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Saying goodbye...

October 12, 2015

It is with great sadness that we mourn the passing of long-time REALTOR, Kathie Rathke Hines.

Kathleen Rathke Hines passed peacefully, with her children at her side, at Seasons Hospice in Rochester, Minnesota on October 8, 2015 at the age of 72, whilst valiantly fighting pancreatic cancer.

Kathie is survived by her Children, Steven Hines of Minneapolis, and Nicole Hines of Rochester; Grandchildren (Nicole's children), Lauren Murphy, Owen Murphy, Eleanora Murphy, and Finnian Murphy; Former Son-in-Law, Christopher Murphy; Siblings, John Rathke, Stan Rathke, Ronnie Rathke, Allyn Rathke (Connie Rathke), and Janyce Meyers (Fred Meyers).

Kathie attended St. Francis of Assisi and St. John the Evangelist grade schools in Rochester, Minnesota, and she graduated from Lourdes High School in 1961. Kathie worked at IBM for many years before pursuing an incredibly successful career for 18 years as a REALTOR® for Burnet Realty and Coldwell Banker Burnet Realty. Services were held earlier today.



Kathie Rathke Hines

MLS Compliance Corner

MLS FIELD CHANGES - Coming Soon

As of October 15th, we will be making changes to the Agent Remarks and

Showing Instructions fields by combining them. You will no longer have the short Showing Instructions field, and the Agent Remarks will be renamed "Agent Remarks/Showing Instructions". The reason the SEMAR MLS Board of Directors has made the decision to combine the fields is to reduce the confusion that has sometimes arisen when there are two different fields that both contain information regarding the showing of the property. This way there will be only one place to look for showing information.



*** Please review all of your active and pending listings and move any Showing Instruction information to the Agent Remarks field prior to **October 15th**. The Showing Instructions field is no longer mandatory, so you can begin doing this now.

We will also be adding an option in the Contingency drop down list of a "**Property Purchase Contingency**". This is an optional contingency and would usually be entered at the time of listing entry when the seller needs to purchase a property before they complete the sale.

Changing on October 22, will be the dropdown list under Type of Property. Currently the choices are Single Family and Condo/Townhome/Twin Home/Patio. On October 15, in order to comply with new national data standards (RESO - Real Estate Standards Organization) the drop down choices will become: Single Family Residence, Townhouse, Condominium, Twin Home and Patio Home.

Who Sold the Listing??

Recently, we have been receiving a lot of requests to change the name of the "Selling Member" after the listing has closed due to an error that was made when the listing was reported Pending and then Closed. Once the listing is closed, your office is no longer able to make those changes. Please be careful when filling out the MLS Change Form when reporting the Selling Office and Selling Member. This should be the name of the member who is bringing the buyer to the deal. In some cases, when teams are involved and the person you are working with is a licensed member of the team, you may be asked to report the selling member as the name of the team. Please be sure to report it that way, rather than the name of the individual you are working with so that it does not have to be changed after the fact as an error correction.

If you have any questions, please feel free to call me at **507-285-9833** or e-mail me at margaret@semnrealtors.com.

Free RPR Class for Professionals in Albert Lea (All Welcome)
11/03/2015

Kari from RPR (REALTORS Property Resource) is willing to teach a live class on **Tuesday, November 12th 2015 in Albert Lea (time and location to be decided, and is heavily dependant on numbers)**. Please share this notice with your work colleagues.



I have sent out an email to the Albert Lea, Austin and Owatonna REALTORS and Data Entry Staff due to location in an attempt to generate interest. Each Broker/Agent can assign up to 3 Data Entry Staff, so they will each have their own login details.

However, I would like to extend this invitation to everyone. If you are available and would like to attend this class, it is a great opportunity to know how to use RPR more efficiently and get to ask questions directly with the **RPR Guru Kari**.

