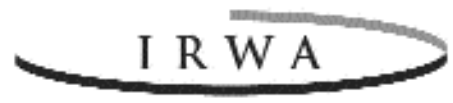


# Badger Write Away

<http://www.irwabadgerchapter.com>

WI Chapter 17



Issue 205

March 2010

**March 3-4, 2010**      **1st Quarter Chapter Meeting**  
**Bridgewood Resort Hotel**      **Neenah**

## Rebuilding Our Infrastructure: The Zoo Interchange

*This program has been approved for 4 hours of continuing education credit for SR/WA recertification requirements*

The Wisconsin Department of Transportation is planning reconstruction of Milwaukee's zoo interchange later in this decade. At the junction of I-94, I-894, Highway 45 and Highway 100 near the Milwaukee County Zoo, this is the the busiest road interchange in Wisconsin. The 50-year old facility is severely stressed. Average daily traffic count is 350,000 vehicles. Traffic is stop and go for nearly 8.5 hours per day.

The planning effort will be massive. The project could involve 30+ residential and business relocations. Roadways will be expanded. Ramps and bridges must be replaced. Electric, gas and other utilities will require reconfiguration. The project budget could top \$2.3 Billion.

Our program will explore the design, engineering, utility, financial and real estate dimensions of the project. We'll hear from the experts across the various disciplines and we'll hear how WisDOT and the affected utilities are coordinating their pieces of the project.

**Morning Session: 10:00 am to 12:00 pm**

### **Highway Project Design**

Presenter:

Dave Brose, P.E., EMCS, Inc., consultants to Wisconsin DOT.

**Lunch: 12:00 pm - 1:00 pm**

**Afternoon Session: 1:00 pm - 3:00 pm**

### **Utility Coordination & Real Estate Impacts**

Presenters:

Barbara Mikolajczyk, P. E. and Mike Burrows (both with American Transmission Company)

John Bever, P.E., Magdalena Koslovsky, P.E. and Bob Bokowski, SR/WA (all with WE-Energies)

Panel Discussion: All Presenters 2:30-3:00 pm

### AGENDA

#### **Tuesday, March 2 ~ Training**

9:00 a.m. - 4:00 p.m. Broker Continuing Education Modules 3 & 4

#### **Wednesday, March 3 ~ Training & Meeting**

8:00 a.m. - 5:00 p.m. Course 804- Skills of Expert Testimony  
9:00 a.m. - 4:00 p.m. Broker Continuing Education Modules 5 & 6:  
4:30 p.m. - 6:00 p.m. Executive Board Meeting  
6:15 p.m. - 8:00 p.m. Social Event-Ground Round (Hotel Lounge)

#### **Thursday, March 4 ~ Chapter General Meeting**

8:00 a.m. - 9:00 a.m. Registration - Rolls & Coffee  
Fees: Pre-register (\$25) at Door (\$35)  
9:00 a.m. - 9:45 a.m. Chapter General Meeting  
9:45 a.m. - 10:00 a.m. Networking  
10:00 a.m. - 12:00 p.m. Morning Program  
12:00 p.m. - 1:00 p.m. Lunch  
1:00 p.m. - 3:00 p.m. Afternoon Program

### If you stay, Register IRWA!

#### **Best Western Bridgewood Resort Hotel**

1000 Cameron Way

Neenah, WI 54956

Phone No.: 1-920-720-8000

Toll free: 1-800-514-5206

[www.bridgewoodresorthotel.com](http://www.bridgewoodresorthotel.com)

A block of rooms has been reserved for  
March 1, 2, 3  
Room rate = \$91 single, \$10 additional person

# Badger Chapter 17 Officers



- President .....Ernie Kretschmann
- International Director .....John Rolling, SR/WA
- President Elect .....Richard Dickson
- Secretary .....Beth Massey
- Treasurer .....Doug Hartmann

## Northwest Affiliate Officers

- Chairperson ..... Jody Isaacson
- Chairperson-elect .....Laura Humphrey
- Secretary/Treasurer .....Cheri Barna

Badger Write Away is published quarterly as a service to IRWA Chapter 17's members. The publication of an article, opinion or advertisement does not constitute an endorsement by the IRWA or Chapter 17. The IRWA and Chapter 17 expressly disclaim responsibility for the contents or accuracy of any article, opinion or advertisement expressed or published herein.

