



The Realty Review

Volume 12, Issue 8



Northwoods Association of REALTORS® & Greater Northwoods MLS®

President's Message

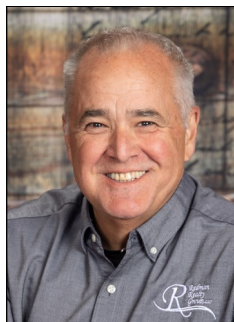
Pete Rondello, NWAR

What a lovely summer! The roadsides are enrobed with wildflowers and the lakes are sparkling with diamonds. We are blessed to reside here and make our living selling property to others who want to enjoy this magnificent lifestyle.

Have you placed a bid on the cool items currently available in our [RPAC Auction](#)? Bidding is online again, along with the [iPad Air Contest](#). Both are running through 9/5 and open to all NWAR Members to invest in RPAC and have fun at the same time! Note also that the WRA Direct Giver Program (min. \$100 investment) will allow you to designate the candidate(s) who receive your funds.

NWAR will have an online vote Wed 9/21 for next year's budget for the new fiscal year starting 10/1/22. Please watch for an email with details on the morning of 9/21 and follow the instructions to vote to approve our budget for the new year.

Please join us at Norwood Pines Thurs 9/29 where WRA President and CEO Mike Theo will officiate the ceremonious metamorphosis to our new board under President-Elect Andy Harris. Check our [Free Dinner Credits](#) list and if your name isn't on the list, read on in this newsletter to learn how NWAR Members



can complete a few free online courses to earn a free dinner on NWAR in 2022!

Got your real estate CE done for the biennium? Yep, this is the year you'll need 18 hours and 6 exams passed along with your \$ to keep your license. NWAR will offer [video CE at the board office](#) starting in late October as a "last chance" if you haven't made arrangements by then.

Next month, you'll receive your 2023 Realtor dues statements. Good news – NWAR has again held the line with no inflation to your local dues for the next year, and the WRA has done the same. NAR increases \$10 next year for enhanced consumer advertising. Please renew by 11/30 and read the RPAC flyer with the statement about a special opportunity to help not only RPAC, but also a well-deserving local charity.

That's all the space I have for August and next month is my 6 page farewell address so for now, let's just wish you a bunch of late summer smiles and all the goodness that goes along with hard work and taking time for your beloved friends and family. Peace to you and see you out there!

Pete

The Buzz:

- ***LAST CALL* - RPAC Auction & iPad Air Contest - Ending 9/5**
- **Back To School: New Lunch & Learn Season Starts Oct 12th**
- **NWAR Distinguished Service Awards - Nominees Needed!**

Sponsor Spotlight



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NWAR/GNMLS Installation Dinner - Minocqua Sep 29

Another busy summer is winding down, but it's not *officially* over until we put a bow on it at our annual NWAR/GNMLS Installation Dinner! This year's annual gala will be at Norwood Pines Supper Club in Minocqua on Thursday September 29th, and guests can arrive starting at 5pm for cocktails and appetizers before the 6:30pm Call to Order and a dinner of prime rib, chicken Oscar, grilled salmon or pasta marinara.

WRA President/CEO Mike Theo has the privilege of installing our new leadership, and NWAR President-to-be Andy Harris's first official duty will be inducting several new REALTORS. Also swinging the gavel is incoming GNMLS President Dan Pudlo who will assist Andy in recognizing REALTOR anniversaries and announcing budget vote results before we wrap it up with a 50/50 drawing for our friends at Habitat for Humanity. Please register by Monday 9/19 at the link below and [contact Matt](#) if you'd like to sponsor an appetizer (\$150):



Details & Registration Form: bit.ly/NWAR-GNMLS_Din22

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President's Message

Ed Choinski, GNMLS

The end of August is near which will trigger the end of summer, and I cannot tell you how happy I am to say goodbye to the bugs. And while local businesses surely appreciate them, it is comforting to see swarms of taillights in southbound lanes this time of year. I can once again sit back and enjoy the peacefulness of the Northwoods and the surroundings.

