



The ORATOR

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



The ORA office
will be closed
Friday, May 5th while
Tina attends the WRA
Board of Directors
meeting in Madison

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ORA REALTORS®

Young Professionals Network (YPN)

Kick-Off Event Thursday, May 18

5:30-7:00pm Milwaukee Ale House, Grafton

The REALTORS® Young Professionals Network (YPN) is a dynamic entry point for those of you striving to become more successful in your career by being both mentor and student. Our goal is to help build a new, diverse generation of leaders, strengthening your affinity for the REALTOR® brand and Ozaukee REALTORS® Association early in your career, and helping all to have a greater perspective on generational shifts.

YPNs' growth has been driven by REALTORS®. YPN has evolved from a magazine offshoot to a determined, passionate, savvy group of members who use social media effectively and transparently and who are committed to strengthening the REALTOR® brand.

Join our YPN Chairs, ORA president, Carolyn Stangl (Coldwell Banker) and ORA Director, Ambur Vance (Shorewest), for an informal first gathering to discuss:

- Is there enough interest in having this group?
- What format should this group take: professional development, technology sharing and support, volunteering/charity, social or some of all of the above?
- How often does this group want to meet?
- Do we want to join up with area YPN groups, REALTORS or otherwise, in the future?

Because there are several area non-REALTOR® YPNs whose focus is more general business networking, this group is for our Realtor Members only but potential future Affiliate sponsorship will be available where an Affiliate will be invited to sponsor food and/or beverages and have a short presentation before the event begins. If you have an interest in being an Affiliate sponsor for a future YPN event, please email Tina at

ozra@att.net

*Thank you to Nick Meier, Mr. Mover,
for sponsoring our kick-off event!*

Welcome

**Laurel Dolan, Laurel L Dolan Realty,
Grafton**

AJ Gall, Terrace Realty, Cedarburg

Katie Hart, Redfin, Inc.

Randy Lee, Redfin, Inc.

**Phil Stepanski, Realty Executives
Choice, Port Washington**



President's Column

by Carolyn Stangl

Coldwell Banker

2016-17 ORA President

Happy May!!! Hope you are having a successful and rewarding spring market!

It is definitely a busy time out there... if only we could get some more inventory! Do I sound like a broken record? How long until that saying doesn't make sense to anyone anymore? 😊

Busy markets oftentimes distract us from how we normally conduct business. We are eager to snap up every piece of potential business while the market is "hot" - but sometimes that means we let our guards down, we don't perform our due diligence on potential customers and take the necessary safety precautions. It was brought to our attention that last week an agent here in the Midwest was brutally attacked while working in a vacant home. Please, please, please take all the precautions necessary when you are working. Verify identities, make people meet you at your office, bring a buddy along and always be aware of your surroundings! Your safety is of the utmost importance to us!! NAR has many resources available to you for tips on realtor safety - as does Tina in our own office.

Hopefully you are planning on coming to our Thirsty Thursday this week at Smitty's On the Edge in Mequon (just south of Cedarburg!). It's always a fun time to network and blow off some steam with our agent and affiliate friends. No one outside of our industry knows it better than us. So come swap an "OMG I can't believe it" stories with some people who get it! We will be voting on our Board of Directors positions - so yet another good reason to join us!

We had the pleasure of welcoming NINE new REALTORS® last week at our new member orientation. It's wonderful to see these new faces in our organization. Please welcome our new members - and take the opportunity to chat with them at an upcoming meeting. We all remember what it's like to be new to real estate. It's a little daunting!

And speaking of chatting with realtors - don't forget that we are launching a YPN (young professionals network) for the ORA! So mark your calendar for May 18th at the Ale House in Grafton. We are excited to offer another opportunity for realtor enrichment! Please feel free to ask me, Tina or Ambur for more information.

General Meeting Thirsty Thursday

This Thursday, May 4

4:30-7:30pm

Smitty's on the Edge, Mequon

**Come cast your vote for our
incoming directors and
confirmation of Troy Bretl as
2017-2018 ORA President**

**Enjoy some free appetizers
compliments of Partnership Bank
and Diamond Residential
Mortgage Corp.**

May Birthdays

Jennifer Jansen	May 2
John Paly	May 5
Peggy Anderson	May 8
Tom Didier	May 9
Jacob Lishanski	May 11
Linda Grimm-Sturm	May 12
Sarah Follett	May 14
John Tillman	May 14
Randy Lee	May 15
Chris Chmiel	May 17
Randy Platz	May 17
Sharon Stillman	May 17
Matt Sisson	May 19
Thor Christensen	May 22
Dee Dee Ewert	May 22
Galina Rubins	May 22
Steve Schaefer	May 22
KC Didier Moore	May 23
Jean Wills	May 26
Gretchen Peck	May 27
Julie Alberts-Giradot	May 30
Kirsten Robertson	May 30
Rebecca Heberer	May 31
Brian Ruelle	May 31

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REDUCE THE STRESS OF MOVING FOR YOUR CLIENTS

by Nick Meier, Affiliate Member



Summer will be here before we know it and the busy spring market season has already begun! As you help your clients and customers prepare, please suggest they book their mover AS SOON AS they have an accepted offer, and for them to get quotes before marketing their home. Moving is a stressful time and they often have their hands and heads overflowing with a growing list of what to do and who to call!!

If you have the occasion, please kindly remind them to call Mr. Mover as soon as they have an accepted offer (or before); we can get them their guaranteed price and schedule their moving date right away. Every late spring/summer we have had to turn away many clients who didn't schedule far enough ahead of time, and we had already booked up on their desired/needed moving dates and we hate when that happens, so encouraging them to plan ahead can make all the difference.

