



Make Sure to Renew Your Real Estate License by December 14!

The date for renewal of your real estate license is quickly approaching. Make sure that you have your WI CE Courses 1, 2, 3, 4, 5, 6 completed. The next step is logging on to the DSPS website at <http://dsps.wi.gov> and complete the renewal of your license. You will need the date you took the class, the Sponsor's name and the course name. The WRA created a video that walks you through this process. The link to this video is: https://www.wra.org/Resources/Video_Center/Online_Wisconsin_Real_Estate_License_Renewal_Step-by-Step_Guide/

Agent Code

Sorry to Vera Yager for missing her Agent Code in last month's newsletter! Call the Association Office if you find yours in this month's issue and you will win a free dinner at the next General Membership Meeting!

Legal Updates Available at WRA.org

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We Don't Tolerate Hate

NAR's Board of Directors today strengthened REALTORS® commitment to upholding fair housing ideals, approving a series of recommendations from NAR's Professional Standards Committee that extend the application of Article 10 of the Code of Ethics to discriminatory speech and conduct outside of members' real estate practices.

Article 10 prohibits REALTORS® from discriminating on the basis of race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity in the provision of professional services and in employment practices. The Board approved a new Standard of Practice under the Article, 10-5, that states, "REALTORS® must not use harassing speech, hate speech, epithets, or slurs" against members of those protected classes.

The Board also approved a change to professional standards policy, expanding the Code of Ethics' applicability to all of a REALTOR®'s activities, and added guidance to the Code of Ethics and Arbitration Manual to help professional standards hearing panels apply the new standard.

Finally, Directors approved a revision to the NAR Bylaws, expanding the definition of "public trust" to include all discrimination against the protected classes under Article 10 along with all fraud. Associations are required to share with the state real estate licensing authority final ethics decisions holding REALTORS® in violation of the Code of Ethics in instances involving real estate-related activities and transactions where there is reason to believe the public trust may have been violated.

The Board made these changes effective immediately, though the changes cannot be applied to speech or conduct that occurred before the effective date. NAR has produced training and resource materials to assist leaders with understanding and implementing the changes and will be rolling those out in the coming weeks.

LARA participates in La Crosse Virtual Town Hall

Thank you Katy Wood for representing our Association at the La Crosse Virtual Town Hall: Homeownership, Rental Disparities and Homelessness.



Count Your Blessings this Thanksgiving Season

By Char Glocke, Association Executive



Thanksgiving is just around the corner. For most of us, this Holiday will look a bit different due to COVID-19. If we cannot physically be with family, try zoom to enjoy and share this special day. If you do not know how to facilitate this platform, call Kristal and she will try to help.

Please send us your Holiday Season Wish! This is your chance to win one of two - \$100 gift cards. We will be publishing these wishes in the December issue of this newsletter. Deadline to submit your wish is December 2.

Dues deadline is very near! Please make sure you pay your 2021 Dues prior to December 1 by 5:00 p.m. or postmarked by that date. Otherwise if not received, the late fee will apply. Send in today!

Our Virtual RPAC Breakfast was a success. We had the pleasure of Joe Murray and Joe Heim addressing the members in attendance. See pics in this issue of the newsletter.

Finally, don't forget to renew your license by December 14. If you need help, WRA created a video that can assist you. Refer to the article in this issue of the newsletter for more information.

Happy Thanksgiving! Have a good month!

Every Single Day You Have the Opportunity to Make a Difference!

Here are 10 great ideas for doing something kind:

- Send a grocery delivery to a neighbor in need
- Write notes of encouragement to those that need help
- Plan a special outdoor activity for a family member and surprise them
- Volunteer virtually, such as leading a virtual prayer meeting at your church
- Hand write a letter to your grandparent or parent
- Help a child do something kind, like making cards to leave on doorsteps
- Clean out your closets and donate items you no longer need to those in need
- Decorate a window or use sidewalk chalk to spread joy to passersby
- Make a family member's favorite meal, complete with dessert
- Take blankets you do not use any longer to homeless shelters.