If you are interested please email Shaun at shaun@semnrealtors.com, and he will sign you up for the class. Updates on class, location and time will be provided at regular intervals

About Realtors Property Resource® (RPR®)

Realtors Property Resource, LLC® (RPR®), a wholly owned subsidiary of the National Association of REALTORS®, is an exclusive online real estate database created to support the core competence of its members. The parcel centric database, covering more than 160 million residential and commercial U.S. properties, provides REALTORS® with the analytical power to help clients make informed decisions while increasing efficiency in the marketplace. For more information about RPR, visit: <http://blog.narrpr.com>

Winona General Membership Meeting

Save the date! It's FREE! Winona Member Services will hold their quarterly General Membership Meeting on **Tuesday, October 20**, at **Timbers Restaurant**. Breakfast (on your own) is at 8:30 am, **meeting begins at 9:00 am**. Get updates on what's important to your business and network with your colleagues!

Interested (or even a little curious) in Running for Office?

Minnesota REALTORS®, in conjunction with NAR, will be hosting a Candidate Training School on October 22nd, 2015. NAR is flying in



Pat Sexton,
Government Affairs
Director

consultants to Minnesota who have run races around the country to teach the class. If you have any interest in running for school board, city council or any office, you should attend this free class.

Here are the details:

Free Candidate Training School

Date: *Thursday, October 22nd*
Time: *9:00 am - 4:00 pm*
Place: *Builders Association of the Twin Cities Training Room*
Address: *2960 Centre Pointe Drive, St. Paul, MN 55113*

Register: [Free Candidate Training School Registration](#)

REALTOR Rally Registration Open!



Terry Watson



REALTOR RALLY

REGISTRATION NOW OPEN

Sign up today for this **historically sold-out event!** Join us **February 18, 2016** for education sessions that will put a smile on your face and money in your pocket. These two speakers are among the most sought after talent in the industry, and we have them in one location at the same time! There are **550 places available**, please book now to save your spot. Trust me, you will regret it, if you don't book now.

You can **register online** by clicking on this **REALTOR® Rally Screen**. Then sign into your account using your **NRDS# and Password**. Alternatively please call the SEMAR Office at **507-285-9833**



Karel Murray



They say that learning through laughter is one of the best ways to learn. And that laughter is the best medicine. Based on our instructors this year, all of our members are going to be very healthy, learned REALTORS. **(Plus we'll have to add insulation between the rooms...)**

SEMAR is thrilled to present our instructors for this year's Rally - **Terry Watson and Karel Murray**.

Join us on **Thursday, February 18** at the **Rochester International Event Center** for a rousing day of continuing education (CE applied for). **Tuition is only \$29.99.** Tuition includes top-notch education, continental breakfast, lunch, Exhibit Hall and happy hour. Who could ask for more? **To register today, go to www.semnrealtors.com and click on the Education button on the member side of the website.**

Check out the video links of the instructors in action and have a chuckle in the process:

Terry Watson: [click here](#)
Karel Murray: [click here](#)

Stay tuned for more details soon!

Broker Revolution: How Good Managers Prepare, Plan and Prosper



SEMAR very excited to premier a new broker program for our managing brokers. A favorite of the REALTOR® Rally, humorist Karel Murray, is excited to build on your brokerage experience. We all know she's funny. And smart. What you may not know is that she was a human resources executive for many years for a large company and she ran a brokerage of 30+ agents for ten years. Join us **November 5 & 6** for this energizing program!

[Click here](#) for more information and registration info.

Austin Scholarship Auction

Please help the community of Austin raise money for their awesome Scholarship Program, where they select several students and divide the sponsor money between them to put towards their desired field of study **(see flyer for more details)**.

Last year the Austin Area REALTORS were able to donate \$1,000 to each of the three area graduating high school seniors. This was a great achievement through the Austin Team's hard-work and your generosity, seeing the look of delight on each of the students faces was easily worth the \$1,000 alone.

Please get involved and help more students get a head-start in their chosen career path.

All you have to do is attend the American Legion, 809 12th St SW, Austin on October 27th at 5:00 pm and bring a wrapped gift and check book!

