



The Realty Review



Northwoods Association of Realtors & Greater Northwoods MLS

President's Message

Jerry Burkett, NWAR

The only thing in life that is constant is change.

Debby Genz has resigned.

A few weeks ago, we hired Matt Seegert to be our MLS Coordinator. Matt is a very bright young man who has stepped up admirably and is now our acting AE. The Personnel Committee will meet this week on Thursday and review the needs of the Association and the challenges we face at this time. To assist Matt is Lon Fisk, who is filling in on a part time basis. Lon is a long time Eagle River resident with a wealth of computer knowledge.

In light of this personnel change, we have delayed our RPAC online auction until next month; stay tuned for updates. You can donate your items by dropping them off at the board office.

I would like all of you to think strongly about electronic lockboxes. The lockboxes recommended by the

committee will not only allow all of us access, they will download and tell us who showed the home and when. What a great tool to save on gas picking up and returning keys and alerting us to showings that neglected to send a showing notice. Security alone should be our reason to go with lockboxes; it is nice to know who has entered the home. Please register your thoughts with the board office or myself on this subject. I realize we have discussed this for a few years now, but I would like to see us implement this in the very near future.

I would like to extend a very special thank-you to Rick Zoerb for being our Professional Standards Chair. He has done a wonderful job in a difficult position.

In a few short months, Peggy Johnson-Weissner will be your new President. We are all so fortunate to have someone with her experience tote the gavel.



Thanks, Peg!

One of our goals this year was to offer our members additional education without the time and expense of traveling. Please check our web site for additional education that the board is offering; soon it will be CE classes and the winter convention. ABR training is being offered in September; this is your chance to be more informed on Buyer Agency and all it entails.

Bye for now. Keep cool.

Jerry Burkett

The Buzz:

- RPAC Auction - Donations Needed
- ABR Training September 26-27
- New Acting AE & MLS Coordinator

Affiliate Spotlight

M&I Joins the BMO Family!

BMO Financial Group and M&I are dedicated to *making money make sense* by bringing you a wide range of financial services. We're taking great care to preserve the best of each organization.

For more details, visit: tinyurl.com/444a5uw



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RPAC Auction - Donors Needed

Next month is the NWAR online fundraiser auction benefitting the Realtors® Political Action Committee. Since 1969 RPAC has been promoting the election of pro-REALTOR® candidates across the United States. During the last federal election cycle alone, RPAC contributed over \$12 million to pro-REALTOR® candidates to Congress, making it the number one trade association political action committee in the nation.

Please support RPAC by bringing your donated items to the board office today!

President's Message

Erik Johnson, GNMLS



Since 1969 RPAC has been promoting the election of pro-REALTOR® candidates across the United States. During the last federal election cycle alone, RPAC contributed over \$12 million to pro-REALTOR® candidates to Congress, making it the number one trade association political action committee in the nation. Why has RPAC been successful? Because RPAC is not a charity. RPAC is a business.

On the national level, RPAC gives our donations to those in Congress who both understand and support REALTOR® issues. RPAC looks to build the future by putting our dollars in places that will help advance the interests of Real Estate professionals. RPAC is the only political group in the country organized for REALTORS®, run by REALTORS® and

exists solely to further issues important to REALTORS®. Think of your RPAC contribution as an investment. The best investment you'll ever make in your business and yourself. RPAC is your best insurance against poorly

designed small business and commercial real estate legislation. If you're not giving your fair share to RPAC, you're not doing all you can to better your profession, your business, and yourself.

Please support RPAC by donating and bidding in our August fundraiser auction, or give directly to RPAC at the link below. Thank you.

Erik

Please contribute to RPAC today!
 For details, visit: tinyurl.com/3grqjuw
 RPAC and NWAR/GNMLS thank you!

ABR Training September 26-27



NAR & WRA are offering Accredited Buyer's Representative training at the board office in Woodruff on September 26-27 (Mon/Tues). This 2-day course will be facilitated by Cheryl Eskridge and is required to obtain ABR designation, the benchmark of excellence in buyer representation.

