



The
Real Scene from
ROCK-GREEN REALTORS®
ASSOCIATION
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 James Zanton, Association President

What a wonderful year to be honored as President of the Rock-Green REALTORS® Association Inc. Real Estate sales and prices are up, our membership numbers are growing and our budget is the healthiest it has been in years. I wish the incoming President Neil Kerwin will have the same success.

I thank all the members who do even the smallest things to help the Association. Thank you to the Directors, Officers and Committee Chairs. The R-Pac event which raised over \$5,100 was proof of everyone working together for a good common cause and having fun at the same time.

Program Chair, Diana Stoehr had all excellent programs. Vicky and Sue do a great job running the Association and MLS. Thank you to the owners of the company I work for, Shorewest Realtors, and to all the agents at the Janesville office.

So many people do so many great things for our local association, thank you because it makes for the success that we have.



JIM

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EXECUTIVE COMMITTEE

President
Jim Zanton
754-2121 | jzanton@shorewest.com

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

Secretary/Treasurer
Jeff Zuelke
757-2862 | jeff@zteam1.com

LOCAL DIRECTORS

Colleen Nelson | 3-year term
758-9779 | nelsonc@firstweber.com

Jerry Morse | 2-year term
754-5300
jerrymorserealestate@yahoo.com

Blair Winn | 1-year term
756-4476 | blair.winn@winnra.com

Paula Carrier | 1-year term
884-8468 | paula53534@aol.com

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

Verna Saladino | 1-year term
755-5400 |
verna@thebriggsrealtygroup.com

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

Andy Dongarra | 1-year term
756-0300 ajd@ptitle.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

2



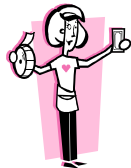
CONGRATULATIONS Sandra Unger, Sandra sent in her business card for the Convention drawing and was the winner of the Free Registration to the WRA Annual Convention. She will be joining us at the Kalahari for fun, entertainment, education and more. Congrats Sandra.



REGISTER NOW for the WRA Convention at the Kalahari Resort in the Dells. September 21-22. Don't forget to check out the 2-fer program, this could save you and a friend some cash. Check out wra.org/convention for more information. Full Convention \$109 or \$129 ATD this includes, Real estate CE (3 courses) Opening Session, Chairman's Reception and the Icebreaker Party. Check out the events also, Golf and a 5KRun/Walk and a 10K Run the 5K and 10K benefit the Wounded Warrior Project.



Register now, last chance, for the Installation Awards Ceremony. We will be having Cori Lamont, WRA Director of Regulatory Affairs performing the Installation of officers and directors. Come and help us congratulate the new officers and directors as they are installed as your 2014-2015 RGRA Officers and Board of Directors. This will be at the lovely Rotary Gardens whereas always the surroundings are breathtaking. Registration will be at 8:30 and breakfast will be at 9 a.m. Call the Association office! Breakfast sponsored by Blackhawk Bank.



As we are entering into the new year for Rock-Green Realtors® Association Inc. I would like to extend an invitation to all members to seek out a committee that could use some help this year. Some are quite fun. If we all just volunteered 3 hours each, every committee would be able to fulfill its duties and it would help out immensely. Join a committee today. If interested, the Fun Fair Committee meets on the first Tuesday of every month, starting with Oct. 7, 2014 here at the Association office at 8:30 a.m. We would appreciate the help.

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

2013-2014 ASSOCIATION COMMITTEE LIST

BUDGET/FINANCE

Jim Zanton, Chr.
Jerry Morse
Paula Carrier
Colleen Nelson
Blair Winn
Neil Kerwin

BYLAWS

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

COMMUNICATIONS

Nina Perona, Chr
Andrea Morse
Julie Raese
Verna Saladino

DINNER DANCE

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

EDUCATION

Lynne Forrester, Chr.
Dave Brown
Andrea Morse
Dee Sheldon
Penny Patterson
Candice Kildow

EQUAL OPPORTUNITY

Paula Carrier, Chr.
Margo Berke

GOLF OUTING

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

GOVERNMENT AFFAIRS/ RPAC

Jim Zanton, Chr.
Julie Raese
Matt Bonson
Heidi Krenz-Buchanan
Andrea Morse
Mary Gilbank-Peterson

HEALTH & SAFETY FAIR

Karen Williams, chr.
Pam Snow
Julie Budrow
Kim Nickols
Vicky Kreyer

MEMBERSHIP/PROGRAM

Wade Williams, Mmbrship Chair
Diana Stoehr, Program Chair
Julie Budrow
Bridget Rongner
Andrea Morse

MLS ADVISORY

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

NOMINATION

Jim Zanton, Chair
Jerry Morse
Paula Carrier
Colleen Nelson
Verna Saladino
Blair Winn
Neil Kerwin

