



RASM Insider

January 2015

Volume 5, Issue 4



Give Us An Hour...

And We'll Give You 166 Million Reasons to Use RPR

Get introduced to the power of RPR: integrated tax, MLS data, foreclosure, flood maps, valuations, schools, virtually everything you need in one place to be a local market expert!

Generate comprehensive buyer and seller reports in seconds, and provide powerful analytics to determine values and list prices. This benefit is yours as a member of NAR and Agent of RASM; don't miss this session to take advantage of this great member benefit!

The course is free to all Agents and Brokers.

**Start using
the RPR
Right Away!**

DATE: Tues 1/27/15

TIME: 11am – 12pm
1pm – 2pm

Course: RPR Basics

LOCATION: RASM Office
2115 Rolling Green Ln
North Mankato, MN 56003



Upcoming Education

January 21st, 2015

**Broker/Salesperson Required
Modules**

Minnesota Disclosure Laws

Instructor: Lynn Leegard

8:30 am–12:15 pm

3.75 CE credits

Cost: \$39 for RASM Members
on/before 1/14/15

\$49 after

\$44 for Non-RASM Members
on/before 1/14/15

\$50 after

**Broker/Salesperson Required
Modules**

**Financing Issues, Earnest Money &
Trust Accounts**

Instructor: Lynn Leegard

1:15 pm–5:00 pm

3.75 CE credits

Cost: \$39 for RASM Members on/
before 1/14/15

\$49 after

\$44 for Non-RASM Members
on/before 1/14/15

\$50 after

**Please include an additional \$5 if
you would like pizza brought in for
lunch*

[Click here](#) for registration form

February 11th, 2015

**Negotiate with Confidence and
Power: Fundamentals**

Instructor: Deb Greene

9:00 am–12:00 pm

3.0 CE credits

Cost: \$39 for RASM Members on/
before 2/4/15

\$44 after

[Click here](#) for registration form

[Click here](#) for the complete
2014-2015 Education
schedule

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REALTOR® ASSOCIATION OF SOUTHERN MINNESOTA



NAR's Broker Involvement Program

Are you a broker owner or managing broker? Are you involved with NAR's Broker Involvement Program? This dynamic program provides you, the broker-owner, with a quick and effective tool to rally your agents on critical legislative issues affecting our industry.

The Broker Involvement Program offers you and your agents:



A voice on Capitol Hill.

The program is an opportunity to bring a strong and united REALTOR® voice to Members of Congress. With over 16,000 broker owners and 427,000 agents in the program, the REALTOR® voice will be heard loud and clear.



An easy-to-manage solution.

Nothing needs to be downloaded and there is no cost to the broker. NAR gives the broker-owner or managing broker access to the Broker Portal.



Proven results.

Your online participation report will show you response rates on Broker Calls for Action are significantly higher. The message is from you, the broker, to your agents. Nearly 40 percent of all responses on the Broker Calls for Action are from agents in the Broker Involvement Program. Your agents listen to you then take action!



[Join now!](#)



Getting emails from SupraWeb on lock-boxes you didn't think were assigned to you?

If you are still receiving emails on lock boxes that were once assigned to you in SupraWeb, chances are you are still assigned to them. To avoid getting these emails please remember to unassign the box from your inventory!

With new boxes means new pricing:

Starting with the November monthly billing for eKEYs the price will be increasing to \$17.99 per month

If you are a DisplayKEY user your fees will not change until the renewal in May.



GRI Approved

Time is RUNNING OUT!!
Be sure to reserve your seat TODAY...

Negotiate with Confidence and Power: Fundamentals (GRI)

(Approved by MN DOC for 3 Hours RE CE)

Understand the practices of negotiating on behalf of, and in the best interest of, your real estate clients in the purchase, sale or lease of real property.

Date:
February 11, 2015

Time:
9:00am-noon

Location:
RASM Office
2115 Rolling Green Lane
North Mankato, MN 56003



INSTRUCTOR:
Deb Greene

Student Testimonial
“Deb invites student participation and interaction”



Hosted by REALTOR® Association of Southern Minnesota
For more Information and Registration [click here](#)

Provided by: Minnesota
Association of REALTORS®



Thursday Tidbits

Sponsored by the RASM Affiliate Committee

Learn beneficial information to help your business!

These sessions are brought to you **FREE** of charge.

Come and get your questions answered on these practical need-to-know topics.

All sessions will begin at 9:00am and last approximately 45 mins.

Breakfast will be provided!

