



TIP #29 Nothing personal
When talking to clients and prospects, be friendly but still keep your personal information private. This means avoiding mention of where you live, your after-work or vacation plans, and similar details.



REALTOR® News



What REALTORS® Need to Know 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

[CLICK HERE FOR VIDEO!](#)

BOARD OF DIRECTOR NOMINEES

On August 3, 2026 the RANW Nomination Committee met to appoint members to be nominees to fill open director positions on the RANW and RANW MLS Board of Directors. Their nominees were approved by the RANW Board of Directors on August 4, 2026. The Nominees are as follows:

RANW Director
Nominees
(2 seats open):

- Tyler Jedwabny
- Mike Karisny

RANW MLS Director
Nominees
(4 seats open):

- Taylor Hansen
- Carey Maurer Martin
- Lori Muller
- Adam Turriff

REALTOR® CE AND LICENSE RENEWAL

[Click the link HERE](#) for everything you need to know about your 2026 requirement deadlines.

REGISTER HERE!

[HARD COPY FORM HERE](#)



SAVE THE DATE

LIVE Continuing Education
is BACK!

Save The Date for In Person CE being taught by
Michael Sewell at RANW on November 5, 12 & 19

Michael Sewell
Instructor

 Website
www.ranw.org

 Phone Number
920-707-9900

FREE WRA CONVENTION PASS - DEADLINE IS AUGUST 26TH

WRA is offering the chance to win a free pass to their convention this September. The criteria for awarding the free registration are as follows:

- The registration must be given, not sold, and is non-transferable.
- The recipient must be a REALTOR® member in good standing.
- While financial need is not a prerequisite, it may be considered.
- The recipient may not be a local board officer.
- The submission deadline to RANW is August 26, 2026.
- Recipients may add ticketed items at their own expense.

Please email Cheryl at cdreger@ranw.org to enter.

THE ROAD TO HOUSING ACT AND THE ROAD AHEAD

The ROAD to Housing Act marks one of the most significant federal housing achievements in decades. In the latest episode of Advocacy Scoop, Shannon McGahn and Patrick Newton take listeners behind the advocacy effort that helped make it happen, explain what the law means for housing supply and affordability, and discuss what's next as implementation begins. [Listen now.](#)



HOMEOWNERSHIP IS THE FOUNDATION OF THE AMERICAN DREAM

As America celebrates its 250th anniversary, NAR's American Dream at 250 campaign highlights the lasting impact of homeownership and the stories behind it. We're proud that RANW member, Alejandro Trejo, is representing RANW Wisconsin, sharing his perspective on what the American Dream means and how homeownership helps make it possible. [Click HERE for the website.](#)

2026 WRA ANNUAL CONVENTION

Registration for the 2026 WRA Annual Convention is now open! This September 22-24 at the Monona Terrace, experience three days of elevated learning and meaningful connection, designed for professionals who are ready to define what's next. Inspired by timeless style and modern momentum, this convention brings together bold ideas, fresh perspectives and the people who move real estate forward. #WRAConv2026 Register [HERE.](#)



NAR FAIR HOUSING CHAMPION AWARDS

They helped someone believe homeownership was possible.

NOMINATIONS ARE NOW OPEN

REALTORS® are members of the National Association of REALTORS®.

NOMINATE A FAIR HOUSING CHAMPION

They show up in underrepresented communities. They lead with education, empathy, and action to create lasting, meaningful impact. If this sounds like you—or someone you know—it's time to tell that story. Submit a Fair Housing Champion Award nomination by August 29. <https://bit.ly/3Q0i3w6>

NAR CONSUMER RESOURCES

- [NEW: Seller Handoff Checklist](#)
- [Defining Home Buying Needs vs. Wants](#)
- [10 Tips For Unpacking Smartly After A Move](#)
- [UPDATED: Multiple Listing Services](#)
- [Overcoming Roadblocks to a Sale or Purchase](#)



GOVERNMENT AFFAIRS & RANW FOUNDATION



DIRECT GIVER: YOUR VOICE, YOUR CHOICE, YOUR IMPACT

The candidates you support today shape housing policy tomorrow. Many of the most important housing and property rights decisions happen locally—at town, village, city and county boards. That's why the Direct Giver program is so powerful. Unlike your investment in RPAC, the Direct Giver program gives you the choice and control over how you support candidates important to you. See why your participation matters in the **30-second video HERE!**

WHY DONATE TO THE RANW FOUNDATION?

