



The Realty Review

Volume 10, Issue 8



August 2020

Northwoods Association of REALTORS® & Greater Northwoods MLS®

President's Message

Jon Long, NWAR

Thanks to everyone who voted in the primary on 8/11! I think that being engaged in our elections is so very important!

Please check out our [RPAC Auction](#) before it closes on 9/2 since bidding helps in multiple ways: it supports the many local businesses for which we have gift certificates up for bid, it supports NWAR to hopefully reach our RPAC goal again in 2020, and it helps RPAC to invest in candidates who pledge to protect property owners and the real estate industry. RPAC and WRA were pivotal in ensuring real estate was exempt as an "essential business" while many other businesses were forced to close due to the pandemic. Fortunately, real estate has been booming in the Northwoods all summer which has been a huge positive for our local economy. Please invest in RPAC by bidding in the auction and/or entering our [Microsoft Surface Go drawing](#).

Make sure to start using the [new WB-11 and WB-14](#) that become mandatory on September 1st. WRA did a [Legal Update Live](#) recently with a summary of the revisions.

Everyone is working 24/7 lately, but make sure to squeeze in time to complete your 2019-20 Real Estate Continuing Ed so you can renew your license before it expires in December. Some may receive green



postcards reminding you to renew your license, but some may only get email reminders so put it on your calendar now to get done by November. WRA is offering [online CE](#) you can take at any time, while NWAR is hosting [video CE](#) at the board office starting 9/22 and [live CE](#) with Tracy Rucka (via livestream)

at The Pointe Hotel in Minocqua starting 10/30. Both the live and video classes hosted by NWAR are subject to possible change as we assess the safety of proceeding closer to those dates, and Matt will keep anyone registered informed should safety concerns necessitate rescheduling or canceling any NWAR-hosted classes.

Speaking of Tracy Rucka, she wrote a very [informative article on the hot topic of Price Escalation](#) in the July WRA Magazine. I highly, highly recommend you read it and/or watch Tracy's [LegalTalk video](#) to ensure you have a clear understanding of how to handle offers with acceleration clauses, counters on such offers and what agents are/aren't allowed to disclose in such situations.

And last but certainly not least, please get your registrations in soon for the [NWAR/GNMLS Golf Outing](#) in St. Germain on September 2nd since we could all use a day of R and R - I'll see you there! - Jon

The Buzz:

- [RPAC Auction & MS Surface Go Tablet Drawing - Ends 9/2](#)
- [WRA Convention \(ALL Virtual\) - September 14-16](#)
- [Professional Standards Training Webinar - 10/2](#)

Affiliate Spotlight

GOWEY ABSTRACT & TITLE COMPANY



Why Gowey Title?

Quality - Full searches on all transactions with no prior title work

Speed - Title work delivered when needed - Final policies within 30 days after closing

Rates - Low Price Guarantee

Convenience - One source for all your title needs regardless of property location - now searching 29 different counties!

Independent - Not owned by a competing brokerage firm or lender

Stability - We have a proven track record since 1931.

Offices in Antigo, Crandon, Minocqua/Woodruff, Rhinelander, Tomahawk & throughout Wisconsin

[MidwestTitleGroup.com](#)

Golf Scramble - St. Germain 9/2 *LAST CALL*

Please send in your registrations ASAP to join us on **Wednesday September 2nd** at **St. Germain Golf Club** for 18 holes of friendly competition to put a bow on another sizzling summer sales season. Many thanks to our hole sponsors who stepped up again to help us offer a nice prize pool to our golfers. While the pandemic derailed our evening dinner plans, golf may be just behind homebuying in terms of "things deemed fairly safe to do in the Northwoods during a pandemic". We nonetheless urge our golfers to practice sensible safety measures (which we all know by now) and if you are feeling at all unwell that morning, PLEASE cancel and NWAR will refund you even if it's last-minute. While we all desperately need a day of fun, it's very important to do so responsibly!

The awards, REALTOR induction and Director installation that typically occur at the dinner will instead be handled during a monthly board meeting unless a miracle affords us the opportunity to have a Christmas Party in December. We look forward to seeing many of you soon!

