



The Realty Review

Volume 10, Issue 1



January 2020

Northwoods Association of REALTORS® & Greater Northwoods MLS®

President's Message

Jon Long, NWAR

I hope everyone had a joyous and restful holiday season and welcome you to 2020! Fortunately I am working on that right now in an undisclosed location where most beverages include a free umbrella.

I will be returning very soon though to attend the [WRA Winter Convention](#) on January 28-29, and I invite you to join me. It's right here in our backyard and includes well-known guest speakers, informative workshops, four CE classes, a cornhole tournament and much more! We need a good showing for WRA to keep bringing this event to the Northwoods, so please register now and join us - it's well worth your time!

If you cannot attend the convention or want to hit up the workshops instead of the CE classes, WRA has [Destination CE](#) in Las Vegas on February 17-19 and NWAR is hosting [live CE at The Pointe](#) in Minocqua starting April 30th. NWAR Members can save from \$27-62 by attending live CE in Minocqua, so watch for details coming soon. If you'd like to sponsor breakfast for live CE, please contact Matt at the board office.

Our Nominating Committee will be meeting soon to find candidates to run for a 2-year term on the NWAR Board. Please notify



NWAR [President-Elect Andrea Krueger](#) if you are interested in running for a seat on the NWAR Board. If you or someone you know are interested but unsure about the commitment or duties, give me or Matt a call to learn more.

If you're looking to get more involved in the association but

aren't ready just yet to run for a seat on the board, we have several committees that can always use more volunteers. [Contact a committee Chair](#) or the board office to find a committee that fits your talents!

[REALTOR and Government Day](#) is February 5th and is a wonderful opportunity we get through WRA to directly engage our elected officials. I encourage you to take advantage of this opportunity to share your thoughts with legislators on how they may better serve Wisconsin homeowners and REALTORS.

Stay cool if you're down here by me, stay warm if you're up in the Northwoods, and probably best to stay off the lakes until we get colder weather which is a safe bet with February looming. Most importantly, have a great 2020 everyone!

Jon

The Buzz:

- **WRA Winter Convention**
LAST CALL - Jan 28-29
- **WRA Appraisal Conference - WI Dells Mar 10-11**
- **"MLS Xposure" Lunch & Learn - Minocqua Feb 12**

Affiliate Spotlight



You've probably heard the ad saying "You Have Dreams, We Have Money!". It's true. Tomahawk Community Bank has been helping homebuyers realize their dreams in the Northwoods since 1920. Much has changed with the advent of technology, but our commitment to top notch customer service and low cost loans remains.

We retain servicing on all of our loans, offer low closing costs AND can help finance even the most unique properties. Need help with vacant land, condos or seasonal cabins? We can do that!

Jennifer Nerva, Loan Officer
NMLS #528424

15 E Wisconsin Ave, Tomahawk
Work: (715) 453-5354

TomahawkCommunityBank.com

REALTOR & Government Day - Feb 5

Whether you bleed red, blue, purple, green & gold or none of the above, we can all agree upon the importance of an informed citizenry overseeing our government to ensure they serve our best interests. Fortunately we have a fine opportunity to do so each year at **WRA's REALTOR & Government Day** which is fast-approaching on Wednesday **February 5th in Madison**.

This year's attendees will be briefed on current and pending laws impacting real estate, and topics include workforce housing, home inspectors, chasing sales and presumption of riparian rights. After a keynote address by **Governor Tony Evers** and an issue briefing, attendees will move to the Capitol building to visit with state legislators.

NWAR Members who register in advance through WRA may attend for free (\$25 at the door), and NWAR is offering a travel stipend to Members who drive down to offset some of your travel cost. Please let Matt know if you are attending and whether you would be willing to carpool with other NWAR Members.

Register online in advance at: www.wra.org/RGDay/



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President's Message

Jackie Leonhard, GNMLS

2020! It doesn't seem possible. I hope everyone had a great Christmas with family and friends. I'm excited looking forward to the new year! Please take the time to look back at the last five years and how far we have come in the MLS. We have some fantastic updates with Xposure and the new website that we can use as our way to market our listings. Maybe you have seen the ads we are running on Facebook and on other websites.

If you have not taken some training on entering listings in Xposure, please look for future opportunities to do so. This is an excellent time of year to take the time to do so. Also, the new CMA feature is beneficial. Some other updates coming soon are an update to Realist to replace the "Flash" version which promises to be faster and better on mobile. It will include a backlink to the MLS and ordering printed postcards for mailings.



