

# The Realty Review

Volume 10, Issue 7



Northwoods Association of REALTORS® & Greater Northwoods MLS®

## President's Message

Jon Long, NWAR

Welcome to the dog days of summer everyone! I hope you are staying cool and hydrated as you race from one showing to the next and you're earning enough in the meantime to keep the tank gassed up with some \$\$ to spare.

While on the topic of spare \$\$, we are rolling with the times by having our RPAC Auction online this year. RPAC Chair Cheryl Eskridge and Matt are toiling away as I type this to get it ready for launch in early August, so watch for an announcement soon and look it over for a chance to snag a bargain on local advertising, vacation retreats, gift cards and more. There is also an opportunity open to possibly win a Microsoft Surface Go by making an RPAC investment of \$25 or more. Obviously this year will be tough to reach our RPAC fundraising goal again, so we appreciate anything you can do to throw a few spare \$\$ in RPAC's direction via the auction or tablet drawing.

Unfortunately rolling with the times also meant the board felt it best to cancel our Installation Dinner on September 2nd. We will forge ahead with the golf outing that afternoon though, and I hope for a good turnout on a gorgeous late summer day. We will have plenty of prizes for golfers, but anyone who doesn't win there has a 2nd



chance at the WRA Convention on September 14-16 which also has a golf outing. You can even win free registration to the WRA Convention (golf's extra though) if you sign up by 8/31 and Matt draws your lucky number. If you attend both golf outings, you're practically guaranteed to win something no matter your skill

level thanks to the generosity of the many NWAR and WRA Affiliates who sponsor these events. Please contact Matt if you're a NWAR Affiliate, REALTOR or Sponsor and would like to sponsor our golf outing.

Our YTD sales through June are up in every segment between homes/land and on/off water. While some have said real estate is moving at a pace they haven't seen since 2006, there may be some hope that another dreaded 2007 isn't around the corner. In a fortuitous twist of fate for our region, it seems that this pandemic has made rural living preferable for many who have had to telecommute and found it workable even from their cabin in the woods. Hopefully that's the silver lining to this dark cloud over us all.

I hope to elbow-tap many of you in a just over a month to celebrate another sizzling summer for Northwoods real estate!

Jon

### The Buzz:

- **WRA Convention Sept 14-16 - FREE Registration Drawing**
- **Microsoft Surface Go Tablet Drawing - Register by 8/23**
- **WB-11 & WB-14 Form Updates - Optional 8/1, Mandatory 9/1**

### \*New\* Sponsor Spotlight



### Potential Sellers WILL Look At Listings!

High Quality Photos and Drone Footage Show Potential Sellers Your A Serious Listing Agent

Great Images Transport Buyers Into Your Listings

Turn A Small Investment Into BIG Rewards

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

715-356-9955

FAA Licensed and Insured

Serving The Entire GNMLS Area

## 9/2 Update: Dinner Canceled, Golf Scramble a "Go"

Unfortunately for everyone, even a sweltering summer hasn't managed to cook off the ongoing pandemic. Out of precaution for the wellness of our Members, the NWAR Board decided to cancel the Installation Dinner on September 2nd. Other golf events have proceeded without incident since social distancing is far easier on a golf course, so we will proceed with the **Golf Scramble at St. Germain Golf Club** that afternoon.



The **RPAC Fundraiser Auction** will be held online and will open for bidding in August - more on that soon. Please contact [Cheryl Eskridge](mailto:Cheryl.Eskridge@northwoodsrealtors.org) and/or [Matt](mailto:Matt@northwoodsrealtors.org) by 7/31 if you can donate something for the auction. Other events normally conducted at the dinner (leadership installation, REALTOR inductions, service awards) will instead be done during a monthly board meeting or hopefully at our annual Christmas Party. The board also approved extending unused 2020 timely renewal coupons through 2021 given the lack of opportunities to redeem it this year.

**Hole Sponsorships:** Please email [matt@northwoodsrealtors.org](mailto:matt@northwoodsrealtors.org) to sponsor a hole for \$100, for which you will get an 18x24" color sign at the tee - all proceeds go toward golf prizes.

See page 6 for registration info and please register by Monday 8/24.