February 5th - Information on Radon Testing

Speaker: Tom Hamberg- Ameradon Services

Sponsored By: Kale Riley, American Mortgage & Equity Consultants

February 12th - Creative Advertising and Marketing for the real estate professional

Speaker: Jim Schill- Lime Valley Advertising

Sponsored By: Russ Blaschko, First National Bank Minnesota

February 19th - Come Learn about different Financing Options and their standard regulations (FHA, RD, VA, Conventional, Farm/Land, MN Housing)

Speakers: Panel of Lenders

Sponsored By: Jennifer Svien, Profinium

February 26th - Questions about Fire Wall, I & I Disclosures or Points of Sale inspections?

Speakers: City of Mankato and North Mankato

Sponsored By: Pauline Kruger, Wells Federal Bank

March 5th - What is a HERS Index & Thermal Imaging?

Speaker: Randy King, Progressive Property Resources

Sponsored By: Adam Macho, Citizens Community Federal

- These sessions are for training/informational purposes only; they will **NOT** be for CE credit.
- There must be a **minimum of 10 people in attendance each week** for the session to be held.
 - If you are **planning to attend any of the sessions, please let Brittini know** (brittni@rasminfo.com) at the Association Office know **3 days prior to each class** so we can provide a head count to the speaker.
 - If you have suggestions for other learning sessions please let us know!

*Looking for a place to take old paint?
Check out www.paintcare.org for drop-off
locations that take paint for **FREE***



Understanding The New Healthcare Landscape

On January 29, 2015 from 9:00 am to 10:00 am Greg De Keuster of My Healthcare Strategy will be at the Association Office to provide an hour-long educational presentation on healthcare options while we are in open enrollment, which runs from November 15 to February 15, 2015.

He will cover topics such as the Affordable Care Act, MNsure, and the differences between the various healthcare providers. The goal is to provide you with impartial information so you can make smart healthcare coverage choices for the upcoming year, so please attend!



If you plan to attend please let Brittini at the Association Office know. 507-345-6018 or brittni@rasminfo.com



Mark your Calendar

1/20/15—Photography Class
1/21/15—Module Classes
1/27/15—RPR Training
1/29/15—Healthcare Presentation
2/4/15—Board of Directors Meeting
2/5/15—Thursday Tidbits
2/11/15—Negotiate with Confidence CE Class
2/12/15—Thursday Tidbits
2/14/15—Valentine's Day
2/18/15—MLS Committee Meeting
2/19/15—Thursday Tidbits
2/26/15—Thursday Tidbits
3/5/15—Thursday Tidbits
3/11/15—Board of Directors Meeting
3/25/15—Business & Communication Technology CE class
4/1/15—Board of Directors Meeting
4/5/15—Easter
4/8/15—Code of Ethics, Agency & FH CE classes
4/16/15—New Member Orientation class



I & I Inspections are now required in Eagle Lake

Inflow & Infiltration Inspection Connection Report



705 Parkway Ave., PO Box 159
 Eagle Lake, MN 56024
 (507)257-3218
 (507)257-3220 fax

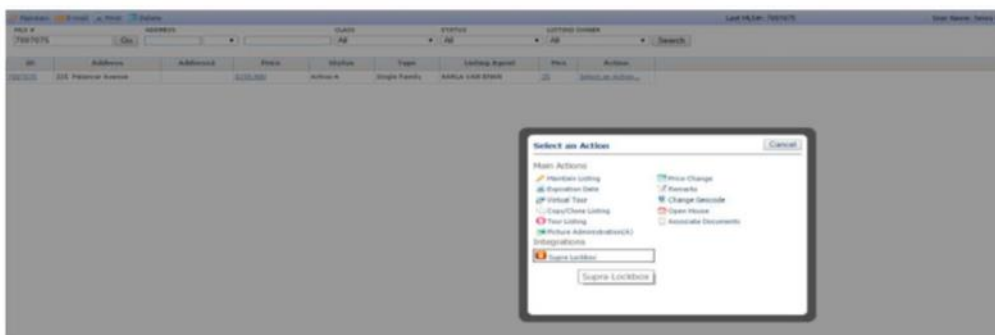
December 12, 2014

Effective immediately, in accordance with Chapter 9 of City Code, the City of Eagle Lake requires an Inflow and Infiltration inspection (sewer pump inspection) prior to selling a house within the city limits. In most cases this inspection will take approximately 30 minutes and either the home owner or their agent must be present at the time of the inspection. Please contact the City at 507-257-3218 prior to the sale of a home to schedule this inspection, allowing 48 hours' notice when scheduling this appointment.