Attendees must be paid in advance. Please visit tinyurl.com/3mmfjnz to view the WRA training calendar and register online or contact Della at 800-279-1972.

DRL Form Revisions

The Department of Regulation and Licensing has made revisions to the WB-11 Residential Offer to Purchase, WB-13 Vacant Land Offer to Purchase and WB-14 Residential Condominium Offer to Purchase.

Visit tinyurl.com/3tk7wn7 for details.

Realtors® on the Move



Welcome New Members

Name	Office
Shelli Schuetz	Opportunity Realty, Wausau
Dale White	D.A. White Realty, Manitowish Waters
Kent Collett	Eliason Realty of the North, Eagle River
Brent Zierer	Birchland Realty, Park Falls

Transfers & Releases

Name	From	To
Bob Poggemann	1st Group of Minocqua, LLC	Redman Realty Group
Mary Ellen Poggemann	1st Group of Minocqua, LLC	Redman Realty Group
Paul Christie	Vacationland Properties/MNQ	

If you want to succeed you should strike out on new paths, rather than travel the worn paths of accepted success. -John D. Rockefeller

Affiliates

NWAR thanks all of our affiliate members for their continued support of our organization.

Affiliate	Location	Contact	Phone
Vilas Title Services	Eagle River	Rick Ernst	715-479-4070
M & I Bank	Woodruff	Deb Duncan	715-356-9511
Time Federal Savings	Phillips	Colleen Guzinski	715-339-2128
Northwoods Title & Closing	Eagle River	Carol Olsen	715-479-6459
People's State Bank	Eagle River	Val Dreger	715-479-1794
Gowey Abstract & Title	Minocqua	Rob Arent	715-356-3000
Shoreline Title Services	Rhineland	John Kratz	715-369-3934
Cornerstone Custom Builders	Eagle River	David Cox	715-479-0001
Northern Title & Abstract	Rhineland	Al Mancl	715-365-5000
First National Bank of Eagle River	Eagle River	Theresa Sullivan	715-479-4406
Appraisal Professionals	Ironwood	Jeffrey Hautala	906-932-1200
Metropulos Appraisal	Rhineland	Robert Metropulos	715-365-6065
Wilderness Surveying Inc	Minocqua	James Rein	715-356-5846

Contact a Local Professional

Kelk Land Improvement
Land Clearing, Excavation, Septic Systems & Design
Demolition, Firewood, Topsoil and Road Gravel
715-356-6112 • www.kelklandimprovement.com

A to Z Home Inspection Services, LLC
Office 715-358-5809 • Cell 715-499-1029
Email: PBa2z@hughes.net
www.atozhomeinspectserv.com

Baas Inspection Agency LLC
Office 715-545-3292 • Cell 715-891-0323
Indoor Air Quality, Radon, Mold, Lead, Asbestos
www.BAASINSPECTIONAGENCYLLC.com

Preferred Home Inspection, Inc.
Toll Free 877-999-8084 • Fax 715-762-1773
Serving Northern Wisconsin since 1999
Park Falls, WI 54552

Rustic Manor Motor Lodge
Pool, Free Breakfast • St Germain, WI
Up to 20% off with Realtor®/builder referral!
800-272-9776 • www.rusticmanor.com

Please contact nwarmatt@gmail.com to request more information about advertising opportunities on our newsletter and website.

Thank you!

These are non-member paid advertisements. It is not to be implied that these services are specifically endorsed or promoted by the Northwoods Association of Realtors®.

MLS Memo



Lon Fisk - NWARLonF@gmail.com

Welcome to MLS Memo. My name is Lon Fisk and I will be working on your behalf with the GNMLS, Realty Server, and our various vendors and systems.

I am a long-time resident of Eagle River and have experiences in bank data processing, computer support, training, and retail operations along with bookkeeping and office management. I look forward to working with each of you.

MLS Tip: When you print client listings for customers most of you display your same agent phone number just a few inches from the office number. You might consider having us change the number under your picture to your cell number if you are encouraging customers to reach you there.