### Inside This Issue:

GNMLS President's Message	2
Affiliates & Sponsors	3
MLS Memo & AE Corner	3
Membership Notes & Stats	4
REALTORS on the Move	4
About NWAR/GNMLS	5
Golf Scramble Registration	6
WRA Convention Registration	7

## President's Message

Jackie Leonhard, GNMLS

Summer is about half over - where has the time gone!? And what a busy summer this has been!

Please remember to remove your lockboxes from expired listings promptly. I recently found a lockbox on another REALTOR's listing that had been there since 2018. Contact Lon for help finding any of your firm's lockboxes that are still hanging on long-expired listings.

I hope everyone is enjoying the ease of scheduling appointments with the new ShowingTime feature in GNMLS. I will post a video on the Facebook page showing how to use it, so please take a look if you haven't tried it yet. It is very easy to add all your showings to the cart, then click a button to send all your showing requests at one time.



I know in our office it has really cut down on calls to the front desk!

Make sure if you're interested in going to the [WRA Convention](#) that you sign up soon. Having attended several over the years, I assure you it's worth the time and reasonable cost. This year, WRA is also offering the option of attending virtually for a reduced registration fee. If you've never attended in the past, consider

registering for the virtual conference to find out what you've been missing. If you like it, come back in person next year to enjoy all the additional fun events like the golf outing or dancing the night away at the icebreaker party!

Please sign up for our annual golf outing on September 2nd where we can mingle at a safe social distance - plenty to talk about for sure! In the meantime, watch for our RPAC auction which will be online this year and please participate to help reward RPAC for their hard-won battle to protect real estate as an "essential business". Imagine how many sales we might have lost if not for that critical RPAC legislative victory!

Jackie

## 2020 WRA Convention - Live & Virtual Events, Free Registration Drawing

The [WRA Convention](#) is less than two months away on **September 14-16** at Kalahari Resort in WI Dells. This year's "Ripple Effect" theme reminds us that we send ripples out with every action we take that can have lasting impacts on those around us. It seems very apropos of the times in which we find ourselves.

This year WRA is offering both a live and virtual conference in case some would prefer to attend from home to prevent any unintended ripples. Keynote speaker Paul Long will kick things off on Tuesday with a "Connecting to Life Through FUN" address exploring principles to help you improve your quality of life and provide memorable client interactions to create FUN in all you do. To view a list of the many speakers and instructors slated to appear, see [bit.ly/WRASpkrs2020](http://bit.ly/WRASpkrs2020). Real Estate CE Courses 3, 4 and 6 and one Appraisal course are available for those interested, and there is also a full-day NINJA training course on Monday 9/14. Fun events include a golf outing, Wisconsin Duck tour, Trolley Wine & Dine, Yoga Class, CRS Lunch and the popular icebreaker party.

NWAR REALTOR or Affiliate Members may also sign up for a chance to win **FREE early-bird registration** fees - register by 7/31 at [bit.ly/WRAFreeConv](http://bit.ly/WRAFreeConv) and we will contact the winner on August 1st.

**WRA Convention Details and Registration:** [www.wra.org/convention](http://www.wra.org/convention)



WRA ANNUAL CONVENTION 2020

SEPTEMBER 14-16, 2020 | KALAHARI RESORT AND CONVENTION CENTER

LIVE AND VIRTUAL EVENTS AVAILABLE!

## Microsoft Surface Go Tablet Drawing - Register by 8/23

NWAR Members (REALTORS or Affiliates) can enter for a chance to win a new **Microsoft Surface Go** tablet PC with Type Cover magnetic keyboard. Features include Windows 10, 10" 1800x1200 touch display, Intel Pentium Gold Processor 4415Y, 1080p HD video (8mp rear, 5mp front cameras) a 128GB hard drive, 8GB RAM, Wi-Fi & Bluetooth 4.1 - all in a slender 3.6lb package! Special thanks to WRA and RPAC for donating this device as well as for their BIG win in Madison to protect our livelihoods by lobbying for real estate to be protected as an essential business!

This handy machine works like a laptop when you flip out the kickstand and attach the magnetic keyboard cover, or you can leave the keyboard in the car and use it as a touchscreen tablet to impress your customers and clients with your tech savvy. Pull up the Xposure page for the property and you can quickly view important features and comparables or pull up some of the many resources on our [Public Records page](#).

