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Dear Theresa,

Its a new year, let's make it rewarding!

A Word From President McKinney



Each year the leadership gets together to create Williamson County Association of Realtors® strategic plan. This year the plan is focused on four main goals:

Ensuring a sound future for WCAR
Building rewarding careers for our members

- Communicating WCAR's value
- Exhilarating member momentum

By creating the necessary framework for WCAR, we will ensure that our organization has a solid foundation on which to grow in the future. Plans for ensuring a sound future include our fiscal responsibilities as well as the services we provide to our members to retain their participation.

Members of the leadership want to make certain that we help our members building rewarding careers. Real estate is not a part-time job or something to do on the side. We want to provide the tools necessary to help our members be successful at their career choice and have a wonderful and rewarding experience while practicing in our industry.

As busy as we are in this industry; it is sometimes challenging to communicate everything that is happening in the community at our Association that could affect our members. We are taking a proactive stance in trying to remedy this through sending communication via several mediums. We will no longer just use email to get in touch with members with issues of importance. We are also branching out into the communities that we serve in Williamson County with public relations, media relations, and government affairs. The recent addition of a Director to oversee our public and government affairs efforts is just one of the many ways we are reaching out into the community to keep REALTORS(r) connected.

Exhilarating member momentum = FUN. We want to provide you with good experiences whether it is at the time of applying, or attending a class, or calling our office for service. We want to make sure that when you need something; we can provide it or connect you with a source -- and that all of that happens in a speedy, timely, and relevant way that entices you to come back for more and enjoy all that we can do for you.

Your committees, Board of Directors, and staff are all working together to come up with new services, ways of doing business, and opportunities for you to connect with the Association, your fellow REALTORS (r) and Williamson County community at large to improve your businesses, create a rewarding careers, and exhilarate your business relationships.

Get involved, stay in touch, and let us know what we can do to serve you better.

It is an honor to serve as your president, Susan McKinney

TREC Rule-making Update

The set of proposed rules referencing Broker Supervision that the Tennessee Real Estate Commission (TREC) had proposed for 2007 has been removed from their agenda for the next few months while the committee takes time to collect comments from the public. Your input and involvement in this process is critical. To ensure that the commission fully understands how this change will could have an impact to all parties involved in a real estate transaction, your comments are needed. Please send your thoughts and comments to JA Bucy (jbucy@tarnet.com), Government Affairs Director for TAR.

The other proposed change being considered by TREC is the proposed ELIMINATION of the current prohibition against cash rebates, cash gifts, or cash prizes to unlicensed individuals. This change is reportedly being pushed by the U.S. Dept. of Justice. Other items are also addressed in the proposed rules put forth by the Real Estate Commissioners. This topic is progressing and the commission will be actively discussing this during their next few meetings.

TAR and WCAR will update you with any relevant information via MemberTalk and special notices to Brokers.

TREC Commissioners

Leadership WCAR - We Want You

WCAR is proud to announce the launch of WCAR. This 4-session program will enhance your personal leadership skills and provide you with a comprehensive set of personal and business resources and contacts to enable growth in broadening your sphere of influence in Williamson County.

The program will begin with a leadership module, followed by a government affairs and community modules. Participants are also strongly encouraged to attend TAR's Spring Conference (March 12-14th).

- Tuesday, March 6th; 2-8pm: Leadership Day
- Wednesday, March 7th: 9am-2pm: Leadership Day
- Tuesday, April 17th: 7am-3pm: Government Day
- Wednesday, May 9th: 8am-6pm: Community Day and Graduation Reception

Applications and more information are available by contacting Theresa (theresa@williamsoncountyrealtors.org). The class is limited to 12 students and the cost is \$100. Class materials and meals will be provided. Applications will be available later this week on WCAR's web site or via email by contacting Theresa@williamsoncountyrealtors.org. Applications are due to WCAR's office by February 12th.

Workshops in the Next Week

WCAR is pleased to host a legal seminar series for 2007. Every-other month we will host a two-

hour class. Don't miss January's topic: Real Estate Sales Considerations in the event of Death, Divorce, & Taxes. The class will take place Tuesday, January 16, 8:15-10:15am.

On January 22 from 9am-noon we will be offering a Staging Workshop. Wendy Wasselle will be providing the insight on staging from top to bottom. Wendy will explain the process, benefits, concerns, etc. of working with a professional stager and what returns it can bring to you and your clients. With all of the DIY shows on television, you won't want to miss the expert insight into the process and how it actually works.

2007 Education Offerings

New Team Members Bring More Services for WCAR

WCAR is pleased to announce two new additions to our team.

