

TWG Quarter 3 Newsletter

1 message

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Q3 at a Glance

- **Hear from Jordan about Battleground Wisconsin**, learn about the races we're watching, and download our election one-pager to prepare for what comes next in 2027.
- **From fundraisers to fall events and early planning for the next session**, see what our team and clients have been up to this summer.
- **Client Spotlight: WLTA President Sarah Hedtke** discusses the organization's momentum and what's ahead.

Prefer to watch instead? View a quick overview of the key developments covered in this quarter's newsletter from Principal Jordan Lamb.



Clients and Partners,

Fall in Wisconsin means a few things: football, changing leaves, and, in an election year, no shortage of campaign ads. As one of the country's closely watched battleground states, Wisconsin is once again drawing plenty of attention ahead of November. Following a highly competitive August primary, Milwaukee County Executive David Crowley secured the Democratic nomination for Governor and will face Republican Congressman Tom Tiffany in the general election. Voters will head to the polls on Tuesday, November 3, with races up and down the ballot that will shape the direction of state government heading into 2027.

All 99 State Assembly seats and 17 odd-numbered State Senate seats are up for election this fall. Our team is closely following key legislative districts that could determine the balance of power in the Capitol. To keep you informed, we've put together a helpful one-page overview of the political landscape, along with easy access to additional details on the [primary results](#) and the [key races](#) we're keeping our eyes on.

[Download TWG Election Bellwether](#)

Even as campaign activities pick up, important work continues at the Capitol. Legislative Council Study Committees and informational hearings are underway to explore key policy areas for the next session, and our team is actively monitoring these conversations on your behalf. Wisconsin is also heading into the upcoming state budget cycle on strong fiscal footing, with [preliminary tax collections reaching \\$23.13 billion](#), about \$451 million above earlier projections. State agencies are submitting their budget requests this week, providing an encouraging first look at priorities for 2027.

This summer offered wonderful opportunities to engage beyond the Capitol walls. Our team joined clients in welcoming lawmakers directly into their communities through YMCA visits, tours of private colleges and universities, Jordan's agriculture clients' farm visits, and even Packers Training Camp. We've also enjoyed connecting with candidates at community events and fundraisers, helping lay the groundwork for our clients' legislative goals. Additionally, thanks to Jim's background as a former state legislator, our team had the unique pleasure of speaking

with international representatives to share insights into Wisconsin's legislative process and the collaborative work happening under the Capitol dome.

Our Association Management team is gearing up for exciting fall gatherings, including the WLTA Fall Convention, while coordinating with our government affairs experts for next spring's Capitol Days. Throughout the summer, we've collaborated with clients to refine strategic goals for 2027 and develop convenient ways to deliver timely political updates. We're also delighted to roll out user-friendly online payment options for several PACs and conduits we manage! Finally, our team got together for updated professional headshots, which we can't wait to share with you as part of our upcoming TWG website refresh.

With so much momentum leading up to November and beyond, we remain deeply grateful for your continued partnership and the trust you place in our team to represent your vital work across Wisconsin. We look forward to staying connected throughout the season, and don't forget to vote on November 3!

Sincerely,

Peter Welch

President & Managing Partner

Jim Steineke

Partner & Head of Advocacy

Q3 Client Feature



This quarter, we are featuring **Sarah Hedtke, General Counsel for Gowey Abstract & Title Company, Inc. and Town n' Country Title, and President of the Wisconsin Land Title Association (WLTA).**

As **WLTA celebrates its 120th anniversary**, Sarah shares her perspective on the association's recent legislative successes, the value of strong advocacy and member engagement, and next session's priorities for Wisconsin's title industry.

This legislative session, two WLTA priorities, the MV Realty and Wholesaler Trailer bills, were signed into law. What do these changes mean for Wisconsin's title industry and the people it serves?

Wisconsin Act 32, also known as the "MV Realty Bill," is a major victory for the real estate industry aimed at protecting vulnerable property owners from predatory "non-improvement contracts." These deceptive agreements offered upfront cash in exchange for long-term listing rights, trapping owners in hidden property liens and forcing massive fines upon cancellation. To eliminate these predatory practices, the new law prohibits individuals from recording non-improvement contracts, grants local Registers of Deeds the explicit authority to reject these filings, and establishes clear legal remedies for affected homeowners.

Our other priority, now Wisconsin Act 60, establishes a helpful potpourri of legislation designed to clean up several different areas of real estate law. Instead of a single focus, this assortment of updates aims to cut through daily procedural inefficiencies and make property transactions smoother for everyone involved. Among the highlights, it clarifies how to formally revoke transfer-on-death deeds, speeds up the process for clearing liens across different counties, protects title and settlement companies from liability for returning deposits upon rescission of a wholesale contract, and streamlines the recording process following a joint owner's death by allowing the most recent property tax bill to be filed rather than the bill from the year before the death. It is a little bit of everything, but these practical updates should bring some welcome efficiency to local property matters.

What elements of WLTA's advocacy efforts were most important in successfully advancing these priorities?

WLTA's advocacy is stronger than ever! Our Legislative Committee is highly active, with Co-Chairs who stay ahead of every issue. The Legislative Committee crew excels at engaging, educating, and empowering our members to confidently take action. Thanks to this groundwork, we brought a substantial, well-informed, and passionate group to the Capitol, doing an incredible job of making our voice heard and advancing our key priorities.

We are also extremely fortunate to have the expertise and guidance of the amazing team at The Welch Group, an indispensable partner to our association. We honestly don't know what we'd do without them, and if you're reading this newsletter, I'm sure you're nodding along in agreement!

Looking ahead, what is WLTA focused on next, both in preparing for the upcoming legislative session and bringing members together at this fall's convention?

