



The Realty Review

Volume 13, Issue 4

**FAIR
HOUSING
MONTH**

April 2023

Northwoods Association of REALTORS® & Greater Northwoods MLS®

President's Message

Andy Harris, NWAR

It was nice of Florida weather to pay us a rare April visit for those who didn't make it down to spring break, but "April is as April does" in the Northwoods. While April snow excites only the plow truck drivers, shorts weather will be back to stick around for a good while. After a record-breaking snowfall season, we've earned shorts weather straight through October!



ADA Compliance: Some firms have received letters seeking \$\$ at the threat of a lawsuit over website accessibility. While ADA guidelines for real estate websites are not yet clear, being proactive is prudent so you aren't racing to comply should pending court cases and/or clearer guidelines clarify what action(s) are needed. Please review the [WRA Legal Brief on ADA compliance](#) and follow the links therein for best practices. Should you receive a threat letter, DO NOT disregard it - contact your attorney promptly and contact the [WRA Legal Hotline](#) for further advice.

Thank you all who cast a ballot in our special budget vote and guest speaker poll. The budget vote passed 126-31 (80%) in favor of adding \$5,000 to NWAR's current budget to quickly rejoin 20+ local chambers and distribute [double-sided rack cards](#) that

promote choosing a REALTOR and our UpNorthMLS.com portal. The guest speaker vote was 81-78 (51%) in favor and of the "yes" votes, 71 (86%) approved our suggestion of Clint Pardoe. The board last week therefore approved having [Clint teach a "Zen Real Estate"](#) virtual event this autumn - more to come

on that.

In addition to the rack cards going to local chambers this summer, we are also running Saturday morning WRJO radio ads through September and print ads in Summer Times in May thru August. GNMLS also has an ongoing social media campaign to promote our UpNorthMLS.com portal, and we hope these combined efforts are paying dividends by helping consumers connect directly with NWAR/GNMLS members and firms.

Get your clubs ready! We're all squared away for the golf outing and election dinner on June 7th in St. Germain. Keep reading for details and I hope you can join us for golf, food, fun and hopefully plenty of sun! Lastly, the [NWAR Family Scholarship](#) application deadline is April 30th, so get those in ASAP and we'll get back to you soon!

Andy

The Buzz:

- **NWAR/GNMLS Golf Outing & Election Dinner - June 7th**
- **May 10th Lunch & Learn: "REALTOR Safety"**
- **NWAR Family Scholarship *LAST CALL* - Due by 4/30**

Affiliate Spotlight

NOVUS
HOME MORTGAGE
The Cayo Group

We pride ourselves on providing the best service around. As a Realtor, you can be assured your clients will be taken care of. At Novus, we have access to niche loans, simple app technology, and an in-house Underwriting Team to ensure the entire loan process goes smoothly.

Contact me today!

Dee Cayo
NMLS #244888

715-482-7022 mobile

[TheCayoGroup.com](#)



2023 NWAR/GNMLS Golf Outing & Election Dinner

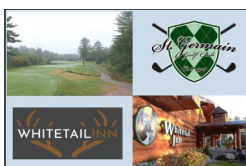
While our elections will actually be online the week following, we still consider the title above apropos since candidates will be present to lobby for your vote! Accordingly, we hereby invite you to join us **Wednesday June 7th at St. Germain Golf Club & Whitetail Inn** for our annual **NWAR/GNMLS Golf Outing & Election Dinner!**

Golfers will compete for an engraving on the Jim Tait Memorial Trophy and various team and individual skill prizes. Foursomes appreciated but not required - we'll endeavor to fill your foursome should you need a golfer or 3. Bring some cash to compete in our putting contest and/or tip the beverage cart, and arrive early to hit a bucket of balls and pick up a boxed lunch at the snack shop before loading up and rolling out at 11:15am.

Dinner doors open at 4pm including appetizers and before the 6:00pm Call to Order. Recognition of sponsors, anniversaries and scholarship recipients will be recognized before breaking for a fine dinner of beef tips, chicken marsala, blackened salmon or veggie scampi.

Please contact matt@northwoodsrealtors.org to sponsor golf or appetizers - thank you!

See Registration Form on page 6 or at: bit.ly/NWARGolf23 - Register by 5/30



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President's Message

Dan Pudlo, GNMLS

With the warming weather, sunshine brings on a very busy time of year. Spring cleaning, yard work and getting the boat ready. It also starts the main selling season for real estate. Everyone is hoping for more listings since we still have strong demand for housing.

