



'Your smile is your logo, your personality is your business card and how you leave others feeling is a trademark.'

~ Anonymous



REALTOR® News

Agree on an Office Distress Code

Create a voice distress code, a secret word or phrase that is not commonly used but can be worked into any conversation for cases where you feel that you are in danger. Use this if the person you are with can overhear the conversation, but you don't want to alarm them. Example: "Hi, this is Jennifer. I'm with Mr. Henderson at the Elm Street listing. Could you email me the RED FILE?"



Real Estate has a Leadership Problem, Not a People Problem

This industry doesn't need more agents, coach Lori Muller writes, it needs more leaders. Here are 5 ways to level-up your leadership for today's tough market. Sign in to your WRA account to get your free subscription now! Don't wait! <https://www.wra.org/lnman/>



2025 RANW Annual Meeting - November 6th!



Please [click on the link](#) to watch the 2025 RANW Annual Meeting summary video. Along with the EPA winners below, this meeting has substantial meaning to our community in which we try every day to enrich. Get involved in RANW by visiting [RANW.org](https://www.ranw.org). We'd love to have you. [Annual Report HERE](#).

Thank you all for attending our meeting. Please enjoy the following recorded moments of our 2025 Jim Smith Excellence in Professionalism Awards, including a history of the award from Jim's amazing daughter, Laurie Smith.

Speech presentations:

Laurie Smith Speech: <https://youtu.be/4WXDBgZ4WzA>

Jr Sunstrom Award: <https://youtu.be/zD3f9Knsb-c>

Whitney Walczyk Award: <https://youtu.be/PO3IfCvPqKI>

Mike Karisny Award: <https://youtu.be/sapgib9Bwrl>

**RANW YPN
Centerpiece
Winners!**





Events & Education



RANW YPN SYMPOSIUM



Thank you again to everyone who came out to the RANW YPN Symposium in October! We had the best time with you all and learned so much!

Thank you again to our sponsors. Without you this event would not have been possible! If you haven't had a chance to fill out the feedback survey: <https://forms.gle/hHif3LBT9UunzZwT9>

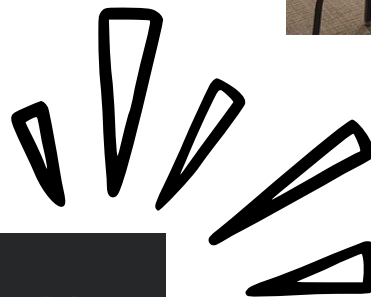
Home Inspector Workshop Training



Our amazing Home Inspectors shared another wonderful walk-thru with RANW Members! As one member commented, "This should be required for all new agents!" Thank you so much for sharing your wealth of knowledge! #WAHI and RANW Strong!

RANW Large Donor Dinner

Grateful beyond words for our loyal givers. Thank you for sharing dinner — and your generosity — with us in late October! Interested in giving to RPAC and Direct Giver? [Click HERE!](#) Advocacy is our greatest treasure and member benefit!



Upcoming Events

Join the RANW YPN to spread holiday cheer by making holiday cards for the residents of Touchmark Senior Living. *This event is open to your family & friends as well!

Sign up here: [Join the RANW YPN for Holiday Card Making on November 13th!](#)

Thursday at 4 PM – 6 PM
RANW YPN Holiday Card Making!
1740 E Matthew Dr, De Pere, WI 54115-1854, United States



Click on the flyer for the full size



JOHNSON
FINANCIAL GROUP®

JOIN US!

WEDNESDAY, NOVEMBER 19

5:30 PM - 6:30 PM

JOHNSON FINANCIAL GROUP

4120 North Galaxy Drive, Appleton

Sandwiches and refreshments provided.

Whether you're a first-time homebuyer or want to refresh your knowledge, we can help guide you through the process.

RANW HOLIDAY PARTY WREATH AUCTION TO BENEFIT RANWF

Click on the flyer for the full size

Click on the flyer for RSVP information. This event will take place at RANW Fox Valley Holiday Party (Fox Cities Stadium, 10/18/25).



RANW Holiday Parties

REGISTER HERE for RANW's GB Holiday Party on December 11, 2025 @ the Fire & Fir Event Hall!

REGISTER HERE for RANW's Fox Valley Holiday Party on Dec 18, 2025 @ The Fox Club, Appleton!

You're Invited!

EDUCATIONAL HOME BUYING SEMINAR

Understand the process of buying and financing your home

Review the home loan options, including low down payments

Receive information on down payment assistance programs

Attendees will receive a \$415 discount on closing costs

JOIN US!