WRA Continuing Education

Date	Course	Location	Cost
7/27	Elective A 8:30-12 P.M.	Sheboygan	
8/4	CE1 1-4:30 P.M. Listing Contracts	Brookfield	\$35
8/4	CE2 8:30-12 P.M. Offer To Purchase	Brookfield	\$35
8/10	CE1 1-4 P.M.	Madison	\$35
8/10	CE2 8:30-12 P.M.	Madison	\$35
8/11	CE3 1-4:30 P.M. New Developments	Brookfield	\$35
8/11	CE4 8:30-12 P.M. Business Ethics	Brookfield	\$35
8/18	CE3 1-4:30 P.M.	Madison	\$35
8/18	CE4 8:30-12 P.M.	Madison	\$35
8/18	CEA 1-4:30 P.M. Short Sales & Foreclosures	Brookfield	\$35
8/18	CEB 8:30-12 P.M. Environmental Matters	Brookfield	\$35
8/24	Elective A 1-4:30 P.M.	Madison	\$35
8/24	Elective B 8:30-12 P.M.	Madison	\$35



AE Corner

Matt Seegert - NWARMatt@gmail.com

Thanks to everyone who has helped me during the ongoing transition at the board office, and I look forward to meeting and working with each of you. I would like to welcome new acting MLS Coordinator Lon Fisk. Lon is a very sharp guy with extensive PC, tech support and training experience. We both look forward to providing our members with top-notch service going forward. Keep an eye out for big changes coming soon.

Our RPAC online fundraiser auction is coming in August, and we're in need of donor items. Please stop by the office with anything you'd like to contribute and we will take care of the rest! All proceeds will benefit the cause of Realtors like yourself!

May the summer wind fill your sales!



AE Tip: Visit goo.gl/CRBHq to see how QR codes can help your business!



Updated New Member Orientation, Interface/Express and Windows Classes Coming Soon!

Board of Directors 2011

*All phone numbers in area code 715

Northwoods Association of Realtors

Officers:

Jerry Burkett, President 479-3090
 Peggy Johnson-Weissner, Pres-Elect 686-2481
 Joan Seramur, Sec/Treas 356-0005
 Adam Redman, Past President 358-0450

Directors:

Joan Beil 356-4457
 Diana Chopin 479-3090
 Jake Nelson 369-1223
 Marcia Pluess 477-0777
 Sonny Reeder 477-2510
 Brenda Thompson 356-3207

Greater Northwoods MLS

Officers:

Erik Johnson, President 356-3207
 Pete Morgan, Pres-Elect 356-2121
 Mark Wagner, Sec/Treas 762-3291
 Jim Mulleady Jr., Past President 479-1774

Directors:

Bonnie Byrnes 686-2481
 Michael Denis 362-3944
 Lynette Jacobson 453-4503
 Andrea Krueger 453-3365
 John Misina 479-4431

Next Board Meeting:

Thursday, July 21st 2011
 NWAR/MLS Board Office

NWAR: 10:00am
 GNMLS: 8:30am

Meetings are the third Thursday of each month and members are welcome to attend.



For WRA 2011 Convention details, visit tinyurl.com/3olj895

Northwoods Association of Realtors & Greater Northwoods MLS

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 Woodruff, WI 54521 Staff@NorthwoodsRealtors.org

Visit our homepage at www.NorthwoodsRealtors.org

Office hours are 8am to 5pm Monday through Friday.

Board Office Location (for directions visit tinyurl.com/4xqvvk9)



About Us

The Northwoods Association of Realtors® was founded in 1958 as a non-profit organization dedicated to serving real estate brokers and agents in the Northwoods area. NWAR provides a central hub for our members to communicate, establish policy, receive training and implement new solutions to better serve their clients.

Greater Northwoods Multiple Listing Service, a wholly-owned subsidiary of NWAR, is dedicated to providing our members with first-rate service and support in listing and viewing properties and conducting business in accordance with the ethical standards of the industry. GNMLS currently serves over 120 member offices with over 450 brokers, agents and appraisers.

Follow us on the Web:

- tinyurl.com/3shxt66
- tinyurl.com/3lm6jms
- tinyurl.com/43jgfyv