See page 6 for registration form & please register by Monday 8/24.



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President's Message

Jackie Leonhard, GNMLS

Please get accustomed to using Xposure now as there are only about 4 months left of access to the Interface and Express MLS options. Be sure all listings are being entered with Autoload. Check the [MLS FAQ section](#) for more info and use the [Xposure Training PDF](#) to see examples of the great tools and marketing options as well as listing entry instructions. Please make sure you are ready! Don't wait till the last minute and make sure your staff/agents are ready.

This year we will hold an electronic vote by the GNMLS Participants (broker/owners) for the 2020-21 budget so watch for more info soon. Your Board has continued to add services, such as ShowingTime this spring, while maintaining a budget with no membership price increases. We have welcomed a record number of new firms



and agents joining the GNMLS and also receive data licensing income offsetting increased costs. We have negotiated higher licensing fees from vendors putting more value on our data. Please be sure all your admins have their OWN user name and password. You should never share your user name and password with anyone. It does not cost anything to fill out the Agent input form for your admin.

Electronic lockbox usage is curiously low with only about 1/3 of eligible

homes having assigned lockboxes. Please drop me a line and let us know what you like or don't like about the boxes so we move forward with clarity. If you are having issues with the new lockboxes consider going back to the older blue boxes. I understand the frustration when the app is not connecting to the white boxes. They are working on some solutions. Please note eventually the cards are going away and you will need to be using codes or the app to gain access.

I hope to see many of you on the St. Germain golf course on September 2nd for our fun annual outing. Much more information is available in this newsletter. It will be good to see people in person!

Jackie

2020-21 NWAR/GNMLS Budget Vote

Members of NWAR and GNMLS will receive emails soon with proposed budgets for the new fiscal year starting in October. We welcome any questions and hope you will vote to approve the budgets that were carefully prepared by our Finance Committee and approved by each board.



The votes will be conducted using ElectionRunner.com which worked well for the spring NWAR/GNMLS elections. On the morning of each budget ballot day (GNMLS on 9/14, NWAR tentatively 9/24), an email will be sent to voters by 9:30am to cast your ballots by 9pm that evening.

NWAR and GNMLS each remain on sound financial footing thanks to our leadership's careful stewardship of the resources you entrust to us. We hope you are satisfied with the budgets as well as the service provided by your association staff during these trying times, and we remain dedicated to serving our Members!

2020 WRA Convention - LAST CALL

This year's WRA Convention is going 100% virtual to make it easy and safe to imbibe all the learning opportunities they have on tap. While Real Estate CE classes have been cancelled (one optional Appraisal CE class still available), that frees up plenty of time for the many informative workshops and great guest speakers.



Fortunately WRA also passed the convention center rental savings on to Members since registration for this year's virtual conventions is only \$69! Get your registrations in soon to seize this great opportunity to up your game in what has been a hot and competitive market!

Convention Registration: wra.org/convention

NWAR RPAC Auction & Tablet Drawing - Ending 9/2



This year's **RPAC Auction** is completely online through 9pm on Wednesday 9/2 and is open to all NWAR REALTOR or Affiliate Members. We have over 30 gift cards/certificates from local businesses including print and radio advertising, shops and restaurants, photography and inspections and even a lakeside retreat! Please visit the auction page at the link below to place your bids soon and note that it does allow for proxy bidding where you set your max and it will bid for you. WRA and RPAC fought hard in Madison to ensure our livelihoods were protected as "essential business" during the pandemic, and its impact to our local economy may have been devastating if not for the bonzer selling season for Northwoods real estate!



NWAR Members can also take a shot at winning a new **Microsoft Surface Go** tablet PC with Type Cover magnetic keyboard for an investment in RPAC of just \$25 or more, and only 100 total entries or fewer will be sold. Features include Windows 10, 10" 1800x1200 touch display, HD dual videocameras, 128GB hard drive, Wi-Fi & Bluetooth 4.1 - all in a slender 3.6lb package. The drawing will be held after our golf outing on 9/2 and you need not be present to win. Thanks and good luck!