An RPAC investment of \$25 will earn you entry into the drawing, and a maximum of 100 total entries will be sold. This is **ONLY** open to NWAR Members with a limit of 4 entries through 8/23. **Register at the link below by 8/23** and we will email you details to make your RPAC or Direct Giver investment to validate your entries. The drawing will be held September 2nd at the conclusion of our annual golf outing, and you need NOT be present to win.

**Tablet Drawing Registration Link:** [bit.ly/NWAR\\_Drawing](http://bit.ly/NWAR_Drawing)



Affiliate Company	Location	Affiliate Name	Phone
<a href="#">AmeriSpec Inspection Services</a>	Rhineland	<a href="#">Brad Francis</a>	715-493-0185
<a href="#">Associated Title &amp; Closing Services</a>	Ironwood MI	<a href="#">Roy D'Antonio</a>	906-932-6340
<a href="#">Big Moose Home Inspections</a>	Bessemer MI	<a href="#">Tom Ruemenapp</a>	906-663-2221
<a href="#">CoVantage Credit Union</a>	Antigo	<a href="#">Michelle Brettingen</a>	715-627-4336
<a href="#">CoVantage Credit Union</a>	Antigo	<a href="#">Pam Jansen</a>	715-627-4336
<a href="#">CoVantage Credit Union</a>	Crandon	<a href="#">Angela Retzlaff</a>	715-478-5100
<a href="#">Gowey Abstract &amp; Title</a>	Minocqua	<a href="#">Mike Brandner</a>	715-356-3000
<a href="#">Home Warranty Inc.</a>	Rock Rapids IA	<a href="#">Jason Probst</a>	877-977-4949
<a href="#">IncredibleBank</a>	Minocqua	<a href="#">LeAnn Hayden</a>	715-358-9319
<a href="#">JP Home Inspections</a>	Rhineland	<a href="#">James Pueschner</a>	715-360-7228
<a href="#">Knight Barry Title Service</a>	Minocqua	<a href="#">Patrick Hugunin</a>	715-439-4114
<a href="#">mBank</a>	Eagle River	<a href="#">John Hietko</a>	715-477-3841
<a href="#">mBank</a>	Eagle River	<a href="#">Cathy Humbaugh</a>	715-477-3885
<a href="#">Northern Title &amp; Abstract</a>	Rhineland	<a href="#">Al Manc</a>	715-365-5000
<a href="#">Northwoods Property Inspections</a>	Park Falls	<a href="#">Michael Weidman</a>	715-934-9105
<a href="#">Northwoods Title &amp; Closing Svcs</a>	Eagle River	<a href="#">Maryann Fath</a>	715-479-6459
<a href="#">Oneida Title &amp; Abstract</a>	Rhineland	<a href="#">Jeanne Smith</a>	715-362-3348
<a href="#">People's State Bank</a>	Eagle River	<a href="#">Val Dreger</a>	715-479-1794
<a href="#">People's State Bank</a>	Minocqua	<a href="#">Tim Sanderson</a>	715-358-7070
<a href="#">Shoreline Title Services</a>	Rhineland	<a href="#">Greg Peckels</a>	715-369-3934
<a href="#">The Cayo Group at Inlanta Mortgage</a>	Minocqua	<a href="#">Dee Cayo</a>	715-358-9700
<a href="#">Tomahawk Community Bank SSB</a>	Tomahawk	<a href="#">Shelly Cole</a>	715-453-5354
<a href="#">Tomahawk Community Bank SSB</a>	Tomahawk	<a href="#">Deb Duncan</a>	715-453-5354
<a href="#">Tomahawk Community Bank SSB</a>	Tomahawk	<a href="#">Jennifer Nerva</a>	715-453-5354
<a href="#">Vilas Title Services</a>	Eagle River	<a href="#">Rick Ernst</a>	715-479-4070
<a href="#">Wisconsin Benefit Planning</a>	Minocqua	<a href="#">Charlie Ouimette</a>	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.

[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!

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.

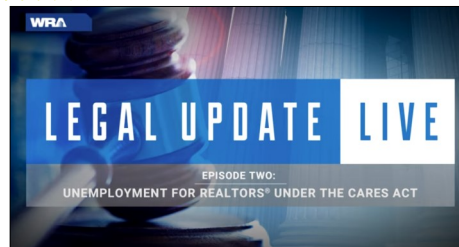
## MLS Memo

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

A new SentiKey version was released for your phone to ensure you always have lockbox access. Open the app to authenticate before leaving home or the office. For Bluetooth (BT) boxes this should be all that is needed, but if there are communication issues you can put your phone in airplane mode then turn on Bluetooth to communicate with the white Bluetooth boxes.

