



The ORATOR

ORA: The Voice of Real Estate™
in Ozaukee County



The ORA office
will be closed
Wednesday, June 14-
Friday, June 16 as Tina
attends the WRA AE
Council meeting in
Arbor Vitae

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Your NEW WRA benefit
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“I’ve called the tech helpline three times now to help with email issues, printer/scanner support and a couple of general questions and they’ve been very helpful. If the person you’re working with isn’t sure about something, they didn’t seem to hesitate to ask someone else. Great new member benefit.”

~ Tina Dorward, ORA Association Executive

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.
Advice for purchasing hardware, software and services.
Basic instruction with major software applications.
Recommendations for upgrades and updates.
Advice for performance optimization.
Troubleshooting network issues.
No limits on the number of calls.
Experienced, reliable, professional and courteous assistance.



President's Column

by Carolyn Stangl

Coldwell Banker

2016-2016-2017 ORA President

Quick! Pop quiz... What does line C.26.m on the Real Estate Condition report say? Probably not something you know off the top of your head, so I'll just tell you:

"I am aware that the property is subject to a mitigation plan required under administrative rules of the department of natural resources related to county shoreland ordinances, which obligates the owner of the property to establish or maintain certain measures related to shoreland conditions and which is enforceable by the county"

Wait, what? What does that mean? If you don't know, you have to come to our general meeting on Thursday at Rose Harms to educate yourself on this very important topic. These ordinances can dictate how an owner uses or can alter their property. It is especially important in our area with all the rivers, creeks, ponds and lakes we deal with. If you don't know the full story, you may be giving out erroneous information to your customers and clients!

Did you not get a chance to make it to our Young Professionals Network kick off last Thursday night? Are you still looking to join with other REALTORS to share ideas and enrich your knowledge base? We are going to be talking about future happenings - so if you want to get involved with YPN- email myself and Ambur Vance and we will get you in the loop!

I just have to say on a personal note - I was so impressed with our turnout for the Thirsty Thursday in May! I wish I could have stayed longer to visit with everyone. These events are what helps make our Association so special - we all do truly get to know each other, which is why we are all a part of the ORA. Thank you for coming out to our general meetings and special outings - and I look forward to seeing you all soon!

Speaking of - as we look ahead to our summer programming - we have a fun Thirsty Thursday outing planned in July (the date is moved back a week due to the 4th of July). We are also planning something fun for our members at the end of summer/early fall - so stay tuned! (cont'd next column)

If you ever have ideas for fun outings, locations for thirsty Thursday or a general meeting topic - please feel free to reach out to Tina, Troy or myself. This is your association - so we want to make sure you are getting the most out of your membership!



WELCOME

New Realtor Members

Susan Arensmeier,
Shorewest Realtors, Mequon

Francoise Cain,
Infinity Realty, Mequon

Bill Fine,
William Fine, Mequon

Suzanne Heinrich,
Shorewest Realtors, Ced/Grafton

Marc Pehowski, Realty Executives
Integrity, Cedarburg

New Affiliate Member

Darlene Emmer,
Commerce State Bank, Cedarburg

Returning Member
Jacqueline Stanley, Exclusive One
Realty, Milwaukee

CONGRATULATIONS

ORA member, Duey Stroebel's son, Mitchell, has been named Valedictorian for Cedarburg High School and ORA's AE, Tina Dorward's son, Peter, has been named Salutatorian also at Cedarburg!



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FDIC

Thank you to all who came to our May Thirsty Thursday on May 4 to vote and have some fun.

- All bylaws were approved as written

Congratulations to new ORA President to be: Troy Bretl, Broker of Realty Executives Choice

Congratulations to ORA Directors to be:

- Mark Brunner of Berkshire Hathaway HomeServices~Metro Realty
- Linda Chesak, Commerce State Bank.

All three will begin their terms in their respective roles as of September 1, 2017.

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REALTORS® LEGISLATIVE MEETINGS & EXPO UPDATE

submitted by Tom Didier, ORA member and Federal Political Coordinator to Congressman Glenn Grothman

Last week I attended the Mid-Year public policy conference in Washington DC as the regional Federal Political Coordinator for NAR along with over 40 other REALTORS® from Wisconsin. Overall, there were about 8,000 REALTORS® from across the country that collectively came together to make our voices heard at the Capitol. We were there to lobby 3 key policy issues to our representatives:

- 1- Tax form and the importance of the mortgage interest deduction
- 2- Reauthorization of the National Flood Insurance Program
- 3- The important of available loan programs from Fannie and Freddie.



