



ALTIM
WYOMING REALTORS®

Fall/Winter 2020
Wyoming REALTOR® Magazine



Thank you for the privilege of representing the Wyoming REALTORS® as president over the past year. One lesson that I have learned: Every day is a good day to be a REALTOR®. Because we both live & work in the communities we serve, unlike many other types of businesses, advocacy becomes a way of life in our business. We know how important it is to give back and make a difference, which has been most evident in the face of this pandemic. To help adapt to social, economic, and political change, we have consistently been sharing resources, offering guidance and support in our communities. We never fail to rise to the occasion, commit to higher standards, and do our best to influence public policy. That's Who We R®.

Although this year has presented many challenges, I have sought to be a voice to communicate our values and principles, to represent our membership, and together with our staff & Board of Directors, to help enhance the value of

being a Wyoming REALTOR®. We accomplished many goals this year, which you will find in my annual report, all the while navigating uncharted waters. Our Executive Committee, Staff, and Board of Directors met for numerous special sessions and had consistent correspondence with our State government officials, the Wyoming Real Estate Commission, the office of the Secretary of State, our Government Affairs Director, Legal Counsel, local government officials, as well as our members. Our mission was to offer meaningful information to support and inform our membership, as well as listen to our members and support their needs. I would like to thank our incredible CEO Steve Beazley, staff, and our Board of Directors for their time, efforts, and for being great stewards for our membership.

I would also like to recognize our local board leadership. We have over 2300 members with 13 local boards and members at large. I appreciate each of you taking time to speak with me and our leader

ship team to let us know how we could of implementing MLS of Choice and Clear Cooperation as well as dealing with Covid-19 restrictions – no small task! In addition to all the work our local boards already do for their communities, many boards also conducted Candidate Interviews to support those nominees that align with the Wyoming REALTOR® positions. It is important now, more than ever, to assist those candidates in order to insure we have a voice at the table. Your RPAC contributions put to good work!

I will be forever changed by my experience this past year. Thank you....it has been a privilege.

I look forward to our incoming President, Mr. Max Minnick and wish him a great year!

By the way, with more time on my hands as Past-President – “I’m Never Too Busy for Your Referrals!”

Thank you,



Lisa Moehrke, 2020 President
Wyoming REALTORS®



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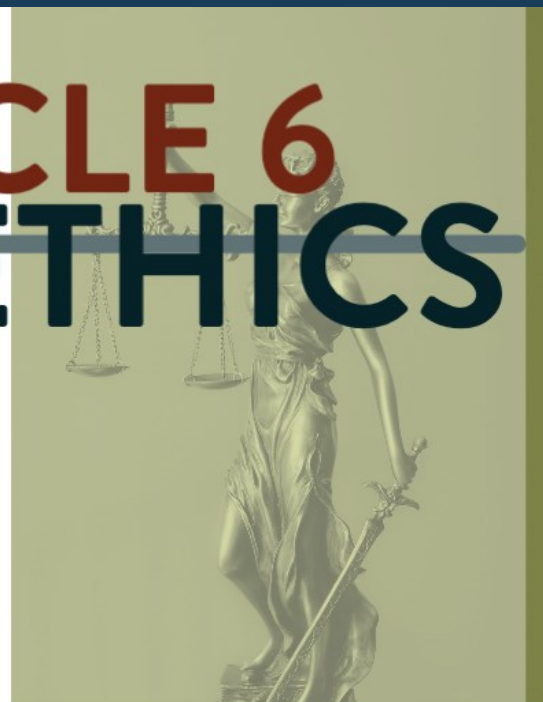
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CYCLE 6 ETHICS



2019-2021

Cycle 6 ends December 21, 2021. REALTOR® members who have not taken a course in 2019 or 2020, will need one by the end of 2021 to maintain membership.