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## DATES TO REMEMBER

March 2-3	Brokers Continuing Education Course Bridgewood Resort Hotel, Neenah
March 3	Course 804 - Skills of Expert Testimony Bridgewood Resort Hotel, Neenah
March 3	1st Quarter Executive Board Meeting Bridgewood Resort Hotel, Neenah
March 4	1st Quarter General Meeting Bridgewood Resort Hotel, Neenah
April 12-15	Course 100- Principles of Land Acquisition Comfort Suites, Johnson Creek
April 16-17	Region 5 Spring Forum Hotel Sax, Chicago, IL
June 2	Course 410- Reviewing Appraisals in Eminent Domain, Best Western Grand Seasons Hotel, Waupaca
June 2	2nd Quarter Executive Board Meeting Best Western Grand Seasons Hotel, Waupaca
June 3	2nd Quarter General Meeting Best Western Grand Seasons Hotel, Waupaca
Aug 31-Sept 1	Course 209-Negotiating Effectively with a Diverse Clientele, Ramada Convention Center, Eau Claire
September 1	3rd Quarter Executive Board Meeting Ramada Convention Center, Eau Claire
September 2	3rd Quarter Joint Chapter & Affiliate General Meeting, Ramada Convention Center, Eau Claire
October 19	Course 802-- Legal Aspects of Easements Country Springs Hotel, Pewaukee
October 20-21	Course 800- Principles of Real Estate Law Country Springs Hotel, Pewaukee
October TBD	Region 5 Fall Forum Hotel TBD, Perrysburg, OH
December 7-8	Course TBD (2 Days) Holiday Inn Hotel & Suites, Madison West
December 8	4th Quarter Executive Board Meeting Holiday Inn Hotel & Suites, Madison West
December 9	4th Quarter General Meeting Holiday Inn Hotel & Suites, Madison West

### Chapter 17 Editors for 2010:

John Rolling  
Rolling & Co. LLC  
222 Midvale Blvd. Suite 22  
Madison, WI 53705  
Phone: (608) 231-2120  
Fax: (608) 231-2155  
E-mail: jrolling@sbcgbllobal.net  
Your comments and contributions are welcome.

**2010 Submittal Deadlines:** Jan. 4, Apr. 5, July 5, Oct. 5  
Layout: Rolling & Co. LLC.  
Printing: Xer-Lith Printing, Madison

## President's Message

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### Ernie Kretschmann - President - Chapter 17

A new year is upon us. Along with it comes new challenges and opportunities. Before we get to that though I want to thank John Rolling and the entire board for their fine job of leading our chapter during 2009.

We had a great year in 09 and John led our Chapter at a time when the state and national economy took a significant turn downward. Our chapter did not. We maintained our membership. Our quarterly meeting programs were informative and well attended. Our educational program was strong and provided educational opportunities for the needs of new and continuing members and kept us in a strong financial position. Thanks John, your leadership was appreciated almost as much as the tunes you shared with us at some of our gatherings.

My first thoughts of 2010 go back to the December 2009 meeting in which the current slate of officers were inducted. I regret not being there, however my skating obligations required me to be in Calgary for a referee meeting. Since this is an Olympic Games year, my attendance was required at that meeting.

Let's look forward to 2010 and some of the things that will challenge us. We are faced with the upgrades required to maintain our transportation infrastructure between the Illinois state line and Milwaukee, the Zoo Interchange reconstruction, as well as rebuilding bridges and highways all over the state. We may be rebuilding or expanding the use of railroads in our state for transporting people as well as products and resources.

Our energy generation is changing dramatically with the generation mix being altered radically by the new mandates for renewable and alternate energy sources. As we look a little further into the future those mandates may get even more dramatic. The telecom industry is changing faster than you can text "Happy New Year". Not only is the equipment being revolutionized, we are using the equipment differently, land lines vs. cell phones, but the use of black berries, texting, tweeting and whatever else you can come up is changing the communications industry and our use of the equipment dramatically.

