

TIP #30

Take two seconds as you walk towards your destination to check out potential risks.

- Are people coming and going or is the area unusually quiet?
- Do you observe any obstacles or hiding places in the parking lot or along the street?
- Is anyone loitering in the area?



REALTOR® News



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

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

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

[CLICK HERE FOR VIDEO!](#)

2026 WRA ANNUAL CONVENTION



Register for the 2026 WRA Annual Convention! 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](#).

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

Website
www.ranw.org

Phone Number
920-707-9900

Michael Sewell
Instructor



NAR CONSUMER RESOURCES

- [Fraud Red Flags](#)
- [Helping Family Members Become Home Owners](#)
- [Seller Handoff Checklist](#)
- [Defining Home Buying Needs vs. Wants](#)

RANW MARKET AREA MEETINGS

RANW HAS A LOT OF UPDATES TO SHARE THIS YEAR!

All RANW members are welcome to attend our market area meetings. There are five locations to choose from throughout the month of October. Please see the [registration form HERE](#) and indicate which meeting you plan to attend.

TOPICS WILL INCLUDE:

- Merger Exploration - [Website HERE](#)
- MLS Rule Changes
- Live Listing Entry
- Government Affairs Update
- Open Discussion



MARKET AREA MEETINGS — 2026 —



**OCTOBER 6
FOND DU LAC**
Envision Greater Fond du Lac

**OCTOBER 7
OSHKOSH**
Oshkosh - Culver Family Welcome Center

**OCTOBER 8
APPLETON**
RANW

**OCTOBER 12
GREEN BAY**
NWTC Conference Center

**OCTOBER 13
WAUPACA**
Waupaca Chamber of Commerce

THE JIM SMITH EPA AWARD NOMINATIONS DUE BY 9/18/26

[Link to nominate HERE](#)

THE JIM SMITH EXCELLENCE IN PROFESSIONALISM AWARD

HONORING LEADERSHIP. INSPIRING
PROFESSIONALISM. RECOGNIZING INTEGRITY.



RECOGNIZING
LEADERSHIP,
HONORING
INTEGRITY,
INSPIRING
PROFESSIONALISM.

THE JIM SMITH
EXCELLENCE IN
PROFESSIONALISM AWARD



NOMINATIONS OPEN!

Please submit your nominations by **9/18**

The Jim Smith Excellence in Professionalism Award recognizes REALTOR® and Affiliate members of the REALTORS® Association of Northeast Wisconsin (RANW) who exemplify the highest standards of professionalism, leadership, service, and integrity.

Award recipients have made a lasting impact on RANW, the real estate profession, and their communities through committee involvement, volunteer service, industry leadership, mentorship, advocacy, and a commitment to ethical business practices.

We invite you to nominate an individual who consistently goes above and beyond, supports fellow members, strengthens our association, and serves as a positive example of professionalism in our industry. Nominations from fellow members help us identify outstanding individuals deserving of this prestigious recognition.



HOW TO RENEW YOUR LICENSE WITH THE DSPS

Step by step instructions for renewing your license by Dec 14 [HERE](#).

[COUNTDOWN PAGE TO YOUR 2026 DEADLINES](#)

**Continuing Education**
December 14, 2026

91 : 07 : 51 : 52
DAYS HRS MIN SEC

Time elapsed 87%

Complete 18 hours of Wisconsin-approved continuing education (12 mandatory + 6 elective) before your license renewal deadline.

 18 hours required  \$60 renewal fee

 WRA Education

 Live CE @ RANW — Michael Sewell (November)

**DSPS License Renewal**
December 14, 2026

91 : 07 : 51 : 52
DAYS HRS MIN SEC

Time elapsed 87%

Renew your real estate license with the Wisconsin Department of Safety and Professional Services. Late renewal incurs an additional \$25 fee.

 CE must be completed first  \$60 standard / \$85 late

 DPS Portal



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!](#)

GIVING TO THE RANW FOUNDATION

Through strategic partnerships, community engagement, and dedicated funding, the RANW Foundation aims to strengthen the capacity of housing organizations to build communities where diversity is celebrated, opportunities are abundant, and individuals have access to the stability and dignity that a secure home provides.

Funds are transferable only to other 501(c)3 organizations.

Funds will be directed to non-profits with a housing focus.

