



The  
**Real Scene** from  
**ROCK-GREEN REALTORS®**  
**ASSOCIATION**  
[www.RockGreenRealtors.com](http://www.RockGreenRealtors.com)

4451 Woodgate Drive, Unit E  
 Janesville, WI 53546  
 Office: 608.755.4854  
 Fax: 608.755.4843



**A word from your President**  
**By Neil Kerwin, Association President**

I hope everyone is staying busy with the arrival of spring and the favorable real estate market conditions. The Fun Fair was a huge success! A special thanks to the Realtors® and Realtor® Associates for contributing their time and donations to put this event together.

Another event that was a success was Realtor® & Government Day. Once again thank you to all the Realtors® who participated.

Please be sure to read this Newsletter in its entirety as we have several meetings coming up that you will not want to miss.



**NEIL**

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## EXECUTIVE COMMITTEE

President  
Neil Kerwin  
365-7791 | neil@kerwinsagency.com

President Elect  
Jeff Zuelke  
757-2862 | jeff@zteam1.com

Secretary/Treasurer  
Heidi Krenz-Buchanan  
364-8844 | heidiho620@aol.com

## LOCAL DIRECTORS

Jim Zanton | 3-year term  
754-2121 | jzanton@shorewest.com

Colleen Nelson | 2-year term  
758-9779 | nelsonc@firstweber.com

Jerry Morse | 1-year term  
754-5300 |  
jerrymorserealestate@yahoo.com

Russell Zueger | 1-year term  
756-3932 | russzueger@yahoo.com

Tammy Cherry | 1-year term  
754-2121 | tcherry@shorewest.com

Donna Panico | 1-year term  
741-1000 | donnapanico@gmail.com

Ben Shult | 1-year term  
756-3932 | benschult@charter.net

Diana Stoehr | 1-year term  
314-8403 dianastoehr@inlanta.com

## ROCK GREEN STAFF

Vicky Kreyer | Association Executive  
755-4854 | Vicky@rockgreenrealtors.org

Sue Cook | MLS/Membership Administrator  
755-4841 | Sue@RockGreenRealtors.org

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Editor of *The Real Scene*  
Vicky Kreyer, Association Executive  
Co-Editor  
Sue Cook, MLS/Membership  
Administrator

## ASSOCIATION NEWS

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A Note from your Association Executive:

Another fine event, The Community Family Fun Fair on April 9 was another success. The Silent/Live Auction brought in around \$2,500.00 and with the donations and food sales we were around \$3000.00 Great Job for those that attended. We have a few meetings coming up. On May 12 we will have Kelly Clark from Bradford & Co. come and help us save some money on our taxes and on May 20 we will have Jim Ramseyer Chairman of the American Bar Association Residential Properties Group on how TILA-RESPA changes effective August 1 will impact you and your customers. This will be a lunch meeting and to help with the cost we will be charging a minimal \$5 per person. Look for those registrations in this issue of *The Real Scene*.

I am here for you, the members. If there is anything I can help you with, please let me know. My door is always open.

Vicky Kreyer



### Rock-Green REALTORS® Association Inc. Easter Basket Challenge for ECHO

The Easter basket challenge was totally Awesome. When we tallied up the baskets, Zuelke Real Estate Team had a total of 25 baskets. Great Job!! We will be sending in a donation to ECHO in your name. Thank you to all who participated. We were all winners, thinking that the children had a great Easter morning is the best thought of all.



Rock-Green REALTORS® Association Inc. is proud to once again offer you the Pre-Payment Plan for your **2016** Annual Membership Dues. It is time for the first installment for the quarterly plan and now thru June 30 for the ½ payment plan. We are not sure of the total amount due so we will use the plan from last year. Quarterly payments are \$150 for the first three quarters and the last payment will be for the remainder when we know what that total is. Affiliates will be \$98 for the first three payments and the last payment will be for the balance. Or you can pay any amount at any time prior to Nov. 1 2015. If you utilize the payment plan there will be a one-time \$5 processing fee added to the final payment. If you make a one-time full payment you will have the \$5 processing fee waived. If you have any questions please call the Association office. Everyone that uses this system really likes it because, then at the end of the year when holiday time comes around their dues is already paid and they don't have to worry about that payment in November or December.

