



# The Realty Review

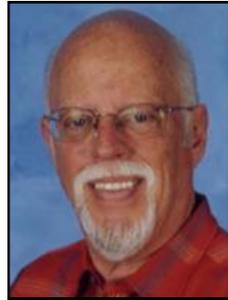
Volume 5, Issue 10

October 2015

*Northwoods Association of Realtors® & Greater Northwoods MLS®*

## President's Message

### John Morris, NWAR



The first thing I want to do is thank Patty Werner for her leadership this past year. Because of her attention to the business of our association, we have made significant progress on a number of issues that are important to the health of real estate here in the Northwoods. Thank you, Patty.

Next, I want to welcome the former members of the Woodland Lakes Association to NWAR. Woodlands had about 80 Members and I hope they will all join us this next year. Welcome to the Northwoods family and I hope you will feel at home with us; we will be a stronger organization because of your

membership. I would like to extend a special welcome to Ron Welnetz who has been appointed to represent former WLAR Members on the NWAR board of directors. Welcome, Ron.

I think in general, we have all seen an increase in attention and a better market. It's about time. For those of us who have weathered the storm, I foresee smoother sailing ahead. All that being said,

we all need to focus closely on the wants and needs of our clients and customers. If we can do that every day, I think we will all see more in our pockets at the end of the year.

Finally, please remember that the board of directors works for you. I welcome this year's leadership (Ed note: see list p5), and I encourage Members to contact them if you have an issue you think the board should know about. You can contact me at 356-2121 or on my cell at 892-0152. I am looking forward to a successful year and hope you are also.

John

### The Buzz:

- **It's Official! WLAR & NWAR Merger Approved!**
- **Changes to Real Estate Forms & CE Requirements**
- **Save the Date 12/8 - NWAR/GNMLS Christmas Party**

### Affiliate Spotlight



For more than 40 years, River Valley Bank has stood for a commitment to provide service standards that were and still are unique in the industry. We have done it by understanding our customer's needs. That commitment has never changed.

Services at our 15 northern Wisconsin and Michigan UP branches include:

- Home Loans
- Personal & Business Banking
- Insurance

**LeAnn Hayden, NMLS #470138**

8590 US Hwy 51 N,  
Minocqua  
Phone: (715) 358-9319

[RiverValleyBank.com](http://RiverValleyBank.com)



## Woodland Lakes REALTORS: Welcome to NWAR!

After months of discussion and dedication by leaders from both boards, the membership of Woodland Lakes and NWAR voted to approve a merger of our associations. The WLAR vote was unanimous, and NWAR Members voted 79-4 in favor in a nail-biter.

For those who did not have time to read and vote on the merger agreement, the cliff notes are as follows: Transferring WLAR Members will form a self-managed sub-chapter within NWAR that will manage the disbursement of WLAR's assets for up to 2 years, after which the sub-chapter will terminate. WLAR President and AE Ron Welnetz will serve as a Director on the NWAR Board for 2 years, and all former WLAR Members including Ron may run for election starting in 2016. NWAR will gain ~70-80 transferring Members, and the NAR has approved annexing WLAR's territory of Lincoln County into NWAR jurisdiction. The NWAR Board will meet this week to consider petitioning the NAR to annex at-large Langlade County as well, where many former WLAR Members live and work.

We appreciate the trust placed in us by the WLAR Membership and will do our best to keep it. We invite former WLAR Members to learn more about NWAR by calling our office or leaders with questions and concerns, stopping by if you're in the neighborhood, and perusing the NWAR website at [northwoodsrealtors.org](http://northwoodsrealtors.org) which (to quote Han Solo) "may not look like much but she's got it where it counts!". **Most importantly, save the date of 12/8 and view our November newsletter to register and attend our Christmas party in Rhinelander!**

### Inside This Issue:

GNMLS President's Message	2
Affiliates & Sponsors	3
MLS Memo & AE Corner	3
Member Recognition & Events	4
REALTORS on the Move	4
Board of Directors	5
About NWAR/GNMLS	5
Installation Dinner Recap	6

## President's Message

### Bonnie Byrnes, GNMLS



Greetings my subjects, LOL! Truth is, I came to this presidency in the exact same way most of us have been called to serve - Jerry Burkett strong-armed me in a dark alley after a meeting. Kidding aside, I've been serving on the GNMLS Board of Directors for 4 years now, and this past year with John Misina at the helm has been an especially rewarding experience. We all owe him a hearty 'thank you!' for his leadership, which set a great example of how a president should serve to steer the vessel while the members chart the course.