At the MLS office, we are pushing hard to help our REALTORS. Joining several local chambers to further promote UpNorthMLS.com should get us more "Xposure". We will place rack cards at the chambers and have extras available at the board office you can pick up to share at area businesses.

As selling season approaches, a quick reminder to ensure your MLS data sheets are complete and accurate. The information on the MLS



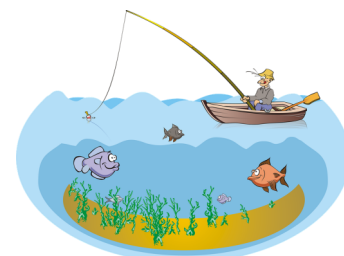
sheet is very important not just to an appraiser like me, but to all agents when preparing your CMAs. It also is relied upon by many others in our industry like banks, credit unions, mortgage companies, underwriters etc.

April being Fair Housing Month, it's not surprising I have noticed many real estate publications and notices promoting Fair Housing. In a recent CE class, it was brought up that being

in a rural market does *not* mean you cannot be guilty of committing Fair Housing violations. This goes for not only brokers and agents but also appraisers, lenders, title examiners and the many other professions in our industry.

I wish everyone a happy spring full of new listings and for those so inclined, a bountiful start to the 2023 fishing season!

Dan Pudlo



Honor Fair Housing Month

Fair Housing Month is almost over but regardless of the month, *any* time is a good time to reaffirm your commitment to Fair Housing. Before you display or share the **Fair Housing Month Proclamation**, we encourage you to quiz yourself and/or complete these free NAR Fair Housing courses:

WRA Fair Housing Quiz: bit.ly/3V9dmLC

NAR Fairhaven Fair Housing Simulation: fairhaven.realtor

NAR Fair Housing Self-Study Module: bit.ly/NAR-FH-SSM

Take time to refresh your Fair Housing knowledge and if you fancy a **free dinner**, earn one on NWAR by completing the two NAR courses above and their **DEI Self-Study** at: bit.ly/NAR-DEI-SSM. All three NAR courses are free and any NWAR Members who have not yet completed these course and redeemed for free registration at a NWAR dinner event may do so in 2023. Dinner tabs are rising, so grab a free meal on NWAR by helping rise the tide for Fair Housing!



NWAR Scholarship *Last Call*

The 2023 NWAR Family Scholarship is still open for applications, but only through April 30th 2023. This is offered to students graduating from secondary school (high school or equivalent) in spring/summer 2023 whose parent or legal guardian is an active NWAR Member (REALTOR or Affiliate) in good standing since 4/1/22 or earlier. The scholarship award may be used toward the cost for colleges and universities, trade or vocational schools, or professional licensing courses - including real estate!

Applicants will be notified via their REALTOR parent/guardian by May 22nd if they were selected for a one-time award of \$500-1000 which will be remitted to your institution of higher learning this summer. Awardees are also invited to our June 7th dinner, so save the date!

Applications Due 4/30/23 - see: bit.ly/NWAR-FS



WRA Professional Standards Program - Volunteers Needed!

Just this month, WRA launched a new Professional Standards program offering to administer cases for local boards. Since this is free and very similar to our existing PS administration agreement with RANWW, the NWAR Board (and most other WI boards) voted to give it a "go". Our board felt this was the right choice since, while scarce in our region, PS cases have grown more contentious - often involving attorneys - in recent years and WRA happens to have several sharp attorneys on staff if needed.

As of May 1st 2023, you may present Professional Standards concerns either to Matt Seegert at NWAR or to WRA Professional Standards Administrator Janine Smith via email to psa@wra.org or by calling 608-242-2299.

WRA needs a large and diverse group of volunteers to serve on panels and/or as mediators. All WRA Members with 2+ years REALTOR membership are eligible and upon acceptance by the WRA board, you would serve a 2-year term with PS training included and required. Please help WRA staff this important committee, and *thank you* for serving your fellow REALTORS!