Kristal
Ryan
Char
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RIVER CITY REALTOR®

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Advertising rates for the River City Realtor® are \$6.00 per column inch payable in advance. All new advertising or changes in ads should be delivered to the Association Office, camera ready, by the 15th of the month prior to publications. Make checks payable to the La Crosse Area REALTORS® Association.

Frequently Requested Phone Numbers:

WRA Legal Hotline • 608-799-4468
DSPS • 608-266-5511
Zip Forms Support • 1-800-383-9805
Metro MLS Helpdesk • 1-800-490-3731

RPR Committed to Providing Training and Resources

RPR has nearly two dozen live and recorded webinars to choose from, in addition to videos, eBooks and more. Please check out this link to take advantage of online learning opportunities:

<https://blog.narrpr.com/workshops/>

2020 REALTOR® Government Day Set

The date for REALTOR® Government day for 2020 will be April 28. Please note on your calendar and join us for an awesome day in Madison. This is your opportunity to shape the laws that impact you and your real estate business in WI. More information will be included in the newsletter when we get closer to the date.

What is Your Holiday Wish?

As the Holiday Season is rapidly approaching, I would like to announce that there will not be a Holiday Party this year due to the COVID – 19 and in response to Governor Evers orders. However, to have a little fun this Holiday Season, we will be having a drawing for 2 - \$100 gift cards. To enter, send your "Holiday Season Wish" to cglocke@laraweb.com or membershipservices@laraweb.com. All wishes will be published in the December Issue of our Newsletter. The deadline is December 2. When we receive your wish, your name will be entered in the drawing. We will pick 2 winners on December 3, just in time to use for Holiday shopping. Send us your Holiday Wish today.

November is Designation Awareness Month: Become More Valuable.

Develop your skill sets and show prospects and clients that you have the specialized expertise to navigate the current marketplace. By earning any of NAR's official designations and certifications you can as much as double your income. Many designations and certifications are available online. Check out the flyer in this month's newsletter that lists all the possibilities.

If In Doubt Please Call Us!

Once you secure a listing, do you have questions on what to do to enter in MLS? Please call Ryan at 608-785-7838 for help. We will walk you through what you need to do to comply with the rules and regulations of MLS. This will eliminate unnecessary fines. We are here for you and would be most happy to help!

Thanksgiving Holiday!

The Association Office will be closed on Thursday, November 26 and Friday, November 27 for the Thanksgiving Holiday. Our normal office hours will resume on November 30. Happy Thanksgiving!

Legal Updates Available at WRA.org

At www.wra.org you can search legal updates for the topic of your choice. This publication is emailed to all members on a monthly basis. Important information is covered in these updates. It's a great resource and benefit of membership for you.

L75085

On the Move

REALTOR® Membership to Inactive

- **Coldwell Banker River Valley, REALTORS®**
Gale Ross
- **Gerrard-Hoeschler, REALTORS®**
Krysta Ruiz-Schnitzler

How Well Do You Know the Code of Ethics?

Article 8 – REALTORS® shall keep in a special account in an appropriate financial institution, separated from their own funds, monies coming into their possession in trust for other persons, such as escrows, trust funds, clients' monies, and other like items.

Each Day I Am Thankful For

Nights That Turned Into Mornings
Friends That Turned Into Family
Dreams That Turned Into Reality
And Likes That Turned Into Love



4 Member News



Virtual Orientation Class

On October 21, LARA held a Virtual Orientation. We had 25 applicants join us for 5 hours of information. Topics included MLS, Anti -Trust, Fair Housing, and general information on being a REALTOR®. Welcome Class of October 21, 2020 to our REALTOR® family.

Dues Renewal Time is Here

The dues renewal invoices and second notices have either been delivered or mailed. If you have not received your statement, please contact the Association Office at 608-785-7744.

All payments for 2021 membership dues are due and payable on October 1. A late fee of \$275 is required in addition to the annual dues for payments received after December 1, 2020 or postmarked by this date.