I always have an open ear, but I can say from being involved at a board level that the best way to be a part of the process is to join us for our monthly meetings. I've come to appreciate that the way in which

we share our information is truly the backbone of our industry. I myself hail from the far northern reaches of Canada... er, I mean Presque Isle; so I know what it means to depend on the information sharing & professionalism that our GNMLS is built upon. I take the independent in 'independent contractors' seriously, but I've also learned that our working relationships with one another are at the core of what we do and how

successful we will be at it, not to mention how much we enjoy it. I look forward to meeting more of you and hearing how the GNMLS can better serve you.

A little more about me: I've been broker/owner at Headwaters Real Estate for about the past 7 years after moving back to the Northwoods to join my mother Peggy at the real estate & law office she owned and operated since 1979. Many of you know my mom as someone who has given much of her expertise & time to the cause over the years, so I consider hers to be pretty big shoes to fill. I have a 16 year-old son at LUHS and a 14 year old daughter who recently told her bus driver she will one day take over Headwaters as an attorney AND a real estate agent...go girl! I truly love living and working in the Northwoods, I think we inhabit (and sell habitats) on one of the best places on earth. Here's to a great year ahead!

Bonnie

## Real Estate Forms Update

The following forms have been revised by the REEB to make clearer and easier for licensees to use. The optional use date for these four forms is 10/1/2015 and the mandatory use date is 1/1/2016:

- *WB-40 Amendment to Offer to Purchase*
- *WB-41 Notice Relating to Offer to Purchase*
- *WB-44 Counter-Offer*
- *WB-45 Cancellation Agreement & Mutual Release*

These forms have been updated in ZipForm and an upcoming WRA Legal Update will highlight the revisions.

## New Continuing Education Requirements

Under a new rule passed by the DSPS that took effect October 1st, **all** real estate licensees are required to complete 18 hours of Continuing Education in 2015-16 biennium regardless of when they first became licensed.

In the past, real estate licensees were exempt from taking CE in the same biennium in which they were licensed. This exemption in some cases created a CE gap of nearly 6 years for those who obtained their sales license one biennium followed by a broker's license the next. The pre-license courses do not include important updates taught only during CE, so this change will help by keeping education current. Read the October WRA Magazine for more info.

## RPAC: A Wise Investment in Your Business *by RPAC Chairperson Cheryl Eskridge*

The recently signed 2015-16 state budget included one provision of great importance to homeowners and REALTORS®: the new prohibition on local "time of sale" requirements. The new law prohibits local units of government from requiring inspections, property maintenance or the payment of related fees at the time of sale or title transfer.

This is a huge win for buyers and sellers. Time of sale requirements were a big problem for several reasons we are all familiar with: TOS requirements only apply to a small percentage of properties sold; property owners often don't have the money to make the repairs; TOS requirements ignore state disclosure laws that currently protect buyers and sellers; and many of the requirements were aesthetic. Local TOS requirements were duplicative and unnecessary, and now they're gone.

Why were we successful in getting this important victory passed into law, benefitting your clients and customers? Because of your grassroots involvement through calls-to-action, attending REALTOR® & Government Day, and contributions through the REALTORS® Political Action Committee. NWAR and WRA work together to help support candidates who support homeowner, property owner, and REALTOR® issues. Issues like the prohibition on local time of sale requirements, the property tax freeze, and protecting the home mortgage interest deduction at the federal level.

Your contributions make a real difference. Please contribute to RPAC and make sure it is a personal check not a business or LLC check. It's a wise investment in your business. Thank you in advance for your support!



## Affiliates

NWAR thanks our Affiliates and Sponsors for their support!