WRA Professional Standards Volunteer Application: app2.wra.org/Forms/3/1



Affiliate Company	Location	Affiliate Name	Phone
AmeriSpec Inspection Services	Rhineland	Brad Francis	715-493-0185
Associated Title & Closing Services	Ironwood MI	Roy D'Antonio	906-932-6340
Big Moose Home Inspections	Bessemer MI	Tom Ruemenapp	906-663-2221
CoVantage Credit Union	Antigo	Michelle Brettingen	715-627-4336
CoVantage Credit Union	Antigo	Pam Jansen	715-627-4336
Crossbridge Community Bank	Tomahawk	Deb Duncan	715-453-5354
Crossbridge Community Bank	Tomahawk	Jennifer Nerva	715-453-5354
Gowey Abstract & Title	Minocqua	Mike Brandner	715-356-3000
Home Warranty Inc.	Park Falls	Jason Probst	877-977-4949
IncredibleBank	Minocqua	LeAnn Hayden	715-358-9319
Knight Barry Title Service	Minocqua	Patrick Hugunin	715-439-4114
Nicolet National Bank	Eagle River	Leah Brown	715-479-8484
Northwoods Property Inspections	Park Falls	Michael Weidman	715-934-9105
Northwoods Title & Closing Svcs	Eagle River	Maryann Fath	715-479-6459
Oneida Title & Abstract	Rhineland	Jeanne Smith	715-362-3348
People's State Bank	Eagle River	Tori Dunlap	715-337-2614
People's State Bank	Minocqua	Tim Sanderson	715-358-7070
Shoreline Title Services	Rhineland	Hunter Piasecki	715-369-3934
The Cayo Group at Novus Mortgage	Minocqua	Dee Cayo	715-482-7022
Vilas Title Services	Eagle River	Rick Ernst	715-479-4070
Wisconsin Benefit Planning	Minocqua	Charlie Ouimette	715-356-2300

NWAR Sponsors*

ENV Property Solutions
Butternut
Barbara Herbst (Flietner)
Ph: 715-661-0561
ENVPropSolutions@hotmail.com
Mold/lead/asbestos investigations,
soil/groundwater testing & more



loanDepot.com
Schaumburg, IL
Larry Potesman
Ph: 847-668-1441
loanDepot.com
Personalized mortgage loans on-
time, every time at loanDepot.com

LOCAL.FAST.RELIABLE.
BROADBAND
888.631.9666
sonicnet.us
103 N Railroad St,
Eagle River
SonicNet

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

Link: bit.ly/NWAR-THL

MLS Memo



Lon Fisk - lon@northwoodsrealtors.org

May is just around the corner. Some real estate signs have been left languishing over the past months following a sale. Please note the Code of Ethics requires you to avoid advertising without a contract. If it sold, immediately add a SOLD rider or cover the sign. Soon after, the sign should be removed.

Spring is that time to freshen up your listings. Sellers are anxiously awaiting green grass and leaves to go with that beautiful blue water we hope to see soon. Get your camera's ready and review all your listings' photos to flag which ones you'll want to replace that are currently showing white stuff.

Entering a Sold, One-party, etc. listing that should not go to the world - remember to mark Internet Display = No before you submit the listing.

MLS Tip: "Xposure displaying strangely?"
Clear browser cache or try a different browser like [Edge](#) or [Brave](#).

NAR Window to the Law: Updates to Anti-Money Laundering Rules

NAR's **Window to the Law** video series provides REALTORS with risk identification and mitigation advice, updates on legal issues, best practices for real estate professionals and more.

The April "Updates to Anti-Money Laundering Rules" video (~4 min) with NAR Attorney Matt Troiani covers two FinCEN rules - Geographic Targeting Orders and the new Beneficial Ownership Rule - that help real estate professionals combat money laundering schemes.

Watch NAR's latest **WTTL** video at:
bit.ly/NAR-WTTL

WTTL "Must-Watch List for New REALTORS": bit.ly/WTTL-MW



"Landlord-Tenant Law Refresher"

wra.org/LegalUpdates

WRA March Home Sales Report:
wra.org/HSRMar2023



AE Corner

Matt Seeger - matt@northwoodsrealtors.org

More congrats are in order to several who earned the new Resort & Secondary Property Specialist (RSPS) Certification: **Rick Denton, Tammy Kauranen, Diane Liu, Dave Nelson, Jennai' Rusch, Tara Stephens, and Matt Wallmow** (PSA too). Not to be outdone, **Heidi Krusensterna** just earned the Graduate REALTOR Institute (GRI) Designation. Each of the above also snagged a \$100 NWAR Educational Incentive Award for earning a new NAR Designation/Certification - good way to spend those last weeks of winter! If you haven't yet earned NAR's free C2EX Endorsement, give it a spare hour here and there to boost your skills and score a \$50 incentive award from NWAR since our goal is your betterment and success!

