

July

2018

Sheboygan County Board of REALTORS®

God Bless America



Individual Highlights:

Birthdays
Affiliates
WRA info

Special Interest

Articles:

Members on the Move
Calendar of Events
Announcements
Reminders

President's Message



BOARD OF DIRECTORS

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(Affiliate director)

Connie Conrad

(Past President)

EXECUTIVE OFFICER

Jackie Kaiser

THE GOLDEN RULE

According to Wikipedia, The Golden Rule is the principle of treating others as one would wish to be treated. Imagine what the world would be like if everyone always practiced the Golden Rule...

We all have room for improvement with the way we act and treat others, especially the way we treat other Realtors. I receive a fair amount of feedback each week about the way Realtors treat each other. I'd like to share some of the most common things I hear and ask you to consider if this is an area where you could practice the Golden Rule

***List the buyer's name when you schedule a showing.** The seller has the right to know who is in their home and the listing agent might need it for their list of protected buyers if the listing expires. This might even help you prove procuring cause; stating your buyer's name is "Buyer A" doesn't prove anything to a Grievance Committee.

***Provide feedback in a timely manner.** Life gets busy for all of us, try not to forget about the sellers. Our feedback gives sellers a sense of closure on the showing so they aren't left in limbo.

***Acknowledge the receipt of text messages and emails.** A simple "got it" or "thanks" lets the agent know you received the offer they just submitted.

***Return phone calls,** especially if you are the person setting up showings and not using ShowingTime.

***Don't miss contract deadlines.** This could potentially be an ethical, statutory and judiciary issue.

As July begins, it's time to make a mid-year resolution. Implementing the Golden Rule in all aspects of your life might be a good start to a better tomorrow.

Renee

Members on the Move and New Members

Taylor Schroeder has joined Pleasant View Realty.

Robert Mayer is no longer with Krier Realty.

Paula Wenger has joined Village Realty & Development.

Calendar of Events

July 2-6	Board Office Closed – Jackie Vacation
July 4	Independence Day
July 11	General Membership Meeting 4:00 pm
July 18	MLS Committee Meeting
	Board of Director Meeting 11:00
July 24	Voting at Board Office 9:00-3:00
July 25	CE C 8:00 registration 8:30 Class (St Peter Lutheran Church)

METRO NEWS

Be sure to keep up to date with the Flex system:
(Do we have you right email? You should receive the updates and tips each month)

For flexMLS Quick Tips

<http://www.metromls.com/node/18>

For MLS Support

support@metromls.com

For FYI issues:

<http://www.metromls.com/node/283>

For training class schedule

<http://mlswis.com/calendar>



GENERAL MEMBERSHIP MEETING

Please join us for cocktails, appetizers and games!

This night is all about having fun with your colleagues, forget your cell phones and let's have a good time!



Where? Board Office
639 Walton Dr
Back Patio

When? Wednesday, July 11, 2018
4:00-7:30

RSVP
Call Jackie at 892-7908
jackie@RealtorsBoard.com

SAVE THE DATE

July 11, 2018 General Membership Meeting

July 25, 2018 CE C

September 17-18, 2018 WRA Convention, Kalahari Resort,
Wisconsin Dells

October 1-2, 2018 CRS: Effective Buyer Sales Strategies ***

*** Register at WRA, class held at the Board Office

New RECR & VLDR Forms Effective July 1, 2018

New Real Estate Condition Reports (RECR) and Vacant Land Disclosure Reports (VLDR) will need to be used in transactions effective July 1, 2018. The new versions of the RECR and VLDR must be used when condition reports are first furnished to buyers on or after July 1, 2018. For any reports already given out to buyers before July 1, there is no need to go back and amend the report or provide a new form.

The key is not the date of the listing; it is the date the condition report is furnished to the buyer. For some listings, there may be a need to have the old version until July 1 and the new version of the condition report July 1 and after to comply with the effective date of the legislation creating the new report content.

The new forms will be available from the WRA on zipForm and in hard copy the week of June 18.

The new versions of the RECR and VLDR are user-friendly, asking the seller to answer questions rather than responding to statements. Answers are given using check boxes rather than lines. The questions are organized and grouped together in categories with a separate section of blank lines at the end of each group of questions for the seller to use in explaining “yes” answers. Many of the questions provide examples, and some include definitions of the terms used.