Join Chairperson Jill Dickson-Kesler and the RANW Foundation in our mission to empower non-profits in their pursuit of creating safe, affordable, and sustainable housing for all. Please donate to the RANWF today to aid our local Habitat for Humanity and housing providers in working together to solve the housing crisis.

- [VIDEOS OF ORGANIZATIONS RANWF SUPPORTS](#)
- [HOW TO GIVE](#)



Membership



MEMBERSHIP CHANGES

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



LIVING LEGENDS

Click [HERE](#) for our list of RANW members who have been serving with us for 40 years or more!

☀ Introducing RANW Living Legends! ☀

We're honored to kick off our new series with Gail Schwab, the first featured guest in RANW Living Legends—a celebration of real estate professionals who have been members of RANW for more than 40 years.

Join us as Gail shares her experiences, insights, and the stories behind a remarkable career in real estate. Her legacy is one of dedication, professionalism, core values and service to our industry and communities.

🏡 ✨ Thank you, Gail, for helping pave the way for generations of REALTORS® to come.

And thank you, Ryan Fulcer from the RANW Communications Committee for the outstanding interview!

Full Name	Company	Join Date	Total Years
Gail J. Schwab	First Weber Oshkosh	6/28/1967	59
Robert Steidl	United Country-Udoni & Salan Realty	2/1/1970	56
Terry N. Hilgenberg, ABR,CRB	Coldwell Banker Real Estate Group	9/1/1973	53
Margaret L. Vande Hei, ABR,CRS,GRI	Mark D Olejniczak Realty, Inc.	9/10/1974	52
James W. Seefeldt	Jim Seefeldt Real Estate, LLC	10/1/1974	52
Craig L. Lemerond, CRS,GRI	Coldwell Banker Real Estate Group	6/6/1975	51
Mark S. Sherman, GRI,SRA	Sherman Realty & Appraisal LLC	9/8/1976	50
Barbara Knickel	Barbara Knickel, REALTOR	4/5/1977	49
Karl D. Volkman, CRS	First Weber, Inc.	10/1/1977	49



RANW Events



THANK YOU!

Thank you to sponsors and attendees of the RANW Green Bay Golf outing and the YPN Kickball for a Cause event! Both committees did an excellent job and a great time was had by all! We hope to see you at our next event!



RANW YPN 2026 KICKBALL FOR A CAUSE WINNERS!
PREAPPROVAL POUNDERS





BROKER ROUND TABLE MEETING

AUGUST 13TH
10:00am-11:30am

Forms/Legal Update
WRA Attorney Jennifer Lindsley



WRA
Wisconsin REALTORS' Association



REGISTER HERE!

LIVE ONLY

TO MANAGING BROKERS ONLY
RANW CONFERENCE ROOM

BROKER ROUND TABLE - AUGUST 13TH

Managing Brokers - Sign up [HERE](#) to attend the next round table meeting. Our speaker will be WRA Attorney, Jennifer Lindsley on the topics of legal updates and forms.

REALTORS® ROCK THE BLOCK!

Join RANW's Community Service Committee on Thursday, September 17 from 8:00 AM–12:00 PM for Rock the Block! We're building a team of volunteers and would love to have you join us. Can't make that shift? Sign up for another date (or an additional shift) and share your photos with us!

REGISTER HERE to VOLUNTEER!