Affiliate Company	Location	Affiliate Name	Phone
<a href="#">Associated Title &amp; Closing Services</a>	Ironwood MI	<a href="#">Roy D'Antonio</a>	906-932-6340
<a href="#">Big Moose Home Inspections</a>	Bessemer MI	<a href="#">Tom Ruemenapp</a>	906-663-2221
<a href="#">BMO Harris Bank</a>	Wausau	<a href="#">Deb Duncan</a>	715-892-2445
<a href="#">Community Financial Bank</a>	Minocqua	<a href="#">Jan Santarius</a>	715-614-2778
<a href="#">First National Bank of Eagle River</a>	Eagle River	<a href="#">Theresa Sullivan</a>	715-479-4406
<a href="#">Gowey Abstract &amp; Title</a>	Minocqua	<a href="#">Mike Brandner</a>	715-356-3000
<a href="#">Knight Barry Title Service</a>	Minocqua	<a href="#">Patrick Hugunin</a>	715-439-4114
<a href="#">Northern Title &amp; Abstract</a>	Rhineland	<a href="#">Al Mancl</a>	715-365-5000
<a href="#">Northwoods Property Management</a>	Minocqua	<a href="#">Sue Morris</a>	715-356-3178
<a href="#">Northwoods Title &amp; Closing</a>	Eagle River	<a href="#">Maryann Fath</a>	715-479-6459
<a href="#">People's State Bank</a>	Eagle River	<a href="#">Val Dreger</a>	715-479-1794
<a href="#">People's State Bank</a>	Minocqua	<a href="#">Tim Sanderson</a>	715-358-7070
<a href="#">River Valley Bank</a>	Minocqua	<a href="#">LeAnn Hayden</a>	715-358-9319
<a href="#">Shoreline Title Services</a>	Rhineland	<a href="#">Greg Peckels</a>	715-369-3934
<a href="#">The Cayo Group at Inlanta Mortgage</a>	Minocqua	<a href="#">Dee Cayo</a>	715-358-9700
<a href="#">Tomahawk Community Bank SSB</a>	Tomahawk	<a href="#">Shelly Cole</a>	715-453-5354
<a href="#">US Bank Home Mortgage</a>	Weston	<a href="#">Dean Kolden</a>	715-218-8007
<a href="#">VanDyk Mortgage Corp</a>	Arbor Vitae	<a href="#">Lee Simanek</a>	715-439-4052
<a href="#">Vilas Title Service</a>	Eagle River	<a href="#">Rick Ernst</a>	715-479-4070

## Local Professionals\*

### ENV Property Solutions

Fifield  
Ph: 715-661-0561  
[ENVPropertySolutions.com](#)  
Mold/lead/asbestos investigations, soil/groundwater testing & more

### ServiceMaster Specialty

Restoration Svcs - Rhineland  
Ph: 715-362-3433  
[SMSpecialtyRestoration.com](#)  
Water/Sewage, Fire/Smoke & Mold/Biohazard Cleanup & Mitigation

### VS Home Inspections

Minocqua  
Ph: 715-356-6343  
[VS.Senkev.com](#)  
Protect your family and your investment

\* These are non-member paid advertisements that are not specifically endorsed or promoted by NWAR.



**Live WRA Webcast**  
**Mon-Tue 10/26-27**  
**8:30-4:30**  
**NWAR Board Office**

*Update: Registration is now closed since the class filled up fast, but please let us know if you would like to be added to the wait list. We will contact you if anyone cancels and a seat opens up.*

## MLS Memo



Lon Fisk - [NWARLonF@gmail.com](mailto:NWARLonF@gmail.com)

Current news items say now is the time to get your marketing plan ready to begin in January. Homebuyers search "vacation homes for sale" January through July, and Chicago is #3 nationally for prospects searching according to Google analytics.

21% of all home sales were vacation properties, and in 2013-14 vacation sales jumped 57%. The typical price of a vacation home was \$150,000 with about 70% involving a mortgage, and buyers' median income was \$94,380. The median distance from their primary residence was ~200 miles. More than 80% said now is a good time to purchase, and nearly 2/3 said they were likely to buy another property in the next 2 years - stay in touch with your buyers! Nearly half found their home online and 45% purchased through a Realtor. Check out NAR's Investment and Vacation Home Buyer's Survey at: [goo.gl/4ghJPk](http://goo.gl/4ghJPk)

While considering your marketing plans, you might also take a look at the NAR research paper called Real Estate in a Digital World at: [goo.gl/UXVkcL](http://goo.gl/UXVkcL)

**MLS Tip:** "To win, don't be distracted by the competition - focus on what you can do and do it better." - Kayla Richardson, champion skier (paraphrased)

## Upcoming Live CE Classes



Register for real estate CE classes online at: [goo.gl/AD88pE](http://goo.gl/AD88pE)