The great news is that there is no increase at the Local, State, or National level this year!

You can pay your dues online. This is not only the easiest, but it saves the La Crosse Area REALTORS® Association Credit Card Fees! Other ways to pay are by check or phone the Association Office with your credit card information.

To pay your dues online, go to www.laraweb.com and click on the button "Pay Annual Dues Online" on the home page of our website. Make sure you have your login and password for NAR.

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WRA Representative Joe Murray



UWL Professor Joe Heim



RPAC Breakfast

The Virtual RPAC Breakfast was recently held on Zoom. With 20 in attendance, UWL Professor, Joe Heim, from the academic view, and WRA, Joe Murray, from the Lobbyist view, gave their incites on the upcoming election.

What is a Delayed Listing?

If the Seller wishes to keep a listing out of MLS for a specific amount of time for a specific reason, then this is the Status that will accommodate their wishes. How does this status work?

- Seller will indicate that no showings will take place for a specific time up to 21 days on their contract.
- Seller is required to sign the “Seller’s Authorization to Delay Showings from Greater La Crosse MLS Corporation” form. The date to start showings will need to match the date entered on the contract.
- REALTORS® must enter this listing in delayed status in flex within 1 business day.
- Date of showing to begin cannot be changed.
- MLS Subscribers can search the Delayed listing data base.
- Once the date for showings allowed arrive, the program will automatically release listing to active status. Once active, listing must be available to be shown.
- Delayed status listings will not be included on public websites or any Metro MLS feed.
- Days on Market begin when the listing is released to active status.
- During this time in delayed status, no showings, even by the listing company are allowed during the period that the listing is in this status. Agent can market but not show.

This is a perfect way to accommodate your sellers who want to list the property but have some maintenance items or landscape items that need to be completed prior to the time that showings can begin. If you have questions, please call Char at 608-785-7744.





What is RPAC?

Since 1969, the REALTORS Political Action Committee has promoted the election of pro-REALTOR® candidates across the United States. The purpose of RPAC is clear: REALTORS® raise and spend money to elect candidates who understand and support their interests.

2020 Investors

RPAC Investors

\$100-\$249

Gretchen Clements
 Scott Ryan
 Chris Richgels
 Katy Wood
 Jessica Himmer
 Eric Johnson
 Scott Ulik
 Marci Storey
 Sarah Hemker
 Brandon Haugen
 Sheryl Reedy
 Chad Niegelsen
 Jim Gul
 Garrick Olerud
 Jim Gross
 Dawn Levandoski

Kathy Johnson

Dawn Johnson
 Damon Olson
 Linda Nelson

RPAC Investors

\$500-\$999

Dan Veglahn
 Char Glocke
 Jeff Pralle
 Lisa Kind
 Kent Gabrielsen
 Jillian Hugo
 Cathy Fox
 Eric Seeger

STERLING R

RPAC Investors

\$1,000 - \$2499

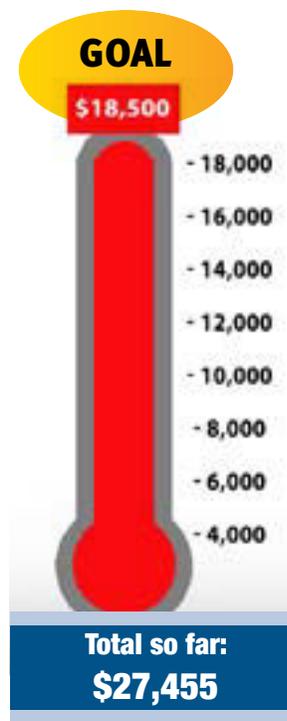
Brian Stephan
 Spenser Nickelatti
 Josh Neumann
 Mike Richgels
 Dan Stacey
 Steve Lillestrand
 Brian Benson
 Cindy Gerke-Edwards
 Jackie Gerke-Edwards
 Josh Genz
 Al Iverson
 Ryan Olson
 Mike Pietrek

