.**

THE EVENT WILL BE HELD JAN 25-27TH

**THERE WILL BE A PLANNING MEETING (the only one) HELD AT THE WATERS OF MINOCQUA ON FRIDAY
MARCH 20, 2009**

ANYONE INTERESTED IN HELPING OUT PLEASE CONTACT THE BOARD OFFICE.

THIS IS A REALLY FUN EVENT—PLEASE VOLUNTEER TO HELP IF YOU CAN!!

REALTOR® & GOVERNMENT

Day 09

April 2009

WISCONSIN REALTORS ASSOCIATION



Wednesday April 8, 2009

12:30 p.m.—6:00 p.m.

Monona Terrace Convention Center—Madison

Cost \$25.00 in advance, \$45.00 day of event

REALTOR® & Government Day is our opportunity to help shape laws that impact you. Through lobbying efforts at the state Capitol, you'll meet state lawmakers and their staff and have a unique opportunity to advocate for issues that impact your business and the real estate industry in Wisconsin. Our success as an industry requires member activism. In 2008 the WRA and its membership demonstrated an impressive REALTOR® strength by bringing in more than 350 REALTORS® from all around the state. With your show of support and advocacy, 2009 will be a day well remembered at the Capitol when key votes are taken.



TOP ISSUES:

- TAXES ON REAL ESTATE
- FORECLOSURES
- STATE BUDGET DEFICIT
- HEALTH CARE REFORM

This Year's Agenda Includes:

- Eliminating the 5.7 billion deficit without raising real estate-related taxes.
- Foreclosure mitigation programs
- Reducing property taxes
- Campaign finance reform
- Promoting availability of affordable health care for independent contractors

Log in to wra.org or call 800-279-1972 to register today,

**You're Invited
to an
Educational Forum**

Topic:

Presentation on the benefits of the MLS as a separate corporate board
verses a committee of NWAR.

Guest Speakers & Educators:

From Around the State including WRA General Counsel – Kevin King

Date:

Wednesday March 11, 2009

Time:

9:00 AM to 11:30 AM

Place:

**Woodruff Town Hall
Hwy 47 in Woodruff (Next to Post Office)**

Who Should Attend?

All Owners, Sales Associates & Appraisers

Request:

There will be a presentation by the guest speakers followed by a Q&A session.
Please come prepared to listen, learn and ask questions.

Note:

This Forum is about Governance – NOT SOFTWARE

Refreshments:

Continental Breakfast will be available