### IMPORTANT NUMBERS

Association Office	(608) 755-4854
MLS/Membership Office	(608) 755-4841
Association FAX #	(608) 755-4843
e-mail	Vicky@RockGreenRealtors.org
Web Site	www.rockgreenrealtors.org
WRA (General #)	(608) 241-2047
WRA Members Only	1-800-279-1972
Members Only Legal Hotline	1-800-799-4468
Legal Hotline	(608) 242-2296

General Office Hours---- Monday-Thursday | 8:30 a.m. – 5 p.m.

**ROCK-GREEN REALTORS® ASSOCIATION**

**2014-2015 ASSOCIATION COMMITTEE LIST**

**BUDGET/FINANCE**

Neil Kerwin, Chair  
Jim Zanton  
Jerry Morse  
Paula Carrier  
Colleen Nelson  
Blair Winn  
Jeff Zuelke  
Heidi Krenz-Buchanan

**BYLAWS**

Blair Winn, Co-Chr  
Jeff Zuelke, Co-Chr

**COMMUNICATIONS**

Nina Perona, Chair  
Neil Kerwin  
Andrea Morse  
Julie Raese  
Verna Saladino

**DINNER DANCE**

Diana Stoehr, Chair  
Val Eagan  
Julie Raese  
Tammy Cherry  
Colleen Nelson  
Miles Meidinger  
Terry Morris  
Becky Zuelke  
Vicky Kreyer

**EDUCATION**

Dave Brown  
Andrea Morse  
Dee Sheldon  
Penny Patterson  
Candice Kildow

**EQUAL OPPORTUNITY**

Paula Carrier, Chr.  
Margo Berke

**GOLF OUTING**

Miles Meidinger, Chair  
Gary Getchel, Co-Chair  
Al Herbst, Co-Chair  
Deb DeWitt  
Trish Edwards  
Dawn Enerson  
Kaye Fulton  
Jeff Myers  
Vicky Kreyer

**GOVERNMENT**

**AFFAIRS/RPAC**

Jim Zanton, Chair  
Julie Raese  
Heidi Krenz-Buchanan  
Andrea Morse  
Mary Gilbank-Peterson  
Pat Knoble

**HEALTH & SAFETY FAIR**

Karen Williams, Chair  
Pam Snow  
Kim Nickols  
Dori Davies  
Tina Tillery  
Russ Zueger  
Vicky Kreyer

**MEMBERSHIP/Orientation**

Wade Williams, Chair

**PROGRAM**

Diana Stoehr, Chair  
Julie Budrow  
Andrea Morse  
Wade Williams  
Pat Knoble

**MLS ADVISORY**

Paul Schieldt, Chair  
Wade Williams, Co Chair  
Margo Berke  
Dave Brown  
Fred Gensmer  
Suzette Hughes  
Andrea Morse  
James Oberg  
Bianca Singer  
Sally Jean Weaver-Landers  
Kyle Carrier

**NOMINATION**

Neil Kerwin, Chair  
Jim Zanton  
Jerry Morse  
Paula Carrier  
Colleen Nelson  
Blair Winn  
Jeff Zuelke

**PERSONNEL**

Neil Kerwin, Chair  
Jim Zanton  
Jerry Morse  
Paula Carrier  
Colleen Nelson  
Blair Winn  
Jeff Zuelke

**PROFESSIONAL STANDARDS**

Wade Williams Chair '13 (T-14)  
Joan Waite Mediator '12 (T-13)  
Paul Schieldt, Mediator '12 (T-14)  
Andrea Morse, Griev. Chr '12(T-14)  
Adam Briggs '12 (T-09)  
Dave Brown '13 (T'13)  
Earl Collins '14 (T-13)  
Deb DeWitt '14 (T-14)  
Ellie Fietz '14 (T-14)  
Millie Fournais '12 (T-13)  
Kaye Fulton '12 (T-14)  
Mary Gilbank '12 (T-09)  
Kevin Kerwin '16 (T-14)  
Eric Kim '16 (T-14)  
James Oberg '15 (T-14)  
Valerie Richter '12 (T-09)  
Krista Shortreed '14 (T-13)