Speaking of our surroundings, how many of you have noticed all the people camping in residential-zoned areas in Oneida County? I have and made a trip to the zoning department in Rhinelander to ask someone to enforce the zoning regulations. I certainly was surprised to hear the ordinance prohibiting camping in residential neighborhoods was changed in 2019, and camping is now allowed up to 5 days with no permit or



up to 2 years on-site where a permit was issued for new construction (subject to POWTS rules). While I cannot say for certain whether anyone is violating this new policy, it does concern me that it could reduce our tax base and/or hurt property values if several buildable lots are being bought for use as makeshift campsites.

Did you know the Town of Lake Tomahawk plays Snowshoe Baseball every Monday in the Summer? Most of you probably do, but what you didn't know is the pavilion is staffed by local clubs each week who sell hamburgers, hotdogs, and pies. It is not uncommon to sell 100 pies by the slice each week. The very best part of this is the pies are donated by folks from the public which means 100% of sales end up benefiting our local community-building clubs.

In this business your reputation is all you got - don't care who you work for and where you go. It follows you. You constantly have to work on it and guard it because there are folks who just can't wait to attack it. Be on guard because you never know who is watching you!

Ed

Free Consumer Content

It's important to stay in touch with customers and clients, but it's not always easy to conjure up engaging content to keep their interest. Fortunately, NAR partner **Houselogic** has you covered with plenty of free content to share that's both timely and informative! Check out the links below for consumer engagement resources including a tool that will allow you to create personalized handouts, email/social media/website content, or e-newsletters in just a few clicks!



Details: nar.realtor/houselogic

Content: members.houselogic.com

Distinguished Service Award Nomination

Each year at our Christmas Party, NWAR presents a special **Distinguished Service Award** to one REALTOR and one Affiliate.

If you know a NWAR REALTOR or Affiliate Member who went above and beyond this year (or over the years), here's your chance to get them well-earned recognition in the presence of their peers! To nominate your candidate for a Distinguished Service Award, please complete the form at the link below by October 10th. We'll let you know in October if your nominee is selected and once the Xmas Party opens for registration, please use your guile to encourage them to join you!



DSA Nomination Form: bit.ly/NWAR-DSA-Nom

RPAC Auction Ends Labor Day by RPAC Chair Cheryl Eskridge

Our RPAC Auction opened online for bidding earlier this month and will close at 9pm on Labor Day 9/5. We have some gift baskets that'd make nice closing gifts, a variety of gift certificates/cards for local businesses, and several opportunities to score a deal on print or radio advertising - all up for auction to NWAR Members!



Where: www.32auctions.com/NWAR-RPAC2022

Who: Must be NWAR Member (REALTOR or Affiliate)

When: Open now through 9pm Mon 9/5 (Labor Day)

All you need to do is to start bidding is signup with your name and email, and you can even configure it to auto-bid for you up to your set limit for any items that interest you.

THANK YOU to all our generous auction donors and bidders!

Win an iPad Air - LAST CALL!

If you're a NWAR Member, register by Labor Day 9/5 for your chance to turn a \$25 RPAC investment into a new iPad Air!

See details at the link below and note that after 8/25, you can purchase as many entries as you like though only 100 total entries will be sold (unlikely to sell out).

The winner will be the best forecaster of the Sunday 9/11 Packers-Vikings score and if you're unsure how it'll go, buy 2+ entries so you can forecast both a blowout win or a defensive battle!



Enter by 9/5 at: bit.ly/NWAR-iPad22

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.	Rock Rapids IA	Jason Probst	877-977-4949
IncredibleBank	Minocqua	LeAnn Hayden	715-358-9319
Knight Barry Title Service	Minocqua	Patrick Hugunin	715-439-4114
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	Greg Peckels	715-369-3934
The Cayo Group at Inlanta Mortgage	Minocqua	Dee Cayo	715-358-9700
Vilas Title Services	Eagle River	Rick Ernst	715-479-4070
Wisconsin Benefit Planning	Minocqua	Charlie Ouimette	715-356-2300

NWAR Sponsors*

ENV Property Solutions

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Barbara Herbst (Flietner)

Ph: 715-661-0561

ENVPropSolutions@hotmail.com

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soil/groundwater testing & more



