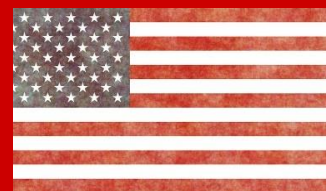




# The ORATOR

*ORA: The Voice of Real Estate™  
in Ozaukee County*



**The ORA Office will be closed the week of July 25-29 while Tina is on vacation.**

**If you need to make a store purchase during the week above, please call Kristin Burkart at 262-745-5934 to schedule a mutually agreed upon time to pick up your items.**

## IN THIS ISSUE

- Welcome New Members
- Moving Date Info
- July Birthdays
- National Mid-Year Recap
- Upcoming Events Page
- Moving Tips
- WRA Convention Info
- Forms Update
- Volunteer Opportunity

*A Message from the President  
Mike Didier*



## Re: Project Upstream

Change is inevitable in all industries, and the real estate industry and REALTOR® associations are no exceptions. For many, change is difficult until they realize the pain of staying the same is greater than the pain of adapting. In my 11 years in the industry, I have seen the introduction of the electronic signature, Mobile MLS, the Offer to Purchase increasing from 5 pages to 9, and the launch of NAR's Realtors Property Resource, RPR. Another non-technological change has been the fluctuation in WRA membership from 18,632 members in 2006 to 12,959 four years later in 2010. (2015 membership is up to 14,297). Some of our senior members can recollect the days before MLS, internet, cell phones, and even computers were widely used.

Another change is in the works for the REALTOR® industry that not too long ago was simply an idea. This idea is now known as Upstream. Upstream is a NAR initiative intended to streamline data for Realtor member use and involves tools that will radically change our industry's data delivery system, streamlining and enhancing it significantly. Currently, our listing data is like the Wild West, composed of data that is inaccurate, placed in unauthorized locations, and difficult to retrieve in a wide range of formats across multiple platforms. Simply put, Upstream will be a single entry point with standardized data fields that will give brokers and agents greater control over data and its distribution. Upstream is not another MLS and is not intended to be. We want MLS to continue facilitating what it does so well — cooperation and compliance.

The Upstream funding is in place, and the system has been rolled out in test markets to evaluate its handling of data input and editing. Watch for updates in your Realtor magazine and communications from NAR on this big change to the Realtor® industry that should change both the Realtor and consumer experience for the better.

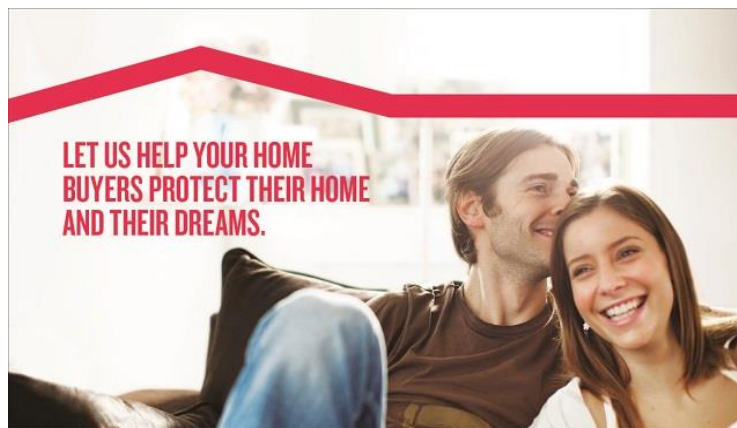


## WELCOME NEW MEMBERS

**Stratos Amini, Shorewest Mequon**

**Marianna Blok, Shorewest Mequon**

**Tim Neeck, North Shore Homes**



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BUYERS PROTECT THEIR HOME  
AND THEIR DREAMS.**

Your clients chose the best to help them land their dream home. Recommend the best to help them protect it. American Family Insurance and our local agents offer protection and service at highly competitive rates. We'll cover your clients' homes quickly and offer a variety of discounts for protecting the rest of the things that make up their dreams, including auto, life, business and more.

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## ORA IS MOVING TUESDAY, AUGUST 9<sup>TH</sup>

a **BIG** thank you to ORA Treasurer and Affiliate

Member Nick Meier, Owner of Mr. Mover, for moving the ORA office free of charge!

As previously noted, the ORA office will be moving to a new office. The date has been set and is scheduled for Tuesday, August 9<sup>th</sup>. There will be no office or store hours that day as everything gets moved.

In addition, as the saying goes, “Many hands make for light work!” **Those willing to lend an hour or two to help in the week leading up to the move or the day of to unpack and get the new office set up, your help would be greatly appreciated.** Please let Tina know if interested in helping: 262-375-4730 or email at [ozra@att.net](mailto:ozra@att.net).