**ROY/AWARDS LUNCHEON**

Tammy Cherry, Chair  
Paula Carrier  
Dawn Enerson  
Paul Meyers  
Andrea Morse  
Colleen Nelson  
Julie Raese  
Pat Knoble

**RECRUITMENT**

Paula Carrier, Chair  
Neil Kerwin  
Andy Dongarra  
Valerie Eagan  
Jerry Morse

**SUNSHINE**

Maryann Warden, Chair  
Mollie Podwell

**YOUNG PRO'S TASK FORCE**

Kyle Carrier, Chair  
Mary Ellen Mackey  
Mariann Walker  
Neil Kerwin

**STRAT PLAN COMMITTEE**

Blair Winn, Chair  
Colleen Nelson  
Paula Carrier  
Neil Kerwin  
Jeff Zuelke  
Jerry Morse  
Paul Schieldt  
Heidi Krenz-Buchanan  
**CORE STANDARDS COMMITTEE**  
Neil Kerwin  
Jim Zanton  
Nina Perona  
Karen Williams  
Wade Williams  
Diana Stoehr  
Fred Leonard

**ANNOUNCEMENTS**

**IT IS NOMINATION TIME—R.O.Y & A.O.Y**

**Realtor of the Year**—Service to the local real estate industry/market—actively working in real estate—Contributes to Rock-Green REALTORS Assoc.(RGRA)—Respected by peers—Has exhibited something extraordinary during the past 12 months—Must be an active member of RGRA—Must have been a REALTOR for at least 5 years—Individuals are eligible to receive the award once.

**Affiliate of the Year**—Exhibits excellence in the field that he or she is working in—An Affiliate member of RGRA for at least 2 years—Contributes to RGRA—Individuals are eligible to receive the award once.

**Distinguished Member**—highest award a REALTOR can receive and recognizes high quality service to the Association on a long-term basis. The recipient shall have demonstrated a high level of commitment to the WRA, including a substantial amount of time, effort and creative imagination to the Association and shall have established a record of effective participation in the affairs of the Association. This award may be awarded only once to a recipient. This should not necessarily be viewed as an "end-of-career" or "lifetime" award.

**Lifetime Member**—A Lifetime Member has the right to attend meetings and participate in discussions. Cannot vote. To retain lifetime member status, must remain current with State and National dues, but not local.

**Meritorious Service**—This award is recognition of the recipient's many years (30+) of involvement with the RGRA, having served as a board member and demonstrated willingness to go above and beyond expectations.

**Community Involvement**—Extraordinary contributions to the community, representing the real estate industry.

**Honary Member**—Can attend all functions and participate, but cannot vote.

If you want to nominate someone for a specific honor, please contact the Association Office or email Tammy Cherry at: [tammycherry@charter.net](mailto:tammycherry@charter.net)

**PLACEMAKING---ANY IDEAS—LET ME KNOW!**

Placemaking is a way to make your community a better place to live and work by transforming public spaces into vibrant community places. As a place becomes more desirable and welcoming, properties around that place increase in value.

Turning a parking lot into a farmer's market. Attracting people to a little-used park to gather, play or listen to music. Brightening up an otherwise drab courtyard or vacant lot. Envisioning how a block can be revitalized. This is Placemaking.

Placemaking can be undertaken by anyone in a community but what is often needed is someone to take the lead or initiative. Who better to do this than a REALTOR® Association or REALTOR®, as REALTORS® are already engaged in their communities and know the neighborhoods and the properties, and are likely to know where to focus efforts to improve a place. Let me know if you have any suggestions. Thanks, there are NAR grants available for these.

## MLS INFORMATION:

**\*New Photo Crop Tool** Garbage cans on the curb, realtors signs with name, phone number and company included in your photo you are putting into Paragon™? Try the new photo crop tool to remove them. Click on the red pencil in Picture Administration, draw a box around the area of the photo you want to retain, click the edit tool above the photo, and save.

Enhancement Highlights--March 26 Paragon Update:

\*The workflow for saving a search is much simpler than before.

