



**For Immediate Release**

Primary: Jennifer Utter 608 831-3234 • [jutter@starkhomes.com](mailto:jutter@starkhomes.com)  
Secondary: Dave Wood 608 443-4902 • [dwood@starkhomes.com](mailto:dwood@starkhomes.com)

**Wisconsin Realtors® Association (WRA) Appoints  
Middleton Branch Manager to Board of Directors**

(September 15, 2008) — Stark Company Realtors® is proud to announce Jennifer Utter's appointment to the Wisconsin Realtors Association (WRA) 2009 Board of Directors! At the WRA's Monday evening, September 8<sup>th</sup> event held at the Kalahari, Jennifer and the other 36 directors were sworn in to serve the association as leading professionals in the industry. WRA President Mr. William Malkasian states, "Jennifer's years of involvement in the Middleton community and industry leadership in a variety of other boards and capacities, position her as an excellent addition to our 2009 Board of Directors. Her year of service will begin in January 2009. During this year she will be asked to provide valuable insights and leadership within the WRA."

Stark Company Realtors® President David K. Stark states "We are very excited about Jennifer's appointment to this very high level position in an organization that provides immeasurable value to our industry state-wide. This is another appointment in a long line of recognition and appointments over Jennifer's career that makes her a key member of our company's management team."

---

Ms. Utter has served in a variety of capacities during her 15 years as a member of the Realtors® Association of South Central Wisconsin, the Wisconsin Realtors® Association, and the National Association of Realtors®. Jennifer is a long time member of the Professional Standards Committee and is also a charter member of the Madison Chapter of the Women's Council of Realtors®, serving as President in 2006. Also in 2006, Jennifer earned the prestigious Certified Real Estate Brokerage Manager (CRB) Designation presented by the Council of Real Estate Brokerage Managers Council (CRB is recognized industry-wide as the measure of success for real estate brokers and managers).

Jennifer's career at Stark Company Realtors® began in 1998. Along with brokering the real estate business in a large sales office, she manages and develops real estate sales people. Recruiting, training, coaching, and counseling agents is what she does best and her position at the Stark Company Realtors has given her the opportunity to blend her love of people, their development, and the real estate industry. She helps individuals unfold a whole new perspective of potential within. "The people, and that includes my agents, their families and clients, the people we work with, are by far the best part of this industry" states Utter. "I am extremely honored to serve the association in this capacity. The industry and this association have been very good to me over the years and I am excited to be able to contribute back to the members."

Jennifer and her husband Terry both grew up in the Middleton area and raised four children here. We are very proud of our family and our community. She stays active in her community and gives back as often as she can.

---

About the Wisconsin Realtors® Association:

The Wisconsin REALTORS® Association (WRA) is one of the largest trade associations in Wisconsin. Based in Madison, the WRA represents and provides services to more than 19,000 members statewide, including sales agents, brokers, appraisers, inspectors, attorneys, loan officers, legislators and literally anyone who touches the real estate industry in Wisconsin.

The WRA's goal is to promote the advancement of real estate in Wisconsin and provide cutting edge tools to help REALTORS® enjoy a successful career and be competitive in their market. They offer hundreds of products and services, including access to a legal staff, education, political representation and publications to keep you current on developments, sales trends and news in the industry. The Wisconsin REALTORS® Association was formed more than 90 years ago. For more information on the WRA visit: [http://www.wra.org/inside\\_wra/Inside\\_WRA.htm](http://www.wra.org/inside_wra/Inside_WRA.htm)

---

About Stark Company Realtors

Founded in Madison, Wisconsin in 1908, Stark Company Realtors® has sold more homes than any other firm in Dane County. The company has nearly 300 professionals located in seven offices throughout South Central Wisconsin and has relationships with over 50 builders of new construction homes, condominium and retail developments. In Celebrating 100 years of service this year, the Company selected seven charities from the communities they serve and organized and supported over 15 fund-raising events. As a culminating event, the company hosted the 2008 Stark Company Realtors Community Classic *Giving Back to the Community* Golf Outing on Monday, August 11, raising an additional \$10,000 for the seven area community organizations. The Company is recognized as the “Most Trusted Name in Real Estate.” For more information, visit [www.starkhomes.com](http://www.starkhomes.com)

###