XO - MOLLY

RANW SUMMER OF GOLF

- **Fox Valley August 20 at High Cliff Golf Course**
SOLD OUT!
- **Oshkosh Sept 10 at Lake Breeze Golf Course**

You get 18 holes with a cart, lunch, dinner, drinks, networking and fabulous prizes! **Click [HERE](#) to register!** We're grillin' on the fairway!



RANW YPN AI LUNCH AND LEARN

Join the RANW Young Professionals Network for an AI Lunch & Learn designed to help you put artificial intelligence to work in your business! During this hands-on session, we'll cover how to set up your AI tools to better work for you, along with practical prompting strategies you can use in your business.

REGISTER



- Attendees should bring a laptop and come prepared with either ChatGPT or Claude already set up and logged in.
- Lunch will be provided.
- Registration is required by September 9 and is limited to the first 60 attendees. A waitlist will be created once all available spots are filled.

SEPTEMBER
14TH, 2026

AI Event

10:30 Registration

11:15am-1:00pm- AI Presentation

Set up your AI
to work for you

Learn how to
prompt like a
pro

Lunch will be provided

RANW YPN BUSINESS BUILDING BOOTCAMP

Join the RANW Young Professionals Network for the 2026 Business Building Bootcamp

- Thursday, October 15th from 9:00 AM – 3:00 PM!
- Event hosted at The Gathering Hub (728 Schelfhout Ln, Kimberly, WI 54136)

This free event will be a day of learning, networking, and inspiration designed to help you grow your business, connect with fellow professionals, and leave feeling motivated for what's next. An optional vision board class will follow the event.

Sign up [HERE!](#)



SAVE THE DATE 2026 RANW ANNUAL MEETING

RANW Members: Please save the date of 10/22/26 at The Marq in De Pere for our 2026 Annual Meeting. We can't wait to celebrate RANW with YOU!



RANW YPN DAREOKE

November 12 | 6–9 PM | Stadium View, Green Bay

Back by popular demand! Whether you're ready to grab the mic or just want to cheer from the sidelines, join RANW YPN for a fun night of networking, snacks, and a little singing. Registration is coming soon, so mark your calendar and follow the event on Facebook for updates!



RANW HOLIDAY PARTIES

REGISTRATIONS COMING SOON!

December 10, 2026
RANW Green Bay Holiday Party
Fire & Fir Event Hall

December 17, 2026
RANW Fox Valley Holiday Party
The Fox Club, Appleton



RANW MAKE-A-WISH WI FUNDRAISER SURVEY

Please take [this super short survey](#) from the RANW Make-A-Wish WI Committee EVEN IF you have never attended the event.

Thank you to all who made 2026 a success! What a turn out and an outstanding presence from our members!



MEMBER/COMMUNITY EVENTS



UNITED FOR OUR COMMUNITIES

09•16•26

HIGH CLIFF GOLF COURSE • SHERWOOD, WI

Our Local Love Foundation is a nonprofit built by local real estate professionals who believe that when our industry works together, our communities become stronger. Your participation helps support local organizations, community initiatives, and families throughout Northeast Wisconsin.

EVERY GOLFER MAKES A DIFFERENCE.
ALL AGENTS AND BROKERAGES WELCOME.

REGISTER YOUR
FOURSOME
TODAY!



Your \$400 team foursome registration includes:

- 9-Hole scramble with cart
- Lunch for all players
- 2 Drink tickets per player
- Goodie bags for everyone!



COLDWELL BANKER

REAL ESTATE GROUP



RANW MARKETVIEW

HOUSING DATA. LOCAL INSIGHT.

NORTHEAST WISCONSIN

AUGUST 2026

5 UPDATES TO RANW MLS

PARAGON HAS IMPLEMENTED THE NEW FEATURES BUT WILL NOT BE AVAILABLE IN DATA FEEDS FOR ONE-TWO WEEKS.