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Larry Potesman

Ph: 847-668-1441

loanDepot.com

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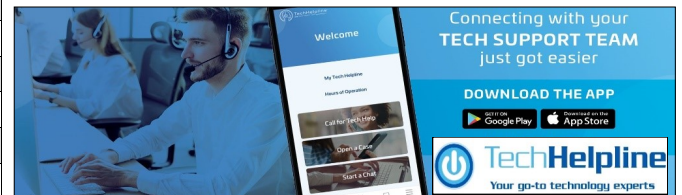
888.631.9666

sonicnet.us

103 N Railroad St,
Eagle River



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



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MLS Memo



Lon Fisk - lon@northwoodsrealtors.org

Options to quickly search the MLS database:

On the Home tab: Listing Lookup search by address number and/or street name. Check ALL to include accepted offers and pending listings.

The Quick Search box searches most of the MLS data including general remarks. You can type words, like guest and see xx listings with Guest in remarks and xx listings where Exterior Features includes "Guest Cottage". You can also use phrases in quotes like "Log Cabin". Under the Search tab: you can also search Agent Remarks using the % such as %bump to find listings with bump clauses or %septic to find references to septic systems.

Be careful not to focus your search too tightly or you may miss some listings. And, if you want your listings to be found, make them VERY complete. If you enter ADU but don't check Guest Cottage, people searching for Guest Cottage will not find your listing.

MLS Tip: Microsoft support of Windows 8.1 will end in less than 5 months - [click here](#) to see if your PC is compatible to get a free Win11 upgrade.

Educational Incentive Awards

NWAR Members will receive a \$100 educational incentive award after earning any new NAR designation or certification, and/or by completing [WRA Quickstart](#) (great for new agents!). Earning the [C2EX endorsement](#) is worth \$50 from NWAR, and our Feb & March newsletters have a couple more rewarding offers to explore!

WRA-Hosted NAR Des/Cert Courses:

Oct 2: Certified Residential Specialist (CRS)
or Performance Management Network (PMN)

Live @ 2022 WRA Convention



Details & Registration: bit.ly/WRA-Des-Crt



Foreclosure Equity Theft Victory (Video):

bit.ly/WRA_FET22

See WRA's July home sales report:

wra.org/HSRJuly2022



AE Corner

Matt Seegert - matt@northwoodsrealtors.org

Please read the yellow RPAC insert with your 2023 dues renewal statement next month that details a new RPAC initiative: If 150+ Members include the optional \$50 RPAC investment when renewing (to help reach our annual goal), then most or maybe all our remaining RPAC promo budget will be donated to the Tri-County Council on Domestic Violence and Sexual Assault, along with a note listing all who made this possible. Thus by helping RPAC defend property owners' rights and lobby for sensible governance even as [legal threats abound](#), you can also help NWAR support a vital local non-profit. Thank you for helping us keep our RPAC streak unbroken for another year!

While our new leadership is all set to be installed next month, our various **NWAR Committees** - especially [DEI & Education](#) - would welcome some new faces. Please contact the Committee Chair or me if you'd like to serve on a committee. Most only take a few hours each year, and it's a solid way to build your network and stand out among your peers. Thanx & cya soon!

AE Tip: New REALTORS receive a handy PDF from yours truly following orientation with a variety of one-click links to useful resources - [check it out!](#)

REALTOR Anniversaries

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

10 Years:

Todd Frederickson - Steigerwaldt Land Sales, Tornhvk
Andy Harris - Coldwell Banker Mulleady, Mani Waters

Members who attend a general meeting within 1 year of anniversary will receive a free anniversary pin. All others may order a pin (cost \$10) by contacting NWAR.

Fair Housing Speaker Seminar

Our November 9th Lunch & Learn is a special extended **Fair Housing guest speaker seminar with Pulitzer Prize-winning journalist Bill Dedman**. In 2019, Mr. Dedman's team published the results of a 3-year-long "**Long Island Divided**" investigation which found that 40% of the time, minority testers received unequal treatment by agents. This special event at Cabaret Cove - Rhinelander is FREE for NWAR/GNMLS Members, with lunch at 11am followed by Mr. Dedman joining virtually 12-1:30pm to discuss his investigation and ways to ensure you are treating all customers and clients equally. Brokers should encourage your agents to attend to raise their awareness of both obvious and more subtle forms of bias that they must be conscious of in order to avoid. See page 8 for others' feedback on this important program and please register at the L&L link



