

TIP #26:
Careful with cash deposits!
If you periodically carry large deposits to the bank, be especially aware of any strangers lurking around the office parking lot. If you must transport cash deposits, use the buddy system or arrange for a security service or police escort.



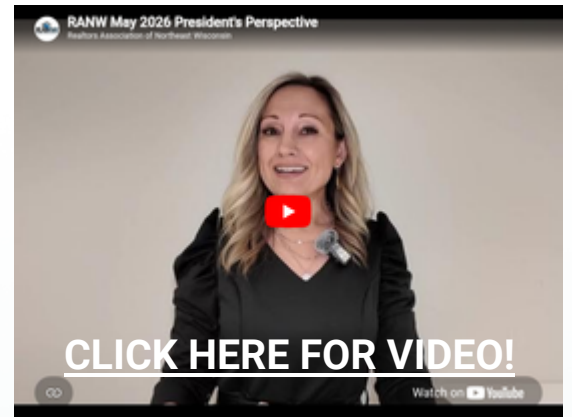
REALTOR® News



What REALTORS® Need to Know This Month with RANW President Jill Dickson-Kesler

Join Jill every month for a racap of what you need to know.

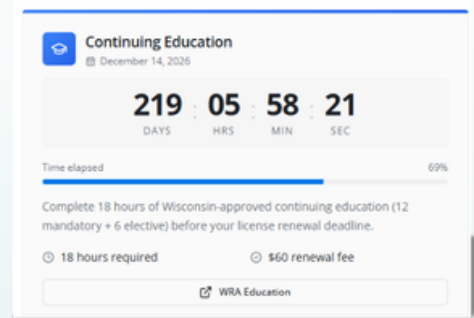
- Market Insight
- Association Update
- New MLS rule or policy
- Opportunities for Members
- Pro Tips



REALTOR® DEADLINES - THIS YEAR IS A CE AND LICENSE RENEWAL YEAR!

Track your CE, License Renewal, Code of Ethics and FairHaven due dates all in one place! The app even gives you the links to go take care of the task and cost information right up front! [Click HERE!](#)

Note: New Member deadlines are different for Ethics and FairHaven



2025-2027 NAR Code of Ethics Requirement

When you complete your 18 hours of Continuing Education, please email Cheryl cdreger@ranw.org the following class certificates to satisfy the 2025-2027 **NAR Code of Ethics requirement.**

See the list of classes [HERE](#).

**NAR
Consumer
RESOURCES**

NEW
**Consumer Guide: How Solar
Impacts a Real Estate Transaction**

- [Navigating Mortgage Interest Rate Shifts](#)
- [Financing a Renovation When You Buy](#)
- [Staging your House for a Sale](#)
- [Spotting Deepfake Scams in Real Estate](#)
- [Are You Ready to Invest in Real Estate?](#)



Events & Education

NINJA SELLING WITH RYAN FULCER INSPIRES RANW MEMBERS

On April 21st, Ryan Fulcer came RANW to teach the Ninja Selling Technique for free to RANW Members! If you haven't taken this training yet, look for more trainings at RANW or with Ryan in the future!

Click [HERE](#) for more information about the Ninja Selling program.



What did our members say about the Ninja Selling Training?



[CLICK HERE FOR VIDEO!](#)

RANW YPN HUNGER AWARENESS WEEK

We kicked off RANW YPN Hunger Awareness Week at The Oshkosh Food Pantry. A great time was had hanging out while also sorting food, stocking shelves, washing bins, and unloading a van from a local 4H with birthday bags!



Day 2 of Hunger Awareness week was at Feeding America! We had the best time with everyone and helped package 3500 pounds of food.

Our last stop for Hunger Awareness week was Paul's Pantry! We spent the morning helping give back to our Green Bay Area community!

Thanks to everyone who showed up this week and helped make a difference in all the different areas of NE Wisconsin!



BROKER ROUND TABLES

May 14, 2026 @ RANW

SUBJECT:

Events, Education and Committees
Plus, a special presentation from our YPN committee!

Register [HERE!](#)

YOU HAVE TO BE THERE!
BIGGEST EVENT OF THE YEAR!



2026 RANW TIMBER RATTTLERS/MAKE-A-WISH FUNDRAISER



Food, Fun, Raffles & of course The Timber Rattlers Game!

Six Wishes granted through our 2025 RANW fundraising efforts!

BENEFITING
Make-A-Wish
WISCONSIN

LEARN ABOUT THIS YEAR'S WISH KIDS!