\*The headers on the listing grid when maintaining listings are now clickable allowing the grid to be sorted by the different columns.

\*You can now add your own documents as pages within new and existing CMA Presentations. Documents must be PDFs under 20MB.

\*You can also store a document(s) under CMA Preferences to include in all CMA Presentations.

\*Bug Fixed: The ability to press Enter twice after inputting MLS number(s) on the home page has been restored.

**\*Something to think about:** Listings in the status of Withheld/Delayed or Withdrawn by Seller are still under contract with the listing agent. Contacting sellers before the listing contract expires with another agent is a violation of both the Realtor Code of Ethics and MLS Rules.

**\*\*Please remember that the MLS changes on the Home page of Paragon do not necessarily affect Rock-Green Relators® Association Inc. If they affect Rock-Green we will send out a letter to the brokers from the association and the broker will inform you.**

Thank you, Sue

**Rock-Green REALTORS® Association has formed the new MLS entity. Rock-Green MLS, LLC. We have done this for many reasons all of which will better the Association. In the future if you could send all MLS payments, payable to Rock-Green MLS, LLC it would be greatly appreciated. All other information regarding the Association**

**can be sent as usual addressed to the Rock-Green REALTORS® Association. Thank you. If you have any questions please contact the Association office.**

**Please remember when taking photos of your listings you should take the photos before placing your sign. If that is not possible blur out the sign with your name and office. Your information is not allowed in the photo.**

ActiveKey Displays "Call to Enable" There are 3 possible causes for the "Call to Enable" message

- 1) The ActiveKey battery is too low (The ActiveKey should be plugged into its power adapter at least every other night for charging)
- 2) The ActiveKey was out of cellular range for 24 hours or more
- 3) There could be a billing problem or a problem with status.

## GOOD NEIGHBOR AWARDS DEADLINE SOON!!

The Good Neighbor Awards is sponsored by primary sponsor **Liberty Mutual** Insurance and realtor.com®. Nominees will be judged on their personal impact on the community through volunteer work. To be eligible, nominees must be NAR members in good standing.

Good Neighbor Award entries must be received by Friday, May 15, 2015. For more details and a nomination form, call 800/ 874-6500 or visit [www.REALTOR.org/gna](http://www.REALTOR.org/gna).

## Do you have missing signs?



One of our members was driving past a rummage sale and what did she find? A Realtor (folding) sign with a rummage sale sign on top of it. So if you are losing signs you might want to watch those rummage sales and see what you can find. It could prove to be worth your while. Thank you.

Rock-Green REALTORS® Association, Inc.  
SPECIAL MEMBERSHIP MEETING



**“Proven Tax Strategies”  
For the Real Estate Professional**

**May 12, 2015**

**Registration @ 1:00 p.m. | Program 1:30 – 3:30 P.M.**

**Location: Commercial Bank, 1400 Blackbridge Rd. Janesville**

**Learn safe and effective techniques for lowering your taxes and increase your spendable income immediately!**

If you’re looking for proven, legal ways to save thousands of dollars on taxes, year-in, year out, this upcoming seminar event is for you! What if you’re thinking, “But I already have an accountant. Why do I need the seminar?” Many of us assume our accountants take care of our taxes...but forget that WE are the ones giving them the numbers and records they’re using to prepare our tax return! New for 2015

Take a look at some of the information you will learn:

- Why understanding your tax options now is more essential than ever in the rising real estate market and how it can dramatically increase your take home income!
- How the new law affects purchase of cars, computers and equipment for your business.
- How to transform personal commuting to deductible business mileage!
- One simple tactic that makes your deductions stand up and shout, “I am deductible!”
- And much, much, much more!

This seminar is presented by Bradford and Company Inc., and excerpted from the Bradford and Company, Inc. Tax Solutions Program optionally available to seminar attendees after the program.