RPAC Auction Link: www.32auctions.com/NWAR-RPAC2020

Tablet Drawing Registration Link: bit.ly/NWAR_Drawing

NWAR Affiliates

Page 3

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
CoVantage Credit Union	Crandon	Angela Retzlaff	715-478-5100
Gowey Abstract & Title	Minocqua	Mike Brandner	715-356-3000
Home Warranty Inc.	Rock Rapids IA	Jason Probst	877-977-4949
IncredibleBank	Minocqua	LeAnn Hayden	715-358-9319
JP Home Inspections	Rhineland	James Pueschner	715-360-7228
Knight Barry Title Service	Minocqua	Patrick Hugunin	715-439-4114
mBank	Eagle River	John Hietko	715-477-3841
mBank	Eagle River	Cathy Humbaugh	715-477-3885
Northern Title & Abstract	Rhineland	Al Manc	715-365-5000
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	Val Dreger	715-479-1794
People's State Bank	Minocqua	Tim Sanderson	715-358-7070
Shoreline Title Services	Rhineland	Greg Peckels	715-369-3934
The Cayo Group at Inlanta Mortgage	Minocqua	Dee Cayo	715-358-9700
Tomahawk Community Bank SSB	Tomahawk	Shelly Cole	715-453-5354
Tomahawk Community Bank SSB	Tomahawk	Deb Duncan	715-453-5354
Tomahawk Community Bank SSB	Tomahawk	Jennifer Nerva	715-453-5354
Vilas Title Services	Eagle River	Rick Ernst	715-479-4070
Wisconsin Benefit Planning	Minocqua	Charlie Ouimette	715-356-2300

NWAR Sponsors*

ENV Property Solutions

Fifield
Barbara Flietner
Ph: 715-661-0561

[ENVPropertySolutions.com](#)

Mold/lead/asbestos investigations,
soil/groundwater testing & more

Kizorek Photography LLC

Minocqua
John Kizorek
Ph: 715-356-9955

[KizorekPhotography.com](#)

Real estate interior, exterior, drone
photography and video.

Photography by Shelly

Minocqua
Shelly Huske
Ph: 715-614-2551

[MinocquaPhotography.com](#)

Standing out visually is your best
lead to landing your next client!



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AERIAL MEDIA
REAL ESTATE VIDEO
& PHOTOGRAPHY EXPERTS
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[www.KimSwisher.com](#)

[loanDepot.com](#)
Schaumburg, IL

Larry Poteshman
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



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

MLS Memo

Lon Fisk - NWARLonF@gmail.com

Exclusive Agency contracts - not to be confused with Firm-exclusive Listings.

In addition to exclusive right-to-sell listing agreements, the MLS also accepts one other type of listing agreement - Exclusive Agency as defined in the MLS rules.

The exclusive agency listing ... reserves to the seller the general right to sell the property. Exclusive agency listings must be marked in the MLS as such.

A non-MLS listing (firm exclusive) could be either type of listing agreement or even an open (non-exclusive) listing if allowed by state law.

September 14th we will hold an electronic vote for the 2020-21 MLS budget - If you are a MLS Participant broker/owner, watch for the opportunity to vote. See more info on page 2.

Remember, December 31 will be here before we know it. Please be sure you are competent using Xposure before Express and Interface are retired at the end of the year.

MLS Tip: Please remember to check out the [GNMLS FAQs](#) on our website.



WRA's August **Legal Update Live** covers in detail the revisions to the WB-11 Residential and WB-14 Condo Offers to Purchase forms that become mandatory September 1st. Make sure you're on top of the new revisions by viewing both video series at:

www.wra.org/LEGALTALKS



Episode 7 of WRA's **Capitol Insights** podcast covers Home Inspections and is titled "If It's a Defect, Call it a Defect Please!"

