



The
Real Scene from
ROCK-GREEN REALTORS®
ASSOCIATION
www.RockGreenRealtors.com

4451 Woodgate Drive, Unit E
 Janesville, WI 53546
 Office: 608.755.4854
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By Neil Kerwin, Association President

Thank you for attending the last membership meeting. I think everyone that attended will benefit from the informative tax saving information we obtained.

Wisconsin home sales in September were nearly identical to one year ago but the median price was higher. Existing home sales were just 0.2% lower than September 2013 and the median prices were 3.1% higher than the same time last year. Although our home sales are slightly lower than last year, it is important to recognize how far we've come since emerging from the Great Recession.

Now that the elections have concluded and the votes are tallied, we can all get back to the business of selling real estate. We have a call for action coming on November 12 concerning the "Mortgage Forgiveness Tax Relief Act", be sure to check that out, your input is needed and greatly appreciated by the National Association of Realtors.

Be sure to get your continuing education by December 14, 2014.

Last but not least, take time to be thankful for all our blessings! Happy Thanksgiving!



NEIL



INSIDE THIS ISSUE NOVEMBER 2014

	Page #		Page #
Leadership Directory	2	Bell Ringing Spots Avail	5
A note from your Association Exec.	2	Safety Tips	5
Save the Date	2	Annual Toy Drive	5
Important Numbers	2	Membership Updates	6
Rock-Green Committee List	3	Note from Sue	6
Dues Deadline, Bell Ringers needed	3	2015 Annual Dues Collection	6
ECHO Support needed	3	Save These Dates	6
Have you completed your CE?	3	Recipe of the Month	6
MLS Information	4	Dates to Remember	7
ActiveKey Information, hot tips	3	Upcoming Events	7
Ins = Inserted Page		November/Dec. Birthdays	7
		Comm. Family Fun Fair 2015	7

EXECUTIVE COMMITTEE

President
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President Elect
Jeff Zuelke
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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
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754-5300 |
jerrymorserealestate@yahoo.com

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

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Donna Panico | 1-year term
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Ben Shult | 1-year term
756-3932 | benshult@charter.net

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

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Vicky Kreyer, Association Executive
Co-Editor
Sue Cook, MLS/Membership
Administrator

ASSOCIATION NEWS

2



A Note from your Association Executive:

Hello everyone, welcome to the new fiscal year 2014-2015 for the Rock-Green REALTORS® Association Inc. There are many changes coming for all local Associations and we are certainly going to do our part. The National Association of REALTORS® (NAR) has voted to create these Core Standards for all associations to comply with and they are designed to give all of you the best representation and services. Shortly we will be working with a facilitator for our Business Strategic Plan and will need your help. A survey will be going out and please take a few minutes to respond to it. This is part of the information we will gather for our/your Strat Plan. We will also be implementing projects and calls for action and other activities to comply with these standards. I am asking for all of you to try and attend at least one if not more of these functions. They will all benefit our Association and the Communities that we all live and work in.

If you have some specific talents or hobbies please let us know, we could sure use some help on a few of our committees and/or projects, minimal meeting time and most can be done on your own or here if help is needed. No talent you think? Join us and find that talent that is hidden deep inside you. Please just volunteer today! We have many projects that need You!!!

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

SAVE THE DATE:

JANUARY 16, 2015

ANNUAL DINNER DANCE – HOLIDAY PARTY

BEST EVENTS | ADEL ST. | JANESVILLE, WI

Watch for more details, coming soon!



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

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Jeff Zuelke, Co-Chr

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Andrea Morse
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Verna Saladino

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Andrea Morse
Dee Sheldon
Penny Patterson
Candice Kildow

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Margo Berke

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

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Heidi Krenz-Buchanan
Andrea Morse
Mary Gilbank-Peterson
Pat Knoble

HEALTH & SAFETY FAIR

Karen Williams, chr.
Pam Snow
Kim Nickols
Dori Davies
Vicky Kreyer

MEMBERSHIP/Orientation

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PROGRAM

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Julie Budrow
Andrea Morse
Wade Williams
Pat Knoble

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

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Jerry Morse
Paula Carrier
Colleen Nelson
Blair Winn
Jeff Zuelke

PERSONNEL

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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)
Heidi Krenz-Buchanan '16 (T-14)
James Oberg '15 (T-14)
Valerie Richter '12 (T-09)
Krista Shortreed '14 (T-13)
Al Tilton '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

CORE STANDARDS COMMITTEE

ANNOUNCEMENTS



Your Annual Association Dues are due! Just a reminder that your annual dues are due by November 20, 2014.