<https://www.wyomingrealtors.org/education>

Local Board Nominations

Business Person of the Year

Carbon County Board of REALTORS®

Shawn Dawl
Buck's Sports Grill

Casper Board of REALTORS®

Julie Condellario
Wallick & Volk

Cheyenne Board of REALTORS®

Paula Poythress
First American Title

Sweetwater County Board of REALTORS®

Eric Aanerud
Aanerud Appraisals

North Platte Valley Board of REALTORS®

Dr. Bonnie Randolph
Banner Health

Northwest Wyo Board of REALTORS®

Mike & Carisa Wood
Eagle Recovery

Sheridan County Board of REALTORS®

Tye & Amanda Bach
The Pony Bar

Laramie Board of REALTORS®

Noel Welch
First American Title

Teton Board of REALTORS®

Dr. Travis Riddell
Teton County Health Officer

Local Board Nominations

REALTOR® of the Year

Buffalo Board of REALTORS®

Marissa Stott
Coldwell Banker The Legacy Group

Carbon County Board of REALTORS®

Jezria Latham
Provident Realty

Casper Board of REALTORS®

Frank Schreckengost
Overman Realty

Cheyenne Board of REALTORS®

Tammy Grant
#1 Properties

Laramie Board of REALTORS®

Brenda Whitman
Live in Laramie Real Estate

Northeast Wyo REALTOR® Alliance

Josh McGrath
ERA Boardwalk

Northwest Wyo Board of REALTORS®

Ty Pedersen
307 Real Estate

Sheridan County Board of REALTORS®

Megan Powers
Century 21 BHJ Real Estate

Sweetwater County Board of REALTORS®

Emily Lopez
High Country Realty

Teton Board of REALTORS®

Andria Clancy
Trinity Real Estate Group

2020 Business Person of the Year



specific purpose and there isn't a job that they couldn't conquer. From light-duty towing and recover to heavy-duty towing and recovery, they offer all roadside assistance needs, including lockouts, jump starts, fuel delivery, and tire changes.

They do not just run a well-oiled operation, they give so much to their local community. They have helped advocate and advise to make the Wyoming towing guidelines safer, and build a better name for these businesses in the state. They work closely with the local Sheriff's Department, Highway Patrol, Fire Department and the Search and Rescue operations.

Donating annually to schools, rodeos, the Senior Center, medical fundraisers for community members in need, donating a percentage of their November earnings to the local VFW to assist local veterans shows the huge heart and helping hand that this couple and their company have. They donate a car at Christmas to a family in need, help with fundraisers for Toys 4 Tots around Christmas, deliver the Santa House to City Park, and generously host a family at Christmas for Hand 2 Help.

The Wyoming REALTORS® would like to congratulate Mike and Carisa Wood with Eagle Recovery for receiving the 2020 Business Person of the Year. They started their business from the ground up in 2005 with only one truck and a husband and wife team. They now employ 8 Cody residents. They have always offered free unlocks to customers with children locked in cars. They advertise extensively locally. During the COVID-19 outbreak they stepped up and offered free toilet paper and hand sanitizer to the community.

Their fleet of 8 trucks and a Scene Remediation is immaculate. Each truck has a

The Wyoming Department of Transportation has awarded them as

Partners in Safety. They have rescued plow drivers off the Sunlight Switch Backs during snowstorms. They are wreck master certified. Their new shop was built in 2019 and is bringing the best service they can to Cody, Wy. Eagle Recovery is Cody's only true 24-hour towing company, as well as the largest towing and repair shop in the Big Horn Basin. They operate 24/7, 365 days a year, offering quality equipment and superior service, guaranteed. They offer customer service your grandfather would have been impressed with. The Wyoming REALTORS® are proud to recognize such an amazing Business as our 2020 Business Person of the year.

Good Luck

We would like to send our best wishes to Rosann & Nicole with the Wyoming Real Estate Commission on their future endeavors! We have loved working with you both!