YTD Sales Update

On/Off Water	Median Price		Units	
	2021	2022	2021	2022
SFH Off	135,000	159,900	819	666
SFH On	305,250	393,000	706	546
Land Off	30,000	35,000	547	421
Land On	70,000	75,000	464	272

Medians remain at or near all-time highs for our market region, though volume is down sharply at -20.5% for SFHs and -31.5% for land thru July year-over-year. It's unfair to compare any year to the blowout we saw in 2021, though total sales in dollar terms are only down -5% so there are still plenty of commissions to be made.

A recent [NAR report](#) found nationwide DOM in June was a record-low 14 days and while down from a record 5.5 offers, homes in June still averaged 3.4 offers. Still a seller's market for now, but how much longer?

Lockbox Leaders



% Active Listings w/LBs	
Key Insight Realty	100%
People First Realty Group	100%
White Pine Realty	100%
Wolf River Realty	71%
Northwoods Community Realty	69%
4 Star Realty	67%
Re/Max Action North	64%
Bolen Realty	58%
Redman Realty Group	54%
Pine Point Realty	50%

Active Listings (exc land/comm): 1021
 LB Participants Active List: 754 (74%)
 Eligible Listings w/LBs: 347 (46%)

Enjoy a FREE Dinner on NWAR!

Page 2 of our [March Newsletter](#) details an open opportunity for NWAR REALTORS to earn a FREE dinner in 2022 by simply completing three free NAR online trainings: [Fairhaven](#) + [DEI](#) & [Fair Housing](#) self-study modules (~1-2hr total). Free brain & belly food - what a bargain!

Lunch & Learn Returns in October

School's back in session for our kids and before long, REALTORS too! Sign up for our new season of Lunch & Learns starting Wed 10/12 at the NWAR Board where Sara Mortensen from Northwoods Title & Closing will update you on Easement Law & Premiums - definitely a hot topic of late! Please fill out the link below to let us know of any upcoming L&L classes that interest you and mark your calendar accordingly, and we will email a reminder as the date approaches to confirm your attendance.

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

LUNCH & LEARN

Date	Lunch & Learn Course - Venue
Oct 12	Title Update: Easement Law & Premiums w/ Sara Mortensen - NWAR Office & Virtual
Nov 9	Fair Housing Guest Speaker Seminar w/ Bill Dedman - Cabaret Cove, Rhinelander
Dec 7	ANSI Update: Calculating Square Footage w/ Chris Seeliger - NWAR Office & Virtual

REALTORS® on the Move

New GNMLS Subscribers:

Name	Office
Alex Dempsey	Anthony Jennings & Crew* - Ashland
Rodney Hix	CR Realty - Antigo
Anthony Jennings	Anthony Jennings & Crew* - Ashland
Athena May ¹	1st Class Real Estate Impact - Green Bay
Arlene Richardson	TENX RE, Inc* - Irvine, CA
Kimberly Roering	EXP Realty - Minocqua
Christina Streeter	Exit Midstate Realty - Weston

Transfers & Releases:

Name	From	To
Nicole Borowski	Homestead Realty - Phillips	
Paul Dischler	Hilgart Realty* - Park Falls	Northwoods Realty - Phillips
Joel Langdon	Redefined Realty Advisors - Medford	Wisco Realty - Medford
Allexus Merritt	Hilgart Realty* - Park Falls	Northwoods Realty - Phillips
Angela Moreno	Northwoods Community Realty - Thwk	
Ken Neu	Homestead Realty - Phillips	
Cari Ploense	Hilgart Realty* - Park Falls	Northwoods Realty - Phillips
Amanda Rainer	Century 21 Burkett - Eagle River	
Jeff Shenk	Re/Max Property Pros - Eagle River	
Amy Sunke	Rieckmann Real Estate Group - Appleton	
Laurie Wagner	Hilgart Realty* - Park Falls	Northwoods Realty - Phillips
Mark Wagner	Hilgart Realty* - Park Falls	Northwoods Realty - Phillips
Shane Wilmer	First Weber - Park Falls	