Please remember to promptly remove signs when you no longer have a valid listing contract. DSPS says a "reasonable time" for solds with the new owner's permission – 2 weeks seems to be a good guide. For expired or canceled listings, the signs should come down right away to avoid any false advertising.

Winter means it is time for the broker/owners to consider serving on the Board of Directors. A well-functioning board requires involvement of a wide range of brokers from various firms throughout

our territory. The typical time commitment is ~4 hours monthly. If you are thinking about it, give Mark Wagner (nominating Chair) or Lon a call with any questions and to make your interest known.

URGENT reminder that whenever you visit one of your Bluetooth boxes, please take time to use your SentriSmart app to update the firmware. Firmware update instructions can be found at: bit.ly/LBFirmUpt. Please do the update to help to spare yourself and others the headache of troubleshooting a dead lockbox which can take hours or even days if the power pack fails to revive the box and a locksmith is needed.

I look forward to seeing many of you at Winter Convention just around the corner on the 28th and 29th!

Jackie

WRA Scholarship

WRA offers a **REALTOR Children Scholarship** each year that awards \$1000 each to 20 students who are sons or daughters of association members with 3+ continuous years of current membership. Applicants must have applied to at least one accredited college to be considered, and scholarship awards will be paid directly to the applicant, and applications must be received no later than **March 13, 2020**.

Applications must include a high school/college transcript, a copy of their ACT/SAT score and two letters of recommendation. The Wisconsin REALTORS Foundation board will select and notify winners by mail after May 8th 2020.

Application: www.wra.org/ChildScholarshipAppl/



Understanding FIRPTA

The new WB-11 form rolled out in January which included some long-needed changes. One change in particular however has led to some head scratching: the new FIRPTA (Foreign Investment in Real Property Tax Act) provision in lines 516-536.

WRA in late 2019 released a [free "Legal Talks" video series](#) covering all the revisions to the WB-11. Included in that series were three separate videos to help clarify the new FIRPTA provision. Please watch the following WRA videos to make sure you are clear on the WB-11 FIRPTA provision:

Line by Line (Deb Conrad): bit.ly/FIRPTA-LBL

Do's and Don'ts (Tracy Rucka): bit.ly/FIRPTA-DD

Thursday Takeaway (Cori Lamont): bit.ly/FIRPTA-TT



WRA Appraisal Conference - Mar 10-11

Wisconsin licensed Appraisers have until 12/14/2021 to complete 28 hours of CE and renew your licenses. Fortunately WRA has you covered right here in 2020 at the **WRA Appraisal Conference on March 10-11 in Wisconsin Dells**.

This year's conference includes four courses: 2020-21 7-hour National USPAP Update, Supporting Adjustments in Residential Appraising, Technology in Residential Appraising, and Supporting Your Report. Each of these top expert-led courses are submitted for Wisconsin Appraiser and Assessor CE as well as Minnesota Appraiser CE, and you need not face the pressure of quizzes or exams. Attendees will also enjoy snacks and beverages courtesy of event sponsors, networking and exhibits.

Details and Registration: www.wra.org/appraisalconference/



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
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 Hletko	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 Services	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

NWAR Sponsors

ENV Property Solutions

Fifield
Barbara Flietner
Ph: 715-661-0561

ENVPropertySolutions.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



Photography by Shelly

Minocqua
Shelly Huske
Ph: 715-614-2551

MinocquaPhotography.com

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

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



Toll-Free Helpline: 866-610-7997

Email: support@techhelpline.com

Online Chat: chat.techhelpline.com

MLS Memo



Lon Fisk - NWARLonF@gmail.com

Welcome to 2020. Hope you enjoyed your holiday breaks for a bit of rest after a very busy 2019 in the real estate markets. Change is all around us and this next month is a good time to catch up your learning.

A priority is to change your MLS use to Xposure. We are now in the last year for Express and Interface. Xposure offers a great deal of functionality in a modern program interface once you take a bit of time to become familiar with it. Xposure is responsive to mobile platforms like your phone. Just to give you a peek at that importance when we look at people using Facebook and visiting UpNorthMLS.com in 2019 for every desktop visitor there were 30 people using their phones. That is a HUGE shift. Be sure your website works great on phones, or at least maybe provide an obvious link to your free Xposure agent page, which is mobile friendly.