WEDNESDAY, NOVEMBER 19
5:30 PM - 6:30 PM

JOHNSON FINANCIAL GROUP
4120 North Galaxy Drive, Appleton
Sandwiches and refreshments provided.

Whether you're a first-time homebuyer or want to refresh your knowledge, we want the QR code you through the process.

Snapp the QR code below to RSVP.

LAURA WOLFGRAM
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JohnsonFinancialGroup.com/LauraWolfgang

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Products and services offered by Johnson Bank, Member FDIC, a Johnson Financial Group company.
 Loans are subject to credit and property appraisal. See underwriting guidelines, and may not be available in all states. Other loan programs and pricing may be available. Conditions, terms, and restrictions, including program and fees, may vary based on loan program selected and property location. Private mortgage insurance may be required on loans with less than 20% down.
 Eligible to Attend or Ongoing Class

To be eligible for the discount on closing costs, you must attend a Johnson Financial Group Homebuyer seminar, sign up on the day prior to the seminar date and arrive on the day prior to the seminar date within 1 year of the seminar. Additional restrictions may include underwriting guidelines, including credit and property appraisal. Some mortgage programs and products are not available in all states. Contact your lender for details. This discount and the eligibility requirements may be terminated or modified at any time without prior notice.

JOHNSON FINANCIAL GROUP

**RANW
Holiday Party
Wreath Auction**

TO BENEFIT THE

 **How it works:**

We are inviting all brokerages to pick up a wreath, real or artificial, and decorate it with your most creative and lovely ideas! These wreaths will then be displayed at the Fox Cities Holiday party as part of a silent auction to raise money for the RANW Foundation.



If your office plans to participate, PLEASE rsvp by text to:
Tracy Righi-Smith @ 920-450-7737 or
Lindsay Thorson @ 920-284-1878 by Dec 10

Wreaths can be brought with you to the party, delivered to the RANW office, or make arrangements with Tracy or Lindsay for pickup

coordinated by:
**Women's Council of
REALTORS®**
Greater Northeastern Region



Government Affairs

IN THE KNOW

Interested in receiving weekly news highlights from our Director of Public Relations and Government Affairs? It's time to dig a little deeper into real estate!

Email jsunstrom@ranw.org.

Check out last week's recap [HERE!](#)



RANW Foundation

The RANWF seeks to empower non-profits in their pursuit of creating safe, affordable and sustainable housing for ALL.

RANWF Webpage: <https://ranw.org/ranw-foundation/>



Exciting news!

At the 2025 RANW Annual Meeting, Mike Karisny and the Karisny Family Foundation generously donated a \$10,000 match to the RANW Foundation, inspiring four more brokers to stand up and donate \$1000 each! We still need help to reach our goal of \$25,000 in 2025. WOW! Thank you, K.C. Maurer, Pat Kaster, Andy Beiser and Brittany Voigt!

We're asking that each of our 2300 members donate \$25 or anything you can afford. Every dollar counts. Let's work together to end this housing crisis! Check out our progress here: <https://ranw-foundation-fundraising-tracker.replit.app/>



All proceeds go to local Habitat for Humanities, Pillars, Oshkosh Tiny House Village, The Veterans 1st Village in Green Bay, SAM 25 in Shawano, Holy Family Warming Shelter in Fond du Lac and Mission of Hope in Waupaca!

Check out
our newest
beneficiary:
Youth Build!

REC ●

Click [HERE](#) for videos
of our non-profits.



Membership



Membership Changes

To view RANW membership changes, [click HERE](#).

DON'T LOSE YOUR BENEFITS! RANW 2026 ANNUAL MEMBERSHIP DUES

[Click HERE](#) for the sharable and easy to follow guide on annual dues! [Click the button to pay!](#)



RANW: Where REALTORS® Rise Together!

When you're paying your REALTOR® dues, remember that this is less than your yearly coffee budget — for year-round protection, education, and connection. **Save \$54 when you renew before November 15th!**
<https://ranw.org/news/2026-ranw-membership-dues-posted-on-your-member-portal-deadline-to-save-is-nov-15th/>



WHO'S GOT YOUR BACK AT THE CAPITOL?

Your Association - Protecting homeownership behind the scenes.

When new laws threaten your business, when property rights are on the line - we're already there.

We don't just sell homes, we build communities.

Our REALTORS® make a difference. Find YOUR REALTOR® family with RANW.