**DEADLINE FOR REGISTRATION IS May 8, 2015**

**Special Membership Meeting –Commercial Bank- May 12, 2015**

<b>NAME</b> _____	<b>NAME</b> _____
<b>NAME</b> _____	<b>NAME</b> _____
<b>NAME</b> _____	<b>NAME</b> _____
<b>NAME</b> _____	<b>NAME</b> _____
<b>NAME</b> _____	<b>NAME</b> _____

Mail or fax to Rock-Green Realtors Assoc., 4451 Woodgate Drive, Janesville, WI 53546. Fax (608) 755-4843

\*Need special services to attend, please attach a written description of your needs.





Hi I'm Sue your MLS/Membership Administrator. April is here imagine that! Hope everyone had a great Easter. Real Estate is picking up as the weather changes. Just letting you know that if you need assistance please call 608-755-4841/email [sue@rockgreenrealtors.org](mailto:sue@rockgreenrealtors.org), office hours are Mon.-

Thurs. 8:30 am to 5:00 pm, I will do whatever I can for you. If you need your email/address or any information changed please call or email. Key issues, call and we will do whatever we can to make it right.

#### NEW MEMBERS:

Jayme Roth joined Premier Realty  
Aaron Schoelzel joined Shorewest Realtors  
Erick Kennedy joined Complete Home Inspections  
Tom Carlson joined Century 21 Affiliated Janesville  
Cory Wiedenhoft joined Best Realty of Edgerton

#### MEMBERS leaving the Association:

#### MEMBERS on the move:

Barb Astin left Shorewest Realtors

#### NEW OFFICES:

NONE

#### OFFICES THAT LEFT THE ASSOCIATION:

NONE

**New Members**—Welcome to your local Association, Please make sure to complete the Code of Ethics online portion prior to attending the New Member course. Instructions will be in your New Member Welcome packet. If you have any questions please call us.

#### New Member Orientation | Schedule for 2015

April 16, 2015 | 9 a.m.

August 16, 2015 | 9 a.m.

November 12, 2015 | 9 a.m.

#### SAVE THESE DATES:

**May 12, 2015, Special Membership Mtg.  
Proven Tax Strategies, Commercial Bank**

**May 20, 2015, Membership Meeting, The Armory  
TILA-RESPA Integration Training**

ActiveKey Displays "Call to Enable" There are 3 possible causes for the "Call to Enable" message

- 1) The ActiveKey battery is too low (The ActiveKey should be plugged into its power adapter at least every other night for charging)
- 2) The ActiveKey was out of cellular range for 24 hours or more
- 3) There could be a billing problem or a problem with status.

## Recipe of the Month

### Raspberry Cheese Pie

#### CRUST:

2 c. pecans (8oz), lightly toasted  
1/3 c. packed brown sugar  
1/4 tsp. cinnamon  
1/8 tsp ground cloves  
1/4 c. butter, melted

#### TOPPING:

1/4c. + 2 tsp. water  
1 T. cornstarch  
4 c. fresh raspberries  
1/2 c. sugar

#### FILLING:

1 (80z.) pkg. cream cheese, room temp.  
1/2 c. whipping cream  
1/2 c. sugar  
1tsp. vanilla extract

**Crust:** Blend pecans, brown sugar, cinnamon and cloves to coarse crumbs in processor or blender. Transfer to bowl. Mix in butter. Mound crumbs in bottom of 9-inch spring form pan. Cover with plastic and press crumbs firmly into bottom and up sides of pan. Chill 30 minutes. Preheat oven to 350°. Bake crust 20 minutes. Cool.

**Filling:** Mix all ingredients until smooth and pour into crust. Cover and chill 4 hours (or up to 24 hours.)

**Topping:** Mix 2 teaspoons water with cornstarch in small cup. Stir 1 1/2 cups berries with sugar and remaining 1/4 cup water in saucepan over medium heat or until sugar dissolves. Increase heat and boil about 5 minutes. Add cornstarch mixture and boil until slightly thickened, stirring constantly, about 1 minute. Strain through sieve. Cool sauce and refrigerate.