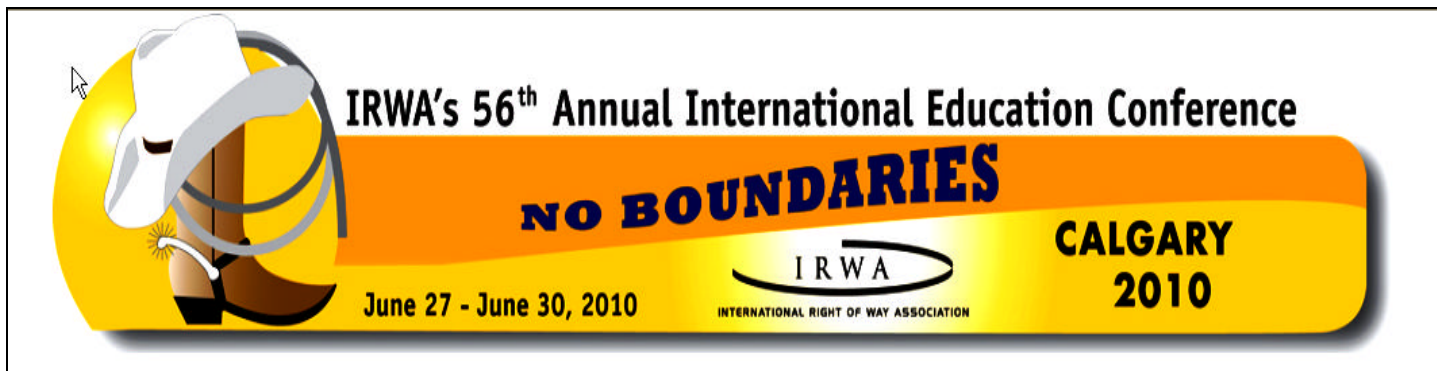
All of these challenges will require experts from the various disciplines involved in the right of way profession to make them happen. It will require planners, designers, appraisers, surveyors, acquisition agents and attorneys to make the plans come to fruition and in such a way that the various affected land owners are treated fairly.

Frankly, I see this as a very challenging year. The opportunities come when eager, well prepared professionals look at these challenges and put their respective heads together to find solutions to the problems that would derail these projects. We have a wealth of talent in our organization. Our Chapter presents the members with the opportunity to get to know each other, to work together and to form the teams that will bring these projects to a successful conclusion.

I look forward to my term as President of a skilled, solution oriented group of right of way professionals and ask for your support and the help of our Board to make this a successful year.

***Ernie Kretschmann, President***

### International Education Conference Calgary, Alberta, Canada June 27-30, 2010



The 2010 education conference promises to be the best ever! 46 educational seminars covering topics from Alternative Energy to Water Boundaries are scheduled. Meeting and greeting will take place at informal receptions and at annual installation banquet. Bring your clubs for one of North America's most-fun golf tournaments, and bring your checkbooks for the annual auction of stuff from all the chapters! Three stand-alone courses (209: Negotiating Effectively with a Diverse Clientele; 804: Skills of Expert Testimony; and 902 :Property Descriptions) will be conducted in the days prior to Sunday's conference opening.

Calgary and the nearby Canadian Rockies are great for your summer vacation too! Several tours will be available to conference attendees and companions.

Conference registrations are being taken now-- go to the International website: [www.irwaonline.org](http://www.irwaonline.org).

### Go To Calgary Meetings - Get Paid for It!

Pursuant to a motion approved by the Executive Board in December 2009, up to 15 chapter members attending the Calgary Education Conference are eligible for reimbursement for up to \$250 in eligible expenses .

Reimbursement can apply to travel, lodging and/or registration expenses not reimbursed by your employer. If you are planning to attend this year's conference and wish to take advantage of this offer, contact Marilyn Smith at 262-567-9832 to reserve a place among the lucky 15!

(This is a reimbursement program; individuals must make their own conference registration and travel arrangements.)



## Chapter News

Badger Chapter 17  
**Fourth Quarter Executive Board  
Meeting Minutes**  
December 10, 2009

President's Report - John Rolling, SR/WA, President called the meeting to order at 8:00 a.m.

The meeting scheduled for December 9 needed to be rescheduled and severely shortened due to a local weather emergency. Many Board members were absent due to weather hazards. The Board chose to address only those business items requiring immediate action at this meeting.

The Secretary's minutes of the 3rd Quarter board and general meetings, as published in Volume 204 of Badger Write Away, were accepted.

The Treasurer's report was accepted: \$36,510.11 in five accounts.