-The
Wyoming
REALTORS®
Family

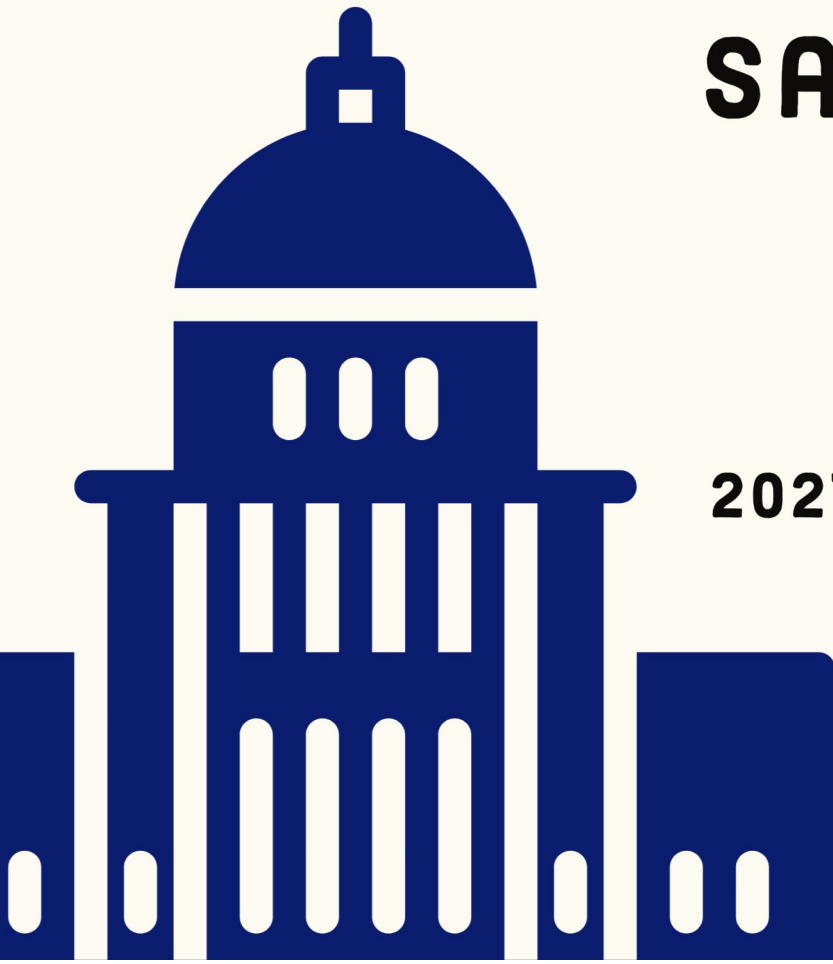


SAVE THE DATE

JANUARY 26, 2021

2021 LEGISLATIVE MEETINGS

CHEYENNE, WY





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2020 Outstanding Local REALTOR® of the Year

The Wyoming REALTORS® would like to congratulate Tammy Grant with the Cheyenne Board of REALTORS® for receiving the 2020 Outstanding Local REALTOR® of the Year. Tammy is one of the REALTOR® Associations biggest cheerleaders - she refuses to miss an occasion to gather as professionals and REALTOR® family. She is an encourager. She brings along new members to integrate them into the organization and helps get them plugged-in to an area they can join and learn in. She's been known to host newbies at events, even paying their fare!

Tammy has great faith and is dedicated to her Church. She supports numerous local charitable organizations including the Cheyenne Animal Shelter, Boys & Girls Club, local Cancer organizations, United Way and a host of others. Our community would not be the same without her.

Tammy has been involved with the Cheyenne Board from day one. She's been a Champion of the Professional Development Committee, she's served in all Officer positions, including President! AND, she continues to serve as a Trustee



on the Cheyenne Board of REALTORS® Family Fund. She was the chairperson of the RFF last year which was a gigantic success! She also served as the SE District Vice President in 2014-2015.

Tammy encourages all types of involvement from fun to professional development. She is a leader in her company and takes a mentor role at every opportunity. She leads with love and compassion. Her positive outlook is contagious. She is loved by clients, co-workers and competitors alike.

Wyoming REALTORS®

Strategic Plan

2020-2025

MISSION: Advancing member success and protecting private property rights.



VOICE

Influence legislative and regulatory issues impacting private property rights and real estate.



ELEVATE

Support professionalism by providing professional standards & ethics education to enhance compliance and competencies.