Funds will be allocated to the following Habitat for

Humanity Organizations. Funds will be allocated to non-profits addressing housing needs for homeless, elderly, disabled, and veteran populations.

- [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!

SEGMENT 2 OF RANW LIVING LEGENDS! TERRY HILGENBERG

Fifty-one years a REALTOR® — and not one of them spent on the sidelines.

In this segment of RANW's Living Legends series, we sit down with Terry Hilgenberg, a name that's been woven into the fabric of real estate in Northeast Wisconsin for more than five decades. Terry has served at every level of the REALTOR® organization — local, state, and national — and has been a tireless force for RPAC and REALTOR® advocacy as a Direct Giver and a relentless voice for property owners and the industry. Spend some time watching this interview. It might change the way you do business. [FULL INTERVIEW HERE.](#)



RANW Events

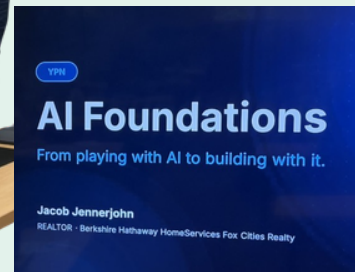
THANK YOU!

Thank you to sponsors and attendees of the RANW Fox Valley and Oshkosh Golf Outings! Both committees did an excellent job and a great time was had by all! We hope to see you at our next event!



THANK YOU!

Thank you to sponsors and attendees of RANW YPN AI Lunch and Learn with Jacob Jennerjohn. A lot of amazing information! Awesome event to our YPN committee!



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!

RANW / HOME INSPECTOR WORKSHOP - 9/22/26

Join local home inspectors for an exclusive, hands-on home tour and learning experience! **9:45am -12:30pm.**

Participants will rotate in small groups of 4–5 per inspector to see their inspection process in action. Afterward, everyone will gather for lunch provided by the Home Inspectors and a Q&A session (please bring a folding chair).
This FREE event is limited to the first 20 registrants, so don't wait to [sign up!](#)



BROKER ROUND TABLE - OCTOBER 8TH

Managing Brokers - Sign up [HERE](#) to attend the next round table meeting. Our speaker will be Jennifer Sunstrom on the 2026 Election Update.

Our last round table with Appraisers Judd Stevenson and Lisa Hanson had a great turnout and even better discussion. Don't miss these important conversations.



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!](#)



OCTOBER 22ND 2026 RANW ANNUAL MEETING

RANW Members: [REGISTER HERE](#) for our 2026 Annual Meeting at The Marq in De Pere. 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 MLS CHANGES

Effective Date: Oct 6th, 2026



RULE	DEFINITION	REQUIREMENT
Firm/Office Exclusive	Listing not entered into the MLS by Seller's request	Seller's approval must be submitted to MLS within 1 business day of effective date of listing via email
Mandatory Listing Entry	How many hours/days after effective date	Listings must be entered into MLS within 1 business day of the effective date of the listing
Status Changes (pending/sold)	How many hours/days after Seller's signature	Listings must be updated within 1 business day of the status change.
Update Listing Information	How many hours/days a listing must be updated after notice from MLS	Listing updates/corrections must be completed within 1 business day of the MLS' notification
Photo Requirement	Other than photo requirements by NAR, what other items should be required	1 Photo depicting the exterior of the listing must be entered into MLS upon initial listing entry - for all classes
One-Party/Comps Entered as Sold	If the property was not listed it may be entered into the MLS	Property data may be entered into the MLS within 3 business days of closing. All required data must be entered.
Duplicate Entry	Many MLSs allow listings to be entered into multiple classes (Single Family, Condo, etc.)	Duplicate listings need to be deleted within 1 business day of closing.
Clear Cooperation	Listing must be entered into the MLS within 1 business day of public advertising.	Listing must be entered into the MLS within 1 business day of public advertising.
No Offer of Compensation in MLS	Any mention of compensation in wording or implied in messaging/photos	Auto deletion (fine at local discretion)

WHAT HAPPENED TO OUR STATS?

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 11th of each month by end of day. You can also customize your own local stats!



Using FOREWARN is so important to your safety as an agent. **RSVP today** for the next webinar **September 24** at 1pm. FREE to RANW MLS subscribers!