PERSONNEL

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

PROFESSIONAL STANDARDS

Wade Williams Chr '13 (T-14)
Joan Waite Mediator '12 (T-13)
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)
Paul Schieldt '12 (T-14)
Krista Shortreed '14 (T-13)
Al Tilton '14 (T-13)

ROY/AWARDS LUNCHEON

Tammy Cherry, Chr
Paula Carrier
Dawn Enerson
Paul Meyers
Andrea Morse
Colleen Nelson
Julie Raese
Cindy Wright

RECRUITMENT

Paula Carrier, Chair
Andy Dongarra
Valerie Eagan
Jerry Morse

SPECIAL EVENTS

Paula Carrier, Chair
Tom Bradley
Andy Dongarra
Val Eagan
Miles Meidinger
Paul Meyers
Terry Morris
Verna Saladino

SUNSHINE

Maryann Warden, Chair
Mollie Podwell

YOUNG PRO'S TASK FORCE

Kyle Carrier, Chair
Mary Ellen Mackey
Paul Schieldt
Mariann Walker

ANNOUNCEMENTS

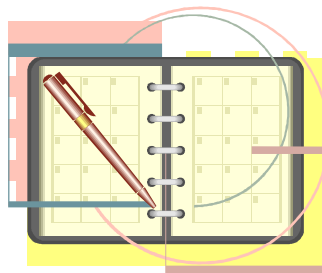
A word from your President-Elect, Neil Kerwin

As your upcoming President for the 2014-15 year, I would like to first say thank you for the opportunity to represent our Rock-Green REALTORS® Association as President. I look forward to serving our membership and to continue the growth of our local board.

I would encourage all of you to volunteer and help your association by serving on a local committee. I have contacted the chairpersons for the various committees and the response has been terrific however, they could always use more help.

Here is a reminder of a few upcoming events of importance to attend. September 12, Rock-Green Annual Golf Outing, September 21-22, the WRA Annual State Convention at the Kalahari Resort in the WI Dells and September 23, our Installation Awards Ceremony.

Once again I thank you for your vote of confidence in electing me your upcoming President. I look forward to working with you for the betterment of our board and profession. ---Neil



SAVE THE DATE

**FRIDAY,
NOVEMBER 21**

**RGRA ANNUAL
DINNER DANCE**

**BEST EVENTS,
KANDU INDUSTRIES** and Holiday Party

**SPECIAL MEMBERSHIP MEETING
PUT THIS DATE ON YOUR CALENDAR IT IS
ONE YOU DON'T WANT TO MISS!!!!!!**

Thursday, October 9th | 1 – 3 P.M.
Location TBD (depends on attendance)

Learn how to save \$2,500 to \$27,000 in new deductions!

“Proven Tax Strategies” for the Real Estate Professional

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

Sound Interesting? Check out the Registration form in this issue of “The Real Scene”.

MLS INFORMATION:

Q: I have a listing contract with a seller who has decided they do not want to sell their home now. What do I do with the listing in the MLS?

A: If your broker has released the seller from the contract, the status will be changed in the MLS to Expired. Use the date of the termination as the expiration date. If your broker has not released the seller from his/her contract, change the status of the listing to **Withheld by Seller** in the MLS and add **"Off Market per Sellers Request"** within the first line of the public remarks to indicate the listing will not be available for showings for the rest of the listing term.

Something New! A new link to validate map placement has been added after the Zip Code within the add/maintain listing process. This is an optional link that Paragon will show you where your place is on the listing map. From this window you can adjust the map location with an easy click and drag. You can also adjust the zoom level with the plus and minus sign. The zoom level will display on reports within Paragon.

MLS Requests:

Please remember to send all MLS Requests to the Association office within 48 hours of date sent. Please remember that if we do not receive the request within the 48 hour time allotted fines will be enforced. Call the Association office if you are out of town or ill, your request will be waived. The fines are still the same as before, \$2 a day for the first 5 days, \$10 a day up to \$110. The requests are randomly picked.

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

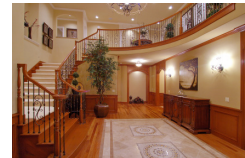
- 1) The ActiveKey battery is too low (The ActiveKey should be plugged into its power adapter at least every other night for charging)
- 2) The ActiveKey was out of cellular range for 24 hours or more
- 3) There could be a billing problem or a problem with status.

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.

**SPECIAL EVENT-Photography Class and Photo Shoot**

On Monday, October 6th – Tuesday, October 7th, we will be holding an exciting new event at our Rock-Green Realtors® Association Inc. office. This event will be hosted by **Image 1 Studios**, and in addition to their photo shoot, they will be teaching a class from their newly created **Agent Driven Learning™** series. This class will answer the question **"How Do I Take Great Pictures of Homes and Properties?"** As we all know, having quality photographs of our listings is critical. This 30 minute class begins at 9:30 a.m. sharp. **Image 1 Studios will donate \$5.00 per attendee to our RGRA.** All attendees will be registered for **door prizes** to be drawn at the end of the class and a drawing for a **New Apple iPad**, at the end of the month! Watch your emails for more information.

