

4451 Woodgate Drive, Ste 100 Janesville, WI 53546

Office: 608.755.4854 Fax: 608.755.4843

#### A word from your President By Colleen Nelson

This will be short and sweet.

Friendly reminder about the Golf Outing, the date is September 3, 2020, Glen Erin Golf Course. Registration in Newsletter. Questions call Vicky @ 608-755-4854 (cheese or dessert tray, general questions) or Al Herbst 608-743-4072 (sponsorship).

Working on the Dinner Dance, should be a fun time.

RPAC is in the making, details to follow.

Thank you
Colleen Nelson
& smo



#### **INSIDE THIS ISSUE**

### **JULY 2020**

	Page	#	Page
Leadership Directory	2	New Members	
A note from your Association Exec.	2	Membership Updates	
New Office Policy RE: COVID-19	2	Orientation Schedule for 202	.0
Important Numbers	2	Thank you, Wade Williams	
Committee List	3	Recipe	
Golf Outing Information	3	July Birthdays	
COVID-19 Resources	3	Tech Helpline	
Events and Save the Dates	3	Dates to Remember	
MLS Corner, MLS Information	4	Upcoming Events	
MLS Officers and Directors Info	4	August Birthdays	
Rock Co. Housing Statistics	5		
Statewide Housing Statistics	5		
Annual Election	5	Golf Outing Registration form	า
A note from Sue	6	Installation Registration form	1
*=Incerted Page		_	

#### **EXECUTIVE COMMITTEE**

#### **PRESIDENT**

Colleen Nelson 758-9779 | nelsonc@firstweber.com

#### PRESIDENT-ELECT

Jerry Morse 754-5300| morserealestate@hotmail.com

#### SECRETARY/TREASURER

Heidi Krenz-Buchanan 289-9383 | heidibuchanan@gmail.com

#### **LOCAL DIRECTORS**

Mary Ellen Mackey | 3-year term 741-1000 | maryellenmackey.realtor@gmail.com

Ben Shult | 2-year term 756-3932 | benshult@charter.net

Neil Kerwin| 1-year term 365-7791 | neilkerwin13@gmail.com

Melissa Selvog | 1-year term 758-9779 | selvogm@firstweber.com

Paul Schieldt | 1-year term 741-1000 | paulschieldt@charter.net

John Mansur| 1-year term 728-7801 | john@davemansur.com

Connor Fox| 1-year term 756-4196 |connorfox@c21affiliated,.com

Craig March | 1-year term 314-1276 | craigmarch@inlanta.com

#### **ROCK-GREEN STAFF**

Vicky Kreyer | Association Executive 608-755-4854 Vicky@rockgreenrealtors.org

Sue Cook |MLS/Membership Administrator 608-755-4841 Sue@RockGreenRealtors.org

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Editor of *The Real Scene*Vicky Kreyer, Association Executive
Co-Editor
Sue Cook, MLS/Membership Administrator

#### **ASSOCIATION NEWS**



A Note from your Association Executive:

July is here and nearing half over and it has been a crazy year so far. We are however trying to maintain some sort of normal here at the Association office. We are now open our normal

hours. Monday thru Friday, with Friday being a half day. I am here Monday thru Thursday and Sue is here Wednesday afternoon, Thursday and Friday morning.

Keep an eye out for the registration forms for the Golf outing, the Installation and the RPAC event. The golf outing registration form is already out and we are collecting donations, Hole sponsors and teams are signing up. The date for the golf outing is September 3 and Golfing is at the Glen Erin golf course.

Just a few notes, in the box below my message is a few guidelines that we would like you to follow if you enter our building in the near future. Our doors are open for you to come in or if you call we can provide curb service if needed. It would be helpful if you called ahead and make an appointment if you would like to speak to either of us here at the office.

We ask that any persons who are meeting with staff or attending any meetings at the Rock-Green REALTORS® Association please abide by the following rules:

- Maintain six feet of physical distancing from other individuals. Only one person at the counter at a time.
- Wearing a mask is recommended but not required.
- Use hand sanitizer located on the counter before entering the conference room and also when you leave the building.
- Do not come into the premises if you exhibit symptoms of COVID-19.

