

May 2021



PRESIDENT'S MESSAGE

"In the real estate business, you'll learn more about people, about community, more about life and about the impact of government, than any other profession." -Johnny Isakson

Jefferson County is one of the State's most unique Real Estate markets. Sandwiched between the two most populated markets of Madison and Milwaukee, Homeowners enjoy strong property values like few do in other rural counties. Our location, with proximity to high paying tech, manufacturing, government and teaching jobs, coupled with a well educated and skilled demographic gives our residents the luxury of comfortable living, without the hustle and bustle of Waukesha, Dane and Milwaukee counties.

But Jefferson County hovers on the brink of potential exponential growth, as more and more people discover what we've always known – Jefferson County is a great place to live!

As we help our Clients navigate their Real Estate purchases here in Jefferson County – a common question asked by Buyers and Sellers alike have much to do with Land Use, Zoning and Community Planning. Fine Realtors set themselves apart by carrying an arsenal of information in which to pull from to provide a superior service to their Clients. Few vocations are as dynamic in the scope of knowledge required to do their job good and varying in the spectrum of questions we must be able to answer.

The Jefferson County Board of Realtors has asked Matt Zangl, the Jefferson County Director of Zoning and Planning, to speak at a Zoom Presentation hosted by the Board on May 20th at 9:00am. Bring your questions and comments and check your email in the coming days for Zoom Invite.

Abe Yanko, First Weber
President, JCBR

Board of Directors

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yankoa@firstweber.com

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Kathy@kathyzimmerman.com

Corrine Taylor
ctaylor@shorewest.com

JD Kincaid
jd@epic-real.com

Bruce Fuller
bbproperties37@gmail.com

THE WINNER'S CIRCLE

The Winner of the Fairhaven
Certification Drawing is,

Tracy Gray
Tracy Gray Real Estate

...and the recipient of a
\$100 Kwik Trip Gas Card

Thanks for everyone's participation!



The
Jefferson County
Board of Realtors

MAY Birthdays


Roane Schiller	16
Sandra Masche	18
Michael Trudell	31
Scott Johnson	31



If you would like your birthday listed so you can receive Cheers from your fellow REALTORS, please email the board office. Just the

Realtor Safety Reminder

NATIONAL ASSOCIATION of REALTORS®



**REALTOR®
SAFETY
PROGRAM**

Drive through the neighborhood prior to a private showing or open house and be on the lookout for safety concerns including broken street lights and abandoned properties. This will allow you to have plan should a safety incident occur.

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Global Council of Wisconsin

MISSION STATEMENT: To provide a valuable, professional, resource of information services and tools that connect Wisconsin real estate markets to the global real estate market. The Global Council of Wisconsin encourages all Wisconsin REALTORS and other Wisconsin local associations to become members.



What Is a Global Business Council?

Global Business Councils are groups within the local or state board structure of NAR dedicated to globally themed education, programming, and networking for their members.

The council, comprised of volunteers and staff liaisons, takes the lead in planning global programs, hosting educational events and collaborating with other boards and outside entities to build awareness among members of the global business opportunities within their own market.

The council acts as a REALTOR®-driven community organization, helping REALTORS® build partnerships with globally-minded businesses, mortgage brokers, attorneys, and other relevant local entities as well as positions their association as the voice for global real estate in the local market.

Over 130 Global Business Councils currently exist at state and local associations across the country, operating on annual budgets ranging from \$0 to five-figure endowments.

Why Are Global Business Councils Important?

In today's world, you can't make any smart business decisions without discussing the global supply chain or the global economy. Your association, your community, and your members are all part of that global economy. REALTORS® are always trying to gain and maintain their competitive edge, and more than \$175 billion worth of U.S. residential and commercial real estate is sold to foreign and immigrant buyers annually.

Global business includes transactions with foreign nationals, immigrant clients, buyers with extended family abroad, employees/owners of foreign corporations, multilingual families, and other groups residing in communities in every state.