JOSEPHINE'S STORY



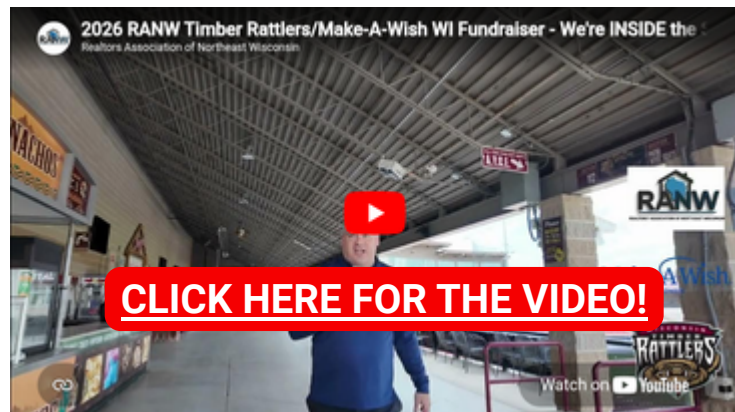
ARIA'S STORY

JOIN US

JUNE 11TH

Did you know that Broker/Companies can also sponsor or donate this this event? If your company is interesting in sponsoring, please find our sponsorship and donation forms [HERE!](#)

- [GET YOUR TICKETS HERE!](#)
- [SPONSORSHIP AGREEMENT](#)
- [BROKER SPONSORSHIP AGREEMENT](#)
- [DONATION REQUESTS AND IDEAS](#)



HELP THE AMERICAN WARRIOR INITIATIVE FIND VETERANS SERVICE DOGS

This event may change the way you serve Veterans forever. Our affiliate member, Linda Williamson is hosting an educational event designed for REALTORS, title agents, insurance agents, home inspectors, home warranty companies, financial planners, and really any professional who wants to better bridge the gap between civilian and military life.

This is more than a business event. It's a chance to learn, connect, and show up with greater respect, awareness, and care for those you have served.

Linda has dedicated a portion of each loan she writes this year to award a local Veteran with his/her own service dog!! We'll end the event with this surprise!

- Wednesday, June 17th
- 1:30 pm– 4:00 pm snacks and drinks to follow
- Hilton Paper Valley Hotel, Appleton
- Register here: <https://givebutter.com/AWREPNEWisconsin>
- Seats are limited, and this event will fill quickly.
- Come with an open heart.
- Leave with a renewed sense of purpose.

Rise UP!

450 service dogs.
450 stories of hope restored.

This is what legacy looks like when you choose to give.

Thank you, Fairway Nation.

AMERICAN WARRIOR INITIATIVE

AMERICAN WARRIOR INITIATIVE

FAIRWAY HOME MORTGAGE

SAVE THE DATE
2026 BOOTCAMP TRAINING

June 17, 2026
1:30pm - 4:00pm

HILTON APPLETON PAPER VALLEY
333 West College Ave
Appleton, WI 54911



WCR SUMMER MASTERMIND

[REGISTRATION HERE!!](#)

Free Admission!

SUMMER MASTERMIND

Women's Council of REALTORS Greater Northeastern Region

SOMETHING SPECIAL WITH KRISTEN HUBERS

SAVE THE DATE!!

KRISTEN IS BRINGING HER EXPERTISE IN AN INTERACTIVE ENVIRONMENT

MORE DETAILS COMING SOON!

RANW Offices
W6124 Aerotech Dr., Appleton, WI 54914

JUNE 25th 2026
1:00 pm-3:00 pm

Avoid the "PowerPoint fossil graveyard". We'll make this feel like a live late-night workshop where people accidentally learn communication skills while laughing at cursed Facebook graphics.

- HOW TO TALK GOODER ON THE INTERNET
- THE ART OF NOT SOUNDING LIKE A CORPORATE REFRIGERATOR
- THE PSYCHOLOGY OF WHY WE CLICK WEIRD STUFF

RANW SUMMER OF GOLF

- Green Bay July 20 at Brown County Golf Course
- Fox Valley August 20 at High Cliff Golf Course
- Oshkosh Sept 10 at Lake Breeze Golf Course

Who doesn't want to golf while technically at work? Sign up for one or all three of our golf events. You get 18 holes with a cart, lunch, dinner, drinks, networking and fabulous prizes! Click on the event above to register.

High Cliff GOLF COURSE Since 1968

BROWN COUNTY GOLF COURSE

Lake Breeze Golf Club

RANW GOLF

RANW GOLF COMMITTEE

READY TO GET YOUR BROKER LICENSE!?