Lockboxes can now be assigned in the Maintain section of a listing in Paragon.

You can now assign a lock box while in the maintenance area of Paragon.

In the Maintain listing section click on select an action, when the menu box appears choose "Supra Lockbox".



You can then choose to Assign a lockbox to this listing, see activity for this listing or see settings for the lock box assigned to the listing.



Screen for assigning a lock box:

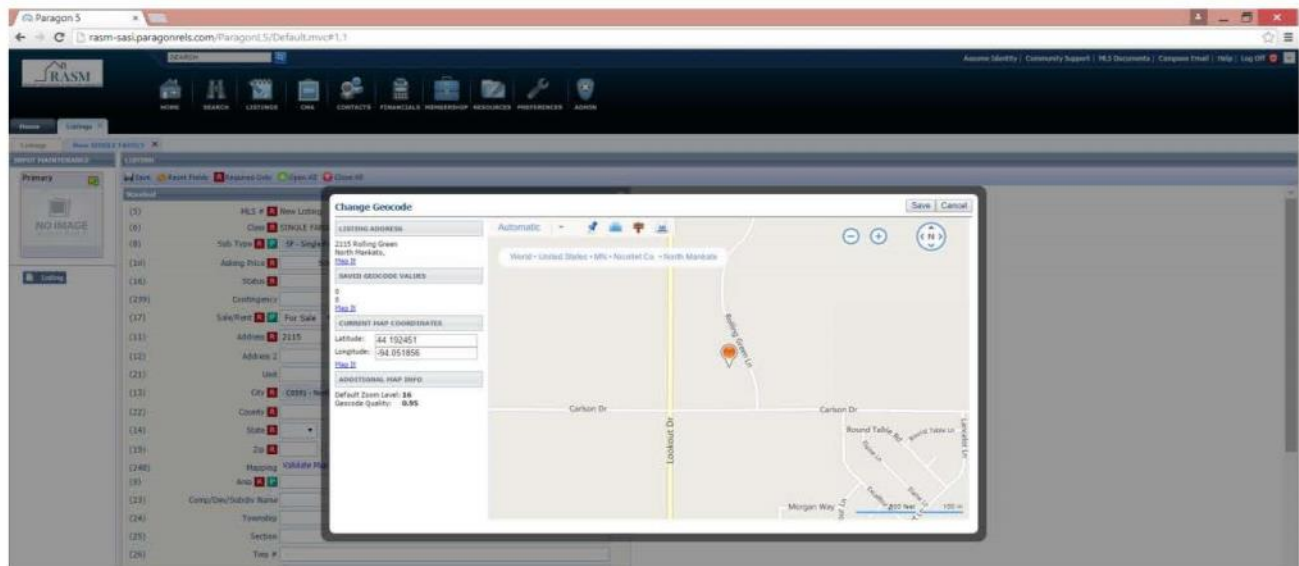


MLS Tip.... Jenny Simon, MLS Director

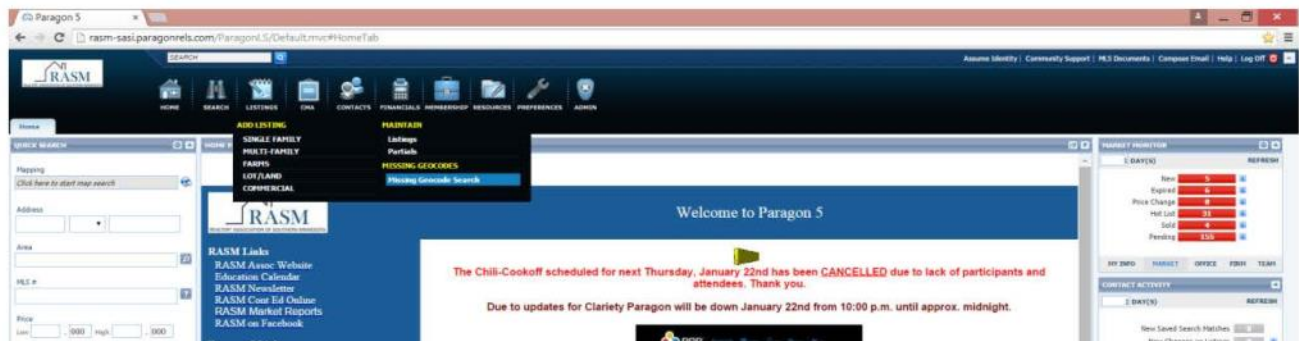


Mapping in Paragon

When entering a listing in Paragon make you can check the mapping and geocoding. Doing this will ensure that the listing shows correctly on maps within Paragon. Click on “validate map” under the zip code field when entering the listing. This will show you were it is appearing on the map. If the “pin” isn’t in the correct place you can click on it and move it to where it should be. If the property doesn’t appear at all there are fields where you can input the latitude and longitude for the property.