PROMOTE

Promote consumer and community understanding of real estate and That's Who We R.



ENGAGE

Develop and provide the resources to encourage involvement, advance success, and facilitate a positive member experience.



LEAD

Maintain the leadership and resources to be a powerful trade association.

“The Voice for Real Estate in Wyoming®”

2020 REALTOR® of the Year



The Wyoming REALTORS® would like to congratulate Lisa Moehrke with the Laramie Board of REALTORS® for receiving the 2020 REALTOR® of the Year.

If you want to know what a REALTOR® should be like, look no further than Lisa Moehrke. Lisa believes in giving back to the industry that she makes her living in. She strives to improve herself everyday and uses that passion to bring other people along with her. She is always seeking to educate herself to better help

her clients and fellow REALTORS®. She has mentored new agents and is always willing to spend time in helping them create a better life. All this while being a great mother and daughter.

She has actively dedicated her time and sanity to the real estate industry in the state. She has spoken and contributed largely to RPAC. She advocated for real estate to be an essential service in the middle of a challenging situation. She is also in the Leadership Laramie Class of 2020.

This year was the toughest year to be in leadership with programs, conferences, and meetings being cancelled leaving her somewhat on an island by herself. Through it all she handled herself with grace and great compassion for others. No one is more deserving than Lisa for this award. I am proud and honored to call her my friend. Congratulations Lisa!

-Dennis Baker,

2019 Wyoming REALTORS® President



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Voice | Elevate | Promote | Engage | Lead

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CANDIDATE ENDORSEMENTS

COUNTY	NAME	POSITION
Albany	Terri Jones	County Commissioner
Albany	Brett Glass	Laramie City Council Ward 1
Albany	Pat Gabriel	Laramie City Council Ward 3
Albany	Jerry Paxton	HD 47
Big Horn	Bruce Jolley	County Commissioner
Big Horn	Ed Cooper	SD 20
Campbell	Michael Von Flatern	SD 24
Crook/Weston	Tyler Lindholm	HD 01
Fremont	Mike Bailey	SD 26
Goshen	Shelly Duncan	HD 05
Goshen	John Eklund	HD 10
Hot Springs	Ed Cooper	SD 20
Laramie	Affie Ellis	SD 08
Laramie	Anthony Bouchard	SD 06
Laramie	Jim Blackburn	HD 42
Laramie	Dan Zwonitzer	HD 43
Laramie	John Eklund	HD 10
Laramie	Marcie Kindred	HD 08
Laramie	Sue Wilson	HD 07
Laramie	Bryan Cook	Cheyenne City Council
Lincoln	Fred Baldwin	SD 14

CANDIDATE ENDORSEMENTS

Lincoln	Evan Simpson	HD 21
Lincoln	Tom Crank	HD 18
Natrona	Jim Anderson	SD 28
Natrona	Charlie Scott	SD 30
Natrona	Tom Walters	HD 38
Natrona	Pat Sweeney	HD 58
Park	David Northrup	SD 18
Park	Sandy Newsome	HD 24
Park	Rachel Rodriguez-Williams	HD 50
Park	Jake Fulkerson	County Commissioner
Park	Scott Mangold	County Commissioner
Park	Mark Hall	Cody Mayor
Platte	Dan Kirkbride	HD 04
Sheridan	Cyrus Western	HD 51
Sheridan	Mark Kinner	HD 29
Teton	Devon Viehman	Town Council
Uinta	Tom Crank	HD 18
Uinta	Danny Eyre	HD 19
Washakie	Ed Cooper	SD 20
Washakie	Mike Greear	HD 27

2021 Wyoming REALTORS® Leadership

Leadership Team



Max Minnick
President



Duncan Bonine
President– Elect



Scott Richard
VP/Treasurer



Lisa Moehrke
Immediate Past President

Result Group Chairs



Dave Coleman
Advocacy & Political
Involvement



Paul Wells
Professional Development



Tami Galitz
Community Engagement



Annette Wedgewood
State Association Strength



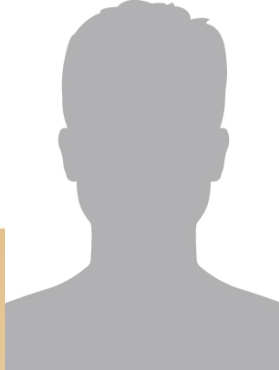
Russell Smiley
Membership Value & Services