CRYSTAL R

RPAC Investors

\$2,500-\$4,999

Bruce Kilmer
 Chuck Olson



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La Crosse County Sold & Active Listings – October 2020 7

PRICE-CLASS/TYPE	SOLD/ACTIVE RESIDENTIAL LISTINGS						CURRENT ACTIVE LISTINGS	
	0-2 BDRMS	3 BDRMS	4+ BDRMS	TWO FAMILY	CONDO CO-OP	TOTAL UNITS	SINGLE FAMILY	CONDO CO-OP
29,999.99 and under	0	0	0	0	0	0	0	0
30,000 - 39,999.99	0	0	0	0	0	0	0	0
40,000 - 49,999.99	1	0	0	0	0	1	0	0
50,000 - 59,999.99	0	0	0	0	0	0	0	0
60,000 - 69,999.99	0	0	0	0	0	0	1	0
70,000 - 79,999.99	0	1	0	1	0	2	1	0
80,000 - 89,999.99	2	0	0	0	0	2	0	0
90,000 - 99,999.99	2	1	0	1	0	4	1	0
100,000 - 119,999.99	3	0	0	0	0	3	2	0
120,000 - 139,999.99	7	2	1	1	0	11	7	0
140,000 - 159,999.99	3	4	3	0	1	11	10	0
160,000 - 179,999.99	4	6	3	2	2	17	12	0
180,000 - 199,999.99	2	10	3	0	0	15	13	1
200,000 - 249,999.99	1	8	17	0	4	30	31	1
250,000 - 299,999.99	2	7	13	2	0	24	19	5
300,000 - 399,999.99	1	12	12	0	2	27	42	0
400,000 - 499,999.99	0	0	6	0	0	6	10	1
500,000 and over	0	1	4	0	0	5	14	4
TOTALS	28	52	62	7	9	158	163	12
AVERAGE	151,761	236,048	296,253	166,071	233,128	241,469	300,904	385,658
MEDIAN	135,000	215,000	259,900	165,000	200,000	217,000	259,900	299,900

Unit Sales by Time on Market			Unit Sales by Financing Type					Property Type			
DAYS	RES	CONDO	TYPE	RES	CONDO	TYPE	RES	CONDO	Property Type	Volume	Median Sold Price
1 - 30	121	4	Adj Rate Mtg	5	0	Owner Fin	0	0	Residential	36,053,998	215,000
31 - 60	14	1	Assumable	0	0	Private	0	0	Condo	2,098,150	200,000
61 - 90	5	0	Cash	17	5	USDA	0	0	All	38,152,148	217,000
91 - 120	5	1	Conventional	108	3	VA	7	0			
121 or over	4	3	FHA	9	0	WHEDA	1	0			
TOTAL SALES	149	9	Land Contract	0	0	TOTAL SALES	149	9			
			Other	2	1						

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Smoke Alarm Safety Tips

Smoke alarms save lives. Follow this simple guidance to ensure that your home is adequately protected by working, properly installed smoke alarms.



Installation Tips:

- Smoke alarms should be installed in every bedroom, outside each sleeping area, and on every level of the home.
- For the best protection, smoke alarms should be interconnected, so that they all sound if one sounds. Manufacturers are now producing battery operated alarms that are interconnected by wireless technology.
- Combination smoke alarms that include both ionization and photoelectric alarms offer the most comprehensive protection. An ionization alarm is more responsive to flames, while a photoelectric alarm is more responsive to a smoldering fire.
- Hardwired smoke alarms with battery backups are considered to be more reliable than those operated solely by batteries.
- Purchase smoke alarms from a reputable retailer that you trust.
- Choose alarms that bear the label of a nationally-recognized testing laboratory.
- Install smoke alarms at least 10 feet from cooking appliances to reduce the possibility of nuisance alarms.
- Alarms installed between 10-20 feet of a cooking appliance must have a hush feature to temporarily reduce the alarm sensitivity or must be a photoelectric alarm.
- If possible, alarms should be mounted in the center of a ceiling. If mounted on a wall, they should be located 6 to 12 inches below the ceiling.
- Avoid locating alarms near bathrooms, heating appliances, windows or ceiling fans.