REALTOR SAFETY TIP

BEFORE YOU OPEN THE LOCKBOX

SHARE YOUR LIVE LOCATION AND
SHOWING TIME WITH A COLLEAGUE



*Start using
CubiCasa FREE
with your RANW
MLS Subscription!*

Based on recent CubiCasa stats, Jared is the number 1 user of CubiCasa in all of RANW MLS!

"As an appraiser, CubiCasa is a reliable backup to my own measurements and helps me document functional utility — especially on homes with complex layouts. As a buyer's agent, it helps confirm MLS data and gives Buyers what they need to plan ahead. And as a listing agent, it saves time by eliminating simple questions from buyer's agents and appraisers."

JARED TETZNER

*RANW Member
Bay Area Realty & Appraisals*

@RANW

www.ranw.org

2026

UPCOMING CLASSES @ RANW

18
September

RPR Training

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

📍 W6124 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, Stats, Third Party Integrations & More! Plus, LIVE Q&A - Bring your questions!

📍 W6124 Aerotech Dr, Appleton, WI 54914

🕒 1:00PM - 2:00PM

10
November

RPR Training

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

📍 W6124 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, Stats, Third Party Integrations & More! Plus, LIVE Q&A - Bring your questions!

📍 W6124 Aerotech Dr, Appleton, WI 54914

🕒 1:00PM - 3:00PM

khubers@ranw.org

A NOTE FROM DATA COMPLIANCE AND THE MLS COMMITTEE

CLOSING DUPLICATE LISTINGS:

If a listing has been entered in two different property types (a "duplicate" listing), only the listing in the main property class should be closed. Example: If listed as Condominium and Residential, close the Condo listing.

For all other duplicate listings, please make sure that you are closing out only 1 of them. To remove the extra listing, please contact Data Compliance for assistance.

listings@ranw.org

**REGISTER FOR AN INPERSON MLS FAVORITE -
RPR TRAINING ON SEPT 18TH [HERE!](#)
OTHER REGISTRATIONS COMING SOON.**

BUSINESS TWEAK

THE DOLLAR SIGN ACTIVITY FROM ALEX YOUNG

Last week I sat down and wrote out everything I do in a business week. Showings, contract reviews, follow-up calls, yard sign pickups, social posts, closing gifts, CMA prep. The list hit 40 items before I stopped. Yours would too.

Here's the problem. A CMA and a yard sign pickup both take up a block of your calendar, but they aren't worth the same amount to your business. When high-value work and low-value work sit in the same day, undifferentiated, growth stalls. You end up capped at whatever you personally have time to do.

The Dollar Sign Activity fixes this. It's a five-minute audit separating the tasks only you should do from the ones anyone with a checklist handles instead. Real estate coaches have used a version of this for years, for good reason: it works in your business, and it works in your life.

DOLLAR SIGN ACTIVITY EXPLANATION

DOLLAR SIGN ACTIVITY WORKSHEET

Communications



LEDGEVIEW: 400 MILLION YEARS IN THE MAKING



HOMETOWN HIGHLIGHT - LEDGEVIEW, WI

The name Ledgeview has a pretty remarkable story behind it. The Town of Ledgeview sits along the Niagara Escarpment, a geological formation more than 400 million years old that stretches through the Great Lakes region and all the way to Niagara Falls. Here in Northeast Wisconsin, the escarpment, known locally as “the Ledge”, shaped much of the landscape and helped give the community its name. It’s fascinating to think that the ground beneath the homes and neighborhoods of Ledgeview was formed hundreds of millions of years ago.

The Town of Ledgeview has an interesting history of its own. Originally established as the Town of De Pere in 1839, it became the Town of Ledgeview in 1994 to distinguish it from the City of De Pere. Today, Ledgeview has grown into a thriving community while maintaining a mix of residential neighborhoods, open land, parks, trails and natural areas. The town is also home to the 139-acre Ledgeview Golf Course, which was purchased by the town in 2019 to preserve the property and its scenic views.

Perhaps that is what makes Ledgeview so unique...a community that continues to grow and change while remaining connected to the land that has defined it for millions of years. From the “Ledge” beneath our feet to the neighborhoods and amenities we enjoy today, Ledgeview is a place where a very old foundation meets a very vibrant future.

Written and submitted by Molly Daanen