Tom Larson & Cori Lamont update you on pending legislation meant to ensure that defects are clearly identified in inspection reports. Listen in at:

www.wra.org/capitolinsights



AE Corner

Matt Seegert - NWARMatt@gmail.com

Congratulations to **Corbin Lasier** who just earned the ePro Certification and with it, a \$100 NWAR Educational Incentive award! If you're thinking of building your skills and padding your REALTOR resumé, check out the [WRA website for upcoming NAR Designation & Certification classes](#). NWAR awards \$100 to Members earning a new NAR Designation/Certification or who complete [WRA Quick Start](#). We also award \$50 to anyone earning [NAR's free C2EX Endorsement!](#)

Congratulations as well to **Connie Brayton** who won free registration to the [WRA Convention](#), which is all-virtual this year on September 14-16. Register soon if you plan to attend - they have a strong lineup of guest speakers and workshops/courses (including an optional Ninja class), and the registration cost is more affordable than ever at just \$69 for WRA Members!

As Jon's article mentions, we are playing it by ear with in-person live & video CE since what comes next with this pandemic is anyone's guess. WRA's online CE is the safest bet if you have the means, but we will do whatever we can to help those for whom online CE isn't viable. I will keep you updated with alternatives if any changes are made to NWAR-hosted CE classes.

GOLFERS: Please register ASAP for our golf outing in St. Germain on 9/2 - cya soon!

REALTOR Anniversaries

Congratulations to the following NWAR Members celebrating a quinquennial anniversary in March or April:

35 Years:

Tracy Wendt - Northstar Real Estate, St. Germain

30 Years:

Mike Meyers - Coldwell Banker Mulleady, Minocqua

Jim Tait - Jim Taint Real Estate, Boulder Junction

Brenda Thompson - Re/Max Northwoods, Minocqua

25 Years:

Judy Barr - Re/Max Property Pros, Eagle River

5 Years:

Jake Flohr - Northwoods Community Realty, Tomhawk

Jeremy Ryan - Eliason Realty of the North, Eagle River

Members who attend a general meeting within 1 year of anniversary will receive a free anniversary pin. Those who do not attend may order a pin (cost \$10) by contacting NWAR.

Prof Stnds Training Webinar 10/2

One of the important roles REALTOR volunteers serve is helping to resolve disputes involving fellow REALTORS. Disputes may be between two or more REALTORS, while in other cases one of the parties may be a consumer. In either case, an



arbitration or ethics hearing may be necessary which can involve 6+ REALTORS to resolve. A Grievance Panel of three (think grand jury) must first qualify a complaint for hearing and if approved, three more then form a Hearing Panel (think normal jury) to hear arguments, then prepare their findings and decision on the case.

Professional Standards cases are on the rise of late in this fast-moving market, and we very much hope to add more volunteers so we need not lean too heavily on anyone serving on this important committee. Accordingly we have a **Professional Standards webinar** scheduled with **WRA Professional Standards Director Tracy Rucka** on **October 2nd** from **9:00am-3:30pm**. This course is free for all NWAR REALTORS, and those with 1+ year of service who complete the course will qualify to serve on our Professional Standards Committee.

Even if you're brand new and not qualified yet to serve on the PS Committee however, it is still worthwhile to attend to learn about common mistakes and how to avoid being on the receiving end of a complaint. Tracy also covers topics like procuring cause that form the basis of many disputes, so attending will give you a better understanding of steps you can take to avoid a commission battle! Please register below and we will send details to attend from the safety and comfort of your home or office.

Professional Standards Training Registration: bit.ly/NWAR-PS-Trng

REALTORS® on the Move:

New GNMLS Subscribers:

Name	Office
Tina Dengel	Riversbend Realty Group* - Merrill
Jesse Dengel	Riversbend Realty Group* - Merrill
Kirsten Erickson ¹	Redefined Realty Advisors - Medford
Katherine Flanders ¹	Flanders Realty Group - Rhinelander
Julie Heniff-Bresnahan	Coldwell Banker - Action - Schofield
John Hicks	Signature Realty - Lakewood
Elizabeth Karnosky ¹	People First Realty Group* - Rhinelander
Ashley Matuszewski ¹	Absolute REALTORS - Antigo
Joe O'Connor	Keller Williams - Stevens Point
Tom O'Connor	Keller Williams - Stevens Point
Matthew Solatka ¹	Miller & Assoc. Realty - Three Lakes
Matt Theiler ¹	First Weber - Tomahawk
Laura Zimmer ¹	First Weber - Minocqua
Patrick Zimmer ¹	First Weber - Minocqua