10/20	CEB - Risk Reduction WI Salespeople and Brokers	Appleton
10/20	CEC - Inspections and Testing in WI Transactions	Appleton
10/21	CEC - Inspections and Testing in WI Transactions	Lake Geneva
10/21	CED - WI Condominiums	Lake Geneva
10/22	CEB - Risk Reduction WI Salespeople and Brokers	Pewaukee
10/22	CED - WI Condominiums	Pewaukee
10/28	CEB - Risk Reduction WI Salespeople and Brokers	Mosinee (Webcast)
10/28	CED - WI Condominiums	Mosinee (Webcast)
10/29	CEB - Risk Reduction WI Salespeople and Brokers	Green Lake
10/29	CEC - Inspections and Testing in WI Transactions	Green Lake
11/4	CE1 - WI State-Approved Listing Contracts	Cedarburg
10/4	CE2 - WI State-Approved Offers to Purchase	Cedarburg

**FOR APPRAISAL CE ONLINE CLASSES, VISIT: [goo.gl/K6M2OR](http://goo.gl/K6M2OR)**

## AE Corner

Matt Seegert - [NWARMatt@gmail.com](mailto:NWARMatt@gmail.com)

I'd like to lead with a hearty "Thank You" to **Patty Werner & John Morris** (NWAR), **Ron Welnetz & Leah Antoniewicz** (WLAR), and **Kevin King** from RASCW for their guidance and huge efforts to help effectuate the WLAR-NWAR merger that became official on October 1st. I tip my cap to each of you!

**DSPS Secretary Dave Ross** is visiting at our 10/15 board meeting. Please let me know if you have any licensing-related questions or concerns you would like me to present to Sec. Ross.

Our website has been updated with recently-revised **NWAR Bylaws** (just minor changes) and **GNMLS Policies & Procedures** (one big change: forbidding co-listing with non-MLS offices). Please review the changes highlighted in each.

NWAR has a new **Members-only Facebook Group** where we can chat amongst ourselves rather than to the whole world. Join us at: [goo.gl/JkDmqB](http://goo.gl/JkDmqB)

**AE Tip:** Dealing with difficult customers is part of doing business in any line of work, but fortunately NAR has put together a nice collection of articles and tips for REALTORS at: [goo.gl/5Y24V2](http://goo.gl/5Y24V2)

## REALTOR Anniversaries

Congratulations to the following NWAR Members celebrating a quinquennial anniversary this month:

### 15 Years:

**Richelle Eliason Kruse** -

Eliason Realty of the North - St Germain

### 10 Years:

**Shelly Ramesh** -

Century 21 Burkett & Associates - Land O Lakes

**Note:** Members must register & attend a general meeting within 1 year to receive an anniversary pin.

## In Memoriam

We learned just recently that long-time Northwoods REALTOR **Mary Lou Dorzok** of Dorzok Realty in Tipler passed away July 25<sup>th</sup> at age 65, and we extend our heartfelt condolences to her friends and family.

Please visit [goo.gl/HCmfio](http://goo.gl/HCmfio) to view Mary Lou's obituary and share your sympathies. Rest in peace, Mary Lou.

## Affiliate Update

- A warm welcome to new Affiliate **Tom Ruemenapp** of **Big Moose Home Inspections** - more info on page 3.
- Affiliate **LeAnn Hayden** is now at **River Valley Bank** of Minocqua.

## Lockbox Leaders



Office & Percent Assigned	
Lake Country Realty	91%
Redman Realty Group	90%
Key Insight	86%
Eskridge Real Estate	83%
Re/Max Northern Lakes	83%
C21 Burkett & Assoc	83%
Re/Max Northwoods	83%
Re/Max Property Pros	81%
Lakeland Land Company	80%
Re/Max Woods & Water	79%

**Need a refresher? View SentiLock lockbox training guides, tip sheets and more at: [www.goo.gl/kN7F3](http://www.goo.gl/kN7F3)**

## NWAR Committees 2015-16

Committee	Chairperson
By-Laws Review	John Morris
Christmas Party	Linda Long Wohleber
Education	Andy Harris
Fair Housing	Adam Redman
Finance	Denise Goldsworthy
Golf Outing	Erik Johnson
Legislative	Bud Arnold
Strategic Planning	Shelly Cole
Member Orientation	Cheryl Eskridge
Personnel	John Morris
Prof. Standards	Rick Zoerb
Public Relations	Bonnie Byrnes
RPAC	Cheryl Eskridge
Scholarship	Marcia Pluess

## November Lunch & Learn - Ask a Surveyor

We are fortunate to have several Lunch & Learns lined up over the next several months that will be hosted by local professionals. Coming up November 11th, Wisconsin Society of Land Surveyors President Jeff DeMuth of MSA Professional Services will stop in to help REALTORS get a better understanding of important concerns like land title surveys, floodplains, right-of-way and much more. Please click the link below to let us know if you'd like to attend and take advantage of this great opportunity to get a better understanding of surveying.