With tighter timelines, sometimes clients may need assistance with the packing required to prepare their home and belongings for their move. Mr. Mover can help with any of these needs, and assist in packing a few boxes, or a whole home!

Another common occurrence these days is the client who needs to move but doesn't have a new home or residence to move to. We can assist in any of these situations, and can help with as much or as little as the client requires. We offer: Short-term Storage, Climate Controlled Storage for any duration of time and Loading/Unloading Service of PODS/UNITS, rental trucks, etc.

We can adapt to any/every moving/storage situation that can come up, and hope you and your clients will call on us to help them make their move "The Smartest Move You'll Ever Make!" Mr. Mover Inc. 262-376-9800

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**Voting is available from 9-3
on May 4 at the ORA office
if you can't make it to
Thirsty Thursday**

**REALTOR Director: Mark Brunner,
Berkshire Hathaway HomeServices-
Metro Realty**

**Affiliate Director: Linda Chesak,
Commerce State Bank**



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NEW WRA BENEFIT

Your WRA membership now includes free access to a toll-free technical support team to assist you with technical issues related to PC and Mac-based systems, smartphones and more. Access the service from anywhere, simply provide your WRA member identification number. Our new Tech Helpline benefit will help you keep your office running smoothly! One to two calls into the Tech Helpline could pay for membership in itself versus hiring a local technician.

Toll-Free Tech Helpline 866-610-7997

Email: support@techhelpline.com

Chat: chat.techhelpline.com

Service Hours

Monday-Friday 8:00 a.m. - 7:00 p.m. (Central Time)

Saturday 8:00 a.m. - 4:00 p.m. (Central Time)

**The WRA Tech Helpline hours are subject to change without notice.*

- Instruction for installing and configuring new hardware and software.
- Diagnosis and repair of computer hardware and software issues.
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10 CLEVER USES FOR HYDROGEN PEROXIDE

reprinted from HouseLogic

When it's time to clean, have your trusty green cleaners at the ready — baking soda, vinegar — plus another ultra-cheap gem: hydrogen peroxide. You can use it anywhere, and can't beat the price: A 16-oz. bottle only costs a buck or so.

Here are 10 ways you can use that ubiquitous brown bottle of 3% hydrogen peroxide to your home's advantage:

IN YOUR KITCHEN

- 1. Clean your cutting board and countertop.** Hydrogen peroxide bubbles away any nasties left after preparing meat or fish for dinner. Add hydrogen peroxide to an opaque spray bottle — exposure to light kills its effectiveness — and spray on your surfaces. Let everything bubble for a few minutes, then scrub and rinse clean.
- 2. Wipe out your refrigerator and dishwasher.** Because it's non-toxic, hydrogen peroxide is great for cleaning places that store food and dishes. Just spray the appliance outside and in, let the solution sit for a few minutes, then wipe clean.
- 3. Clean your sponges.** Soak them for 10 minutes in a 50/50 mixture of hydrogen peroxide and warm water in a shallow dish. Rinse the sponges thoroughly afterward.
- 4. Remove baked-on crud from pots and pans.** Combine hydrogen peroxide with enough baking soda to make a paste, then rub onto the dirty pan and let it sit for a while. Come back later with a scrubby sponge and some warm water, and the baked-on stains will lift right off.

IN YOUR BATHROOM

- 5. Whiten bathtub grout.** If excess moisture has left your tub grout dingy, first dry the tub thoroughly, then spray it liberally with hydrogen peroxide. Let it sit for a little while (it may bubble slightly), then come back and scrub the grout with an old toothbrush. You may have to repeat the process a few times, depending on how much mildew you have, but eventually your grout will be white again.

Check your medicine cabinet for a quick, easy, and green way to clean your grout. (cont'd on next pg)



Hydrogen Peroxide Uses cont'd

6. Clean the toilet bowl. Pour half a cup of hydrogen peroxide into the toilet bowl, let stand for 20 minutes, then scrub clean.

In Your Laundry Room

7. Remove stains from clothing, curtains, and tablecloths. Hydrogen peroxide can be used as a pre-treater for stains — just soak the stain for a little while in 3% hydrogen peroxide before tossing into the laundry. You can also add a cup of peroxide to a regular load of whites to boost brightness. It's a green alternative to bleach, and works just as well.

ANYWHERE IN YOUR HOUSE



8. Brighten dingy floors. Combine half a cup of hydrogen peroxide with one gallon of hot water, then go to town on your flooring. Because it's so mild, it's safe for any floor type, and there's no need to rinse.

9. Clean kids' toys and play areas. Hydrogen peroxide is a safe cleaner to use around kids, or anyone with respiratory problems, because it's not a lung irritant. Fill an opaque spray bottle with hydrogen peroxide and spray toys, toy boxes, doorknobs, and anything else your kids touch on a regular basis. You could also soak a rag in peroxide to make a wipe.

OUTSIDE

10. Help out your plants. To ward off fungus, add a little hydrogen peroxide to your spray bottle the next time you're spritzing plants. Use a 1/2 cup of hydrogen peroxide added to one gallon of water for your plants.

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THE NATIONAL ASSOCIATION OF REALTORS® CONFERENCE & EXPO IN CHICAGO NOV 3-6, 2017

Member Registration Opens

Wednesday, May 3 at Noon (CST)

Hotels get booked very quickly so if considering going, definitely book yours right at Noon. Watch your email from NAR on Wednesday morning. For more information about the Conference, go to

<https://www.nar.realtor/convention.nsf>

The *ORATOR* is the Official Newsletter of the Ozaukee REALTORS® Association
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262-375-4730 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.

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