#### **IMPORTANT NUMBERS**

Association AE Office (608) 755-4854 MLS/Membership Office (608) 755-4841 Association FAX # (608) 755-4843 e-mail Vicky@RockGreenRealtors.org Web Site www.rockgreenrealtors.org WRA (General #) (608) 241-2047 WRA Members Only 1-800-279-1972 Members Only Legal Hotline 1-800-799-4468 Legal Hotline (608) 242-2296

General Office Hours---Monday-Thursday | 8:30 a.m. - 5 p.m.
Friday | 8:30 a.m. - 12:30 p.m.

7

# ROCK-GREEN REALTORS® ASSOCIATION 2019-2020 ASSOCIATION COMMITTEE LIST

#### **BUDGET/FINANCE**

Jerry Morse, Co-Chair Blair Winn, Co-Chair Colleen Nelson Heidi Krenz-Buchanan Neil Kerwin

#### **BYLAWS**

Blair Winn, Co-Chair **Jeff Zuelke, Co-Chair** 

#### **DINNER DANCE**

Diana Stoehr, Chair Connor Fox, Co-Chair Rebecca Bittner Val Eagan Renae Henry Ana Johnson Heidi Krenz-Buchanan Colleen Nelson Paul Schieldt Sherri Shaw Wade Williams Vicky Kreyer

#### **EQUAL OPPORTUNITY**

Colleen Nelson, Chr.

#### **GOLF OUTING**

Gary Getchel, Co-Chair Al Herbst, Co-Chair Paula Carlson Deb DeWitt Devin Elliott Kaye Fulton Jeff Myers Justin Winkofsky Vicky Kreyer

#### GOVERNMENT AFFAIRS/RPAC

Jim Zanton, Chair Mary Gilbank-Peterson, Co-Chair Kelly Falk Connor Fox Heidi Krenz-Buchanan Andrea Morse Shelly Tracy

#### **HEALTH & SAFETY FAIR**

Lindsey Chrostowski, Chair Kim Nickols, Co-Chair Brandi Dabson Kelly Falk Linda Kleinschmidt Jeff Zuelke Vicky Kreyer

#### MEMBERSHIP/Education/ Program/Communication

Wade Williams, Membership-Chr Diana Stoehr, Program Chair Devin Elliott Kelly Falk Neil Kerwin Andrea Morse Verna Saladino

#### **NOMINATION**

Colleen Nelson, Association Chair Jerry Morse Neil Kerwin Heidi Krenz-Buchanan Blair Winn Melissa Selvog Erika Penny, MLS Chair Verna Saladino Kelly Falk Wade Williams Andrea Morse

#### **PERSONNEL**

Colleen Nelson, Board Chair Ben Shult Heidi Krenz-Buchanan Neil Kerwin Jerry Morse Blair Winn Erika Penny, MLS Chair

#### PROFESSIONAL STANDARDS

Wade Williams Chair '13 (T-18) Joan Waite Mediator '12 (T-13) Paul Schieldt, Mediator '12 (T-18) Andrea Morse, Griev. Chr '12(T-18) Jerry Morse, Ombudsman "16 (T18 Randy Borman, Ombudsman'16T18 Adam Briggs '12 (T-09) Dave Brown '13 (T'18) Julie Budrow '2020 (T-) Earl Collins '14 (T-18) Deb DeWitt '14 (T-18) Carol Esselman "18 (T18) Kaye Fulton '12 (T-18) Mary Gilbank '12 (T-18) Jeannine Hill '2020 (T-) Eric Kim '16 (T-14) Krista Shortreed '14 (T-13)

#### **ROY/AWARDS LUNCHEON**

Tammy Cherry, Chair Wendy Bumgarner Andrea Morse Colleen Nelson Pat Knoble

#### RECRUITMENT

Colleen Nelson, Chair Neil Kerwin Andy Dongarra Valerie Eagan Jerry Morse

#### SUNSHINE

Maryann Warden, Chair Mollie Podwell

#### **YOUNG PRO'S TASK FORCE**

Connor Fox, Chair Ben DeWitt Deb DeWitt Kelly Falk Kristan Hoff-Filak Neil Kerwin Heidi Krenz-Buchanan Mary Ellen Mackey John Mansur Kim Sharp Erica Penny

#### **STRAT PLAN COMMITTEE**

Blair Winn, Chair Neil Kerwin Neil Kerwin Heidi Krenz-Buchanan Jerry Morse Colleen Nelson Paul Schieldt Ben Shult Jeff Zuelke

#### **CORE STANDARDS COMMITTEE**

Colleen Nelson - Chair Jim Zanton - RPAC Nina Perona - News Lindsey Chrostowski - Community Wade Williams - Pro Standards Diana Stoehr - Programs Vicky Kreyer - Association

# Rock-Green REALTORS® Golf Outing Is a go!

Thursday, September 3, 2020 Golf at Glen Erin golf course Dinner at the Celtic House (menu TBD)

\$75 Per person for Golf & Dinner Golf only \$55.00 Dinner only \$20.00

Shotgun start at 10:30 a.m.