Maintenance Tips:

- Smoke alarms should be tested once a month by pressing the TEST button.
- Smoke alarm batteries should be replaced in accordance with the manufacturer's instructions, at least once a year. If an alarm "chirps" or "beeps" to indicate low batteries, they should be replaced immediately.
- Occasionally dust or lightly vacuum the exterior of the alarm to remove dust and cobwebs.
- Smoke alarms should be replaced in accordance with the manufacturer's instructions, at least every ten years.
- Never paint over a smoke alarm.



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Todd.Cejka@SupremeLending.com
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Jeff Thompson
Loan Officer NMLS #256028
Cell: 608-397-4356
Jeffrey.Thompson@SupremeLending.com
<http://jeffreythompson.supremelendinglo.com/>
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November

- 4** Open House Deadline 3 p.m.
South Tour
- 11** Open House Deadline 3 p.m.
North Tour
- 18** Open House Deadline 3 p.m.
South Tour
- 25** Open House Deadline 3 p.m.
North Tour

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

December

- 2** Open House Deadline 3 p.m.
South Tour
- 9** Open House Deadline 3 p.m.
North Tour
- 16** Open House Deadline 3 p.m.
South Tour
- 23** Open House Deadline 3 p.m.
North Tour
- 30** Open House Deadline 3 p.m.
South Tour

S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

Open House Directory: The Open House Directory must have at least 6 ads or it will be cancelled that week.

Birthdays - November

- | | | |
|---------------------|------------------------|-------------------|
| 1 Jay Hoeschler | 13 Amber Lor | 25 William Hart |
| 3 Timothy Zimmerman | 14 Linda Sherry | 25 Mike Richgels |
| 4 Erik Hanson | 15 Mike Alesch | 29 Mike Pietrek |
| 5 Sheri Klein | 15 Susan Timm | 29 Sandra Knutson |
| 6 Dan Brodigan | 18 Cindy Gerke-Edwards | 29 Steve Boris |
| 6 Laurie Peter | 19 Dawn Hougom | 29 Austin Olson |
| 10 Patrick Walz | 20 Jeremy Hoff | 30 Dani Malay |
| 11 Bill Kessler | 22 Darlene Torgerson | 30 Bruce Bechly |
| 12 Kyle Zellner | 24 Lucas Eagon | |
| 12 Mike Hoppens | 24 Tika Herritz | |

Birthdays - December

- | | | |
|---------------------|------------------------|---------------------|
| 1 Anthony Trahan | 12 Jennifer Oefstedahl | 23 Ashley Erickson |
| 1 James DeBoer | 15 Erin Johnson | 24 Brenda Fisher |
| 2 Owen Berg | 15 Austin Siewert | 56 Cory Jahn |
| 2 Elizabeth Schwab | 17 Sandra Bruce | 26 Steven Devine |
| 2 Sheryl Reedy | 18 Jessica Church | 27 Rebecca Bieniek |
| 3 Bee Lor | 19 Mauricio Peterson | 27 Steven Thao |
| 5 Shane Peterson | 21 Alan Iverson | 27 Mitchell Lown |
| 6 Allison Elder | 21 Lance Dembraski | 27 Angie Wilson |
| 8 Travis Welch | 21 Kelsey Neubauer | 28 Corey Dressel |
| 10 Thomas Rothering | 23 Frances Lewis | 29 Janet Butteris |
| 10 Sue Williamson | 23 Dominick Sweeney | 29 Amber Iverson |
| 10 Jason Teynor | 23 Kent Gabrielsen | 31 Benjamin Collins |
| 11 Dawn Faherty | | 31 Dick Clements |

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“Will property values go down if minorities move in?”