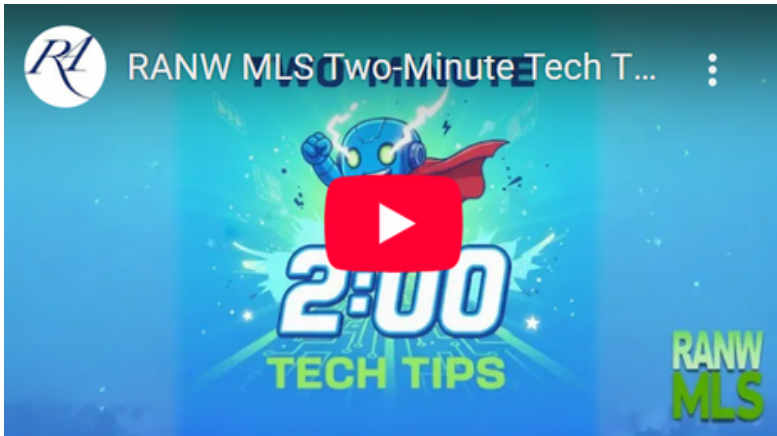
We got your back!

Communications

We're not all about the newsletter and Facebook. We're communicating on EVERY level!
[Check it out HERE!](#)

17th Anniversary of WIREX

The Wisconsin Real Estate Exchange (WIREX) is proud to celebrate its 17th anniversary, marking nearly two decades of providing real estate professionals with the most comprehensive MLS data share in the state — a model that has inspired similar initiatives across the country. WIREX is a collaborative data share between seven multiple listing services (MLSs) in Wisconsin, giving members access to more than 90% of the state's listed properties. [**Click HERE for the full story.**](#)



2-Minute Tech Tip

🕒 Two minutes. One brilliant hack. RPR's AI ScriptWriter takes your market trends and says, "Relax, I've got your social media covered." 😊 #TwoMinuteTechTips #RealtorLife

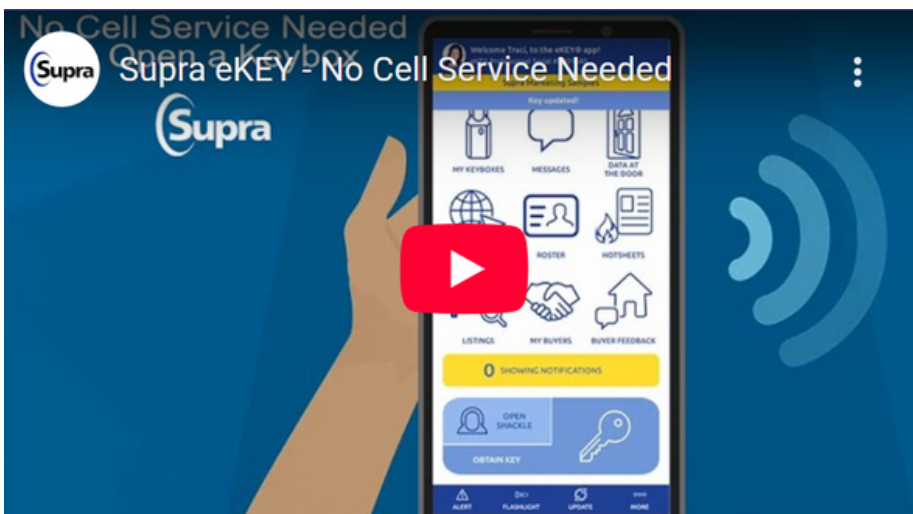
FOREWARN TRAINING

With agent safety always a priority, I wanted to share with you the next set of FOREWARN trainings to help agents get the most out of the app.

The next FOREWARN training is November 19 at 1 p.m. CST. [**Join us as we demonstrate**](#) how to best utilize FOREWARN, share insider tips and tricks, and host a live Q&A session.

Supra Showing Notifications

You're showing a property in the deep dark woods of Wisconsin where you just know your cell service is going to be iffy. Don't panic! If you update your eKEY app before you leave your home or office, you don't need cell service or the internet to use eKEY for the next 24 hours! BOOM!



NAR RESOURCES for CONSUMERS

- [NEW: Real Estate Contract Contingencies](#)
- [Understanding Condo Ownership](#)
- [How to Protect Against Real Estate Wire Fraud](#)
- [NEW: Home Selling Tips for Privacy and Safety](#)
- [NEW: Do You Need Private Mortgage Insurance?](#)