Action Items were adopted as follows:

1. Authorized continuation of "scholarships" program for Chapter 17 members attending the upcoming International Education Seminar in Calgary, June 2010. Expenses for registration, hotel and/or travel costs (when these costs not borne by employers), shall be eligible for reimbursement up to \$250. Limit of 15 scholarships. Marilyn Smith shall administer.
2. Board recommends the membership vote to adopt by-law change: fiscal and administrative year to become 7/1 to 6/30 as of 7/1/2010.
3. Stand-alone events. Lorraine Winchel is authorized to seek tickets for Brewer game and Badger football game for 2010. Up to 50 tickets for Brewers, 40 tickets for Badgers.
4. "Outreach gift." As of 1st quarter 2010, President has allowance of \$25 per quarter to sponsor a guest to attend chapter meeting. John Rolling will pay cost of same.

Meeting adjourned 8:30 a.m.

Badger Chapter 17  
**Fourth Quarter General  
Meeting Minutes**  
December 10, 2009

President John Rolling called the meeting to order at 9:04 am. Rick Dickson, deputizing for President-Elect Ernest Kretschmann, led the Pledge of Allegiance.

Introduction of Guests: Laurie Sokolak introduced guest Kelly Benden.

Secretary Rick Dickson gave highlights of the 4th Quarter Executive Board meeting. Treasurer Beth Massey informed the members of the account balances. We have a total of \$36,510.11 in five accounts.

Jerry Lund, Region 5 Chair, presented the SR/WA plaque and pin to Barbara Taves, who recently completed all requirements for this designation. Also recognized was Jason Hogan, who recently passed the SR/WA comprehensive exam and who is awaiting final approval of this SR/WA submission.

President John Rolling presented a proposal to amend the Chapter by-laws, Articles III and IV regarding fiscal year, officer term of office, and the annual meeting. The purpose of this change is to standardize our chapter with the International organization. The proposed by-law language has been printed and is available for distribution at this meeting and will be published in the next newsletter. The membership will be asked to vote on this by-law change at the 1st Quarter meeting on March 4, 2010. A 2/3 vote will be required to adopt these amendments.

Barb Taves, Chair of the Chapter's Nominations and Special Awards Committee presented the "Employer of the Year" award to the City of Madison's Office of Real Estate Services. This office has 8 active members of IRWA including one past International President, two past Chapter presidents, three Professional of the Year awardees, a Region Chair,

# Chapter News

## General Meeting Minutes - continued from page 5)

and chairs of several chapter committees. Jerry Lund and Heidi Fischer accepted the award on behalf of the City of Madison.

Barb Taves presented the 2009 Professional of the Year award to Norman Pawelczyk. Norman is Real Estate Supervisor for Wisconsin Department of Transportation's Northeast Region. Norman has been active in Chapter 17 affairs for several years, notably with the Right of Way Research committee and the Valuation committee. Norman has helped promote the association both internally and to his colleagues. Congratulations Norman!

Barb Taves presented the Past President's plaque and pin to outgoing President John Rolling. Rolling led the meeting in singing his farewell tune, the Badger IRWA Fight Song.

Jerry Lund installed the new 2010 chapter officers: President Ernest Kretschmann, President-Elect Rick Dickson, Secretary Beth Massey and Treasurer Doug Hartmann.

President-Elect Dickson took the podium as deputy for Ernie Kretschmann, announced the day's program, and adjourned the general meeting at 9:45 a.m.



Norman Pawelczyk, 2009 Professional of the Year, with Barb Taves

## IRWA-Trained ROW Agents Brave Ice, Snow to Hone Skills



Over thirty members and friends of the chapter fought their way through a brutal snowstorm to attend the Real Estate Brokers' continuing education class in Madison on Wednesday, December 9. Instructor Joe Klein battled his way out of his ice-encrusted driveway to impart his unique blend of new information and time-honored review to the knowledge-hungry attendees. The group covered Continuing Ed Modules 1 & 2. We're proud of these dedicated professionals!



Tom Krostag and Bill Garski, both from WE-Energies, trekked across the frozen tundra to attend the class.

Joe Klein will be presenting Modules 3, 4, 5 and 6 for our IRWA Chapter 17 in Neenah, March 2 and 3, 2010. See the registration form for this course on page 12 of this newsletter. Joe has promised better weather for the next session!

# Chapter News

Below is the now official Badger IRWA anthem. It is believed to be the only chapter fight song within the IRWA. Attention INEC: Please consider a new award category!