For Hole Sponsorship/Donations please contact Al Herbst, (608) 743-4072 <a href="mailto:aherbst@johnsonfinancialgroup.com">aherbst@johnsonfinancialgroup.com</a>
Contact Vicky to donate cheese or dessert trays @ Rock-Green 755-4854
<a href="mailto:vicky@RockGreenRealtors.org">vicky@RockGreenRealtors.org</a>

Fill out the Registration form in this issue of "The Real Scene" Send or bring the form in completed with payment.

#### **COVID-19 and Your Practice**

The WRA created a coronavirus resource webpage to provide you the latest resources regarding the pandemic and its effects on real estate practice. These resources range from new developments with real estate law to best practices for hosting open houses during the pandemic. Be sure to visit the webpage often so you can stay alert of the newest developments and understand how to adjust your real estate business in response to the virus.

View COVID-19 Resources: www.wra.org/coronavirus

#### SAVE THESE DATES!

August 13, New Member Orientation
September 3, Annual Golf Outing
September 15-16, WRA Annual Convention, at the
Kalahari, Virtual and Live
September 21, Annual Installation Breakfast

#### MLS INFORMATION

\*\*\*When a listing agent advertises a set date for review of, consideration of, or response to an offer, please understand that the seller is free to change that date at any time without notice. It is best to submit your offer in a timely manner, and not wait until the deadline.

\*\*\*New Functionality for Adding Listings: Agents with basic Realtor level access now have the ability to add partial listings via the Listings menu. This new option will streamline the add listing process by allowing agents to directly key in listing data as opposed to filling out profile sheets. Partial listings can then be reviewed and saved as live listings by users with office administrative access. This functionality was being done by some agents under the CMA Subject Property option, but there were some limitations, such as the inability to add documents and poor workflow when converting a subject property to a sold comp.

When entering a partial listing, an agent should make note of the partial listing number assigned to pass on to their office listing administrator, along with any documentation required by their office. If the listing should be entered in a status other than Active, that should also be noted. Administrators can then pull up the partial listing to complete under Listings - Maintain Partials.

\*\*\* Marketing may begin on a property as soon as the listing contract goes into effect (the first date of the term - line 311). This is also the date from which the time frame for MLS entry begins.

Once you begin publicly marketing the property (sign in yard, social media, etc.), the listing needs to be entered on the MLS within 1 business day. (EX.) The property was listed on 7/2, and was entered in the MLS on 7/2, so it was within the required time frame.

\*\*\*Rule Reminder about Photos Please Photos loaded into Paragon™ should not contain office/agent names, logos, or contact information. Please take photos from an angle to avoid your for sale sign, or from an angle such that your sign is not readable. If this is not possible, please edit your photo to blur or cover the sign before loading it into Paragon™. This rule extends to unbranded virtual tours loaded into Paragon™ as well.

\*\*\*Holding Earnest Money & Limited Service Listings If the only service that is not

being provided by the listing broker for a particular listing is that of holding earnest money, that listing is not a limited service listing. We have clarified this via an update to our **Disclosure Form for Limited Service Listings**.

## Thank you, Sue

# MLS Officers/Directors



Erika Penny, President Phone: 608-755-5400 Email: erika@thebriggsrealtygroup.com

Verna Saladino. Vice President Phone: 608-755-5400 Email: verna@thebriggsrealtygroup.com

> Kelly Falk Sec/Treas. Phone: 608-365-1481 Email: kfalk@c21affiliated.com

Sally Jean Weaver-Landers MLS 3-Year Term Phone: 608-754-2121 Email: <a href="mailto:sjweaverlanders@gmail.com">sjweaverlanders@gmail.com</a>

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Wade Williams, MLS 1-Year Term Phone: 608-289-7912 Email: wadeway@gmail.com