Another key NWAR mission is supporting our community, and we are planning a build-a-food-box event with huge support from **Wisconsin REALTORS Foundation** to ensure local kids facing hunger have a bountiful Thanksgiving break. Volunteers needed - let me know if you want to help!

Happy gardening... spring is (sorta) here!

AE Tip: If you missed any Lunch & Learns this season you hoped to attend, email me for a Dropbox link to see ALL our past L&L handouts!

REALTOR Anniversaries

Congratulations to the following Northwoods REALTORS celebrating a quinquennial anniversary this month:

25 Years:

Erik Johnson - eXp Realty, Minocqua
Jim Olsen - Jim Olsen Real Estate, Minocqua

20 Years:

Duane Harpster - Jim Tait Real Estate, Boulder Jct.

10 Years:

Vanessa Giles - Town & Country Realty, Woodruff
Jon Halverson - Northwoods Community Realty, Tmhc
Renee Rasmussen - Redman Realty Group, Minocqua
Mike Swisher - Eliason Realty of the North, Eagle River

5 Years:

Dan Buckley - Coldwell Banker Mulleady, Rhinelander
David Eliason - Eliason Realty of the North, Eagle River
Heidi Krusensterna - C21 Northwoods Team, Crandon
Rachel Martin - Redman Realty Group, Minocqua
Tim Riley - Coldwell Banker Mulleady, Mani. Waters

WRA REALTOR & Gov't Day Recap

Many thanks to NWAR emissaries **Kristin Gullickson-Wild**, **Jim Mulleady** and **Pete Rondello** who visited Madison on April 26th for WRA REALTOR & Government Day. Each shared stories with legislators stressing the importance of WRA's "big 4" 2023 legislative priorities: Fixing the housing crisis, Maintaining local levy limits, Improving DSPS customer service, and Clarifying the MLS sales tax exemption. Thank you attendees!

RGD23 Program & Action Photos: bit.ly/WRA_RGD23



May 10th Lunch & Learn: "REALTOR Safety"

We saved the most important Lunch & Learn this season for last: **REALTOR Safety!** Local REALTOR and former law officer **Joy Kohegyi** (with help from former MPD Chief Andy Gee) will share the latest "BOLOs" and several ways to keep yourself, your clients/customers, and their private info safe and secure. Stop in for a sandwich or online to stay a step ahead of the baddies! Please fill out the link below to let us know of any upcoming L&L classes that interest you, and we will send you a reminder email the week prior:

NWAR LUNCH & LEARN REGISTRATION: bit.ly/NWAR-LNL

New GNMLS Subscribers:

Name	Office
Leila Bahi	eXp Realty - Minocqua
Oleksandr Bykonja ¹	Re/Max Property Pros - Eagle River
Holly Carter	NextHome Priority* - Stevens Point
Nikki Duffy	Century 21 Affiliated - Janesville
Angelica Figueroa	Century 21 Affiliated - Janesville
Lori Hagemann-Davis	Century 21 Affiliated - Janesville
Beth Hanthorn	Century 21 Affiliated - Janesville
Justin Leick	NextHome Priority - Stevens Pt
Henry Londo	Century 21 Affiliated - Janesville
Audrey Miller	Northwest Wisconsin Realty* - Hayward
Tony (TJ) Morice	NAI Pfefferle - Wausau
Nick Popp	Century 21 Affiliated - Janesville
Julie Raese	Century 21 Affiliated - Janesville
Tim Reeder ¹	First Weber - Eagle River

REALTORS® on the Move

New GNMLS Subscribers (cont'd):

Name	Office
Carl Rehberger	Coldwell Banker R.E. Grp - Pembine
Ark Rhowmine	NAI Pfefferle* - Wausau
Ronda Richter-Weber	Century 21 Affiliated - Janesville
Sherri Shaw	Century 21 Affiliated - Janesville
Balie Strasburg ¹	First Weber - Minocqua
Ashley Stemer ¹	Action Real Estate - Crandon
Josh Vollmar ¹	Action Real Estate - Crandon
Wade Williams	Century 21 Affiliated* - Janesville

Transfers & Releases:

Name	From	To
Therese Goetz	Heritage Hill Properties^ - Hartland	
Peter Moegenburg	Moegenburg Research^ - Elm Grove	

Up North Update

On/Off Water	Median Price		Units	
	2022	2023	2022	2023
SFH Off	148,250	159,000	228	184
SFH On	370,000	397,500	169	118
Land Off	35,500	37,000	147	123
Land On	67,150	90,000	76	45

SFH inventory in our 7 core counties was 333 units at the end of March or 1.82 months of supply. Farms and vacant lots in the core region stood at 667 units or 7.32 months of supply by comparison.