You can also make sure all your listings have geocoding attached with them by going under the “listings tab” and choosing “missing geocodes” from the choices. This will bring up any listings that do not have geocoding attached to them. It is important to make sure your listings have geocoding attached to them; if they do not they will not appear on any map searches that are done in Paragon or have mapping options available to display for that listing.



January 2015

Sun

Mon

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Wed

Thu

Fri

Sat

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15 New Mem-
ber Orientation

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20 Photog-
raphy Class

21 Modules

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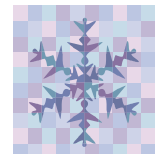
27 RPR Class

28

29 Healthcare
Presentation

30

31



WORD Search

C	A	O	C	O	C	T	O	H	X	E	G	N	M	R
E	O	D	B	U	N	D	L	E	L	A	O	T	G	J
W	R	L	I	F	M	N	M	I	E	I	M	J	N	V
G	H	I	D	G	V	I	B	B	T	E	I	R	I	X
S	N	B	F	Q	I	O	T	A	B	T	N	L	T	L
G	E	I	H	Y	M	R	C	S	R	Y	N	E	A	B
N	V	F	H	W	R	A	F	J	I	J	E	V	K	L
I	X	C	O	S	V	A	H	E	S	J	S	O	S	I
I	J	N	V	F	I	Y	U	O	K	F	O	H	W	Z
K	S	S	D	Z	S	F	U	N	C	I	T	S	N	Z
S	N	E	T	T	I	M	E	A	A	K	A	Q	F	A
L	F	W	I	N	T	E	R	C	Z	J	E	Y	H	R
S	W	E	M	Y	X	V	Y	N	I	J	B	Y	U	D
Q	L	K	Y	E	K	A	L	F	W	O	N	S	F	A
Z	G	N	I	D	D	E	L	S	G	R	Q	M	W	Q

blizzard
brisk
bundle
cold
fire
frigid
hockey

hot cocoa
ice fishing
January
Minnesota
mittens
shovel
skating

skiing
sledding
snowflake
snowmobile
vacation
winter



Coming to an upcoming education class or meeting at RASM? Please bring an item for the REACH Program.

RASM is accepting donations for the REACH program.

The REACH is a gathering place for homeless youth in the Mankato and surrounding areas.

Please look for the collection box by the entrance doors.

Items needed:

Canned foods (those with pop off/pull off tops are best)

Plastic silverware

Fruit snacks

Personal hygiene items- especially travel size

Cleaning supplies

Towels

Zip lock bags

Band aids

Toilet paper

Gift cards– Old Navy, Kohl's, Target, etc.

School supplies

Back packs

RPAC Review



RPAC Donors for 2015

- Matt McBride
- Angie Jenkins
- Tim Schultz
- Chad Luscomb
- Emily Swalve
- Scott Jameson
- Stacey Edwards-Jones
 - Jen True
 - Lisa Besemer
- Angie VanEman
 - Pam Davey
- Deb Richmond-Johnson
 - Matt Brostrom
 - Shari Brostrom
 - Lee Pell
- James Brostrom
- Kellie Krumwiede
- Cheryl Krengel
- LaNaye Kral
- Laurie Cottingham
 - Lynn Gudgeon
 - Cathy Sieberg
 - Andrew Kolars
 - Vonda Herding
- Michelle Starkey
 - Pat Hruby
 - Sue Waletich
 - Gary Sturm
- Kelly Brown
- Susan Larvick
- Del Meinen
- Bonnie Kruger
 - Joe Maidl
- Patti Pherson
- Deb Atwood
- Crrhistine Gerber
 - Karry Meyer
 - Linda Roth
- Dan Christensen
 - Vickie Foix
- Deb Drummer
 - Sara Fette
- Cheryl Lustig
- Marlene Barnes
 - Jim Beal
- Dick Norland
- Jason Beal
- Shannon Beal
- Jennifer Svien
- Craig Woodward
- Marsha Larson
- Brad Hinrichsen
- Neoma Peterson
 - Jim Norland
 - Ryan Stangl
- Carolyn Gunton-Lewis
 - Jodi Weller
 - Ellen Gruhot
- Lynnette Draheim
 - Rich Draheim
 - Sherry Dolan
 - Rick Junker
 - Judy Meyer
 - Bev Thorn
 - Nate Proper

What is RPAC?