Global Business Councils communicate the importance of these opportunities and underscore REALTORS'® international and multicultural real estate transaction expertise and potential.

Join our Facebook group "Global Council of Wisconsin"

Join us for our Welcome to Global Council Zoom Event on June 10th at 11:00AM

CONGRATULATIONS!

To the 2021— 2022 Board of Directors

President: Abe Yanko

Vice President: Chris Nash

Secretary/Treasurer: Jo Larson

Affiliate Director: Kyler Kabot

Returning Directors:

Kathy Zimmermann Corrine Taylor John Kincaid Bruce Fuller

The executive officers were elected by unanimous consent. No other member submitted their name to run for any of the executive committee.

Thank you to these Directors to commit their time and energy to our Association!



FCCU participates in two grant programs that can help your first-time homebuyer receive up to **\$11,000** towards their down payment.

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Kevin Paynter Ext. 404
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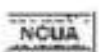
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Fort Atkinson, WI 53538

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Jefferson, WI 53549

Whitewater
203 E Milwaukee St
Whitewater, WI 53190

Watertown
633 S Church St
Watertown, WI 53094





Throughout the course of your career, you will likely work with buyers and sellers of many different backgrounds. As a REALTOR® sworn to uphold a strict Code of Ethics, you must treat all clients equally, regardless of their race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity. The REALTOR® commitment to diversity and equality is perhaps the strongest in real estate, even going a step farther than the federal Fair Housing Act, which does not include sexual orientation and gender identity as protected classes against housing discrimination.

NAR's Diversity and Inclusion Commitment Statement

The National Association of REALTORS® represents more than 1.4 million REALTORS® in diverse communities across the country. NAR staff fosters a culture where diversity and inclusion are integrated into each of our five core values. Through inclusive collaboration and mutual respect for our colleagues, we focus on the principles that matter to the organization and drive how we engage each other to reach our common goals. We fully embrace perspectives from all walks of life—regardless of race, ethnicity, gender, religion, age, sexual orientation, gender identity, disability, national origin, socioeconomic status, political affiliation or any other qualities by which we may define ourselves. We commit to bringing out the best in ourselves, uncovering our hidden talents, and celebrating differences in our day-to-day interactions. These beliefs are essential as we serve our members who help fulfill the dream of home and property ownership in America.

AHWD - Who is it for?

The course work for the At Home with Diversity® certification is designed to enable you to work successfully with and within a rapidly changing multicultural market. It will help you to learn diversity sensitivity, how it applies to U.S. fair housing laws in your business, and ways to develop professional guidelines for working with people in the increasingly multicultural real estate market.

What You Gain

- Knowledge of the subtleties of U.S. fair housing laws
- Business etiquette for specific cultures
- An edge in expanding your business to include international clientele
- Credit towards the ABR® and CIPS designations, and as a task in the C2EX program
Some states also give continuing education (CE) credit and GRI credit for this course

ORIENTATION



Due to the Coronavirus, we have cancelled our in person orientation classes for the remainder of the year. If you need to take the orientation class, please email michelle@gmar.com for instructions on how to do this online.



VISIT OUR WEBSITE
WWW.MYJCBR.ORG



Due to the Coronavirus, orientation is still being done virtually in two steps.

1. Go to NAR site and complete the NAR NEW 3 member Ethics Training
2. Attend a virtual session that they hold. The 3 scheduled dates are as follows:
March 26

All sessions run from 9AM to 12PM

If you have any questions, please contact Beth Fletcher at 608 240-2800



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Z O O M

P R E S E N T A T I O N

THURSDAY, MAY 20 - 9am

FEATURING JEFFERSON COUNTY
PLANNING AND ZONING DIRECTOR,
MATT ZANGL

email invite to follow

HOSTED BY YOUR
JEFFERSON COUNTY BOARD OF REALTORS