March SFH medians are up 7.3% YOY for off-water and 7.4% on-water on -19% and -30% volume decreases. Land medians are up 4.2% (off-water) and 34% (on-water) with volume down -16% and -41% respectively.

To summarize, the inventory crunch continues and medians are still rising, though not at the eye-popping pace from 2020-22.

Lockbox Latest

GNMLS Actives (exc land/comm): 501
 LB Participants Actives: 373 (74%)
 Eligible Listings w/LBs: 143 (38%)

GNMLS Lockbox Resources:

bit.ly/GNMLS_LBs



FAQ of the Month

"How should I enter a one-party listing, eg: when the seller brings the buyer?"

Email GNMLS the first and last pages of the listing contract with completed [Office Exclusive Addendum](#) and [GNMLS Waiver Form](#) ("Late Entry") for one-party listings. Wait to enter the listing into GNMLS after it has closed per Section V-B of the [GNMLS Policies & Procedures manual](#).

MLS FAQs: bit.ly/GNMLS-FAQ

FREE WRA Virtual Forums

WRA has one final and free 30-minute virtual forum ongoing this spring:

May 4th - "Valuation Variations"

Register for Free at: wra.org/blf

LUNCH & LEARN

Date	Lunch & Learn Course - Venue
May 10	REALTOR Safety w/ REALTOR Joy Kohegyi (former LEO) - BO & Virtual

Contact Matt at NWAR if you have an idea for a future L&L class topic you'd like to attend - or teach!

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Henry Londo	Century 21 Affiliated - Janesville
Audrey Miller	Northwest Wisconsin Realty* - Hayward
Tony (TJ) Morice	NAI Pfefferle - Wausau
Nick Popp	Century 21 Affiliated - Janesville
Julie Raese	Century 21 Affiliated - Janesville
Tim Reeder ¹	First Weber - Eagle River

REALTORS® on the Move

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Ark Rhowmine	NAI Pfefferle* - Wausau
Ronda Richter-Weber	Century 21 Affiliated - Janesville
Sherri Shaw	Century 21 Affiliated - Janesville
Balie Strasburg ¹	First Weber - Minocqua
Ashley Stemer ¹	Action Real Estate - Crandon
Josh Vollmar ¹	Action Real Estate - Crandon
Wade Williams	Century 21 Affiliated* - Janesville

Transfers & Releases:

Name	From	To
Therese Goetz	Heritage Hill Properties^ - Hartland	
Peter Moegenburg	Moegenburg Research^ - Elm Grove	

1 = New NWAR Mbr
 * = New GNMLS Ofc
 ^ = Closed MLS Ofc



"The beautiful spring came, and when nature resumes her loveliness, the human soul is apt to revive also."
 - Harriet Ann Jacobs

Board of Directors 2022-23

(Area code 715 unless otherwise noted)

Northwoods Association of REALTORS®

Officers (Term^):

Andy Harris, President	543-8900
Ed Raasch, President-Elect	224-3800
Jon Long, Treasurer (1)	996-2251
Pete Rondello, Past President	358-0450

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

Tynan Anderson	(1-2)	453-3365
Tom Bird	(2-2)	356-9521
Kim Brixius	(2-2)	453-1188
Kristin Gullickson-Wild	(1-1)	356-4457
Ryan Hanson	(2-1)	358-5263
Cliff Kolinsky	(1-1)	547-3400
Janel Pagels	(1-2)	525-1008
Paul Ross	(1-2)	762-3276

Greater Northwoods MLS®

Officers (Term^):

Dan Pudlo, President	493-7630
Adam Redman, President-Elect	358-0450
Jackie Leonhard, Treasurer (1)	453-2673
Ed Choinski, Past President	493-7827

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

Kathy Flannery	(1-1*)	889-0330
Jim Mulleady Jr.	(1-1)	479-1774
Chris Raasch	(1-1*)	224-3800
Steve Petersen	(1-1*)	614-3878
Adam Speer	(1-1*)	339-2181
Julie Winter-Paez	(1-1)	480-4333

^ President, President-Elect and Past President terms are 1 year each; NWAR Treasurers may serve up to two 2-year terms; GNMLS Treasurers up to two 1-year terms. * - Appointed/elected to <= 1-year term to fill vacancy.