*Barb Tapovatz Tried' n True*

**If you have a recipe you would like to share email: [sue@rockgreenrealtors.org](mailto:sue@rockgreenrealtors.org)  
Make sure you have copyright permission.**

## APRIL BIRTHDAYS



1	Lori Emerson
3	Chad Sullivan
4	David Albert Knutson
7	Cindy Stout Gary Phillips
8	Scott Bever Laurie Huml Eckert
9	Deborah Dongarra-Adams
14	Judy Grunzel Mandy Lux
15	Vickie Lockhart Margo Berke Suzette Hughes
16	Ray Hartje
17	Colleen Meyer
18	Bill Newcomb
20	Elaine Dillon-Angelakis
21	James Oberg
26	Sam Tesar Ben Rein Melissa Pergolski
27	Jerry Morse
28	Tom Bradley
29	Randall Dreblow
30	Fred Gensmer

Have we missed your Birthday?  
Please let us know so that we may  
acknowledge your special day!

Please accept my apologies for the  
lateness of the newsletters. Our  
Association is going through some  
needed changes and as we get these  
changes worked out we will be able to  
return to our normal schedule. Thank  
you for your patience.

## DATES TO REMEMBER

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### APRIL 2015

- 09 Community Family Fun Fair
- 16 New Member Orientation
- 15 Board of Directors, 8:30 a.m.

### UPCOMING EVENTS

- May 12, Special Membership Meeting, Commercial Bank  
1 p.m. | Proven Tax Strategies (see registration)
- May 13, MLS Board Meeting, 9 a.m.
- May 20, Board of Directors, 8:30 a.m.
- May 20, Membership Meeting, The Armory, 11 a.m.  
TILA-RESPA Integration Training (see registration)

### MAY BIRTHDAY

1	Mary L Haried	16	Ellie Fietz
2	Christine Fisher	17	Karen Williams
	Miles Meidinger	18	Neil Kerwin
4	Kathryn McCulloch	19	Terry Morris
5	Thomas Parsons	20	Joan Waite
8	Donya Bundy	22	Karen Entress
	Cindy Simonson	23	Ben Shult
	Liane Haase	24	Douglas Davis
9	Paul D Anderson	27	Shelly Cronin
10	Farrokh Shahlapour	28	L. Patrick McGuire
12	Jennifer Hughes		Jim Coen
14	Robert Lange	30	Michelle Ruosch
	Penny Cook		



**It is time for The Family Feud!!!!!!**

**Another great RPAC Event**

**Wednesday, October 14, 2015**

**Starting at 4:00 p.m**

**we need 6 teams to compete in the game.**

**\$250 a team or \$50 per person**

**First 6 teams signed up and paid will play!**

**All new questions, Same Great Fun!!!**

**Membership Meeting, Food, Drinks, Auction.**

**This is a RPAC event so ALL proceeds go to RPAC!**

# ROCK-GREEN REALTORS® ASSOCIATION

## PRESENTS:

### TILA-RESPA Integration Training

Come and hear from industry expert, Jim Ramseyer, General Counsel with Merit Title and Group Chairman of the American Bar Association Residential Properties Group on how the changes effective August 1, 2015 will impact you and your customers.

Who Should Attend? — All real estate related professionals



**Topics will Include:**

- A look at the new Closing Disclosure.
- Understanding the new waiting period requirements.
- Learn about tolerance adjustment that may delay closings.

At The Armory | 10 S. High St., Janesville  
 May 20, 2015 | 11:00 Registration

Plated lunch at 11:30 a.m. with the Program to begin at noon.

**To help with the cost we will be charging \$5 per person**  
**Choice of up to Two:**  
**Cesar Salad, Fruit Plate, Turkey Club or Ham & Cheese Panini**  
**Served with House-made Chips**



**DEADLINE: THURSDAY, MAY 14, 2015 (CHOOSE TWO)**

PRINT YOUR NAME	CAESAR SALAD	FRUIT PLATE	TURKEY CLUB	HAM & CHEESE

Amount enclosed \$ \_\_\_\_\_ \$Cash \_\_\_\_\_ \$Check \_\_\_\_\_ \$C/C \_\_\_\_\_

Visa/Mastercard/Discover # \_\_\_\_\_

Exp date \_\_\_\_\_ Address# \_\_\_\_\_ Zip code \_\_\_\_\_

Phone # \_\_\_\_\_ Signature \_\_\_\_\_



**Please check here if you request special services to attend.**  
**Attach a written description of needs.**