Please make sure that your RPAC donation is not on a corporate check but on a separate personal check.



REALTORS®! We need you for Salvation Army Bell Ringing on Sat., December 20, 2014. There is a list of locations and times on page 5 of this publication.



ECHO is having its Annual Holiday Express event and this year's movie is; **MICKEY'S MAGICAL CHRISTMAS.** The movie is a free event on November 30, 2014 at the Pontiac

Convention Center from 1 – 4 p.m. The following items will be available for purchase: Photos with Santa, Arts & Craft Projects, Refreshments, & Raffles.



Are you baking for the Holidays? Why not donate a few dozen for the Thanksgiving Baskets for ECHO's Thanksgiving Baskets distribution on November 22 at the Fairgrounds. Just pre-pack 1 doz. Cookies or bars in a zip bag and bring them to the Association by Nov. 20 or ECHO distribution center by Nov. 21 or the fairgrounds on November 22.

Do You Have Your CE Completed? All Wisconsin licensees must complete six Department of Safety and Professional Services (DSPS) approved courses for a total of 18 hours in the 2013-14 biennium by the deadline of December 14, 2014.

There are four mandatory courses and four DSPS-approved electives. Licensees must complete the four mandatory courses and two electives from the DSPS-approved electives list. Mandatory Courses (All licensees must take courses 1-4)

- Course 1 - Wisconsin Listings
- Course 2 - Wisconsin Offers
- Course 3 - Wisconsin New Developments
- Course 4 - Contingencies in Wisconsin Approved Offer Forms

Elective Topics (Licensees must take two of the following)

- Elective A - Bank-owned (REO), Foreclosures and Short Sale Transactions in Wisconsin
 - Elective B - Unique Transaction Types and Issues
 - Elective C - Wisconsin Property Management
 - Elective D - Agency Roles with Buyers in Wisconsin
- Upcoming Classes at WRA (Madison) Register at www.wra.org. Click on the Continuing Education tab.

MLS INFORMATION:

***Hot Tip:** With daylight getting scarce, a light can sometimes come in handy when you are out on a showing. You may not know this, but your ActiveKEY has a couple of unique features that can help you:

***Flashlight:** To turn on the Flashlight function, turn on your ActiveKEY and press the flashlight button (between UP and DOWN arrows at top of keypad). The flashlight stays on as long as your key stays on.

***Backlight:** To activate the Backlight, turn on your ActiveKEY and press the Light Bulb button on the bottom right of the keypad. As long as the key is on the backlight will stay on also.

*If you routinely copy yourself on listing email notifications sent to your clients, and you type your email in each time, please read on. Under Preferences - Email, you will find an option to Auto-Fill BCC. If you check this box and Save, each time you send an email or set up a new listing auto-notification, your email will automatically be included as a bcc. For each individual email, you have the option to click the x to remove your email if you so choose. If your email address changes, Paragon will look at the bcc line in your auto-notifications and update your email address automatically. Paragon does not automatically update your email address if you have entered it in the To: or cc: line.

Tweak to our New Withheld by Seller Status – Monday, September 29

Our new status of *Withheld by Seller* is getting much use, and it appears to have helped to set better expectations regarding showing availability. We have one concern we have received, however, is that it is difficult to find the listings that will be available again for showings among those that have been permanently placed in withdrawn status. In order to correct this, we have made the following change to these very different situations into separate statuses:

WD – Withheld/Delayed - For listings that are newly listed but not yet ready to market. In addition, for listings that have been Active, marketing has been temporarily suspended, and will be Active again. A new date field is **required** for listings in WD to indicate the date showings will be allowed. If you do not have a proper date, please enter with your best guess. This date can be changed as often as needed. This new date field has been added to the **Agent Full** report. You will no longer need to make room within the remarks for the date showings will be allowed.

WTH - Withdrawn by Seller - For listings that were on the market, but have been removed from active because the seller no longer wishes to sell. **In this situation, the listing broker and seller have not terminated the listing contract.** You will no longer need to add anything to

the remarks since the status alone creates the needed alert. If the listing broker and seller terminates their contract before the actual expiration date, the listing should be placed in **Expired** status.

Since listings in WD and WTH are not available for showings, they are blocked from auto-emails from Paragon as well as all public internet sites. **Remember- If a listing is in WD or WTH, showings are not allowed for anyone....including the listing agent/office.**

The **MLS COMMITTEE** makes decisions about changes to Paragon, the keycard system, and MLS rules. If you would like to discuss an item you feel would make our MLS better or a reason for it to be changed, please feel free to contact a member of the MLS Committee. Your contact is Paul Schieldt at 608-741-1000. Paul is your representative on the MLS Committee for any MLS question/comments/suggestions. You may also call the Association office at 608-755-4841 and we will give your questions /comments/suggestions to Paul for you.