If you ever wanted to see your RPAC dollars at work, I encourage you to attend this conference

in the future. The impact that the REALTORS make in Washington is as impressive as you can imagine. Trust me, Washington DC knows when the REALTORS are in town, and we make our voices heard. We met with Congressman Grothman's office to relay just how important the foundation of homeownership is.

*When we build communities,
we build families and
friendships. And
homeownership for many is
the ultimate form of
freedom. After all, you don't
have the freedom to paint
your home pink, unless you
own it!*

It was interesting to me to see that besides owning a home, the other 3 top "American Dreams" were financial stability, close family and friends, and freedom. All three of those dreams start with home ownership. The opportunity to build wealth through equity is the #1 financial vehicle available to all Americans. When we encourage home ownership, we build communities.

I encourage you all to make a contribution to RPAC and the Direct Giver program this year, and help protect our industry!

Feel free to reach out to me directly if you would like to discuss any public policy concerns you might have. My email is tom@tomdidier.com or call me at 414-881-3290. Now go get back to selling!!!!!!

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Doug Winqvist	June 1
Joe Sorenson	June 4
Mike Milbrath	June 6
Jim Young	June 6
Carolyn Wykhuis	June 7
Veronica McKelvin-Smith	June 8
Lorie Wertheimer	June 8
AJ Gall	June 9
Barbara Johnson	June 12
Andy Bretl	June 13
James Lipusch	June 13
Terry Bretl	June 14
James Cary	June 15
Vani Vishnubhakta	June 16
Becky Wick	June 16
Barb Kobishop	June 17
Tracy Christenson	June 19
Brenda Samuel	June 19
Patricia Konzen	June 20
Margaret Willms	June 20
Bill Mikkelson	June 21
BJ Heiden	June 25
Andrea Kaster	June 26
Scott Hollrith	June 28
Chris Slinker	June 28

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OPEN SUNDAYS 1-3

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FALL CE COURSES

WEDNESDAYS OCT. 4, 11, & 25

Instructor: Jon Sayas

All classes to be held at Rose Harms
American Legion Post, Grafton

Courses 1-4 are mandatory

Oct. 4: Course 1~Wisconsin Listing Contracts

8:30-11:30am

Oct. 4: Course 2~Wisconsin Offers To Purchase 1:00-4:00pm

Oct. 11: Course 3~Wisconsin New Developments 8:30-11:30am

Oct. 11: Course 4~Ethics & Best Practices 1:00-4:00pm

Oct. 25: Elective A~New Construction 8:30-11:30am

This course gives licensees an overview of the new construction process from negotiating the purchase to curing construction issues.

Oct. 25: Elective C~Financing 1:00-4:00pm

This course focuses on the variety of ways in which a buyer finances a transaction as well as the associated federal and state laws that regulate financing programs.

For more detailed course descriptions, please go to www.wra.org/education

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NAR Reaffirms Support of Project Upstream

The NAR Board of Directors voted to continue its support of Upstream, the technology developed to give brokers and agents a better way to manage their listing data and direct its distribution to MLSs, vendors, and third-party listing aggregators.

Spearheaded by the broker-run UpstreamRE LLC, the technology has been successfully demonstrated by RMLS, a REALTOR® owned MLS operating in the Portland, Ore., area. Several other demonstrations are planned for this summer with brokers and MLSs around the country.

In comments to the Board, Upstream Chairman Dan Elsea likened Upstream to technologies that exist in other industries, including ATPCO, the source of airline fare-related data. Elsea heads one of the nation's largest independent brokerages, Real Estate One, but said Upstream will benefit large and small brokerages alike.

The vote authorizes NAR to fund \$1.5 million for administrative costs through 2018, as well as up to \$7.5 million to support deployment of the technology by REALTORS® Property Resource, the NAR subsidiary that developed the technology. Earlier in the week, UpstreamRE announced a new "broker of choice" model, which will enable listing data to be input directly into Upstream or flow to Upstream from the MLS.

The Board's decision came at its May 20 meeting, which capped off the REALTORS® Legislative Meetings & Trade Expo in Washington. Nearly 10,000 REALTORS® and others attended the meetings and made visits to their members of Congress to advocate on behalf of homeowners, commercial property investors, and strong communities.

The board also approved measures dealing with federal policy, MLS policy, and credentialing of officer candidates. Here are highlights.

The *ORATOR* is the Official Newsletter of the Ozaukee REALTORS® Association
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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.

2016/2017 Board of Directors

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