July 27th-30th and Aug 3rd-6th, join instructor, Ryan Fulcer, on an 8-day, Live In-Person Brokers License Course at RANW! [Register now and get ready to level up!](#)



KICKBALL FOR A CAUSE



Grab your team, bring your competitive spirit, and join us for a fun-filled day of kickball, food, prizes, and giving back! [REGISTER HERE!](#)

-  Date: August 6th
-  Time: 12:00 PM – 5:00 PM
-  Location: Riverview Park in Allouez

Alpha Dogs Food Truck will be on-site, and all players will receive a food ticket.

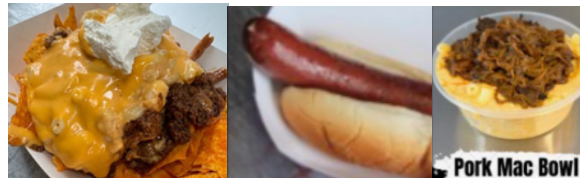
Teams are guaranteed 3 games of kickball, with fun prizes awarded for best dressed and best team name. The winning team will earn the traveling trophy and get to choose the nonprofit that receives the proceeds from the event!

Team details:

- Maximum of 12 teams - Teams of 8–10 players
- Only one team member needs to be a RANW member
- Kids are welcome - Spectators are welcome too!



Alpha Dogs serves walking tacos, hot dogs, brats, hamburgers and pork macaroni and cheese bowls.



Membership



Membership Changes

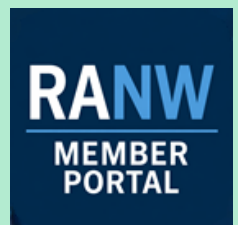
To view RANW membership changes, [click HERE.](#)

Member Anniversaries

Check our Anniversary chart for active members! You can search [here](#) by last name. All Active members are all listed [here!](#) Happy Anniversary RANW all stars!

RANW NEW MEMBER PORTAL

Many of you have already gone into the new member portal in order to pay MLS monthly billing for companies. This new portal is also for individuals to login to change contact information, pay annual REALTOR® dues, and eventually to sign up for events, education and committees! Check out how to use our new member portal [HERE!](#)





Government Affairs & RANW Foundation

HELP US UNLOCK HOUSING OPTIONS

Do you know any adults with A/I/DD (Autism, Intellectual or Development Disabilities)? Please pass on to them or a family you may know! We NEED 500 responses to this survey by MAY 16th in order to reach our goal of obtaining more data to provide housing and independent living for all! We need about 500 people to take the survey in order to collect the best data. **Take the survey here.**

Click [HERE](#) to enlarge the flyer.

Help Us Unlock Housing Options
Add Your Voice to the Movement

"You can participate in our housing survey completely online."

Why It Matters

- 75% of adults with A/I/DD currently live with family
- 25% live with a family caregiver who is over age 60

Take the Survey

"My Housing Voice"

- Outagamie, Calumet & Winnebago counties, WI
- Survey deadline: **May 16th, 2026**

HOW YOU CAN HELP (1-2 minutes)

- Forward this to families, caregivers, or A/I/DD networks
- Share on social media or within your workplace
- Mention it personally to someone who should know

TAKE IT ONLINE AT:
keyswi.org/survey

facebook.com/myhousingvoice | keyswi.org | SUPPORTED BY Basic Needs Giving Partnership

SPONSORSHIP OPPORTUNITIES FOR NEIGHBORWORKS

NeighborWorks Green Bay believes that strong communities are built when neighbors, partners, and local organizations invest together in people and place.



We invite you to join us in that shared work through sponsorship opportunities that support our mission throughout the year. [Click HERE to see three meaningful ways to partner with this amazing organization!](#)

IN THE KNOW WITH JENNIFER SUNSTROM

What is one of my favorite things to look forward to every Friday at 5? Jennifer's news update and weekly Government Affairs/Public Relations newsletter.

I, Kristen Hubers, am certainly her number 1 fan. I need you to know why. Listen to the last two weekly recaps from Jen. If you feel the same, email jsunstrom@ranw.org to get this newsletter.

- [MAY 1ST RECAP](#)
- [MAY 8TH RECAP](#)

NEXT UP FOR HABITAT FOR HUMANITY

Save the Dates 2026



Build a House Bingo

Thursday, May 14, 2026
Eagle's Club: 515 N. Park Avenue
5:00 pm Doors Open/Cash Bar
Italian Buffet Dinner

Hard Hats & Heels Gala

Wednesday, October 14, 2026
Join us for a night of celebration!!!!
Radisson Hotel & Conference Center, FDL

Info at: www.habitatfdl.org

FOND DU LAC

Your Donation of \$125.00



Will Sponsor a Square Foot of our 2026 House Build



REALTORS® Association of Northeast Wisconsin
Weekly Governmental Update
In The Know

Communications



Who wrote this
month's column?