As we look ahead, our advocacy efforts are focused on three major legislative priorities designed to protect public records and modernize operations. First, we are getting the ball rolling on cybersecurity legislation to mandate public record backups for Registers of Deeds, safeguarding critical real estate data against malicious digital threats. Second, we are advocating that Wisconsin Courts provide complete online access to court records and filed documents, with the option to restrict this service to paid, registered subscribers. Finally, we are working to amend Chapter 183 to create an LLC Certification, which will allow title and settlement companies to securely rely on standardized representations to streamline real estate transactions, with plans to expand this framework to corporations and partnerships if this initial statutory update is well received.

For our upcoming fall convention, we are celebrating WLTA's 120th anniversary, which is an incredible milestone! We have an outstanding lineup of top-notch speakers joining us to share insights on advancing professional success and business growth. Our sessions will cover everything from branding and AI in the title industry to avoiding critical closing errors. Attendees will also receive important updates from our Legislative Committee and several industry partners, along with next generation insights from our Rising Title Professionals. As a special bonus, we are offering complimentary headshots to all attendees, which is a fantastic, high-value addition to the event. We look forward to bringing everyone together to learn, connect, and celebrate our remarkable association!

How has participation in WLTA as a member, board member, and now President impacted your career?

Being involved with WLTA has meant the world to me, and I am incredibly grateful for how it has shaped my professional growth. My time as a general member equipped me with essential industry education and a strong peer network, helping me build a solid foundation in the title profession. Serving on the board then placed me at the forefront of industry governance, education, and advocacy, giving me a profound appreciation for how our strategic decisions influence real estate across the state. To now lead as President is an absolute privilege and truly humbling. This experience has transformed me from a title professional into an industry leader, and the relationships I've built along the way are among the greatest assets of my career.

Q3 Highlights

Welcome Back, Stamena!

We are thrilled to welcome Stamena back from maternity leave following the sweet addition of her new baby girl! Her presence was missed among clients and coworkers this summer, and we are overjoyed to have her back. Please feel free to send her a quick note or hello as she settles back in!

Holly's Return to The Welch Group



We are absolutely delighted to welcome Holly back to The Welch Group! Having previously served as an integral part of our team, she brings a deep understanding of our operations alongside a dedicated commitment to serving our clients. Her sharp eye for detail and warm, welcoming presence make her a natural fit back in the office. Please join us in extending a heartfelt welcome back to Holly as she steps seamlessly into her role!

Speaking Engagements



Jim Steineke and Jordan Lamb shared insights on state and local government with international visitors participating in the U.S. Department of State's International Visitor Leadership Program.

Summer Tours



There's no better place to talk about Wisconsin's success than Lambeau Field! Legislators joined the Green Bay Packers for a behind-the-scenes visit during training camp.

Opportunities like these encourage an exchange of ideas and perspectives that strengthens how we approach advocacy and engagement here at home.

Building relationships doesn't stop at the Capitol! Connecting with legislators in the community is an important part of effective advocacy year-round.

Events



Peter Welch and Jim Steineke headed to Chicago for the NCSL Legislative Summit, connecting with legislators, policy professionals, and colleagues from across the country.

Jim also hosted State Night, bringing together a strong group of sponsors and attendees for one of the week's premier networking events.

Awards



Wisconsin Naturopathic Doctors Association leaders welcomed legislative staff to the AANP conference in Madison and recognized legislative champions for their work during the past session.

Throughout the summer, several of our clients have taken the opportunity to thank legislative offices whose partnership helped advance their priorities.

Miss the news roundup?

You may remember that our previous newsletter included links to recent news stories. If you enjoyed that format, [Google Alerts](#) is a great way to receive headlines on topics that matter to you, delivered right to your inbox. Simply enter keywords you're interested in, and Google will notify you when they're mentioned in the news.

We redesigned this newsletter with you in mind. Rather than simply sharing headline lists, our goal is to offer context and resources behind state policy developments and keep you engaged in the work we do on your behalf.

These are a few of the go-to websites our team monitors every day. We use these and many more to identify developments across the state for your organization.

- [WisPolitics.com](#) – Daily political and legislative news.
- [WisEye](#) – Live and archived committee hearings, floor sessions, and public policy events.
- [Wisconsin Public Radio](#) – Statewide coverage of policy and politics.

- [Wheeler Report](#) – Legislative updates, press releases, and Capitol news.
- [Wisconsin Legislature](#) – Bills, committee schedules, calendars, and public documents.

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Our Services



- PAC/Conduit Administration
- Capitol Days
- Coalition Building



- Events
- Member Engagement
- Website Management



- Strategic Planning
- Partnerships
- Business Development



- Crisis Communication
- Presentations
- Consulting

We Value Your Input

We're always looking for ways to better support you. Is there anything you wish The Welch Group could help you with that we're not currently providing?

Drop it in the link below:

[Share Your Feedback](#)

Know someone who would benefit from these updates? Forward this newsletter and encourage them to subscribe to receive future editions directly in their inbox. **Please note:** Forwarded emails may not display exactly as intended. Subscribe below to receive future editions with the original formatting.

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Our Vision

Redefining what advocacy looks like by building stronger organizations, better policy, and a smarter path forward for our clients.

Our Mission

As a team of experienced strategists, we deliver impactful results across industries and across the aisle through effective government relations and organizational management.

Our Values

The pillars of our work: Integrity & Ethics, Client Commitment, Team & Culture, Collaboration, and to be Smart, Bold & Different.

Enjoy working with The Welch Group?

If you've enjoyed partnering with our team, we would be so grateful if you took a moment to share your experience with a Google review. Your kind feedback helps others discover who we are and what we do. Thank you for your continued trust and collaboration

[Leave us a Google Review →](#)



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