## Badger IRWA Fight Song

We are Bad - ger I R double - U A! This is our song,  
5 here's what we have to say. We buy the land for your roads and  
9 schools, pipe - lines and sewers, even swim - ming pools! Har - bors and high -  
13 ways, rail - roads and sky - ways! 14 All round Dairy - land you can see our  
17 work. We ne - go - ti - ate we re - lo - cate, we can even  
21 va - lu - ate! We are Bad ger I R double - U A!  
25 Hey!

2009

# Chapter News

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IRWA Badger Chapter 17 currently observes a fiscal year beginning January 1 and it installs its officers in December. International has asked all chapters to consider standardizing their fiscal and administrative year to July 1-June 30. The Executive Board has recommended that we comply. We would change to the new dates as of July 1, 2010. The current officers would stay in place until June 30, 2011. Below are shown the current by-law language and the proposed changes. We will be voting on these bylaw changes at our general meeting on March 4, 2010.

## Current Chapter Bylaw

### Article III. Meetings

Section 2. An annual meeting of the members of this chapter shall be held prior to the fifteenth day of December of each year at Madison, Wisconsin. ...The officers shall be elected at the third quarterly meeting and installed in office at the annual meeting.

### Article IV. Officers

Section 1. The officers of this Chapter shall be an International Director, President and International Director, President-Elect, Secretary and Treasurer...

Section 4. All officers shall serve a one-year term, except International Directors who will serve for two years. An International Director serves the year of Presidency and the subsequent year.

Section 5.a. ...The International Directors shall be the current President and past President.

## Proposed Chapter Bylaw

### Article III. Meetings

Section 2. An annual meeting of the members of this Chapter shall take place prior to the fifteenth day of June each year. The officers for the coming administrative year, which begins July 1, shall be elected at this meeting.

### Article IV. Officers

Section 1. The officers of this Chapter shall be an International Director, President and International Director, President-Elect, Secretary and Treasurer...

Section 4. All officers shall serve a one-year term, except International Directors who will serve for two years. An International Director serves the year that s/he serves as President-Elect and the year s/he serves as President. The officers shall begin their terms at the start of the administrative year and continue until the end of the administrative years or until their successors are duly elected or appointed and installed.

Section 5.a....The International Directors shall be the current President and President-Elect.

### *Reminder:*

*September 10, 2003 - Motion passed to establish a Chapter policy stating that any current Chapter 17 member who attends four (4) consecutive Chapter general meetings is eligible to receive a 25% discount on one upcoming IRWA Chapter 17 sponsored education course.*



# Chapter News

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## Stand-Alone Events-- Baseball!



### Milwaukee Brewers vs Chicago Cubs Game

The Programs and Outreach Committee for Badger Chapter 17 is organizing a Stand Alone Social Event: Cookout & Brewer's Baseball Game for Friday, April 23, 2010, at Miller Park in Milwaukee when the Milwaukee Brewers plays the Chicago Cubs. Game time is 7:10 PM. Transportation is on your own and we will all meet at the designated Tailgate Location at Miller Park. Badger Chapter 17 has reserved a Tailgate area, east of the Klement's Sausage Haus, where we will gather for a cookout, compliments of Badger Chapter 17.

A minimum of 25 persons is needed to sign up by March 5, 2010 to retain these Marquee Tickets (regular price \$65.) and Tailgate area. 50 tickets being held on a first come / first serve basis. Limit 4 tickets per IRWA member. Your cost per ticket: \$45. includes tailgating supper.

In order to reserve these Outfield Box seats and Tailgating area, I need to receive your completed registration form (below) with full payment by no later than Friday, March 5, 2010. We also need 4 to 5 persons to volunteer to assist in set up / prep and food. Bring your own lawn chairs. Participants pay for their game tickets, parking into the Park, souvenirs, and eats / drinks during the game.

Please mail the below completed reservation form with check or money order made payable to IRWA Badger Chapter 17 by no later than March 5, 2010 to:

Lorraine Winchel  
701 Parkside Drive  
Waunakee, WI 53597

Questions? Home (608) 849-6806 or Work (608)246-3825 or e-mail: [lorraine.winchel@dot.wi.gov](mailto:lorraine.winchel@dot.wi.gov)

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: Home \_\_\_\_\_ Work \_\_\_\_\_ Cell \_\_\_\_\_

Number of tickets: \_\_\_\_ X \$45.00 each (Max 4 per IRWA Member) = Total Amount Enclosed \_\_\_\_\_

I can bring the following to the game: \_\_\_\_\_ Table for food set up \_\_\_\_\_ Grill

I can: Assist with tailgating set up \_\_\_\_\_ Food Prep \_\_\_\_\_ Provide Coolers for beverages \_\_\_\_\_

# Chapter News

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## Stand-Alone Events-- Football!