Lunch & Learn is the second Wednesday of each month from 11:45am until 1:00pm and is free for all NWAR Members (\$5 for others). We invite you to suggest any topics you would like to learn more about at future classes. Please let us know which future classes interest you by visiting [goo.gl/cEXX90](http://goo.gl/cEXX90) and we will contact you the week before to confirm your attendance.



## Lunch & Learn Schedule

Date	Course Name	Details
Nov 11	Ask a Surveyor - Board Office	Professional Surveyor Jeff DeMuth will answer your questions about land surveys
Dec 9	Home Inspections - Board Office	Inspector Tom Ruemenapp will discuss the home inspection process and answer your questions
Jan 13	Zoning Issues in Vilas County - Eagle River	Vilas Co Zoning Administrator Dawn Schmidt will discuss zoning issues within Vilas Co.

## REALTORS® on the Move

### New GNMLS Subscribers

Name	Office
Carolyn Burkhardt	Boss Realty LLC - Mountain*
George Gukich <sup>1</sup>	Coldwell Banker Mulleady - Minocqua
Kevin Jacobson <sup>1</sup>	First Weber - Rhinelander
Sharon Papapetru <sup>1</sup>	Century 21 Pine Point - Rhinelander
Tom Zernia	Boss Realty LLC - Mountain*

### Transfers & Releases

Name	From	To
Debbie Coleman	Century 21 Pine Point - Rhinelander	
Teah Egan	Re/Max Property Pros - Eagle River	
John Hunter	Re/Max Property Pros - Eagle River	
David Jesse	Coldwell Banker Mulleady - Rhinelander	
Kathleen Paramore	ReMax Properties North - Tomahawk	Lakeplace.com - Vacationland Properties - Tomahawk

<sup>1</sup> New NWAR REALTOR  
<sup>^</sup> Closed MLS Office  
<sup>\*</sup> New MLS Office



"If you don't know where you're going, you might not get there." - Yogi Berra (R.I.P. 1925-2015)

## Board of Directors 2015-16

(Area code 715 unless otherwise noted)

### Northwoods Association of REALTORS®

#### Officers (Term<sup>^</sup>):

John Morris, President-Elect 356-2121  
 Judi Schmidt-Arnold, President-Elect 543-2300  
 Denise Goldsworthy, Treasurer (1) 356-3207  
 Patty Werner, Past President (623) 696-5942

#### Directors (Term-Year - limit 2-2):

Sheri Benson (1-1) 892-7518  
 Jerry Burkett (1-2) 479-3090  
 Shelly Cole (1-1) 453-5354  
 George Gunderson (2-1) 358-0450  
 Jonathan Long (1-1) 453-2637  
 Julie Manthei (1-2) 358-7873  
 Jim Olsen (1-2) 356-3207  
 Ron Welnetz (1-1)\* 627-4885  
 Rick Zoerb (2-2) 365-3028

### Greater Northwoods MLS®

#### Officers (Term<sup>^</sup>):

Bonnie Byrnes, President 686-2481  
 Mark Wagner, President-Elect 762-3291  
 Adam Redman, Treasurer (1) 358-0450  
 John Misina, Past President 479-4431

#### Directors (Term-Year - limit 2-2):

Ed Choinski (1-2) 493-7827  
 Cheryl Eskridge (1-1) 891-7446  
 Joe Flanders (2-1) 420-1110  
 Scott Freimuth (1-2) 282-7130  
 Dan Pudlo (1-1) 547-3033  
 Julie Winter-Paez (2-1) 480-4333

<sup>^</sup> President, President-Elect and Past President terms are 1 year each; Treasurers may serve up to two 1-year terms.

\* Merger-related appointment to 2-year term

**Next Board Meetings:**  
 Thursday, October 15  
 NWAR / GNMLS Board Office  
 GNMLS: 8:30am | NWAR: 10:00am  
 Meetings are the third Thursday of each month - Members welcome!