2021 Wyoming REALTORS® Leadership

District Vice Presidents



Angela Wilson
Southwest DVP



Position Open
Northwest DVP



Amanda Shahadey
Central DVP



Jaelene Ritterhouse
Northeast DVP



Pat Simental
Southeast DVP

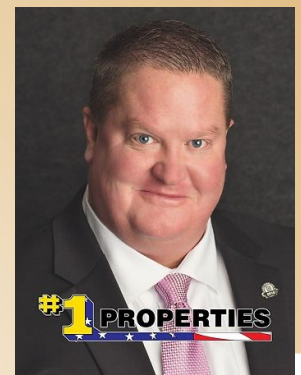
Council Chairs



Lisa Tabke
AE Council Chair



Paula Poythress
Affiliate Council Chair



Buck Wilson
Local Board President Council



A year ago, no one could have predicted what 2020 would be like. I have always liked the saying that hindsight is 20/20, it now has a whole new meaning! As we are nearing the end of this crazy year, I look back and am proud of our association and the way we were able to move through the struggles almost effortlessly. We moved forward with the business that needed done, and have been tying up projects that have been in the works for numerous years.

One of my pet projects, started a couple years ago, was the forms rewrite. I am happy to announce that the forms are complete! The committee volunteered countless hours going over all of the changing forms, what needed updated, what needed removed, what needed added. A huge shout out to all of the hard-working committee members. Those members that served on the committee were from a wide variety of areas in the real estate community. From residential agents, brokers, educators, farm and ranch specialists, commercial specialists, even the Wyoming Real Estate Commission.

Even though the forms are complete and ready to launch, we are holding off that launch until November. We are still working out the new functionality on the software providers to make sure that there are no glitches. We also realize that across much of the state, this has been the busiest real estate season in recent memory, and is still going strong. Delaying the launch until things slow down a bit across the state seemed like the best choice. Look for the training videos coming soon. We will also be launching a FAQ section on the WyomingREALTORS.org website to help with any questions that may arise.

Next, I was asked to serve on the Governor's Covid task force. The task force was formed with leaders from across the state in a wide variety of areas. The two groups I have been a part of included representatives from banks, SBA, Department of Employment, Hospitality, Bars, Restaurants, State Auditor Racines, and the Wyoming Business Council. These meetings started out in March and we were meeting multiple times a week.

Our group was heavily involved in the special legislation session. I believe we had a large impact on the way the legislature decided to handle the CARES Act funds that have been distributed to businesses across the state. The total funds paid out of these programs to over 6,700 Wyoming businesses was over \$280 million. Talking to business owners across the state, in many cases these funds were the life line to stay in business versus shutting doors forever!

As REALTORS®, we often find ourselves doing so much more than buying, selling, and leasing. We are on the ground with our clients, their struggles become our struggles. Whether that is getting qualified for that first home loan, working through the red tape of the government to get the new subdivision approved, helping get the word out on their new restaurant venture, being the middle-man in a divorce to get the house sold. We are at the City Council meetings, legislative sessions, sponsoring local children's sports teams, and the list goes on and on. Bottom line is we are there for our clients, and for our communities because we care! We have the resolve, the determination for our clients to succeed in their ventures. For our communities to thrive. What it takes to make it in this business is "True Grit"

As we look toward the future to 2021, I am hopeful that we will continue to move away from the current restrictions, such as those that forced the cancellation of our State conference and expo. I can see the struggles ahead for our industry, an look forward to helping in the process to work through them and come out on top. I look forward to serving with the great leaders from across the state of Wyoming on the 2021 Wyoming REALTORS® Board of Directors. While heeding the advice from those that have come before me. I am honored to be the Wyoming REALTORS® 2021 President.



Max Minnick
2021 President

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