Bluetooth lockboxes need their firmware updated. This is done through your phone and can be done anytime you visit a box. Just go to the menu > Lockboxes > Firmware update and see if it is current.

MLS Tip: When you get a low battery notice on a box, do not delay in changing the batteries.



WRA Destination CE The Flamingo - Las Vegas February 17-19, 2020

- Complete all 6 CE courses for the biennium in one trip
- Write off the trip as a business expense (talk to your accountant first)
- Escape the Wisconsin winter for warm temps & sunshine

Rooms \$39-\$89/night + taxes/fees

Registration cutoff Jan 26, 2020

Register by Jan 15 to save \$20
(\$245 for all 6 courses)

wra.org/CEOut-of-State



AE Corner

Matt Seegert - NWARMatt@gmail.com

Welcome new Affiliate **Michael Weidman** of **Northwoods Property Inspections** and new Sponsor **Larry Potesman** of **loanDepot.com**! We invite REALTORS to contact each to find out how they can help you and your clients and customers.

We are once again offering **live Real Estate CE at the Pointe - Minocqua on 4/30, 5/1 & 5/4** (2 per day) with instructor Tracy Rucka. Members who take all 6 courses will receive a 6-for-5 rebate of \$27, and those with a timely renewal coupon can redeem it for cash back as well. All you need to do for now is register at bit.ly/NWAR-CE20 (pay in advance) and I will contact Members who attend soon after the classes who are eligible for either or both rebates to confirm.

We will also livestream a **Professional Standards class** (also with Tracy) on **April 2nd from 9a-3:30p** at the board office, and I strongly encourage anyone to attend who would like to better understand our dispute resolution processes and possibly help settle a dispute as a hearing panelist on our Prof Stnds Committee. This is a great way to learn some steps you can take to avoid being on the receiving end of a complaint! Sign up at: bit.ly/NWAR-PS20

Last but not least, we have several NAR Designation webinars and a spring seminar in the works - stay tuned for details!

REALTOR Anniversaries

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

40 Years:

Dennis Hurst - Coldwell Banker Mulleady, Rhinelander

20 Years:

Judy Mixis - Coldwell Banker Mulleady, Rhinelander

15 Years:

Todd Johnson - First Weber, Rhinelander

Brenda Kreiner - Birchland Realty, Phillips

Rick Maney - Century 21 Burkett & Assoc., Eagle River

5 Years:

Troy Gullo - First Weber, Rhinelander

Jeff Shenk - Re/Max Property Pros, Eagle River

Barry Jolin Passing

We received tragic news this month that REALTOR **Barry Jolin** passed on December 27th at age 66. Barry became a REALTOR in 2005 and led the Jolin-Lasier Group at Coldwell Banker Mulleady in Minocqua.



We extend our deep sympathies to Barry's family, friends and many colleagues.

Visitation will be held on Friday January 31st at 12:00pm at Ascension Lutheran Church in Minocqua. A memorial service will follow at 2:00pm. For more information and to share your memories, visit bit.ly/2NOsBIt

Rest in peace, Barry.

YTD Sales Update

On/Off Water	Median Price		Units	
	2018	2019	2018	2019
SFH Off	104,500	124,000	1225	1135
SFH On	240,000	244,500	1214	1148
Land Off	27,525	25,000	424	460
Land On	65,000	63,650	327	312

We finished 2019 with impressive median gains of >18% for off-water homes and ~2% for on-water homes. Volume slid ~6% for the year, which may help explain the price gains as lower inventory led to competing offers.

Land medians were down ~6% overall in 2019, but volume of off-water properties gained >8% - perhaps a sign that some are opting for new construction. On-water land shrunk modestly at -2% and -4.5% in median and volume respectively, which is likely more reflective of the flurry of sales in 2018 after Right to Rent was passed. 2020 will likely continue the 2019 trends of low inventory and rising prices. Remind sellers that now is the time to strike while the iron's hot!

More stats at: bit.ly/NWAR-Stats

Lockbox Leaders

% Active Listings w/LBs	
Dollhouse Elite Realty	100%
England Realty	100%
Eskridge Real Estate	100%
Northwoods Community Realty	97%
Wolf River Realty	82%
Re/Max Northern Lakes	75%
Redman Realty Group	72%
4 Star Realty	67%
Lakeland Realty	67%
Re/Max Woodlands & Water	67%

Active Listings (exc land/comm): 1522
LB Participants Active List: 1325 (87%)
Eligible Listings w/LBs: 621 (47%)

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

"MLS Xposure" Lunch & Learn - Feb 12

Our next Lunch & Learn is a "MLS Xposure" class on **Wednesday 2/12** from 11:45a-1:00p at IncredibleBank of Minocqua. MLS Coordinator Lon Fisk will demonstrate the new MLS platform and show you how to do all the things you're used to from Interface desktop & Express PLUS several new features. This is a great opportunity to ask & answer any questions you have on the new platform!