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

“Proven Tax Strategies” For the Real Estate Professional

October 9, 2014

Registration @ 12:45 | Program 1:00 – 3:00 P.M.

Location determined by number of registrations.



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, our 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!

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 October 6, 2014

Special Membership Meeting –Location TBD- October 9, 2014

NAME _____

NAME _____

NAME _____

NAME _____

NAME _____

NAME _____

NAME _____

NAME _____

NAME _____

NAME _____

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.

NEW MEMBERS:

Barbara Astin joined Shorewest Realtors

MEMBERS leaving the Association:

Roxanne Gonzalez left Shorewest Realtors
 Nina Robin Finucan left Shorewest Realtors
 Katy St Cyr left Shorewest Realtors

MEMBERS on the move:

Chris Collins left Inlanta and joined BMO Harris

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 2014

November 6, 2014 | 9 a.m.



NOTICE!! Your 2015 Annual Membership Dues collection has started. 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 to the association.

Thank you to those that utilized the pre-payment system. I hope this helps you at this time of year. If you have pre-paid make sure that it reflects that payment on your invoice and make the payment after that has been deducted. If you made a payment and it does not appear, please contact Sue at the Rock-Green office.

SAVE THESE DATES:

October 6 & 7, Photography Class and Photo Shoot

October 9, Special Membership Meeting, "Proven Tax Strategies" for the real estate professional.

November 21, RGRA Annual Dinner Dance

Recipe of the Month**Foundation Sweet Dough****Ingredients:**

1 cake compressed yeast (2oz)
 1 Tablespoon sugar
 1 Cup lukewarm water
 1 Cup milk
 6 Tablespoons shortening
 ½ Cup sugar
 1 Teaspoon salt
 7 or 8 Cups flour
 3 eggs (beaten)

Directions:

Dissolve yeast and 1 Tablespoon sugar in lukewarm water. Scald the milk, add shortening, sugar, and salt. Cool to lukewarm.

Add 2 Cups flour to make a batter. Add yeast and eggs, beat well. Add the remaining flour enough to make a soft dough. Knead lightly and place in a greased bowl, cover and put in a warm place, let double in size (about 50 Min).

Punch down and form into rolls, buns, biscuits, coffee cake or fried doughnuts. Let the dough rise until double before baking or frying. Bake at 350° for 10 to 15 min or until golden brown.

EQUVALENTS:

Butter 1 stick = 1/2 C
 Corn Starch 1T = 2T Flour
 Crackers (graham) 11 finely crumbled = 1C
 Crackers (saltines) 9 finely crumbled = 1C

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

SEPTEMBER BIRTHDAYS



1	Tamara Lund
	Judi J Falbisaner
2	Gloria Singer
	Tim Anderson
4	Sally Wellnitz
6	Erika Penny
7	Paula Carrier
	Shelly Tomlinson
9	Eric Schmaling
10	Melissa Selvog
	Gina Hartmann
17	Mary Gilbank-Peterson
18	Ronda Richter-Weber
	Diane Albright
	Lee Kessler
20	Paul Burkart
21	Lettie Mazur
	Ronald Mowry
23	Amber Buster
24	Candie Bonson
25	Sandra Minkey
	Diane Rosenstiel
27	Cindy Wright
28	J.R. Sheldon
	Rochelle Dix
29	Blair Winn
30	Robert Sarow

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

DATES TO REMEMBER

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SEPTEMBER 2014



- 10 MLS Advisory, 9 a.m.
- 12 RGRA Annual Golf Outing
- 17 Board of Directors, 8:30 a.m.
- 21-22 WRA Convention, Kalahari, Wisc. Dells
- 23 Installation Awards Ceremony

UPCOMING EVENTS

- Oct. 6-7 Photography Class and Photo Shoot, Assn office
- Oct. 8, MLS Advisory Committee Meeting, 9 a.m.
- Oct. 9, Special Membership Meeting, Location TBD
- Oct. 15, Board of Directors, 8:30 a.m.
- Nov. 06, New Member Orientation, Assoc. Office

OCTOBER BIRTHDAYS

3	Andy Phillips	20	Marryann Warden
10	Nola Hathorn	22	Jim Fleischmann
	Lori Copus	23	Karla Hale
12	Kerri Walker	25	Kevin Kerwin
14	Nancy Kimball	26	Anda O'Connell
	Krista Shortreed		Joe Fallin
	Ellen Phillips	27	Mary Alonso
15	Bryan Holder	29	David Mansur
	Valerie Eagen	31	Julie Gaddini
18	Thomas Kerl		

Do you have some books lying around and don't know what to do with them? Well, lucky day for you, you can donate them to ECHO's Little Free Library. They are looking for books for their shelves which are looking quite bare. Adults, kids any books. You can bring them to the Association Office or take them directly to the ECHO office. Thank You!