YTD Sales Update

On/Off Water	Median Price		Units	
	2019	2020	2019	2020
SFH Off	124,000	129,000	599	672
SFH On	242,500	265,000	568	605
Land Off	24,000	28,694	231	291
Land On	56,000	57,750	163	222

We continue defying the gravity of 2020 as volumes and medians remain up across the board thru July. Our worst segment for medians is off-water SFH which is "only" 4% higher, and best is on-water lots showing 21% gains. Volumes range from 6.5% higher for on-water SFH to a whopping 36% for on-water lots.

2018 was our best year ever, so we looked at how 2020 sizes up and found avg DOM has dropped from 237 to 215, volume is up 191 units, median price up 6.2%, and total sales up \$41m. Hard to guess how the rest of 2020 will fare, but for now we're firing on all cylinders!

More stats at: bit.ly/NWAR-Stats

Lockbox Leaders



% Active Listings w/LBs	
4 Star Realty	100%
Eskridge Real Estate	100%
Wolf River Realty	75%
Century 21 Pierce Realty	54%
Northwoods Community Realty	51%
Redman Realty Group	50%
Woodland Lakes Realty	50%
Lakeplace.com / Vacationland	47%
Century 21 Best Way Realty	44%
Re/Max Property Pros	43%

Active Listings (exc land/comm): 1785
LB Participants Active List: 1589 (89%)
Eligible Listings w/LBs: 529 (33%)

View SentiLock lockbox training guides, tip sheets and more at: bit.ly/NWAR-LBS

Transfers & Releases:

Name	From	To
Kylie Schneider	First Weber - Rhinelander	First Weber - Tomahawk
Ashlei Smith	Re/Max Property Pros - Tomahawk	People First Realty Group* - Rhinelander
Nate Stiegler	Redman Realty Group - Minocqua	

I = New NWAR Member
* = New GNMLS Office
^ = Closed MLS Office



"I'm not anybody's judge; I don't know what motivates people to do what they do. But I have a lot of admiration for anybody who can start with absolutely nothing and make a little something out of it."

- Wilford Brimley (RIP 1934-2020)

Board of Directors 2019-20

(Area code 715 unless otherwise noted)

Northwoods Association of REALTORS®

Officers (Term^):

Jon Long, President	453-4910
Andrea Krueger, President-Elect	453-3365
Joyce Nykolayko, Treasurer (1)	546-3900
(Vacant), Past President	

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

Tom Bird	(1-1)	356-9521
Kim Brixius	(1-1)	453-1188
Andy Harris	(2-1)	543-8900
Erik Johnson	(1-1)	892-1234
Ed Raasch	(1-2)	224-3800
Cassi Rupnow	(1-1)*	356-4457
Pete Rondello	(1-2)	358-0450
Ashlei Smith	(1-1)	453-1188

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

* - Appointed to 1-year (or shorter) term to fill vacancy

Greater Northwoods MLS®

Officers (Term^):

Jackie Leonhard, President	453-2673
Jerry Burkett, President-Elect	479-3090
Dan Pudlo, Treasurer (1)	547-3033
John Misina, Past President	479-4431

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

(Vacant)		
Ed Choinski	(2-1)	493-7827
Sandy Ebben	(2-1)	365-3000
Joe Flanders	(1-1)	420-1100
Brenda Thompson	(2-2)	358-0494
Julie Winter-Paez	(1-2)	480-4333

Next Board Meetings:

Thursday, September 17th

GNMLS - 8:30am

NWAR - 10:00am

Meetings are (usually) the third Thursday of each month - Members 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 download a free toolkit in the REALTOR Store "Right Tools Right Now" program by 8/31, you will receive a free "The Future Impact of Robots for Realty" webinar (\$30 value).