Click the link at right to fill out a quick poll (just once per season is fine) to let us know which classes interest you. We will contact you about any classes that interest you as each class approaches to confirm whether you are able to attend.

Upcoming Lunch & Learns (11:45a-1:00p)

Date	Course Name & Location	Instructor
Feb 12	MLS Xposure River Valley Bank- Minocqua	Lon Fisk GNMLS MLS Coordinator
Mar 4	Social Media for REALTORS CoVantage CU- Antigo	Kim Swisher Kim Swisher Communications
Apr 8	Managed Forest Lots Rhinelander Chamber	Jon Long NWAR President
May 13	Taking Good MLS Photos Rhinelander Chamber	Andy Harris NWAR Education Committee Chair

L&L Schedule & Registration: bit.ly/NWAR-LNL

REALTORS® on the Move:

New GNMLS Subscribers:

1 = New NWAR Member

Name	Office
Nicole Borowski ¹	Homestead Realty - Woodruff
Rose Byrnes	Northwoods Real Estate - Manitowish Waters
Matt Jorgensen	Keller Williams - Green Bay
Timothy McCarty ¹	eXp Realty - Minocqua
Christi Raphael ¹	First Weber - Tomahawk

Transfers & Releases:

Name	From	To
Al Aldrian	Independent Broker - Hubertus	
Angela Aschenbrenner	Re/Max Property Pros - Eagle River	
Joe Choinski	4 Star Realty - Lake Tomahawk	
Cami Cornelius	Absolute REALTORS - Antigo	
Fred Heizler	Birchland Realty - Phillips	
Butch Rickun	Homestead Realty - Woodruff	
Michele Riopel	First Weber - Rhinelander	

"Peace is not merely a distant goal that we seek, but a means by which we arrive at that goal." - Martin Luther King, Jr.

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
Ron Welnetz, Past President	627-4885

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
Mark Wagner, President-Elect	762-3291
Dan Pudlo, Treasurer (1)	547-3033
John Misina, Past President	479-4431

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

Jerry Burkett (2-2)	479-3090
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, February 20th

GNMLS - 8:30am

NWAR - 10:00am

Meetings are 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 get any 2020 Code of Ethics product by 1/31, you will earn a free **2019 NAR Profile of Home Buyers & Sellers** download (\$20 value).

Claim your MVP reward at:

MVP.REALTOR.ORG
NWAR 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.org
Member FB Group: Facebook.com/Groups/NorthwoodsREALTORS

bit.ly/NWAR-FB

bit.ly/NWAR-TW

bit.ly/NWAR-YT

bit.ly/NWAR-LI

2019 NWAR RPAC Champions

Thank you to everyone who pitched in toward our successful RPAC fundraising in 2019 - our streak remains intact! What's more, NWAR ranked #1 for RPAC participation among large boards in the state! We greatly appreciate not only our 2019 NWAR RPAC Champions listed below, but *everyone* who gave *any* amount since this was truly a team effort. We also extend our gratitude to the many who donated and volunteered at our RPAC fundraiser auction and the bidders who helped us get halfway to our annual goal at the event. We look forward to topping our goal again this year and remember that if you want to ensure your money goes to the candidates you prefer in 2020, a donation to Direct Giver (minimum \$100) will allow you to do so! - Cheryl Eskridge, NWAR RPAC Chairperson

2019 NWAR "Gold" Level Investors (\$1000+)



Mike Meyers



Adam Redman

2019 NWAR "Silver" Level Investors (\$500-999)



**Jo Ann
Klug**



**Patty
Libke**



**Scott
Soder**

2019 NWAR "Bronze" Level Investors (\$100-499)

Tom Bird
Kim Brixius
Trudy Campbell
Ed Choinski
Sue Crall
Lisa Eggman
Cheryl Eskridge
Maryann Fath
Lisa Fricke
Andy Gee

Denise Goldsworthy
George Gunderson
Erik Johnson
Andrea Krueger
Jackie Leonhard
Debbie Meier
John Misina
John Morris
Amy Nowak
Roxanne Platz

Mary Ellen Poggemann
Pete Rondello
Judi Schmidt Arnold
Toni Schneider
Matt Seegert
Brenda Thompson
Pat Van Hefty
Laurie Wagner
Peggy Johnson-Wiessner
Julie Winter-Paez



Winter Convention 2020

One of the WRA's Best-kept Secrets

Workshops, CE and outdoor fun! Enjoy a bags tournament, the casino and some of the best snowmobiling trails in the state.