NWAR Committees, Chairpersons & Duties: <https://northwoodsrealtors.org/committees>

Next Board Meetings:

Thursday, May 18th
GNMLS - 8:30am
NWAR - 10:00am

Meetings are (usually) the third Thursday monthly - Members always welcome!



The National Association of REALTORS® MVP Program encourages members to take actions that will benefit NAR and members while rewarding them for being active within their association.

If you register by 4/30 for the 2023 REALTORS Legislative Meetings in DC (free), you'll earn a **FREE 5 Essential Social Media Posts That Every Real Estate Agent Should Make Weekly** webinar (\$30 value).

Earn your MVP reward at:
[MVP.REALTOR](https://mvp.realtor)

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 54568 Staff@NorthwoodsRealtors.org

Our office hours are 8am-5pm Monday through Friday

Board Office Location: bit.ly/NWAR-Map

Use East entrance (double doors by drive-up window)



**NORTHWOODS
ASSOCIATION
OF REALTORS®**



Greater Northwoods
UpNorthMLS.com



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 470+ 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 just over 200 Member firms comprised of ~675 brokers, agents and appraisers.

NWAR & GNMLS on the Web:

NWAR Homepage: NorthwoodsREALTORS.org

Member FB Group: facebook.com/groups/northwoodsrealtors



bit.ly/NWAR-FBK



bit.ly/NWAR-TW



bit.ly/NWAR-YT



bit.ly/NWAR-LI



2023 NWAR/GNMLS GOLF OUTING & ELECTION DINNER

Wednesday June 7th, 2023

St. Germain Golf Club & Whitetail Inn – St. Germain

Map: bit.ly/41yphVv

**\$120 Golf w/ Lunch & Dinner
\$40 Dinner Only**



Jim Tait Memorial Cup Golf Tourney
4-person scramble - 11:30am shotgun start
Lunch included & free driving range bucket
18 Holes w/cart – team & individual prizes
No foursome, no problem - we'll team you up
Putting Contest – win CASH!



Schedule of Events

- 10:00** Golfer check-in & free bucket of range balls
Visit snack shop for a to-go lunch or grab @ 10th tee
- 11:15** Announcements – please be ready to roll!
- 11:30** Shotgun Start & Putting Contest Open – Win CASH!
- 4:00** Whitetail Inn doors & bar open, appetizers
- 5:15** Putting Contest Finals
- 6:00** Call to Order & Announcements:
New Member Induction
Anniversaries & Recognition
NWAR Family Scholarship
- 6:30** Dinner
- 7:15** RPAC 50/50 Drawing
Golf Results & Prizes



Plated Dinner – Choice of:
Beef Tips & Garlic Mashed Potatoes
Chicken Marsala & Pasta
Blackened Salmon & Coconut Rice
Vegetable Scampi & Pasta
House salads & rolls with each!

Please complete & return form below with payment by May 30th - THANK YOU!

2023 NWAR/GNMLS Golf Outing & Election Dinner Registration

Attendee Name(s):	Add Golf?	Dinner Entrée Selection (Beef/Chicken/Salmon/Veggie):	** New REALTOR Inductee or Free Dinner Credit?
1.		B: ___ C: ___ S: ___ V: ___	Inductee: ___ Free Dinner: ___
2.		B: ___ C: ___ S: ___ V: ___	Inductee: ___ Free Dinner: ___
3.		B: ___ C: ___ S: ___ V: ___	Inductee: ___ Free Dinner: ___
4.		B: ___ C: ___ S: ___ V: ___	Inductee: ___ Free Dinner: ___

**** Subtract \$40 for new REALTORS being inducted or anyone with free dinner credit – see: bit.ly/NWAR-DC23**

___ Golf + Dinner x \$120 = \$ _____ (sorry, no golf-only option)

___ Dinner Only x \$40 = \$ _____

Total Paid: = \$ _____

Please return w/ check by 5/30 payable to:
NWAR, PO Box 377, Woodruff WI 54568

Contact Name: _____ Contact Email or Ph #: _____

Golf Sponsorships \$100: Sign at tee with your logo & info, can sit at tee if you'd like, proceeds fund golf prizes

Company Name: _____ Golf Sponsor Tee # Preferences: ___ ___ ___ (we'll confirm)

Appetizer Sponsorships \$150: Contact matt@northwoodsrealtors.org – ALL sponsors will be recognized!