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



"A day of worry is more exhausting than a day of work." - John Lubbock

Board of Directors 2021-22

(Area code 715 unless otherwise noted)

Northwoods Association of REALTORS®

Officers (Term[^]):

Pete Rondello, President	358-0450
Andy Harris, President-Elect	543-8900
Jon Long, Treasurer (1)	996-2251
Andrea Krueger, Past President	453-3365

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

Tynan Anderson	(1-1)	453-3365
Tom Bird	(2-1)	356-9521
Kim Brixius	(2-1)	453-1188
Ryan Hanson	(1-2)	358-5263
Janel Pagels	(1-1)	525-1008
Ed Raasch	(2-2)	224-3800
Paul Ross	(1-1)	762-3276
Cassi Rupnow	(1-2)	356-4457

Greater Northwoods MLS®

Officers (Term[^]):

Ed Choinski, President	493-7827
Dan Pudlo, President-Elect	493-7630
Julie Winter-Paez, Treasurer (1)	480-4333
Jerry Burkett, Past President	479-3090

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

Bonnie Byrnes	(1-2)	686-2481
Jackie Leonhard	(1-1)	453-2673
Jim Olsen	(0-1*)	892-1684
Adam Redman	(1-2)	358-0450
Jim Tait	(1-1)	385-2077
Mark Wagner	(1-1)	762-3291

[^] 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, September 15th

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 register for the Financial Wellness September 2022 Investment Summit by August 31st, you will earn a free **What Investors Want With Gonzalo Mejia** microcourse (\$9 digital 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)



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 450+ 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 180 Member offices comprised of over 625 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



2022 WRA ANNUAL CONVENTION

October 2-4
Kalahari Resort &
Convention Center, WI Dells

It's time to hustle and ignite your success! Join us for an energy-filled, three-day lineup of training, networking and entertainment to get that extra edge to succeed. With the "Light It Up" convention theme, you'll find high energy, big excitement and major inspiration. Plus, with the convention back in the Dells, it's the WRA convention experience you know and love at the Kalahari.

CONVENTION FEES AND PRICING

EVENT PACKAGES	THROUGH 8/1	AFTER 8/1	AFTER 9/30
Full Convention Pass	\$149	\$179	\$199
Convention Guest*	\$90	\$90	\$90
ADD-ON ACTIVITIES	FEE	DATE	
CRS Course	\$179	OCT 2	Lunch included
WCR Course	\$179	OCT 2	Lunch included
CE Course 4	\$15	OCT 2	Must register for full convention
CE Course 6	\$15	OCT 2	Must register for full convention
Lunch	\$30	OCT 2	
Golf Outing	\$125	OCT 2	
Wine Trolley Tour**	\$77	OCT 2	
Duck Tour	\$24.66	OCT 2	
Chairman's Dinner	\$50	OCT 2	
Networking Lunch	\$30	OCT 3	
Recognition Lunch	\$30	OCT 3	
Wisconsin Wine & Design	\$45	OCT 3	
Appraisal CE	\$149	OCT 4	
Networking Lunch	\$30	OCT 4	
CRS Lunch Program	\$30	OCT 4	

*A convention guest cannot hold a real estate license.

**Wine trolley tour registration and payment must be coordinated directly with tour company. The WRA does not handle your wine tour registration. Taxes and fees not included in tour cost. For more details and to register, visit www.wra.org/WineTrolley2022.

Visit www.wra.org/2022ConventionReg for more information and to register.

CONVENTION CANCELLATION POLICY

The WRA reserves the right to cancel courses if not filled. Attendee cancellations must be made in writing prior to September 9, 2022, and will be refunded minus a \$25 administration fee. Registrations cannot be transferred from person to person. See complete details: www.wra.org/ConventionPolicy.



WRA CONVENTION HEADQUARTERS AND HOTEL

Kalahari Resort & Convention Center

1305 Kalahari Drive
Wisconsin Dells, WI 53965

RESERVATIONS

Reserve by phone: 877-254-5466
Room block name: Wisconsin REALTORS® Association
Reservation deadline: September 2, 2022
Room rates start at \$129 per night

REGISTER FOR THE CONVENTION

www.wra.org/2022ConventionReg





MLS
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NWAR/GNMLS 2022-23 Installation Dinner

NWAR and GNMLS cordially invite REALTORS, Affiliates, Sponsors & guests to our Installation Dinner at Norwood Pines Supper Club in Minocqua on Thursday September 29th.