Eric Kim, MLS 1-Year Term Phone: 608-884-8468 Email: <u>eric kim1987@yahoo.com</u>

Pat Bellinghiere, MLS 1-Year Term Phone: 815-282-2222 Email: patb@gogambino.com

Andrea Morse, MLS 1-Year Term Phone: 608754-5300 Email: <u>amorse@ymail.com</u>

Shelly Cronin, MLS 1-Year Term Phone: 262-740-7707 Email: <a href="mailto:scronin@c21affiliated.com">scronin@c21affiliated.com</a>

Rebecca Bittner, MLS 1-Year Term Phone: 608741-1000 Email: <a href="mailto:rebeccajbittner@gmail.com">rebeccajbittner@gmail.com</a>



#### Rock County Housing Statistics

Madison, Wis. —The severe economic consequences of COVID-19 had a significant impact on existing home sales in May, according to the Wisconsin REALTORS® Association (WRA). In its monthly analysis of home sales, the WRA found May home sales fell by 25.8% on a year-over-year basis.

Home prices are still appreciating qu9ckly, which isn't surprising, given that inventories fell dramatically in May. Statewide, there were just four months of available supply in May 2020, down from five months a year earlier.

Even with decreasing supply and rapid price appreciation, Wisconsin housing is still very affordable, thanks to record-low mortgage rates.

The longest economic expansion in U.S. history is now over, and the economy is officially in recession.

Rock County Housing Statistics—The median price for May 2020 is \$170,000 and for the month of May in 2019 it was \$159,950 that was an increase of +6.3% and the Sales for May 2020 is 180 and May of 2019 was 232 that was a change of -22.4%. In May of 2020 there was 3.0 months of inventory and in May of 2019 there was 3.8 that was a change of -21.1%. Average days on the market in May of 2020 was 81 and May of 2019 was 80 that was an increase of -1.3%.

**Statewide Housing Statistics**—The median price through May 2020 is \$214,000 and through May of 2019 it was \$201,500 that was an increase of +6.2%. The sales through May of 2020 is 6,440 and May of 2019 was 8,680, a decrease of -25.8%.

All county figures on sales volume and median prices are compiled by WRA and are not seasonally adjusted. Median prices are only computed if the county recorded at least 10 home sales in the quarter. Beginning in 2018, all historical sales volume and median price data from 2015 forward at the county level have been re-benchmarked using the Relitix system that accesses MLS data directly. Data prior to January 2015 is derived from the Techmark system that also accessed MLS data directly.

# Rock-Green REALTORS® Association Official notification of the 2020-2021 Nominating Committee Report

The Nominating Committee met on Wed. July 8, 2020. The committee members in attendance were, Colleen Nelson, Jerry Morse, Neil Kerwin and Erika Penny, Kelly Falk, Andrea Morse and via phone, Verna Saladino.

Need Motion to recommend approval of the following Slate for the 2020-2021 fiscal year:

ASSOCIATION OFFICERS			
President	Jerry Morse		
President Elect	Connor Fox		
Treasurer	Neil Kerwin		
Secretary	Tammy Cherry		
ASSOCIATION DIRECTORS			
Past President	Colleen Nelson		
1-Year Director	Kevin O'Leary		
1-Year Director	Melissa Selvog		
1-Year Director	Kyle Carrier		
1-Year Director	John Mansur		
1-Year Director	Jennifer O'Connell		
1-Year Director	TBD		
1-Year Affiliate	Chris Collins		

MLS OFFICERS		
President	Verna Saladino	
President Elect	Kelly Falk	
Treasurer	Wade Williams	
Secretary	Kathleen Stumpf	
MLS DIRECTORS		
Past President	Erika Penny	
1-Year Director	Eric Kim	
1-Year Director	Nicole Davis	
1-Year Director	Andrea Morse	
1-Year Director	Shelly Cronin	
1-Year Director	Anthony Dransfield	
1-Year Director	Pat Bellinghiere	
1-Year Director	Rebecca Bittner	

The Annual (Election) will take place the week of August 10, 2020. This will be an online vote, please watch your emails for this important vote.

Per Article XI, Section 4 of the Bylaws, the report of the Nominating Committee shall be provided to each member at least three weeks preceding the election. Additional candidates for the offices to be filled may be placed in nomination by petition, signed by at least 20% of the REALTOR® membership eligible to vote. The petition shall be filed with the AE or the Secretary at least two weeks before the election. The AE or Secretary shall send notice of such additional nominations to all members eligible to vote before the election. Note: Petition forms are available at the Association Office.