For the older NXT boxes, while connected to cell service go to My Schedule and schedule the showings you need that may be out of coverage. When you arrive, go to My Schedule and tap the appointment. SentiKey will give you a Mobile Access Code for the box - no card needed. See a flyer at: [bit.ly/2OPkQ57](http://bit.ly/2OPkQ57)

Do you give out one-day codes for BT boxes? You can use the much more secure option of SentiConnect. When someone new (agent, inspector, etc.) calls for access, use SentiConnect from either your SentiKey app or the website. Click My Lockboxes > Grant SentiConnect Access and fill it out with the name, email and timeframe of the person to whom you are granting access. It will send them an invite to install SentiConnect which will help them open the lockbox. View an instructional video here: [bit.ly/3fRhbxr](http://bit.ly/3fRhbxr)



To help you stay informed on rapidly-evolving changes to regulations and relief efforts, WRA is hosting weekly 30-minute "Legal Update Live" sessions where Members can learn the latest and ask questions of WRA's Legal and Government Affairs teams. Replays can be viewed on the WRA website at: [www.wra.org/LEGALTALKS](http://www.wra.org/LEGALTALKS)



WRA recently launched a new "Capitol Insights" podcast series covering advocacy issues of significance to REALTORS and homeowners.

Stay up to date on WRA's legislative efforts in Madison and legislative concerns related to real estate by following this informative new series at:

[www.wra.org/capitolinsights](http://www.wra.org/capitolinsights)



## AE Corner

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

Unfortunately the pandemic is lingering which compelled the board to cancel our Installation Dinner, though the golf outing will proceed as planned. For now we still plan to have two coupon-worthy events yet in 2020 with [live CE in Minocqua on Oct 30 & Nov 2-3](#) and our Christmas Party (details TBD). Hopefully good news comes soon so we can get together safely, but the board approved extending 2020 timely renewal coupons through 2021 in case those events must also be canceled.

Some of our leadership joined Joe Murray and Tom Larson recently for interviews of three candidates for State Assembly District 35 (former seat of Felzkowski who is running for Tiffany's Senate seat). We will defer to WRA-RPAC to announce which candidate they endorse, but all agreed on which candidate interviewed best.

We know that many of our Members do not always agree with RPAC's choices. Please note that we are one of the few states to offer a Direct Giver program which allows you to dictate which candidate(s) receive your contributions. If you win some items in our RPAC auction that opens next month, consider making your investment through the Direct Giver program if you wish to ensure your preferred candidate(s) receive your political contributions.

Stay well & I hope to see you in September!

## REALTOR Anniversaries

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

### 20 Years:

**Cheryl Eskridge** - Eskridge Real Estate, Conover

### 15 Years:

**Ken Biegel** - Re/Max Property Pros, Eagle River

**Rick Brashler** - Century 21 Burkett, Land O Lakes

**Adam Speer** - Birchland Realty, Phillips

### 10 Years:

**Marla Malone** - Key Insight, Rhinelander

### 5 Years:

**Sean Duncan** - First Weber, Tomahawk

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.

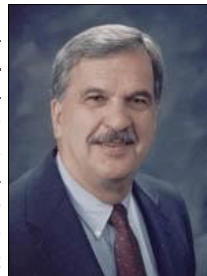
## Gerry Riopel Passing

With heavy heart we share the sad news that former REALTOR **Gaeten "Gerry" Riopel** passed on July 4th at home among his family at age 78. In 2015 after 40+ years in real estate, Gerry become one of just a handful of Northwoods REALTORS to earn REALTOR Emeritus status. He worked for many years at First Weber in Rhinelander alongside his wife Michele until each retired in 2019.

We extend our deep sympathies to Gerry's family, colleagues and his many friends in the Rhinelander community that he helped to develop.

Visit [bit.ly/GRiopel](http://bit.ly/GRiopel) to view Gerry's obituary with Carlson Funeral Service and to share your memories and condolences. Private family services were held earlier this month.

Rest in peace, Gerry.