Lady Whistledown's

Communications Committee Confidential

Dearest Gentle REALTOR®,

It has come to this author's most delighted attention that one of our most cherished annual gatherings shall soon return to the social calendar. On June 11, our esteemed community will once again come together for the RANW Make-A-Wish Wisconsin event, a tradition as meaningful as it is memorable. Tickets are available online now, and for those who prefer a more personal exchange, paper tickets may be purchased by contacting a committee member. A wise REALTOR® would be prudent to secure attendance early, for this is no ordinary evening at the ballpark. It is an occasion where fellowship, generosity, and community spirit take their rightful place in the spotlight. Last year, through the remarkable support of those in attendance, six wishes were granted. Six. One must pause to appreciate the magnitude of such kindness, for few things are more noble than helping bring joy to children and families who so richly deserve it. This year, we look forward to another grand evening filled with purpose, heart, and perhaps just a touch of baseball magic. This season brings with it a most exciting change: our gathering will be held inside the stadium. Such an arrangement promises an even finer view of the festivities, including the WISH children taking the field for the first pitch. This author suspects there may not be a dry eye among us.

If you desire more from this column, please follow the link included for a very wise tip from the anonymous author of this month's Committee Confidential.

[GOSSIP ALERT! DON'T MISS THIS BONUS CONTENT FROM THE LADY HERSELF!](#)

Until our next correspondence,
Yours watchfully,

The Communications Committee



10-MINUTE BUSINESS TWEAK: RECONNECT WITH 3 PEOPLE



This one is simple—and it works.

The tweak: Reach out to 3 people you haven't talked to in a while. No agenda, no pitch—just a genuine check-in.

Step 1 (3 minutes): Pick your 3 people

Think past clients, old leads, or someone you had a great conversation with that never went anywhere.

Step 2 (5 minutes): Send a quick text. Keep it casual and human. Here are a few you can use as-is:

- “Hey! You popped into my head today—how have you been?”
- “Hi! It’s been a bit so I wanted to check in. How’s everything going?”
- “Hey! Random, but I was thinking about you—how are things on your end?”

Step 3 (2 minutes): Keep the conversation going. If they respond, be present. No rush to turn it into business.

SMALL TOWN SPOTLIGHT — KIMBERLY, WI



Here are 5 fun, quirky, verified facts about Kimberly, Wisconsin:

- **Kimberly had a whole “identity crisis” before becoming Kimberly.** Before it was Kimberly, the village was known as The Cedars and later Smithfield. In 1889, it was renamed after John A. Kimberly, one of the co-founders of Kimberly-Clark. Very “new name, new era” energy.
- **Its name is tied to paper royalty.** Kimberly-Clark opened a paper mill there in 1889, and that mill became a major part of the community’s identity. So yes, Kimberly’s backstory has serious “paper town, but make it corporate history” vibes.
- **The old mill site is getting a second act called “The Cedars.”** After the Kimberly mill closed in 2008, the site eventually became part of a redevelopment project named The Cedars — a nod to Kimberly’s original name. Full-circle moment.
- **Kimberly is small but mighty.** The village is only about 2.30 square miles of land, but the Census Bureau estimated its 2024 population at 7,529. Translation: Kimberly is compact, connected, and probably not the place to “just run into Kwik Trip quick” without seeing someone you know.
- **It has a beach... in a village.** Kimberly’s Sunset Beach Swimming Facility includes a sand beach, shallow-water slides, a diving well, low and high diving boards, cornhole, green space, and a splash pad included with beach admission. Tiny-town summer flex.

AI / CHATGPT PROMPT OF THE MONTH

The spring market is ramping up! Here is a prompt to help you generate more business:

“Act as a creative marketing expert for a real estate agent. Generate 5 concise spring marketing campaign ideas based on the following categories: pop-by gifts, spring home refresh kit, client appreciation event, keepsake item, and a social + mail contest.