July 2020 WOW!

Wishing all July birthdays the best. Events for July: 4<sup>th</sup> of July Independence Day, 5<sup>th</sup> of July Full Moon, and 26<sup>th</sup> Parents Day.

Hope everyone is well and healthy. Wearing your masks when needed, washing your hands like a doctor, and practicing distancing, while still enjoying yourself with friends and family.

If you have any issues or questions for the MLS Officers/Directors, send in a letter or request to speak to the Board directly, then we can add it to the agenda.

Rock-Green Realtors® Association is always looking for new members/new offices. New member applications can be found online at <a href="https://www.rockgreenrealtors.org">www.rockgreenrealtors.org</a> (fees not disclosed online) or call the office, we can fax or email applications if you wish, for new offices, agents, brokers, affiliates and local affiliates. The more the merrier!

## Sue, MLS/Membership Administrator

#### **NEW MEMBERS:**

Jay Frazier, transfer to Weiss Realty LLC Robert Simonson, First Weber Inc. Debra Sime, transfer to Shorewest Realtors

#### **MEMBERS LEAVING**

Renae Dunbar, MLS only Century 21 Affiliated Delavan

#### **OFFICES LEAVING:**

NONE



New Members—Welcome to your local Association, Please make sure to complete the Code of Ethics online portion prior to attending the New Member course. Instructions will be in your New Member Welcome packet. If you have any questions please call us.

"Please make sure you take your orientation class before your six (6) months is up. You signed a paper stating you would take it before the six (6) months was up." Thank you!

> New Member Orientation Schedule for 2020

> > August 13, 2020 November 12, 2020

"Thank you Wade Williams for being our orientation instructor very much appreciated."

#### RECIPE OF THE MONTH

#### **HUMMINGBIRD CAKE**

This is a very dense, delicious cake and requires two men and a strong boy to carry! Line them up ahead of time.

3 c. flour

2 c. sugar

1 tsp. salt

1 tsp. baking soda

1 tsp. ground cinnamon

3 eggs, beaten

1 ½ c. salad oil

1 tsp. baking powder

1 ½ tsp vanilla

1 (8 0z.) can crushed pineapple (undrained)

2 c. chopped pecans

2 c. chopped bananas

Combine dry ingredients in large mixing bowl. Add eggs and salad oil, stirring until dry ingredients are moistened. Do not beat. Stir in vanilla, pineapple, 1 cup nuts and bananas. Spoon batter into 3 well-greased and floured 9-inch cake pans. Bake at 350° for 25 to 30 minutes.

#### CREAM CHEESE FROSTING:

2 (8 oz.) pkg. cream cheese, softened

1 c. butter, softened

1 (16 oz.) pkg. powdered sugar

2 tsp. vanilla.

Combine cream cheese and butter. Beat until very smooth. Add powdered sugar, beating until light and fluffy. Stir in vanilla Frost cake and to with remaining 1 cup of nuts. (SINFUL)

Barb Tapovatz Tried' n True

If you have a recipe you would like to share email: <a href="mailto:sue@rockgreenrealtors.org">sue@rockgreenrealtors.org</a>
Make sure you have copyright permission.



Friendly reminder we are still taking 2021 prepayments for the annual dues. The end of August 28, 2020 is the last day for prepayments.

**Questions call 608-755-4841.** 

## JULY BIRTHDAYS

3	Heather Spies
	Ken Redeker
4	Wayne E Jacobson
6	Verna Saladino
	Chris Tuescher
8	Becky Bittner
9	Barb Smith
	Melanie Simmons
12	Mollie Podwell
	Carol Essleman
13	Gretchen Anderson
16	Becky Zuelke
	Jeffrey Joseph
17	Lindsey Chrostowski
	Al Herbst
19	David Love
20	Lori Hagemann
22	Stephen Biedermann
24	Heather Busby
	Carol Harkin
25	Andy Dongarra
	Chris Mayhew
26	Kimberly Nickols
27	Miasia Quince
28	Carole Cullen
31	Stacy Hardenstine

Have we missed your Birthday? Please let us know so that we may acknowledge your special day.



#### **DATES TO REMEMBER 7**

#### **JULY 2020**

July There are no meetings scheduled in July.