The reports now include a statement that says, “Real estate licensees may not provide advice or opinions concerning whether or not an item is a defect for the purposes of this report or concerning the legal rights or obligations of parties to a transaction.” This should help when licensees need to explain they are not permitted to answer a seller’s questions about whether an item is or is not a defect.

The June 2018 Wisconsin Real Estate Magazine at www.wra.org/WREM/June2018 has a few articles addressing the RECR and VLDR, available on line today:

- ◆ RECR article: www.wra.org/WREM/June18/RECR
- ◆ VLDR article: www.wra.org/WREM/June18/VLDR
- ◆ Hotline article (covers RECR): www.wra.org/WREM/June18/Hotline

REAL ESTATE CONTINUING EDUCATION

CE C – Financing

DATE: Wednesday, July 25, 2018

TIME: Registration 8:00 a.m. (8:30-11:30 Class) - 11:30 a.m. test

*******LOCATION*******

St Peter Lutheran Church Fellowship Hall
2104 Geele Ave. Sheboygan, WI corner of 21st and Geele Ave.

<u>REGISTRATION FEES</u>	<u>BEFORE 7/20/16</u>	<u>AFTER 7/20/16</u>	<u>ATD</u>
SCBR Realtor Member	\$20.00	\$25.00	\$30.00
Nonmembers of SCBR	\$45.00	\$50.00	\$55.00

This course fulfills a portion of your Real Estate License continuing Education requirement for 2017-2018.

New licensees: There will **no longer be an exemption** for newly licensed people from the continuing education requirement during the biennium they first receive their license.

There will be a closed book exam after the course. You must receive a 70% score or better.

You will receive your certification of completion within two weeks after the date of the course and it is your responsibility to retain these certificates in case of Department of Regulation and Licensing audits.

INSTRUCTOR: Rob Sayas

***IN ACCORDANCE WITH REGULATION & LICENSE - THERE WILL BE NO LATE ADMITTANCE**

POSITIVELY NO PHONE OR EMAIL REGISTRATIONS

*****REGISTRATION DEADLINE BY July 20, 2018 for reduced price*****

REGISTRATION

Mail Fees & Registration to:

Sheboygan County Board of REALTORS®

639 Walton Drive, Plymouth, WI 53073

NAME _____

WRA# _____ **AMOUNT \$** _____

COMPANY
NAME _____ **PHONE** _____



Happy Birthday to you



July 01 Connie Miller
 July 07 Gary Kramer
 July 10 Danielle Bradford
 July 11 Janet Miller
 July 12 Catherine Schnur
 July 17 Janice Kirsch
 July 28 Heather Kiehl, Thomas Leibham
 July 31 Virginia Vallejo

IMPORTANT NUMBERS

Board Office.....892-7908
 Board Fax.....892-2182
 Email.....Jackie@RealtorsBoard.com
 Website.....realtorsboard.com
 Facebook.....[click here](#)
 WRA (www.wra.org).....(608) 241-2047
 Members only.....(800) 279-1972
 Legal Hotline.....(608) 242-2296
 Members only.....(800) 799-4468
 WRA Tech Helpline.....(866) 610-7997
 MetroMLS.....(414) 779-5400
 Members only.....(800) 229-9211

Here are the phone numbers to contact your board of directors
 when you have questions or concerns:

Renee Suscha 920-912-0459; Lisa Darr 920-912-2150
 Bridgett Neu 262-224-7553; Linda Serrano (NMLS#441416) 920-694-3908
 Sue Toerpe 920-254-7766; Candace Geiger 920-254-3478; Leah Wagaman-Colon 920-698-0661
 Deena Bergstrom (920) 254-4146; Nate Nennig 920-627-0740; Kathy Nonhof 920-254-4784;
 Derrick Hermann (NMLS#802725) 920-528-8385; Connie Conrad 920-918-0698



639 Walton Drive
 Plymouth, WI 53073
www.RealtorsBoard.com

Phone: (920) 892-7908 Fax: (920) 892-2182
 Email: Jackie@RealtorsBoard.com
realtorsboard@yahoo.com (MLS email only)

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