Thank you, Sue

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.

ARE YOU BORROWING OR USING AN ACTIVE KEY THAT IS NOT YOURS? If you are, this can be costly for each of you and the Broker! KEY HOLDER BEWARE!!!!

If each are key holders, 1st offense Reprimand for all, 2nd offense \$25 fine for each agent and broker and 3rd offense also \$25 fine for each.

If user is a Non-key holder, 1st offense \$100 fine for each agent and broker, 2nd offense \$500 for each agent and broker, 3rd offense \$1000 fine for each agent and broker.



Please contact Julie Raese to reserve your spot. Early Birds get to choose the best spots so Sign up early to get

yours. Let's do our best to fill all the spots available. Call Julie at; 756-4196. Locations available are:
Sentry on Court 10-4
Schnucks 10-12 and 12-2
Walgreens, Milton Ave 10-4
Walgreens, Kettering 10-4



Due to the recent tragic death of a real estate agent, Beverly Carter, Ark. I thought that I might remind you all of some safety tips.

To see more safety tips go to <http://realtormag.realtor.org>

1. Enact the CITO (come into the office) rule. Brokers should require salespersons to screen new clients at their office.
2. Encourage agents to trust their instincts. Trust your gut and leave. Forget the sale; safety is more important.
3. Set up a "buddy system." Travel in pairs or photo or text client's license plate to the agent on floor duty. Set up code words and phrases to speak or text when checking over the phone.
4. Safety Education, whether in-house or online or through local or state associations. Real Estate Safety should be a mandatory training for agents.
5. Make sure practitioners are safe online too. Online leads are a significant source of business. Search them on Google or do a background check.
6. Recommend safety apps and products. There are a lot of apps and security products available. Such as MyForce, GPS Tracker and The Dazzle Defender.
7. Insist on professionalism from clients and agents alike. Think about the words used by prospective clients. "If someone compliments your photo, for instance, something is wrong because this is a business relationship," use

professional head shots for your website and never use suggestive photos, full body shots or selfies as they are often too casual and can send the wrong message.

Source—realtormag.realtor.org

ROCK-GREEN REALTORS® ASSOCIATION INC., ANNUAL TOY DRIVE FOR ECHO



What a wonderful feeling you will have knowing that families in our communities will be able to wake up with a gift for their children under the tree that they might not have had without this program. ECHO is sponsoring "Santa's Toy Shop" this will be at St. John's Lutheran Church on December 19. We will be collecting new unwrapped toys and gifts for families in our community. Please have them here at the Association office no later than December 11. The Toy Distribution will be held on Friday, December 19 (Snow Day - Saturday, December 20) at St. John Lutheran Church, 302 N. Parker Dr. Preregistration is required from Monday, November 3 - Monday, December 15 at ECHO for participation in program. Participants need to bring in a photo ID, current utility bill, and proof of income for the entire household to sign up. Many volunteers are needed to make this distribution a success. If you would like to be a Santa's helper or help with setting up "Santa's Toy Shop," please call Fran at 754- 5333 to schedule a time.

Here is a list of some of the items that are needed.
CDs Shoes Skateboards Makeup Jewelry
Watches Books
Baby Toys Legos Puzzles Art Supplies Movie
Certificates Sports Equipment Movies (New releases) Small Electronic
Gadgets Perfumes Colognes Cars & Trucks
Learning Games Board Games
 Bedding - cool sheets Barbie's & Dolls
 Store Certificates

If you are like me, you probably have new gifts in that spare room or closet that you bought last year or items you or your children received that have not been used. Use this as an opportunity to clean out that room or closet and donate those items. They are also looking for wrapping paper, bows, tape and batteries. Trees and decorations. Tis the Season to help someone in need.



Hello I am Sue your MLS/Membership Administrator. If you have a MLS or Membership question please give me a call and I will try and help you work out your situation. If you have something MLS or Membership related that you would like to share with the membership please let me know and we will see what we can do to get your message out. If you have any other questions please don't hesitate to ask.

NEW MEMBERS:

Jennifer Hughes joined Shorewest Realtors

MEMBERS leaving the Association:

Carol Opie left Shorewest Realtors
Aubra Palermo

MEMBERS on the move:

NONE

NEW OFFICES:

First American Credit Union changed name to Advia Credit Union

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 2014

November 6, 2014 | 9 a.m.