## YTD Sales Update

On/Off Water	Median Price		Units	
	2019	2020	2019	2020
SFH Off	123,000	124,225	472	526
SFH On	234,900	264,450	421	430
Land Off	24,000	31,182	196	227
Land On	61,000	71,500	128	149

It's a clean sweep as numbers through the first half of 2020 are up across the board! Land is the big winner with YTD increases in volume AND medians of 15%+ whether on or off water. SFD off-water shows a modestly higher median on 11.4% higher volume, while on-water shows a 12.6% higher median on modestly higher volume.

Active listings of 1783 (at right) is ~20% lower than last July, so a volume increase despite lower inventory suggests buyers are no longer holding out for perfection and are content with good enough. It's a great time to be a seller!

More stats at: [bit.ly/NWAR-Stats](http://bit.ly/NWAR-Stats)

## Lockbox Leaders

% Active Listings w/LBs	
4 Star Realty	100%
Century 21 Ace Realty	100%
Eskridge Real Estate	100%
Wolf River Realty	79%
Northwoods Community Realty	75%
Woodland Lakes Realty	75%
Dollhouse Elite Realty	67%
Redman Realty Group	65%
Re/Max Action North	64%
Century 21 Pierce Realty	63%

Active Listings (exc land/comm): 1783  
LB Participants Active List: 1573 (88%)  
Eligible Listings w/LBs: 722 (46%)

View SentiLock lockbox training guides, tip sheets and more at: [bit.ly/NWAR-LBS](http://bit.ly/NWAR-LBS)

## WB-11 & WB-14 Form Updates - Mandatory 9/1

The WB-11 Residential Offer to Purchase and WB-14 Rez Condo O2P have many helpful changes that become optional on August 1st and mandatory on September 1st 2020. The new WB-11 includes updates related to closing, earnest money, conditions affecting the property/transaction, radon testing, maintenance, FIRPTA and more.

The WB-14 has similar changes to the WB-11 as well as revisions regarding condo disclosure materials, buyer rescission rights, an optional contingency for additional condo info, special assessments, maintenance and more.

Please watch a WRA Legal Update Live on the topic at [bit.ly/WRA-LUL7](http://bit.ly/WRA-LUL7) and start using the new forms on August 1st or no later than September 1st. WRA will update both in Zipforms soon.

## REALTORS® on the Move:

### New GNMLS Subscribers:

Name	Office
Paula Akin <sup>1</sup>	Coldwell Banker Mulleady - Minocqua
Kyle Broom	Badger Realty Team* - Cottage Grove
Megan Eckert	Redefined Realty Advisors - Medford
Lakayla Grawey	Keller Williams - Stevens Point
Tony Hudzinski	Badger Realty Team* - Cottage Grove
Alysia Judnic	Redefined Realty Advisors - Medford
Steven LaCerte	Coldwell Banker Action - Schofield
John Morris	First Weber - Eagle River
Gerry O'Connor	Keller Williams - Stevens Point
Austin Ramesh <sup>1</sup>	Century 21 Burkett Realty - Eagle River
Trisha Steffen	Exit Greater Realty - Explore - Wausau
Angie Van Scyoc <sup>1</sup>	Lakewood Realty* - Mercer
Danielle Whitman	Keller Williams - Stevens Point
Michael Williams	Re/Max Excel - Schofield

### Transfers & Releases:

Name	From	To
Kevin DeHaan	Re/Max Property Pros - Eagle River	
Peter Kitslaar	Kitslaar Real Estate - Suamico	
Jim Olsen	EXP Realty - Minocqua	Jim Olsen Real Estate* - Minocqua
Robert Slowik	Northside Realty - Elcho	Bolen Realty - Antigo
Willie Tollard	Re/Max Property Pros - Minocqua	

<sup>1</sup> = New NWAR Member  
\* = New GNMLS Office  
^ = Closed MLS Office



"If we had no winter, the spring would not be so pleasant: if we did not sometimes taste of adversity, prosperity would not be so welcome." - Anne Bradstreet

## 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, August 20th

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 request an ASPCA Pet Health Insurance quote through the REALTORS Insurance Marketplace by 7/31, you will receive the "Moving with Pets" Course (\$29 value) plus a chance to win a "Proud Pet Parent" REALTOR logo tumbler.