A Winter **Wonderland Awaits...**

Mark your calendar for January 28-29, 2020, and kick off the new year with Winter Convention, featuring motivational speakers, informative workshops, CE, exhibits and winter fun, including a bags tournament, casino gaming and some of the best snowmobiling trails in the state.



Featuring **Travis Everett** Keynote Speaker

Business strategist and educator, Travis Everett (DREI) is actively involved at almost every conceivable level in the real estate field. Producer of the hugely popular series of YouTube lectures used by more than 150,000 licensees across the country, this award-winning speaker provides relatable content with a memorable energy and insightful observations on real-life solutions to everyday challenges. Get ready for fun, engagement and learning with actionable strategic tools to help you achieve success. **Don't miss two \$150 drawings at Opening Session towards WRA education! Must be present to win.**

Northwoods Fun

Location

Lake of the Torches Casino & Convention Center
510 Old Abe Road (Located on Highway 47)
Lac du Flambeau, WI 54538
1-888-599-9200

Hotel reservations

Room rate: \$90/night
Reserve by: January 12, 2020
Room block group name:
WRA Winter Convention

Program **Highlights**

Day 1: Tuesday, January 28, 2020

- >> Broker lunch (ticketed event)
- >> CE Course 1: Wisconsin Listing Contracts
- >> CE Course 2: Wisconsin Offers to Purchase
- >> Cocktail hour
- >> Cornhole tournament
- >> Exhibits
- >> Opening Session with Travis Everett
- >> Welcome party
- >> Workshops

Day 2: Wednesday, January 29, 2020

- >> CE Course 3: Wisconsin New Developments
- >> CE Course 4: Wisconsin Real Estate Ethics and Consumer Protection (includes NAR Code of Ethics)
- >> CRS Lunch (ticketed event)
- >> Exhibits
- >> Workshops

>> More online >> wra.org/WintConv



TO REGISTER, VISIT WRA.ORG/WINTCONV OR CALL 1-800-279-1972



Winter Convention 2020

One of the WRA's Best-kept Secrets

Workshops, CE and outdoor fun! Enjoy a bags tournament, the casino and some of the best snowmobiling trails in the state.

Winter Convention **Workshops**

- >> The Real Estate Social Media Marketing Planner
- >> Lead Generation Systems that Work in Any Market
- >> Email Marketing Strategy and Resources
- >> Instagram For Licensed Professionals™
- >> The Listing Appointment from Any Device
- >> 3 More Key Success Strategies: Proactive, Purposeful, Profitable Lead Generation
- >> Communicate and Be Heard
- >> Joining or Starting a Team: Benefit or Burden?
- >> Pricing in a Shifting Market
- >> You mean I am a Salesperson? How to Sell What They Want to Buy
- >> New Negotiating Edge: Say "No" & Still Get Paid
- >> New Negotiating Edge: 4 Steps for Getting Past No!
- >> New Negotiating Edge: The Power of Sincere Listening
- >> 3 Key Success Strategies: Time Management, Delegation, Balance
- >> From WiFi to Wire Fraud ... Don't Let Tech Gains Become Client Losses
- >> Human Connections in a Virtual World... Putting Your Personality into Your Social Profiles

>> More online >> wra.org/WintConv

Lake of the Torches Casino & Convention Center

January 28-29, 2020

Winter Convention Fees

	Though 1/6	After 1/6	At the Door
Full Convention			
Member	\$165	\$185	\$205
Nonmember	\$185	\$205	\$225
One Day			
Member	\$90	\$110	\$130
Nonmember	\$100	\$120	\$140
Add Ons			
Guests	\$40	\$40	\$60
CRS luncheon	\$20	\$20	N/A
Broker lunch	\$20	\$20	N/A

TO REGISTER, VISIT WRA.ORG/WINTCONV OR CALL 1-800-279-1972