We are currently working on the schedule for 2015



NOTICE!! Your 2015 Annual Membership Dues collection deadline is November 20. On that date we are having a Dues Deadline Collection Party, pay your dues in the office on this date and have a treat while you are here. Please make sure that your RPAC contributions are not on corporate (Inc or LLC) checks, send them in on a personal check. Thank you. Please also note that dues payments need to be here in the office by the due date so that we may make a timely payment to WRA by December 1 to avoid any late fees that may be assessed to the association. Thank you all for your renewals!

SAVE THESE DATES:

November 20, 2015—Annual Dues Collection Deadline

January 16, 2015—Annual Dinner Dance and Holiday Party

Recipe of the Month**APPLE CRISP****Ingredients:**

Sugar-1cup
Water-1/4 cup
Cinnamon 1/2 tsp
Flour 3/4 cup
Salt 1/4 tsp (optional)
Butter 6 T

**Directions:**

Peel and slice apples. Mix 1/2 cup sugar, water & cinnamon in an 8x8/2 inch glass pan. Add the sliced apples. (Mix) Combine 1/2 C sugar, with 3/4 C flour, salt & 6 T of butter. Mix to resemble pie crust, then sprinkle over the apples. Bake for 40 – 45 min. at 375°.

YAM CASSEROLE**Ingredients:**

3-4 cups fresh yams, cooked, drained & mashed
3/4 cup sugar
1/2 t cinnamon
1/2 t nutmeg
3/4 stick butter (soft/melted)
1 cup milk, scalded
3 eggs, beaten

Topping:

1/2 cup chopped nuts
1/2 cup brown sugar
1/2 stick butter, melted
1 cup crushed Cornflakes

Directions:

Mix all ingredients with an electric mixer, except potatoes. When well mixed, add to potatoes. Mix well. Bake at 325° in buttered 9x13" pan for 30 minutes or until top bubbles. Then spread the topping mixture over the top and bake for 10 more minutes

Abbreviations:**Weights and measurements:**

Macaroni-1 cup = 2 1/4 cup cooked

Buttermilk-1 cup 1 or 2 tablespoon vinegar with sweet milk to fill cup (let stand 5 minutes)

Eggs-2 large eggs = 3 small eggs

If you have a recipe you would like to share email: sue@rockgreenrealtors.org



1	Donna Klingaman
2	Loren Fellows
3	Sandra Unger
	Brandt Schauder
5	Paul Schieldt
	Russell Hansen
7	Julie Wilson
8	Andrew Weberpal
11	Gary Pergolski
	Tamara Elizewski
	Brett Frazier
13	Tammy Cherry
15	Connie Drew
16	Robert T Swenson
	Gene Englehardt
18	Rebecca Wehrwein
19	Gary Merk
22	Randy Borman
	Sandy Thew-Sonneson
24	Wade Williams
26	David Joos
27	Sally Astin
	Kris Dregne-Shear
	Barbara Palmby
28	Kaye Fulton
	Henry Londo
	Elaine Goodger
29	David Tilton
30	Jim Zanton
	Erik Skindingsrud
	Sue Cook

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

NOVEMBER 2014

- 6 New Member Orientation, Assoc. Office
- 12 MLS Advisory, 9 a.m.
- 19 Board of Directors, 8:30 a.m.
- 26-28 Office Closed for Thanksgiving



UPCOMING EVENTS

- Dec. 10, MLS Advisory Committee Meeting, 9 a.m.
- Dec. 19, Board of Directors, 8:30 a.m.
- Nov. 17, Annual Association Dues Due
- Dec. 24-25, Office Closed for Christmas
- Jan. 16, Annual Dinner Dance & Holiday Party



DECEMBER BIRTHDAYS

5	Kimberly Disch		Brady O'Leary
7	Nikki Wang	16	Konya Schuh
	Marci Barnes		Bonnie Collins
9	David Brown		Robert Kleinschmidt
11	Michael Sessler	19	Gaylynn Whitson
13	Aaron Dobbs	20	Kodi Nagel
14	Larry Niquet	29	Deb DeWitt
15	Janice Snippen	30	Kenneth Bach
	Marianne Walker		



Community Family Fun Fair 2015

Hello all, plans are underway for the next Family Fun Fair. This will be on April 9, 2015 at the Pontiac Conv. Center from 3-7p.m. If you are interested in having a booth this year please let us know and we will get you the paperwork. If you don't want a booth but would like to help sponsor this event, let us know that also. We are also asking for donations of auction items (live/silent) we don't turn anything down. Theme baskets, Misc. Items, gift cards or if you don't want to shop, we will do that for you. All proceeds from the auctions go to Project 16:49 to help homeless teens in our community. Call a committee member today to start us on our way. Thank you!