Our new office will be located at Cedarburg Square near the Farmstead. Our new address will be W62N248 Washington Ave. Suite 203B in Cedarburg.

### VOLUNTEER TO HELP

Members are asked to come help for even 15, 30 or 45 minutes to pack up for the move the week and day before and to unpack the day of the move on August 9<sup>th</sup>.

If you have a few extra minutes between appointments anytime between now and then, stop by the office and offer a lending hand! Together we can get it done more easily and allows Tina to do the job she still needs to do. 😊



### REALTORS! LENDERS!

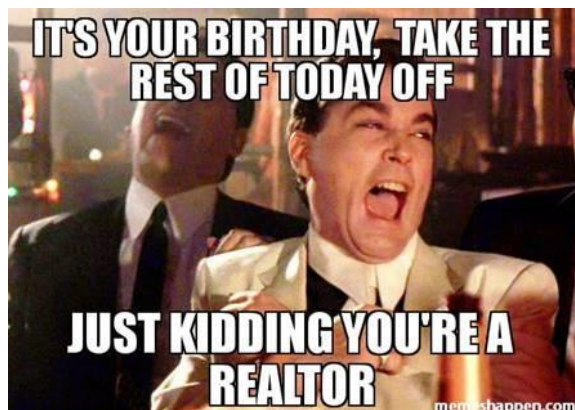
**Your referrals are worth \$20. NO limit!**



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Nelson Agency, Inc.

Matt Nelson, President  
[mattn@ameradv.com](mailto:mattn@ameradv.com) or 262.284.4211



*This next dues cycle, please strongly consider including the \$35 for RPAC in your payment...it's an investment in your business and in the protection of home ownership rights.*

## National Mid-Year Meeting Recap

*A conversation with ORA member and Federal Political Coordinator for Glenn Grothman, Tom Didier.*

ORA member and Federal Political Coordinator, Tom Didier, recently attended the NAR Mid-Year Meeting in Washington D.C. and spent a few minutes talking with ORA AE, Tina Dorward, to discuss the work being done on REALTORS' behalf.

**Tina:** Tom, what were the main legislative issues being addressed this year?

**Tom:** We had 4 issues: H.R. 3700 Open access to Condominiums, H.R. 2901 Providing Private Flood Insurance Options, Encouraging Congress and their staff how important the real estate tax provisions are to the housing market and US economy, and encouraging Congress to not raise the cost of home ownership.

**Tina:** What was your role there as FPC for Glenn Grothmann?

**Tom:** I presented at one meeting to those who are in Glenn's district, which were 18 of us there, and educated them on the issues above, Glenn's position on the issues and as a group we all reinforced our support for the issues that are important to NAR, WRA and other state associations. In addition, I attended several sessions to thank Congress for their hard work and support when it comes to our business and to home ownership rights.

**Tina:** With your position, you see the work that goes on behind the scenes at the National and State Associations as well as the Local Associations. With that in mind, what would you say to someone who doesn't contribute to the Realtors® Political Action Committee (RPAC) that is an optional \$35 item on our annual dues?

**Tom:** If you care about the success of your industry, you HAVE to contribute! We are the LARGEST professional trade association in the country. Stop and think about that for a second; that's pretty amazing. RPAC provides the resources and influence that we need to protect our industry. At the end of the day, we do everything we can to promote and protect home ownership, and there is a cost to that.

Brian Lichtenstein	July 1
Brian Butcher	July 2
Judy Usnick	July 4
Carol Boulter	July 6
Dick Arnold	July 7
Wally Lange	July 7
Craig Wirth	July 9
Peter Knezic	July 10
Robert Brooks	July 13
Judy Remington	July 14
Inna Gokhman	July 15
Austin Cole	July 17
Kate Gruning	July 20
Rae Rickert	July 20
Scott Campbell	July 21
Matt Nelson	July 21
Jacqueline Stanley	July 21
Josh Pierringer	July 22
Greg Jacque	July 23
Gerry Grosenick	July 29

# IMPORTANT UPCOMING EVENTS: MARK YOUR CALENDARS NOW!!



**Thursday, August 4<sup>th</sup> 5:30-8:30pm**

**Thirsty Thursday at Cedarburg Art Museum Beer Garden!**

**BMO Harris will sponsor some free appetizers.  
No need to sign up, just show up!**



2015 Installation of New Directors

**Thursday, September 15**

**Installation Dinner & Ceremony  
Galioto's 21, Cedarburg**

**Member Dinner and Installation of New President, Carolyn Stangl, and New Directors Michelle Pries, Ambur Vance and Matt Zipter. Mike Theo, WRA CEO, will preside over the Installations.**



**Thursday, September 22**

**Joint ORA/Kettle Moraine Golf Outing,  
Scenic View Golf Course, Slinger**

**More info to come soon but there will be  
9 hole and 18 hole options!**



# Moving Tips...

*submitted by Nick Meier, Mr. Mover*



For anyone who has ever opened up the yellow pages, there are many moving companies to choose from when planning a move. The best resources for finding a reputable mover are the American Moving and Storage Association, the Wisconsin Movers Association, and the Better Business Bureau.