Kathy Allen joins WCAR as the Director of Administrations. Kathy brings over a decade of practical real-estate experience to our team along with an exceptional record of customer service, administration, accounting, and training knowledge. Kathy's responsibilities include assisting to manage the day-to-day operations including assisting members with locks, membership, and general questions. Kathy will also serve as the contact for professional standards, including handling ethics and arbitration filings. She is the liaison to the Scholarship, Installation and Social, Grievance, and Professional Standards committees. Kathy is the contact for training room rental and scheduling of WCAR events. Kathy can be reached at kathy@williamsoncountyrealtors.org.

Kurt Disch joins as the Director of Public Affairs and Professional Development. Kurt recently moved to Williamson County from the Northeast, where he served as the Professional Development Manager for the Massachusetts Association of REALTORS(r). Kurt has prior association experience serving as a key staff member for government affairs for organizations in Florida. Kurt will be the local government affairs liaison, helping to expand the voice of REALTORS(r) in Williamson County. Kurt will also be overseeing the education programs offered by WCAR and is charged with bringing relevant and insightful programming specifically for Brokers. Kurt will be the staff liaison to the Education Committee and Government Affairs Committee. Kurt can be reached at kurt@williamsoncountyrealtors.org.

Congratulations!



The following individuals received their ABR Designation:

- Stacy Laurence, Shirley Zeitlin, Brentwood
- Amy Burns, Keller Williams Realty, Franklin
- Sherry Ortiz, Coldwell Banker Barnes, Brentwood

[Learn more about designations...](#)

He's BaaaAAACK...Terry Watson is Coming!



February 26-27th Terry will be at WCAR instructing the Accredited Buyer's Representation core course. This two-day program always receives the best remarks and feedback from attendees. This two day course covers agency, service delivery, marketing and promotion, negotiation and risk management. The cornerstone of buyer representation education, this comprehensive course covers

this specialty top to bottom. Course enrollment includes a free REBAC membership for one year.

On Wednesday, February 28th Terry will be leading, "Harnessing the Power" from 9am - 3pm. This is the course for the Women's Council of REALTORS'(r) PMN designation and is also an elective for the ABR designation. This course is sponsored by the Women's Council of REALTORS(r).

These classes will fill up, so don't delay! Register today.

WCAR Education

Are you in iNeed?

If you need a MAC, we've got three. WCAR has officially completed their conversion from Macintosh computers to PC's and we have three clean and slightly-used MACs up for auction.

- Apple iMAC G5 --- \$600
- Apple iMAC G4 -- \$350
- Apple iMAC G4 -- \$350

First come, first serve. Contact Karen at karen@williamsoncountyrealtors.org for more information or to set up a time to come into the office to look at the computers.

City of Brentwood Sign Ordinance

The City of Brentwood is currently reviewing and has made proposed changes to their sign ordinances, which would effect real estate signs. The proposed language will be presented to the city's Planning Commission on February 5th. If the Planning Commission agrees, they will be presented to the Board of Commissions on February 12th. The proposed ordinance applies to residential districts.

The proposed language states, "20 sq. ft. of signage allowed, including real estate signs; for two-sided signs, only one side counts, effectively allowing up to 40 sq. ft. of signage; no more than 5 total signs, and no single sign may exceed 8 sq. ft. per side; 6 ft. height limit."

This would in effect allow a for sale sign along with an open house sign, which has been a common concern for REALTORS.

For more information, Contact Kurt Disch

WCAR's Looking for a Home...

And we want your feedback! WCAR's lease is expiring in just a year and we are beginning to plan for the future. The Physical Plant Needs Assessment Task Force has been put together to evaluate the needs and goals of the Association. The task force wants to hear your opinions.

Two open meetings are scheduled for Thursday, February 15th from 2pm-4pm and Friday, February 16th from 9am-11am in WCAR's training room. Members will be asked to share their thoughts about our needs. If you have suggestions, ideas, or a listing that may be a good fit, please be in attendance.

Noteworthy Articles

- [Tech Watch: Is Vista Right for You?](#)
- [Architecture Coach: Make Your Windows Shine Should I Hire a Personal Assistant?](#)
- [How to Work With Grieving Clients](#)

Thank you for choosing WCAR as your Board of Choice. We look forward to helping you have a rewarding real estate career!

Best regards,

Theresa Wilson
Williamson County Association of REALTORS®

email: theresa@williamsoncountyrealtors.org

phone: 615-771-6845

web: <http://www.williamsoncountyrealtors.org>

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