### UW Football Game @ Camp Randall Stadium

The Programs and Outreach Committee for Badger Chapter 17 is organizing a Stand Alone Social Event: UW Football Game for a September or October 2010 game, at Camp Randall Stadium in Madison, WI. Group sale games have not been selected so the date and game time are to be released soon. In order to obtain these tickets, requests are in early. Transportation is on your own.

\*\* A minimum of 25 persons is needed to sign up by April 23, 2010 to retain these Badger Football Tickets. 40 tickets have been requested and will be on a first come / first serve basis. Limit 4 tickets per IRWA member.

Your cost per ticket: To be announced. (2008 tickets sold to members for \$50 each)

To reserve tickets, I need to receive your completed registration form (below) by no later than Friday, April 23, 2010. Notification will be sent to all ticket requesters when tickets are confirmed. Full payment will be required at that time.

Please mail or e-mail the below completed reservation form to:

Lorraine Winchel  
701 Parkside Drive  
Wauwaukee, WI 53597

Questions? Home (608) 849-6806 or Work (608)246-3825 or e-mail: [lorraine.winchel@dot.wi.gov](mailto:lorraine.winchel@dot.wi.gov)

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: Home \_\_\_\_\_ Work \_\_\_\_\_ Cell \_\_\_\_\_

Number of tickets: \_\_\_\_\_ each (Max 4 per IRWA Member)

# Chapter News

## ~ MILESTONES and ANNOUNCEMENTS ~

### PROGRAM SUGGESTIONS AND STAND-ALONE EVENTS

Chapter 17 continually strives to organize quarterly meetings and stand-alone events that are of interest to its members. If you have an idea you would like incorporated in a future program or stand-alone event, please contact:

Quarterly Programs: Rick Dickson • 715-836-3870 • [richard.dickson@dot.state.wi.us](mailto:richard.dickson@dot.state.wi.us)  
Stand-Alone Events: Lorraine Winchel • 608-246-3825 • [lorraine.winchel@dot.state.wi.us](mailto:lorraine.winchel@dot.state.wi.us)

## Thank You Advertisers!

IRWA Chapter 17 extends its appreciation to all who placed an ad in our 2010 Chapter Directory.

If you are not currently advertising and would like to place an ad in our next directory, please contact: Marilyn Smith, Advertising Chairperson at (262) 567-9832

## Scenes from our December General Meeting



Upper Left: 2010 Officers  
Others: Our 12/10/09 Speakers



# Education

## ***REAL ESTATE BROKERS/SALESPERSON CONTINUING EDUCATION COURSE NEENAH, WI - MARCH 2-3, 2010***

All real estate brokers and salespersons must complete 18 hours of continuing education in order to renew their licenses. These courses have been approved by the Department of Regulation and Licensing and will be presented by Joe Klein.

### **COURSE SCHEDULE**

***Tuesday, March 2, 2010 - Registration: 8:30 a.m. - 9 a.m.***

Module 3 - New Developments • 9 a.m. - 12:00 p.m. • 3 hours credit - Includes a test  
Module 4 - Buyer Agency Agreements • 1 p.m. - 4 p.m. • 3 hours credit - Includes a test

***Wednesday, March 3, 2010 - Registration: 8:30 a.m. - 9 a.m.***

Module 5 - Condominiums • 9 a.m. - 12:00 p.m. • 3 hours credit - Includes a test  
Module 6 - Landlord/Tenant and Property Management • 1 p.m. - 4 p.m. • 3 hours credit - Includes a test

This program is approved by the Department of Regulation and Licensing for 12 hours continuing education.

<b>COURSE LOCATION/ACCOMMODATIONS</b>	<b>DATE/TIME</b>	<b>FEE</b>
Best Western Bridgewood Resort 1000 Cameron Way Neenah, WI 53703 Phone: (920) 720-8000 Toll-free: (800) 514-5206	Tuesday & Wednesday March 2-3, 2009 9 am - 4 pm *Add \$15 if registering after <b>February 15, 2009</b>	\$210.00/Members \$240.00/Non Members

*For additional information, contact Course Coordinator - Arlene Buttke at (414) 221-2718.*

### **REGISTRATION FORM**

#### ***Real Estate Brokers/Salesperson Continuing Education***

Membership Number \_\_\_\_\_  
Name \_\_\_\_\_  
Title \_\_\_\_\_  
Address \_\_\_\_\_  
City, State, Zip \_\_\_\_\_  
Phone \_\_\_\_\_  
Email Address \_\_\_\_\_

Cost: \$210.00 members/ \$240.00 Non-members  
Please make checks payable to:  
**International Right of Way Association**  
and mail to: We Energies  
Attn: Arlene Buttke  
231 West Michigan Street, A252  
Milwaukee, WI 53203

Check for \$\_\_\_\_\_ is enclosed.