Claim your MVP reward at:

MVP.REALTOR.ORGNWAR Committees, Chairpersons & Duties: <https://northwoodsrealtors.org/committees>

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)



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 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 480 brokers, agents and appraisers.

NWAR & GNMLS on the Web:

NWAR Homepage: NorthwoodsREALTORS.orgMember FB Group: Facebook.com/Groups/NorthwoodsREALTORSbit.ly/NWAR-FBKbit.ly/NWAR-YTbit.ly/NWAR-TWbit.ly/NWAR-LI



2020 NWAR/GNMLS GOLF OUTING

Wednesday Sept 2nd, 2020
St Germain Golf Club



Jim Tait Memorial Cup Golf Tourney

4-person scramble – Shotgun start at noon
Please check in by 11:30am
18 Holes w/cart - freebies & skills prizes
Singles & pairs fine – we can team you up!
Putting contest - win CASH!



Schedule of Events

11:00-11:30 - Golfer check-in & free bucket of balls
12:00 - Carts loaded & ready to roll to starting hole
12:15 - PLAY BALL
~5:15 - Putting Contest Finals
RPAC 50/50 Drawing
Tablet PC Drawing
Golf Prizes

RPAC AUCTION: See Matt @ putting contest to claim items
won in auction – please pay with cash or personal check

Please return the form below with payment ASAP to: staff@northwoodsrealtors.org

2020 NWAR/GNMLS Golf Outing Registration		
Golfer Names:	* Apply 2020 Timely Renewal Coupon (\$35):	Price - \$60ea or \$25 w/coupon:
1.	<input type="checkbox"/>	\$
2.	<input type="checkbox"/>	\$
3.	<input type="checkbox"/>	\$
4.	<input type="checkbox"/>	\$
GRAND TOTAL:		\$

Mail checks by 8/23 to (or call to pay via CC):

NWAR

P.O. Box 377

Woodruff, WI 54568

*** View 2020 NWAR timely renewal coupons at:**

https://northwoodsrealtors.org/NWAR_Renewal_Credits.pdf

Contact Name: _____ Email or Phone: _____

HOLE SPONSORSHIPS \$100: Sponsors will have a 18x24" color logo sign at your tee and receive special recognition in our monthly newsletter. Sponsors may meet golfers & host skills contests at your tee!

Company Name: _____ Top 3 Hole Preferences: _____ (1st come 1st serve)



Invest in RPAC&
you could win a
**Microsoft
Surface Go**

Register by 8/23 at:
bit.ly/NWAR_Drawing

RIPPLE EFFECT



Name: _____ Company: _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: (Work) _____ (Home) _____

Email address: _____ WRA ID #: _____

TOTAL AMOUNT \$ _____

☐ ENCLOSED IS MY CHECK
MADE PAYABLE TO THE WRA

CHARGE MY: (CHECK ONE)

☐ VISA

☐ MASTERCARD

CARD #: _____

EXP. DATE: _____

REGISTER BY MAIL:

Wisconsin REALTORS® Association
4801 Forest Run Road, Suite 201
Madison, WI 53704-7337

REGISTER BY PHONE:

800-279-1972 | 608-241-2047

REGISTER ONLINE:

www.wra.org/ConventionRegistration

CONVENTION PRICES

FEES AND PRICING

MEMBER

☐ Full Convention Pass \$69

NONMEMBER

☐ Full Convention Pass \$89

NINJA CLASS (9/14)

MEMBER

NONMEMBER

☐ Class Only \$149 \$169

☐ Class with Convention \$189 \$209



CONVENTION CANCELLATION POLICY: The WRA reserves the right to cancel courses if not filled. Attendee cancellations must be made in writing prior to September 11, 2020, and will be refunded minus a \$25 administration fee. Registrations cannot be transferred from person to person. See complete convention policy information: www.wra.org/ConventionPolicy.