Key Points

- Many homebuyers and sellers assume that the number of minority persons in a neighborhood affects property values.
- Many factors can affect the value of residential real estate, including schools, transportation, employment opportunities, shopping areas, parks, and recreational facilities. The value of a particular property depends on its physical characteristics, its general state of repair or disrepair, the prevailing mortgage interest rate, and the assumability or non-assumability of the existing loan.
- The Fair Housing Act prohibits attempts to influence a seller to sell based on racial or ethnic considerations.

Areas of Liability

- Influencing a person to sell or rent a house by referring to the entry or prospective entry into a neighborhood of people of a particular race, color, religion, sex, handicap, familial status, or national origin is illegal. This type of conduct is sometimes referred to as “blockbusting” or “panic peddling.”



Need Information?

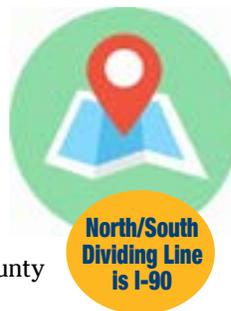
Check out the Association Web Site at www.laraweb.com for an update on Association activities, membership information, professional standards forms, Open House online form and so much more.

MLS Tour Boundaries

The current dividing line between the North and the South Tour is I-90.

Exceptions:

- Holiday Heights and Mayfair Addition are North Tour
- Burns, Bangor, Hamilton, and Monroe County are North Tour
- Washington and Barre are South Tour
- French Island is South Tour
- Dakota and Dresbach are North Tour
- La Crescent and Hokah are South Tour



Tour Information

Load Your Own Tours and Open Houses

Agents now can load their own tours and open houses in Flex. If you have any questions, please call Ryan at 608-785-7838.



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Welcome New Members (see more on next page)



Welcome **Edwin Norton** of BHHS North Properties. He enjoys nature and outdoors. He also likes grilling, camping, sitting around the fire with friends, and local live music events.



Welcome **Clayton Fitzpatrick** of Keller Williams Premier Realty. Clayton is married to Lisa and has two children and two dogs. In his free time, he enjoys traveling, boating, exercise, video games. Sports, movies, and spending time with family.



Welcome **Joshua Gran** of Gerrard-Hoeschler, REALTORS®. Josh likes to snowboard, golf, hike, and fish.



Welcome **Jacob Ramey** of Century 21 Affiliated. Jacob has an older brother in real estate in Portland, OR and a younger sister. He is a Packers fan, fisherman, and snowboarder. He is a part of the Chamber, Young Professionals and is looking to join the Rotary Club.



Welcome **Jacob Lehmann** of Keller Williams Realty Diversified. Jacob has three older brothers. He likes to hunt, fish, and loves the Packers.



Welcome **Lisa Fitzpatrick** of Keller Williams Premier Realty. Lisa is married to Clayton and has two children and two dogs. She loves to travel, go boating and fitness activities. She currently donates to non-profits and plans on becoming more community involved.



Welcome **Monica Dickson** of OneTrust Real Estate. Monica has 4 adult sons. She loves working on her house, boating, and working with her horse.



Welcome **Andrew Gunderson** of Century 21 Affiliated. Andrew has three brothers, one sister, three nephews and two nieces. He enjoys golfing, fishing, boating, hiking, biking and loves the Packers, Brewers and Badgers.



Welcome **Andrew Marvelas** of OneTrust Real Estate.



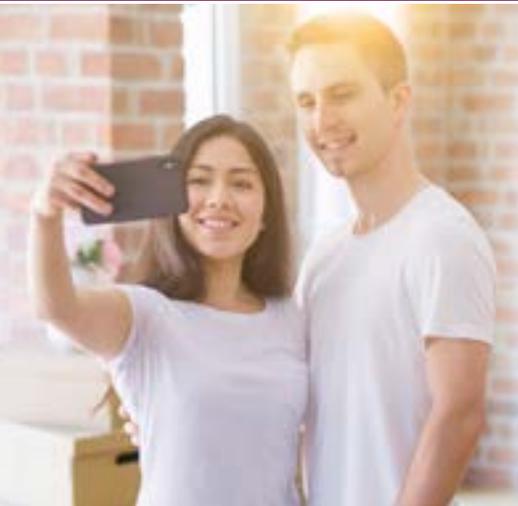
Welcome **Nick Niceswanger** of Century 21 Affiliated. In his free time he enjoys hockey and golf. He coaches youth hockey and gives goalie lessons.