# Education

## ***COURSE 804 - SKILLS OF EXPERT TESTIMONY NEENAH, WI - MARCH 3, 2010***

### **COURSE DESCRIPTION**

The objective of this course is to provide appraisers and non-appraisers or individuals with practical skills in the field of expert witness testimony. Participants will learn how to be:

- More believable.
- More “in control.”
- Better able to cope with manipulation.
- More effective in communicating with a jury.

This course is taught by an attorney and/or an experienced appraiser. The problems faced by the expert witness are analyzed through extensive use of simulations based upon actual cases. The interplay between the attorney and the expert witness creates a unique learning situation.

### **OBJECTIVES**

- What to consider when hiring a witness and when accepting an assignment
- How to handle discovery and exchange of information
- What you need to know about a jury
- Ways to handle qualifications
- Techniques of direct testimony
- The “do’s and don’ts” of displays
- Techniques of effective cross-examination

### **COURSE LOCATION/ACCOMMODATIONS**

Best Western Bridgewood Resort  
1000 Cameron Way  
Neenah, WI 53703  
Phone: (920) 720-8000  
Toll-free: (800) 514-5206

### **DATE/TIME**

Wednesday  
March 3, 2009  
8 am - 5 pm

### **FEE**

\$265.00/Members  
\$330.00/Non Members

\*Add \$15 if registering after **February 15, 2009**

### **FACILITATOR:**

Scott L. MacWilliams is the founder and President of S.L. MacWilliams Company, Inc. of Madison, Wisconsin. He has over 23 years of real estate appraisal experience and is a Wisconsin Certified General Appraiser. A current member of the International Right of Way Association (IRWA), he also serves as the legislative Committee Chair. Since 1989, Mr. MacWilliams has completed over 400 appraisal assignments. These projects included appraisals for commercial, industrial, retail, office, vacant land, and special use properties. Mr. MacWilliams has served as an expert witness testimony when litigation became an issue.

*For additional information, contact Course Coordinator - Dawn M. Neuy at 414-944-5753.*

## **REGISTRATION FORM**

### ***Course 804 - Skills of Expert Testimony***

Membership Number \_\_\_\_\_  
Name \_\_\_\_\_  
Title \_\_\_\_\_  
Address \_\_\_\_\_  
City, State, Zip \_\_\_\_\_  
Phone \_\_\_\_\_  
Email Address \_\_\_\_\_

Cost: \$265.00 members/ \$330.00 Non-members

Please make checks payable to:

**International Right of Way Association**

and mail to: We Energies

Attn.: Dawn M. Neuy

500 S. 116th Street

West Allis, WI 53214

Check for \$\_\_\_\_\_ is enclosed

# General Information

## CHAPTER 17 WEBSITE:

<http://www.irwabadgerchapter.com>

## INTERNATIONAL INTERNET ADDRESS:

<http://www.irwaonline.org>

## EMPLOYMENT OPPORTUNITIES

To find out about current employment opportunities, please use the IRWA internet address. Employers and employees can post job openings and resumes on the web by calling/faxing IRWA headquarters at: Phone (310) 538-0233 ext. 127; Fax (310) 538-1471.

## MILESTONES

A special category called MILESTONES notifies members about news relating to other members. Anyone may submit announcements to the editor. Suggested announcements may include:

- Job Changes
- Promotions
- Retirements

## MEMBERSHIP APPLICATION

For membership application or information, contact Membership Committee Chair:

Marla L. Britton, SR/WA  
Clement Sutton Corporation  
237 Black River Avenue  
Westby, WI 54667  
Phone: 608.632.0261  
[prefrd@mwt.net](mailto:prefrd@mwt.net)

## NOTICE POLICY

Free notices may be placed in the newsletter subject to the following conditions:

- Notices must benefit members and may include job or meeting announcements or any IRWA-related information.
- All notices are subject to the editor's discretion on content and length.
- Notices may also be handed out at quarterly meetings if they are of benefit to others.