**NEW
NEW
NEW
NEW**

FEATURES

- Engineered Wood Added to Exterior Finish
- Cellar Doors Added to Lower Level/Basement
- Emergency Generator Added to Exterior Misc. Included
- Pergola Added to Exterior Misc. Included

BUILT ON COOPERATION, POWERED BY INNOVATION, STRENGTHENED BY INFORMED MEMBERS.



RULE CHANGE

Rule 4.22 Updated to read: Duplicates as a result of a co-listing are no longer allowed to be submitted into the MLS system."

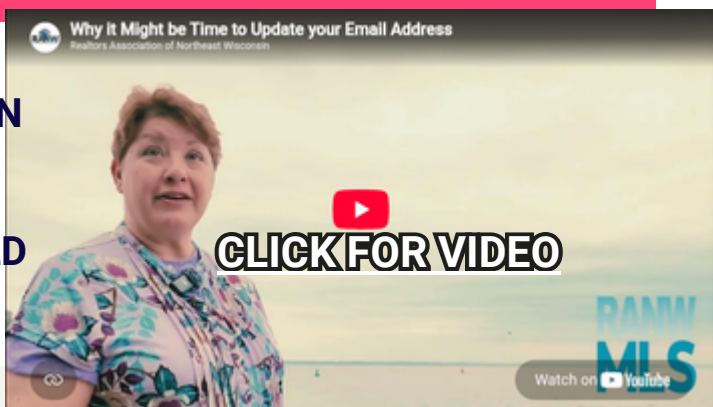
BRAND SPANKIN' NEW!

Introducing RANW MARKETVIEW for Northeast Wisconsin stats, market trends, monthly market analysis reports and video recaps ALL IN ONE PLACE.

No more fetching market trends from RPR, downloading reports from Paragon, no more heading over to NAR and WRA and do it yourself mathing.

Head over to the Marketview site NOW to copy/paste this content right into your socials, your newsletters and send to your clients! Made to steal! Stats refresh on the 10th of each month by end of day.

PARAGON TIP: UPDATE YOUR OLD EMAIL



@RANW www.ranw.org 2026

UPCOMING CLASSES @ RANW

18
September

RPR Training

Property Search, Prospecting, Market Trends, Map Search, CMAs/Reports, AI Scripts & More!

WE124 Aerotech Dr, Appleton, WI 54914

1:00PM - 2:00PM

6
October

Paragon Training

Data Sheets, Paragon Connect, Listing Input, CMAs/Reports, Searches, Tax AutoFill, Collab Center, Status, Third Party Integrations & More! Plus, LIVE Q&A - Bring your questions!

WE124 Aerotech Dr, Appleton, WI 54914

1:00PM - 3:00PM

10
November

RPR Training

Property Search, Prospecting, Market Trends, Map Search, CMAs/Reports, AI Scripts & More!

WE124 Aerotech Dr, Appleton, WI 54914

1:00PM - 2:00PM

8
December

Paragon Training

Data Sheets, Paragon Connect, Listing Input, CMAs/Reports, Searches, Tax AutoFill, Collab Center, Status, Third Party Integrations & More! Plus, LIVE Q&A - Bring your questions!

WE124 Aerotech Dr, Appleton, WI 54914

1:00PM - 3:00PM

khubers@ranw.org

FOREWARN TRAINING

Using FOREWARN is so important to your safety as an agent. **RSVP today** for the next webinar Aug 11th at 9am and Aug 27th @ 1pm FREE to RANW MLS subscribers!



101 WEBINAR

LEARN HOW TO CREATE
FREE AND EASY FLOOR PLANS

REGISTER HERE!

Wed, Aug 12 | 2p ET | 1p CT | 12p MT | 11a PT



PLUS BUNDLE
GIVEAWAY PRIZE!



87%

Get More Views on Your Listing with an Interactive Tour!

(smartviewmedia, 2024)

Communications



Who wrote this
month's column?