Welcome **Bee Lor** of OneTrust Real Estate. Bee is married and has four boys. He likes watching movies with his family, walking and tennis.



Welcome **Tara Campbell** of Coulee Real Estate and Property Management. She is married with two boys. She enjoys working out, watching her boys play sports, being a landlord and working with the federal government.



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Welcome New Members (continued from previous page)



Welcome **Isaac Barneson** of Century 21 Affiliated. In his free time, he likes to fish, hike, camp and play tennis.



Welcome **Daniel Huber** of BHHS North Properties. Dan is married and enjoys outdoor activities like hunting, fishing, and hiking as well as wood working and sports. He is involved in local rugby group and the Young Professionals.



Welcome **Andrea Poukey** of Castle Realty, LLC. Andrea is married and has two daughters. She enjoys yoga, baking, and spending time outside.



Welcome **Anne DuCharme** of Castle Realty, LLC. When she is not working, she enjoys doing projects on her house.



Welcome **Scott Lundeen** of OneTrust Real Estate.



Welcome **Nick Adams** of Castle Realty, LLC. Nick enjoys golfing, watching TV and playing board games.



Welcome **LeNae Schwickerath** of Coulee Land Company. She is married with two children. She loves spending time on Wisconsin lakes and road biking. She sits on the Board of Directors for her church and a condo association Westover Ridge Management.



Welcome **Jon Wilson** of Gerrard-Hoeschler, REALTORS®. He is the son of Tom and Angie. He enjoys golfing, fishing, hunting, and exercising.



Welcome **Bruce Todd** of EXP Realty, LLC. He is married to Ashley Todd of EXP and have five children. He teaches Brazilian Jiu Jitsu and loves to help in his community wherever he can.



Welcome **Ellie McLoone** of Gerrard-Hoeschler, REALTORS®. She is married with three adult sons. She enjoys outdoor activities, home improvement projects, antiques, and gardening.



Welcome **Hannah Cuda** of OneTrust Real Estate. She is involved in Big Brothers Big Sisters and likes to work out, horse back ride, outdoor time and snowboarding in her free time.



Welcome **Cory Jahn** of Century 21 Affiliated. She is a member of Zen & Pow Studio, a UW-L student, and she enjoys hunting, hiking, fantasy football, cooking, and gardening.



Welcome **Erin Johnson** of EXP Realty. She has been married for 5 years and has one daughter, a dog and three cats. She loves renovations and remodeling, anything outdoors, hiking, biking, snowboarding, wakeboarding, and wants to get more involved in the community.

President is Spokesperson for the Organization

It is important in creating the best public impression of the Association that any statements regarding the activities of the Association or its public positions come from an official source in the Association. This allows for coordination and clarity in the Association's message.

Our policy is to have the Association President, or someone specifically designated by the President in particular situations, as the only spokesperson for the Association. Our Presidents have spokesperson training and an understanding of the entire Association and how its parts fit together.

If you are contacted by anyone, including the media, for any report on the Association or its activities, refer them to the Association office and arrangements will be made to respond.



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	<p>Certified International Property Specialist (NAR) </p> <p>Ensures agents' success in servicing international clients in their local community. 800-874-6500, ext. 8369 www.REALTOR.org/global</p>		<p>Graduate, REALTOR® Institute (NAR)</p> <p>The Cornerstone of REALTOR® Education. Gain in-depth knowledge on legal and regulatory issues, technology, sales process and professional standards. 800-874-6500, ext. 8268 www.REALTOR.org/GRI</p>
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NAR Designations (continued)



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