Claim your MVP reward at:

[MVP.REALTOR.ORG](http://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](mailto:Staff@NorthwoodsRealtors.org)

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

**Board Office Location:** [bit.ly/NWAR-Map](http://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](http://NorthwoodsREALTORS.org)Member FB Group: [Facebook.com/Groups/NorthwoodsREALTORS](https://Facebook.com/Groups/NorthwoodsREALTORS)[bit.ly/NWAR-FBK](http://bit.ly/NWAR-FBK)[bit.ly/NWAR-TW](http://bit.ly/NWAR-TW)[bit.ly/NWAR-YT](http://bit.ly/NWAR-YT)[bit.ly/NWAR-LI](http://bit.ly/NWAR-LI)



# 2020 NWAR/GNMLS GOLF OUTING

**Wednesday Sept 2<sup>nd</sup>, 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!

*Hole  
sponsorships  
available!*

## 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 by August 23<sup>rd</sup>**

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

Mail checks by 8/23 to (call us 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](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: \_\_\_\_ \_\_\_\_ \_\_\_\_ (1<sup>st</sup> come 1<sup>st</sup> serve)



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

**Register by 8/23 at:  
[bit.ly/NWAR\\_Drawing](http://bit.ly/NWAR_Drawing)**

# RIPPLE EFFECT

Name: \_\_\_\_\_ Company: \_\_\_\_\_  
 Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Phone: (Work) \_\_\_\_\_ (Home) \_\_\_\_\_  
 Email address: \_\_\_\_\_ WRA ID #: \_\_\_\_\_  
 Name of guest: \_\_\_\_\_

## LIVE CONVENTION EVENTS

### FEES AND PRICING

MEMBER	THROUGH 7/22	AFTER 7/22	ATD
<input type="checkbox"/> Full Convention Pass*	\$119	\$139	\$169
<input type="checkbox"/> Unlicensed Guest	\$59	\$69	\$89

### NONMEMBER

<input type="checkbox"/> Full Convention Pass*	\$159	\$179	\$209
--	-------	-------	-------

\*Three real estate CE courses included with full convention passes. Must register in advance. First come, first served. Included in the live registration is registration to the virtual convention website for up to 30 days after the live convention.

### APPRAISAL COURSE 9/16

#### Appraisal Section

<input type="checkbox"/> Class Only	\$109	\$129	\$159
<input type="checkbox"/> With Convention	\$129	\$149	\$179

#### Appraisal REALTOR®

<input type="checkbox"/> Class Only	\$119	\$139	\$169
<input type="checkbox"/> With Convention	\$139	\$159	\$169

#### Appraisal Nonmember

<input type="checkbox"/> Class Only	\$129	\$149	\$179
<input type="checkbox"/> With Convention	\$149	\$169	\$199

### TICKETED EVENTS

<input type="checkbox"/> Golf Outing	\$115	9/14/20
<input type="checkbox"/> Duck Tour	\$24.66	9/14/20
<input type="checkbox"/> Trolley Wine & Dine	\$63.90	9/14/20
<input type="checkbox"/> Awards Breakfast	\$27	9/15/20
<input type="checkbox"/> CRS Lunch	\$27	9/16/20

### NINJA CLASS (9/14)

<input type="checkbox"/> Live/Virtual Class Only	\$149	\$169	\$199
<input type="checkbox"/> Live w/ Full Convention	\$239	\$259	\$289
<input type="checkbox"/> Virtual w/ Virtual Convention	\$189	\$209	

## VIRTUAL CONVENTION EVENTS

### FEES AND PRICING

MEMBER	THROUGH 7/22	AFTER 7/22
<input type="checkbox"/> Full Convention Pass**	\$69	\$89

### NONMEMBER

<input type="checkbox"/> Full Convention Pass**	\$89	\$109
---	------	-------

\*\*Real estate CE is not included with the virtual convention. Registration closes September 11, 2020.



### Kalahari Resort & Convention Center

1305 Kalahari Drive  
 Wisconsin Dells, WI 53965  
 877-253-5466 or 608-254-5466

#### ROOM RATES

- Standard room: \$114

#### RESERVATIONS

Reserve before August 15. The WRA does not book your hotel accommodations. Make reservations early to avoid the rush.

#### • Reserve online:

<https://book.passkey.com/e/49889078>

#### • Reserve by phone:

Call 877-253-5466 and mention the WRA room block to receive the \$114 rate.

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](http://www.wra.org/ConventionRegistration)



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](http://www.wra.org/ConventionPolicy).