For each idea, include:

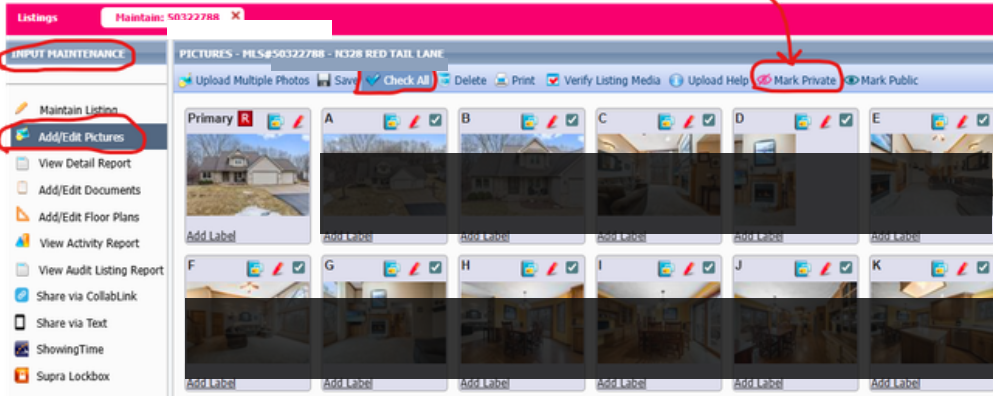
- A catchy campaign name
- A brief description (1–2 sentences)
- A specific example (what to give or do)
- A short tagline or message I can use with clients
- The primary goal (referrals, listings, brand awareness, etc.)

Keep the tone fun, seasonal (spring-focused), and relationship-driven rather than sales-heavy. Make the ideas easy to execute and realistic for a solo real estate agent.”

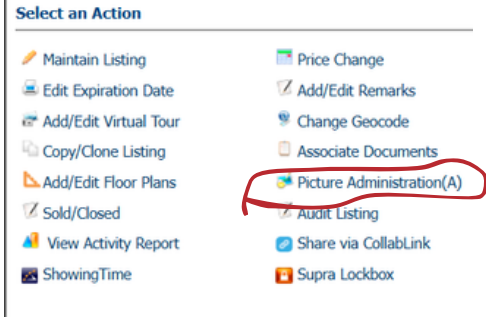


MLS News

TO DO: Add THIS to your Closing Checklist

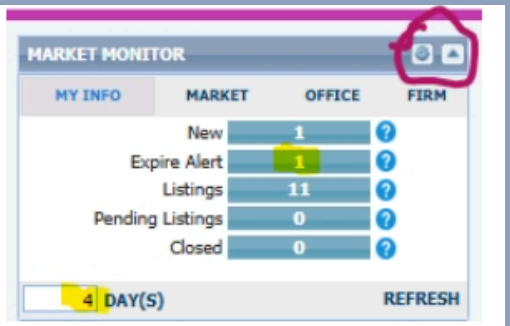
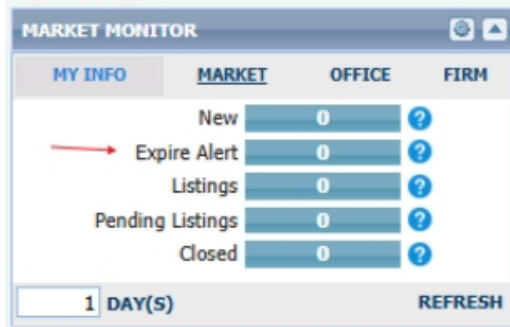


After closing out the property, go to maintain the listing, click Add/Edit Pictures or Picture Administration. Check all to select all photos and click Mark Private. This will remove all photos except the main photo from all sites.



Listing agents!

Did you know you can see when your listings are going to expire? Click on My Info on your Market Monitor. This is a very helpful tool.



You can update the number of days or other information by using the Settings widget in the upper right corner of the Market Monitor.



FOREWARN TRAINING

Using FOREWARN is so important to your safety as an agent. **RSVP today** for the next two webinars on May 12th and May 28th. Learn about the brand new feature, Household Risk Lookup! You need this!



Click [HERE](#) for the next webinar on May 13th. Refer others to CubiCasa and receive a free PLUS orders!

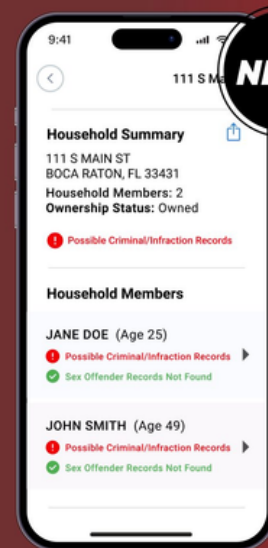
101 WEBINAR

May 13, 2026 - 1:00 PM CT

LEARN HOW TO CREATE FREE AND EASY FLOOR PLANS IN MINUTES!



CubiCasa Monthly 101 Class: Learn to Create Free & Easy Floor Plans in Minutes!



NEW!

Household Risk Lookup

Know your prospect... and the household



FOREWARN