RPAC is a voluntary political action committee consisting exclusively of REALTOR® members who care about protecting the real estate industry and the American Dream by participating in government affairs at the local, state, and federal levels.

- Katie Regan
- Kevin Regan
 - Jeff Kaul
- Melissa Bruellman
- Carlos Carrera
- Rebecca Thate
- Jennifer Wettergren
 - Pete Peterson
 - Larry Kaduce
 - Denny Terrell
 - Michael Atwood
 - Ginny Bergerson
 - Wendy Kraus
 - Molly Schroeder
 - Terri Jensen
 - Christa Wolner
 - Megan Smith
 - Zac Murra
 - Jeremiah Frein
 - Mike VanEman
 - Paula Smithson
 - Steve Buckholz
 - Jacob Sheldon
 - Karla VanEman

Contributions are not deductible for income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. You may refuse to contribute without reprisal and the National Association of REALTORS® or any of its state associations or local boards will not favor or disfavor any member because of the amount contributed. 70% of each contribution is used by your state PAC to support state and local political candidates. Until your state PAC reaches its RPAC goal 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a; after the state PAC reaches its RPAC goal it may elect to retain your entire contribution for use in supporting state and local candidates.

RPAC Goal of \$4,485



VOTE ★ ACT ★ INVEST
WWW.REALTORACTIONCENTER.COM

Don't forget RASM has Online Education!

To access online education go to
www.rasminfo.com

Can be found on the Online Education page under the Education tab

Click on either the CE Shop classes or Agent Campus classes

Online Education



**Brokers—**

Do you have a new licensee? If so, the RASM Bylaws state that "Designated" REALTOR® Members shall also notify the Board of any additional individual(s) licensed with the firm(s) within 30 days of the date of affiliation or severance of the individual, failure to do so will result in a \$300 fine.

RASM Bylaws:

Membership dues shall not be prorated if the licensee held REALTOR® membership during the preceding calendar year.



Like us on Facebook!



[Facebook.com/RASM47](https://www.facebook.com/RASM47)

NAR News:

12 Safety Tips: Video Demonstration

Share with your members a [short video](#) that demonstrates 12 tips for staying safe when meeting unknown customers. The video also directs viewers to more safety resources.



Where are sales and interest rates heading? And what are the potential speed bumps ahead? Here is a quick infographic with highlights from NAR Chief Economist Lawrence Yun's forecast for the 2015 housing market. [Read more.](#)



NATIONAL
ASSOCIATION *of*
REALTORS®

Membership Update

Members are hereby notified that the following individuals have applied for REALTOR® Membership in the REALTOR® Association of Southern Minnesota. Comments concerning any of the following applicants should be in writing and directed to the Association office.

New REALTORS®:

- ◆ Kelsey Sabatino—Century 21 Koeckeritz Realty
- ◆ Andrew Atwood—Century 21 Atwood Realty

Welcome Back:

- ◆ Christi Hillesheim—Century 21 Landmark REALTORS®

New Secondary REALTORS®:

- ◆ Greg Thomas—Upper Midwest Management

REALTORS® Who Dropped Membership:

- ◆ Mark Johnson—First Realty of St. James
- ◆ Myron Johnson—First Realty of St. James
- ◆ Rick Johnson—RE/MAX Area Experts
- ◆ Niquoia Thurber—RE/MAX Area Experts
- ◆ Chuck Jamerson—Weichert Community Group



Dear RASM —

Realtors and Staff...

We are beyond words, overwhelmed, and so grateful for the generous donations you collected this season for the youth at The REACH Drop-In Center!

Thank you all so much for your support. The blankets and backpacks and clothes, food, toiletries, etc. really show our youth that their community cares about them.