Lady Whistledown's

Communications Committee Confidential

Dearest Gentle REALTOR®,

It has come to this author's attention that many among our esteemed membership have performed a most exhausting ritual: traveling from RPR to Paragon, onward to NAR, then perhaps to WRA, all in pursuit of market statistics, reports, trends, and those ever-important numbers our clients so frequently request. One might reasonably wonder whether there ought to be a more civilized way. Indeed, there now is.

Allow this author to introduce RANW Marketview, a most convenient gathering place for Northeast Wisconsin market information. Within one destination, members may find local statistics, market trends, monthly market analysis reports, video recaps, and more—all without embarking upon a grand tour of countless websites and downloads.

The purpose is refreshingly simple: to make useful market information easier to find, understand, and share. And perhaps most delightfully, dear REALTOR®, the content is made to steal. Yes, you read that correctly. Should your social media feed require a timely market statistic, take one. Should your monthly newsletter need a worthy update, borrow from the latest report. Should a curious buyer or seller inquire about what is truly happening in the market, Marketview provides a convenient source of local information worthy of sharing.

This resource may prove especially welcome to those who do not consider spreadsheets, calculations, and statistical analysis among life's greatest pleasures. One need not possess an undying affection for data to keep one's clients properly informed. Marketview does much of the gathering for you, leaving you with useful, local information ready to put to work in your business.

And one must remember: an informed client is far better equipped for an informed conversation. The more clearly we can explain what is actually occurring throughout the Northeast Wisconsin market, the more productive our discussions with buyers and sellers can become.

A wise REALTOR® would therefore be prudent to visit RANW Marketview, explore its offerings, and promptly bookmark the page for future reference. The next time a market update is required, there shall be no need for frantic searching or mathematical acrobatics. Visit RANW Marketview [HERE](#).

ALEX YOUNG

MOLLY DAANEN

JUSTINE LAMERS

RYAN FULCER

CHAIR

KATIE MCCOWEN

PAYTON KRUEGER

VALERIE BOHN

**UNTIL OUR NEXT CORRESPONDENCE,
THE COMMUNICATIONS COMMITTEE**

THE ONE TWEAK THAT CAN FIX YOUR WHOLE DAY

Most agents have tried just about every productivity trick out there. The color-coded to-do list. The newest app that promises to organize your entire life. The 5 a.m. morning routine that lasts approximately three days.

The problem is that most of those systems focus on managing tasks instead of managing your actual time. And in real estate, where your entire day can change with one phone call, a to-do list is usually not enough. You can have the best list in the world, but if you do not protect time for the things that grow your business, they will continue getting pushed to tomorrow.

The tweak is simple: build your calendar around your Money-Making Activities, or MMAs, and treat those time blocks with the same importance you would give a closing or listing appointment.

I know, “time block for prospecting” is not exactly groundbreaking advice.

So let’s make it more realistic.

[READ THE ARTICLE HERE!](#)



POLL Results!

What is the best place to get pizza in Brown County? Our members said Cranky Pat's in Green Bay! Do you agree?



AUGUST 2026 RANW NEWSCAST

From exciting events to important updates, Katie McCowen and Alex Young from the RANW Communications Committee have the inside scoop on everything happening at RANW!

**MENASHA
STRONG**



PHOTO CREDIT: APPLETON COMMUNITY NEWS

HOMETOWN HIGHLIGHT - MENASHA, WI

When it came time to choose this month’s hometown highlight, it simply did not feel right to write about anywhere other than Menasha. Since the July 27 tornado, we have seen heartbreaking images of damaged homes, businesses and neighborhoods. We have also seen neighbors, first responders, volunteers and local organizations step forward to help.

But Menasha should not be known only for what happened to it. This is a community with a rich history, beautiful waterways, outstanding trails, longtime local businesses and a location that makes the entire Fox Cities easily accessible. Those are the things that made Menasha special before the storm, and they will remain an important part of its recovery.

[READ THE WHOLE STORY HERE!](#)