Then join in on the fun, and start bidding on the wrapped gifts, let's try and make this year the biggest and best auction yet. Remember all donations are for a good cause!

Annual Scholarship Auction
Day, October 27th
5:00 pm—???
American Legion, 809 12th St SW, Austin

We're looking for a bunch of good "punkin-heads" to help us reach our goal of three scholarships this year!

So bring a wrapped gift to auction and your check book!

Let's show our community once again that Austin REALTORS make a difference!



Food provided, cash bar!

From a Tech point of view (the other tips are optional!)



Tip 1: There are 5 stages in generating interest in a property on the MLS:

1. For Sale - **(Generate Initial Interest - Day 1)**
2. Price Reduced - **(3 Months)**
3. Must Sell - **(6 Months)**
4. Best Offer - **(9 Months)**
5. Don't Make Me Beg! - **(1 Year Plus - Seriously Don't Make Me Beg!)**

Genuine Tip: If all else fails, purchase a St. Joseph's statue from SEMAR and sell that house. I have seen a lot of REALTORS remain skeptical about these statues, yet once they tried it they were able to sell the property. For more information, please [click here](#).

Each week, I will provide you with a useful tip based on frequently asked questions and important updates. **(My first tip will always be something useful in life)**. I have had several requests over the past week on how to set-up an 'Open House' in Flex. This is covered in more detail in **Tip 2:**

Tip 2: [Setting-Up an Open House Event in Flex](#)

Click on the link above to view detailed steps on generating an Open House for a property.

Creating an '**Open House Event**', gives you the opportunity to generate interest in a property by scheduling a date and time in advance for potential buyers to view in person.

If you have any questions about this material, please call **507-285-9833** or email the **MLS Support Team** at support@semmrealtors.com.

Windows Update: Free Upgrade to Microsoft Windows 10 for Windows 7 and Windows 8 Users

Windows is offering users the chance to upgrade their existing **Windows 7 and 8 Operating Systems** to **Windows 10 for free**. That's right **absolutely free** as they have admitted that Windows 8 was a horrendous failure causing more problems than you could ever imagine. This offer is absolutely free for one year from **July 29th 2015 until July 29th 2016**, after that date they will start charging users to upgrade. I highly recommend taking advantage of this fantastic offer, when is the last time you can remember Microsoft giving you anything free?

To reserve your free copy look at the bottom right corner of your screen and look for the '**Windows Logo**' as highlighted below:



Click on it and reserve your copy by entering your email address and it will be automatically upgraded after July 29th, 2015. You will receive an email reminder advising you that your copy is available to install. *** The Windows Flag will stay on your screen by default, don't worry your copy is reserved.**

Important Update:

If you are still waiting on your free copy of Windows 10, you can speed up the process by using the media creation tool. Alex Simone our '**MLS Support Specialist**' has created a document to help you navigate through the steps. Please [click here](#) for more information.

I have included related articles regarding **Windows 10**, I recommend reviewing each article especially the third article as it answers a number of questions you may have. Article 4 is very useful for shortcut features.

Related Articles:

1. [Windows 10 Review - A Welcome Upgrade](#)
2. [Windows 10 or OS X? A Mac User Fall for PC Again](#)
3. [Windows 10: We Answer Your Most Pressing Questions](#)
4. [Windows 10 Short Cut Keys \(for Multitasking\)](#)

If you have any suggestions or topics that you would like to see covered or have questions, please feel free to email me at shaun@semnrealtors.com or call me at 507-285-9833.

Members on the Move

NEW: Cassie Bowe of Keller Williams Premier Realty.

TRANSFER: Brian Becker from Northstar Realty Services, LLC to Forsythe Appraisals, LLC, Jared Bednarcik from Results Support Services to RE/MAX Results.

DROP: Pam Torgrimson of Edina Realty Rochester, Zach Goslee of Coldwell Banker Burnet.

Stay tuned for more updates



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