#### **UPCOMING EVENTS**

August 12, MLS B.O.D. meeting, Assoc./zoom, 9 a.m.

August 13, New Member Orientation, Assoc. Office/zoom

August 20, Assoc. B.O.D. meeting, Assoc./zoom, 9 a.m.

Sept. 3, Golf outing, Glen Erin

Sept. 14-16 WRA Convention, Kalahari, Live/Virtual

Sept. 17, Assoc. B.O.D. meeting, Assoc./zoom, 9 a.m.

Sept. 21, Installation Breakfast, The Armory, 9 a.m.

AUGUST BIRTHDAYS						
1	Carol Roehl	16	.6 Kimberly VanMatre			
3	Michael Lunde	17	Gary Loos			
	Theresa Struely	19	Kurt Kirchenwitz			
	Randy Walters	20	Walter Bancroft			
5	Sara Luchsinger	23	Greg Heinen			
8	Jenny Hallett	24	Charles Stanhope			
9	Mary Lausted		K Andrea Briarmoon			
11	Thomas Zanton	26	Harry Devitt			
12	Jeffrey Brink		Holly Barrett			
	Saundra Nehls	27	Vicky Kreyer			
	Dixie Kalk	28	Bianca Singer			
13	Brett Gill	31	Bob Mack			
14	Donna Panico		Mary Ellen Mackey			
	Allan Brillman					

#### **NOMINATE YOUR FELLOW REALTOR®**

Hello all, this is the time of year when you can nominate yourself or your fellow REALTORS® for an award at the Installation. Do you know a new REALTOR® that has excelled? Maybe someone that is busy in the community helping others. Go ahead, Toot someones Horn, we want to hear all about the good deeds going on out there. Is there someone out there that has the Association's best interest in mind. We need to hear about these folks. Please let us know who they are so they can be recogonized.

# Rock-Green REALTORS® Association, Inc.

**2020 GOLF OUTING** 

THURSDAY, SEPTEMBER 3, 2020
GLEN ERIN GOLF COURSE
DINNER/CELTIC HOUSE

(menu tbd)

\$75 PER PERSON INCLUDES GOLF AND DINNER

**SAME LOW COST** 

SHOTGUN START @ 10:30 A.M.

## GOLF ONLY \$55.00 AND DINNER ONLY \$20.00

FOR HOLE SPONSORSHIP CONTACT AL HERBST (608-743-4072) aherbst@johnsonfinancialgroup.com

TO DONATE CHEESE OR DESSERT TRAYS CONTACT Vicky Kreyer at (608-755-4854)

2020 REGISTRATION	FORM (Deadline	to register	Aug. 27th)
2020 11201011011	1 Olivi (Beaaiii)e		, vab , ,



Name\_\_\_\_\_Golf\_\_\_Dinner\_\_\_\_
Name\_\_\_\_Golf\_\_\_Dinner\_\_\_\_
Name\_\_\_\_Golf\_\_\_Dinner\_\_\_\_

Name\_\_\_\_\_Golf\_\_\_\_Dinner\_\_\_

Make checks Payable to: Rock-Green REALTORS® Association, Inc. Remit amount for golf and dinners listed on this registration form. Bring or send form to 4451 Woodgate Drive, Suite 100, Janesville, WI 53546.

# Installation and Awards Ceremony

MONDAY, SEPTEMBER 21, 2020

The Armory | 10 S. High Street, Janesville

8:30 a.m. Registration/Breakfast Buffet 9:00 a.m. Call Meeting to Order/Invocation

Please support your Association Leadership by attending the Installation of your--

2020/2021 PRESIDENT, Jerry Morse

And the 2020/2021 Slate of Officers and Directors Rock-Green REALTORS Assoc. and Rock-Green MLS Inc.

Installation will be by Cori Lamont, WRA

Help Congratulate the Realtor® of the Year and the Affiliate of the Year and numerous other awards will be presented! You could also be the winner of one of the door prizes!!!

-Cost: \$7.00 per person Food Sponsored by: Blackhawk Bank

DEADLINE FOR REGISTRATIONS - SEPTEMBER 17, 2020

REGISTRATION FORM – 2020 INSTALLATION/AWARDS BREAKFAST BUFFET
PLEASE PRINT

NAME

Send OR bring your payment to:
Rock-Green REALTORS® Association, 4451 Woodgate Dr.
Janesville, WI 53546