The National Association of REALTORS® created the MVP Program to encourage members to take Actions that will benefit NAR and its members, as well as to reward members for being an active participant in their Association.

By simply requesting a quote from REALTORS Insurance Marketplace by October 15th, you can get a **free download of the "Best Apps for Your Business" Webinar** - a \$19.95 value. Claim your reward today at:

[MVP.REALTOR.ORG](http://MVP.REALTOR.ORG)

## Northwoods Association of REALTORS® & Greater Northwoods MLS®

PO Box 377 Phone: 715-356-3400  
 320 Oak St, Suite B Fax: 888-399-2118  
 Woodruff, WI 54521 [Staff@NorthwoodsRealtors.org](mailto:Staff@NorthwoodsRealtors.org)

Office hours are 8am-5pm Monday through Friday

Board Office Location: [www.goo.gl/qRzxH](http://www.goo.gl/qRzxH)  
 Use East entrance (double doors by drive-up window)



### About Us

The Northwoods Association of REALTORS® was founded in 1953 as a non-profit organization dedicated to serving real estate brokers and agents in the Northwoods area. NWAR provides a central hub for our nearly 400 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 more than 170 member offices comprised of over 450 brokers, agents and appraisers.

### NWAR & GNMLS on the Web:

NWAR Homepage: [NorthwoodsRealtors.org](http://NorthwoodsRealtors.org)  
 NWAR Group Page: [Facebook.com/Groups/NorthwoodsRealtors](https://Facebook.com/Groups/NorthwoodsRealtors)

[www.goo.gl/2pnHM](http://www.goo.gl/2pnHM)

[www.goo.gl/2fjJs](http://www.goo.gl/2fjJs)

[www.goo.gl/6aOAZ](http://www.goo.gl/6aOAZ)

[www.goo.gl/KI9MI](http://www.goo.gl/KI9MI)

# Installation Dinner Recap



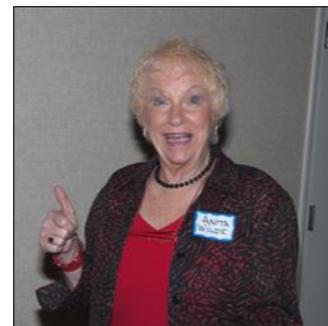
A crowd of 100 headed to Reuland's Conference Center for our 2015-16 NWAR/GNMLS Installation Dinner. The impressive dinner buffet left many unimpressed with their bath scale the following morning, and guest speaker Tracy Rucka reminded us yet again how blessed we are to live in a place where congestion is a rafter of turkeys crossing the road. Voters cast their ballots and overwhelmingly approved our annual budget and bylaws revisions as well as the merger with Woodland Lakes. Patty Werner and John Misina were recognized for their fine leadership over the past year, and Anita Wilde pulled the lucky tickets to hand out over \$250 in door prizes and a 50/50 prize of \$130 to Connie Brayton.



As the crowd of 100 looks on, new NWAR & GNMLS leaders stand, raise a hand and solemnly swear to govern "at least as well as Congress" over the next 2 years. That's one way to set the bar for certain success!



Tenacious competitors by day, merry ol' friends by night! Let's all toast to that!



Long-time Northwoods REALTOR and recent retiree Anita Wilde gives her opinion of the dinner.



Lon steps out from behind the camera for a photo with new NWAR President John Morris, WLAR AE-President and new Director Ron Welnetz, and Bornean orangutan escape artist Ken Allen (true story - see [goo.gl/pZ11kl](http://goo.gl/pZ11kl))



Departing GNMLS President John Misina wisely opts to peacefully cede power to new President Bonnie Byrnes.

Departing NWAR President Patty Werner receives a gavel from incoming President John Morris who simply shrugged when asked "How do you follow that act?"



In like a princess and out like a pirate, the affable Connie Brayton absconds with a fistful of dollars by winning the Habitat for Humanity 50/50 fundraiser.



Congrats and a huge pat on the back to Affiliate Shelly Cole of Tomahawk Community Bank for her well-deserved Distinguished Service Award!

A warm welcome to our newest REALTORS (L-R): T.D. Biegel, Jess Morgan, Lori Writz, Jeremy Ryan, Kevin Jacobson, Julie Waidzulis, Jeff Moenssen and Amber Schneider.



Like everyone else, new Affiliate Tom Ruemenapp of Big Moose Home Inspections is all smiles in the presence of the Wild-est party gal this side of the Continental Divide!