Happy holidays to all — 2015 looks to be a good year!
from The REACH... Jane, Joshua, Heather



AgStar Financial Services—507-385-4942
Megan Smith, megan.smith@agstar.com

American Waterworks—800-795-1204
Nate Proper, n.proper@american-waterworks.com

Ameradon Services, LLC—507-304-3537
Thomas Hamberg, test@ameradon.com

Appraisal Services of Mankato— 507-387-1137
Erin Tisdell®, Kathy Thielges®, Gordon Oslund®
staff@appraisalservicesmankato.com

Banner Appraisals, LLC— 507-647-3060
Phillip Klenk®, banner@means.net

Bode Appraisal—507-359-9623
Robert Bode®, rbode@newulmtel.net

Bremer Bank—507-386-2226
Wayne Murra, Kale Riley
wamura@bremer.com, kpriley@bremer.com

C. Block Inspections— 507-357-6453
Corey Block, cblock@frontiernet.net

Citizens Community Federal—507-386-0200
Ryan Gustafson, Adam Macho
rgustafson@ccf.us, amacho@ccf.us

Community Bank—507-385-4444
Alyssa Bowers, Justin Giefer
alyssa.bowers@cbfg.net, justin.giefer@cbfg.net

Farmers National Company—402-590-2382
Terri Jensen®, TJensen@FarmersNational.com

First National Bank Minnesota— 507-625-1121
Russ Blaschko, russell.blaschko@fnbm.com

Frandsen Bank & Trust—507-345-5455
Nancy Galston, ngalston@frandsenbank.com

Hinrichsen Appraisal— 507-526-2433
Brad Hinrichsen®, brich@bevcomm.net

Home Magazine— 507-387-7953
Mary Degrood, maryk@homemagonline.com

Home Warranty, Inc.—877-977-4949
Del Meinen, info@homewarrantyinc.com

Jones & Magnus, Attorneys at Law— 507-385-4488
Stacey Edwards-Jones, stacey@jonesmagnus.com

Ken's Certified Home Inspections—507-838-7276
Ken Skok, kenskok@yahoo.com

Lamm, Nelson & Cich—507-345-4607
Joel Cich, jcich@lammnelsoncich.com

Mankato Free Press—507-344-6339
Ginny Bergerson, gbergerson@mankatofreepress.com

MN Valley Federal Credit Union— 507-387-3055
Dean Wellner, Becky Wilson
Dean@MNValleyFCU.Coop, beckyw@mnvalleyfcu.coop

North American Title Company— 507-385-0227
Janean Winter, JWinter@nat.com

Pete Peterson Appraisal— 507-243-4213
Pete Peterson®, appraise@hickorytech.net

Pioneer Bank— 507-625-3268
Alissa Brekke, abrekke@bankwithpioneer.com

Premier Inspections, LLC—507-399-3011
Aaron Dunigan, aarondunigan@premierinspectionsllc.com

Prime Lending—507-345-1330
Chad Borgmeier, cborgmeier@primelending.com

Prime Source Funding— 507-385-6000
Ryan Stangl, rstangl@primesourcefunding.com

Profinium—
Jennifer Svien—507-389-8910, jen-
nifers@profinium.com

Progressive Property Resources—507-388-4224
Randy King, randy@progressiveresources.com

Reliable Home Services LLC— 507-327-8641
Steve Macgregor, steven@reliablehomeservicesllc.com

River City Appraisal Services LLC— 507-388-1276
Brian Schultz®, vit4041@hickorytech.net

RLT Appraisal—507-399-1794
Melissa Bruellman®, rltappraisals@bevcomm.net

Southern MN Appraisal Services— 507-526-3947
Mike Enger®, smasgm@bevcomm.net

Southern MN Real Estate Services— 507-655-6650
Tim McPartland®, statwidetim@earthlink.net

Valuation Specialists— 507-625-5418
John Daley®, valuspecs@charter.net

Wells Fargo Home Mortgage— 507-387-9243
Andy Nessler—andy.m.nessler@wellsfargo.com
Jeff Maurer—jeff.maurer@wellsfargo.com
Brad Brozik—bradley.brozik@mortgage.wellsfargo.com
Kris Kall—kristy.a.kall@wellsfargo.com
Kim Weise—kim.m.weise@wellsfargo.com
Daniel Sprague—daniel.j.sprague@wellsfargo.com
Ryan Greene—ryan.w.greene2@wellsfargo.com
Catherine Bushard—catherine.a.bushard@wellsfargo.com

Wells Federal Bank— 507-345-4558
Pauline Kruger, Andrew Fischer
pkruger@wellsfederal.com, afischer@wellsfederal.com

Wenner Home Inspection—507-766-1077
Nate Wenner, info@wennerinspection.com

Willette Inspections, LLC—507-995-6960
Jonathan Willette, jhw@hickorytech.net