WRA President & CEO Mike Theo will join us to install new NWAR/GNMLS leadership including 2022-23 NWAR President Andy Harris and 2022-23 GNMLS President Dan Pudlo. We will also induct new REALTORS, celebrate anniversaries, and announce annual budget vote results before concluding with a 50/50 drawing benefiting our friends at Habitat for Humanity.

Entrée Selection:

- 12oz Prime Rib w/ baked potato
- Grilled Chicken Oscar (asparagus, crab, hollandaise) w/ rice pilaf
 - 8oz Grilled Salmon fillet (cucumber dill sauce) w/ rice pilaf
- Vegetarian Pasta Marinara (linguini & fresh herbs/onions/mushrooms)

Sides: Tossed salad, fresh baked bread, coffee & water

When & Where:

Thursday, September 29th
Norwood Pines Supper Club
10171 WI-70, Minocqua

Schedule:

5:00pm - Cocktails & Hors D'Ouvres
6:30pm - Call to Order, Leadership Installation
 6:45pm - Dinner
 7:15pm - REALTOR Induction, Anniversaries, 50/50

\$35 per attendee - Register by Monday 9/19



Map: goo.gl/maps/akJa7Jv61HD2

2022 NWAR/GNMLS Installation Dinner Registration Form

Return by 9/19 with check (\$35ea) to: NWAR, PO Box 377, Woodruff WI 54568
 FREE for new REALTOR inductees & any w/ free dinner credit - see list at: bit.ly/3rXvcne

NOTE: Reservations after 9/19 subject to approval, STAY HOME IF UNWELL - we'll issue refund

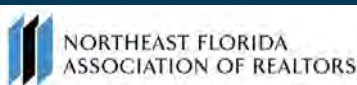
Member Email (for confirmation): _____

Attendee Name(s):	Prime Rib	Chicken	Salmon	Pasta	Inductee?	Free Din Crdt?	
Subtotal (\$35ea exc Induc/RC):							TOTAL AMOUNT:

Appetizer Sponsorships \$150 - Call 715-356-3400 or email matt@northwoodsrealtors.org for info

REFERENCES FOR BILL DEDMAN'S FAIR HOUSING EVENT

Bill Dedman has worked with state and local associations across the country.



"Thank you so very much for the excellent presentation! We are receiving great feedback from members!"

**Debbi Conrad, Senior Attorney and Director of Legal Affairs,
Wisconsin Realtors® Association**

"The presentation by Bill Dedman was extremely eye-opening for many of our members. It's been said that we have to get comfortable with feeling uncomfortable in order to make any significant changes in our thinking. That is what this presentation did. Bill opened our eyes to the different perceptions we have depending on our experiences. Highly recommended program!"

**Sharon Smith, CEO,
Quad City Area Realtors®, Iowa and Illinois**

"Bill Dedman's presentation of his investigation Long Island Divided was a disturbing and powerful call to action. Bill presents his findings in a thoughtful, accessible manner. This presentation is invaluable."

**Michael Malone, Director of Professional Development,
Hudson Gateway Association of Realtors®, White Plains, New York**

"Thank you! We got great feedback!"

**Kevin Weinkauff, Communications/Technology/Member Support,
Bonita Springs-Estero Realtors®, Florida**

"Bill, thank you for your dedication to this topic. Your work has allowed us to reflect, not only as individuals but as an entire real estate industry. Our discussion is a reminder of the power we have to providing equal access to homeownership, and you shared strong examples of how we can further our efforts."

**Lisette Torres, Membership Development and Community Relations,
California Association of Realtors®**

"Thank you SO much for sharing the investigation findings and your knowledge with us. We appreciate all you are doing to open eyes in the real estate community."

**Amanda Lanker, CEO,
Battle Creek Area Association of Realtors®, Michigan**

Schedule an event: Contact Pamela Hamilton, Pamela@PLHMedia.com, 646.535.8319