Like any other service, nothing beats a word of mouth referral. Your client should not look for a mover by going to the internet. This is where you'll find mover brokers (mover brokers are movers that don't own any trucks), which are infamous as rogue movers. All clients should verify that the chosen mover has liability insurance, workman's compensation insurance, bonding, and includes full replacement value insurance on all belongings.

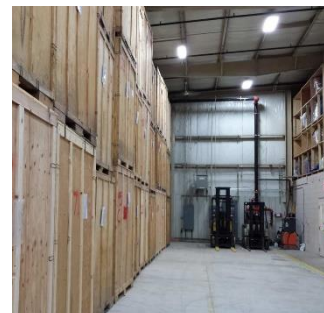


Movers can offer many services to your clients. They can perform "in-home" moves, which include rearranging or reorganizing furniture to prepare a home for sale. Also, movers can help during floor refinishing/recovering operations, by moving all of the furniture out of the area, then returning them to their respective place. Movers can also help your clients pack, as little or as much as your clients would like. Some people feel more comfortable having movers pack their fragile items, which would be covered by insurance.

Storage is another avenue often included in the moving process. The type of storage needed should be based on the length of the storage period and the value of the items being stored.

There are different levels of storage:

- 1) **Warehouse Storage** - many moving companies who offer storage, also insure all items at their warehouse, which are normally climate controlled. (Like Mr.Mover!)
- 2) **Self Storage** -items are stored in a garage-like space and can be loaded by a moving company or a client. These units are available with or without climate control.
- 3) **Portable storage** -i.e. UNITS, PODS, mobile-mini, etc. These portable storage containers can be delivered to a client's property and either loaded by them or by a moving company. The units can then be moved to a new location, or stored in the company's climate controlled warehouse. A concern with these units is that the client needs to supply their own moving blankets to protect their items, and is responsible for damage from improper loading. When calling for pricing on these units, a client should ask about all the charges for pick-up/delivery and/or surcharges.



A common question asked, is whether or not you should tip your mover. It is up to the individual client, but in the past, we have found that the majority of our clients do tip, based on their level of satisfaction.

*Hopefully these tips will help your clients make their moves as smooth as possible! Of course, at Mr. Mover we are happy to help your clients with any of their moving or storage needs. Feel free to have them give us a call at 262-376-9800 or visit our website at [www.mrmover.com](http://www.mrmover.com).*

# It's Time to Register for the WRA Annual Convention & Book Your Room Now to Secure Your Stay!



## WISCONSIN REALTORS® ANNUAL CONVENTION

# September 13-14, 2016

### KALAHARI RESORT AND CONVENTION CENTER | WISCONSIN DELLS

**REGISTRANT ONE INFORMATION:** ☐ Check here if you are an association executive

Name \_\_\_\_\_ Firm name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone (W) ( ) \_\_\_\_\_ (H) ( ) \_\_\_\_\_

Email address \_\_\_\_\_ WRA member # \_\_\_\_\_

**\*TWO-FER CONVENTION SPECIAL:** Register one WRA member for one full convention pass at regular price and register a second WRA member at a special introductory price. Your second guest must be a member of the WRA who has NEVER attended the annual convention or has NOT attended in the past five years. Limit one discounted registration per order. Register using this form or by visiting [www.wra.org/Convention](http://www.wra.org/Convention). You will receive a promotion code with your registration confirmation. This promotion code is for the 2nd WRA member to use when registering to receive discounted pricing.

**TWO-FER: 2nd WRA MEMBER INFORMATION:**

Name \_\_\_\_\_ Firm name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone (W) ( ) \_\_\_\_\_ (H) ( ) \_\_\_\_\_

Email address \_\_\_\_\_ WRA member # \_\_\_\_\_

WRA Member and/or WRA Affiliate	Through 8/12	After 8/12	ATD
<input type="checkbox"/> 1-day Pass (Tue., Wed.) circle one	\$105	\$125	\$145
<input type="checkbox"/> Full Convention Pass	\$125	\$145	\$165
<input type="checkbox"/> <b>TWO-FER: 2nd WRA Member*</b>	\$62	\$72	\$82
<input type="checkbox"/> Unlicensed guest	\$50	\$50	\$50
Name of unlicensed guest: _____			