### Roster Change

#### ROSTER CHANGE FORM IRWA BADGER CHAPTER 17

My Roster Listing Should Read As Follows:

Name \_\_\_\_\_

Company/Organization \_\_\_\_\_

Title \_\_\_\_\_

Address (newsletter) \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Telephone:

Business ( ) \_\_\_\_\_

Residence ( ) \_\_\_\_\_

Fax ( ) \_\_\_\_\_

E-mail: \_\_\_\_\_

Return to Membership Committee Chair:  
Marla L. Britton, SR/WA, Clement Sutton Corporation  
237 Black River Avenue, Westby, WI 54667

### Registration

#### Registration Form Badger Chapter 17 - 1st Quarter General Meeting March 4, 2010

Name: \_\_\_\_\_

Telephone: \_\_\_\_\_

Registration Fee: *(includes continental breakfast and lunch)*

Registration by Mail: \$25 per person

Registration at the Door: \$35 per person

Check Enclosed in the amount of \$ \_\_\_\_\_

Make Checks Payable to: **Badger Chapter 17**

Mail registration and check prior to February 26, 2010, to:

*Heidi Fischer  
City of Madison  
Office of Real Estate Services  
P.O. Box 2983  
Madison, WI 53701-2983*

Cancellation Policy: Full refund will be given with written notice of cancellation prior to February 26, 2010

**NOTICE:** *The Executive Board will meet at 4:30 p.m. - 6:00 p.m. on Wednesday, March 3, 2010.*

*All committee chairs are encouraged to attend and/or send a written report.*

*We need your input and ideas to maintain a successful chapter.*

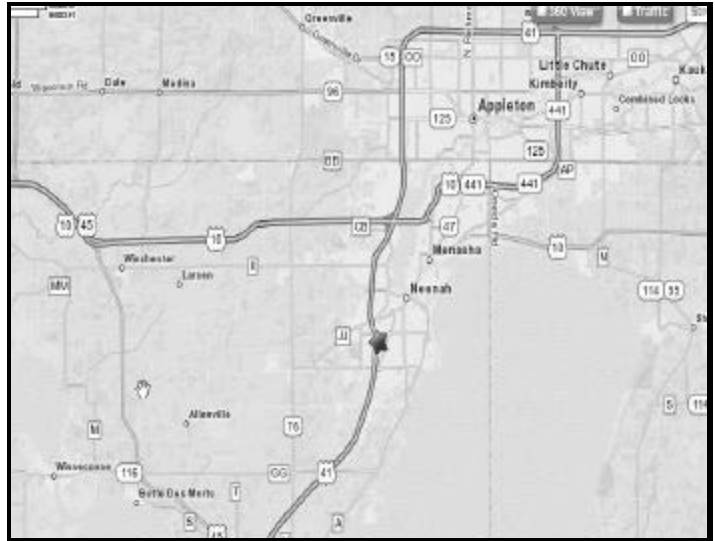
# Badger Write Away

International Right of Way Association  
Badger Chapter 17  
c/o John Rolling  
Rolling & Co. LLC  
222 N. Midvale Blvd., Suite 222  
Madison, WI 53705

**Best Western  
Bridgewood Resort Hotel**  
1000 Cameron Way  
Neenah, WI 54956

**Reservations:**  
Phone No.: 1-920-720-8000  
Toll free: 1-800-514-5206

[www.bridgewoodresorthotel.com](http://www.bridgewoodresorthotel.com)



## Directions From:

Green Bay: U.S. Hwy 41 South to Neenah, exit 131.

Milwaukee: U.S. Hwy 41 North to Neenah, exit 131.

Madison: U.S. Hwy 151 to State 26 to Hwy 41 North to Neenah, exit 131. Chicago: Hwy I-94 to 894 and 45: U.S. Hwy 41 north to Neenah, exit 131.

Minneapolis: Hwy I-94 East to WI 21 East: U.S. Hwy 41 North to Neenah, exit 131.

Local: From U.S. Hwy 41 take the Winneconne Ave/WI-114 exit #131. Turn onto WI-114 East. Turn right onto South Green Bay Road. Continue straight ahead onto Jewelers Park Drive. Turn left onto Cameron Way. (2 miles)

If you stay, Register IRWA!