Nonmember	Through 8/12	After 8/12	ATD
<input type="checkbox"/> 1-day Pass (Tue., Wed.) circle one	\$145	\$165	\$185
<input type="checkbox"/> Full Convention Pass	\$165	\$185	\$205

**Real Estate Continuing Education**

☐ Elective B: Risk Reduction for Wisconsin Salespeople and Brokers | 1:00 p.m. – 4:30 p.m. | Sept. 13

☐ Course 3: Wisconsin New Developments | 8:30 a.m. – 12:00 p.m. | Sept. 14

☐ Course 4: Ethics and Fair Housing in Wisconsin | 1:00 p.m. – 4:30 p.m. | Sept. 14

Appraisal Course — 9/14/2016	Through 8/12	After 8/12	ATD	Two-Fer Pricing
<b>WRA Appraisal Section Member</b>				
<input type="checkbox"/> Class only	\$130	\$150	\$170	
<input type="checkbox"/> Class w/ convention	\$140	\$160	\$180	<input type="checkbox"/> 2nd WRA Member*: \$74
<b>WRA REALTOR Member</b>				
<input type="checkbox"/> Class only	\$140	\$160	\$180	
<input type="checkbox"/> Class w/ convention	\$150	\$170	\$190	<input type="checkbox"/> 2nd WRA Member*: \$84
<b>Appraisal Nonmember</b>				
<input type="checkbox"/> Class only	\$150	\$170	\$190	
<input type="checkbox"/> Class w/ convention	\$160	\$180	\$200	

**Payment**

**SEPTEMBER 13-14, 2016**  
Kalahari Resort | Wisconsin Dells, WI  
[WWW.WRA.ORG/CONVENTION](http://WWW.WRA.ORG/CONVENTION)

**Hotel information:**

Kalahari Resort and Convention Center  
1305 Kalahari Dr. | Wisconsin Dells, WI 53695  
Phone: 877-253-5466 or 608-254-5466

**Room Rates**  
Standard: \$109 | Jacuzzi suite: \$149 | Royal African suite: \$179  
**Reserve your room by: August 13, 2016**

To see a complete list of overflow hotels, visit  
[www.wra.org/ConventionHotel](http://www.wra.org/ConventionHotel)

**Included in Registration Fee:**

- Real estate CE** | Three courses included in full convention pass. Must register in advance. First come, first served.
- Opening Session** | Sept. 13 | 10:00 a.m.
- Chairman's Reception** | Sept. 13 | 5:00 p.m. – 6:00 p.m.
- Icebreaker Party** | Sept. 13 | 8:30 p.m. – 1:00 a.m.

**Event Fees – Per Person:**

**Golf (9/12)** ..... \$105  
Trappers Turn Golf Club  
☐ Member One ☐ Member Two

**CRS/CRB Luncheon (9/14)** ..... \$22  
☐ Member One ☐ Member Two

☐ Special services: Check here if you require special needs to attend. Attach written description of needs.

**CANCELLATION POLICY:** The WRA reserves the right to cancel courses if not filled. Cancellations must be made in writing prior to September 13, 2016, and will be refunded, minus a \$25 administration fee. Registrations cannot be transferred from person to person.

**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 by fax:**  
608-241-5168

**Total amount \$** \_\_\_\_\_

☐ Enclosed is my check made payable to the WRA

☐ Charge my VISA / MasterCard (circle one)

Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_



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## Updated WB-1, WB-42 and Agency Disclosure Forms Coming July 1

The WB-1 Residential Listing Contract and the WB-42 Amendment to Listing Contract have been updated by the Real Estate Examining Board of the Department of Safety and Professional Services. The updated WB-1 and updated WB-42 have mandatory use dates of July 1, 2016. However, these forms are unusual because they have no optional use date. To learn more about these new requirements, please go to [www.wra.org](http://www.wra.org).



## Volunteer Opportunities

Habitat for Humanity will be working on the Grafton Home every Wednesday and Saturday from 9-3 through the summer. If you have time to donate, they would greatly appreciate it. Please volunteer on behalf of ORA and wear our t-shirt loud and proud! To pick up a t-shirt to wear, contact Tina at [ozra@t.net](mailto:ozra@t.net) or call 262-375-4730.

The **ORATOR** is the Official Newsletter of the Ozaukee REALTORS® Association  
W63N545 Hanover Ave. Cedarburg, WI 53012  
262-375-4730 [www.ozaukeera.com](http://www.ozaukeera.com)

Office Hours: Mon-Thurs 9-3, Fri. 9-Noon

REALTOR® is a registered collective membership mark which identifies real estate professionals who are members of the NATIONAL ASSOCIATION OF REALTORS and subscribe to its strict Code of Ethics.

### 2015/2016 Board of Directors

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