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### Dear Theresa,

Spring is upon us and the busy season is about to begin. Be safe when conducting business. Make sure to let others know your daily agenda, meet people at your office or public places before getting into a car alone with them, and be sure to evaluate their needs to make sure that they are legitimate buyers. Your safety is important!

### A Word From President McKinney



The physical plant results are in....and your votes conclude that WCAR should own its own office space. Thank you to members that participated in the open meetings on February 15 and 16th. WCAR hosted a facilitated discussion with members about our office space and our future and the consensus from both meetings was the same. We followed it up with a vote by the membership which attracted the greatest participation rates we have ever experienced. It was clear that members want us to own our own space.

The Board of Directors reviewed the recommendation from the Physical Plants Needs Assessment Task Force, supported by the member-input and voted to pursue looking at options to purchase our next office space. According to our Bylaws, the membership must vote to approve the Association taking out a loan greater than the amount of our savings. Therefore we will need 50% of the members to vote to get a mortgage when a prospective site and plan are in place.

Some facts that were shared during the meetings include:

- WCAR's current lease expires February 2008
- We must provide notice of our intent to renew our lease by August 2007
- Our rent will continue to increase
- We have outgrown our current space
- There is no room for expansion of our current space due to common areas
- Our membership has more than doubled since we moved into our current space

Many members indicated in their survey responses that we are in the business of real estate and should "practice what we preach". It was also noted that we are one of the only REALTOR associations in our area that does not own a building and is not building equity for our members.

The Board will be creating a Building Task Force to look at possible locations to buy and/or build. If you would like to be a part of the group, please let me know. If you have suggestions for locations we are interested in learning about those opportunities as well.

This process will take time and effort from many and we will not make decisions without your input. The sooner we can locate the right mix of location, price, and services for our members we will put it to vote by the membership in order to gain approval for a mortgage.

This is an exciting time for our organization and your input is valued. We thank you and appreciate all those who have taken the time to provide suggestions and feedback.

If you have any comments or suggestions, please feel free to email me at anytime: [mckinns@crye-leike.com](mailto:mckinns@crye-leike.com).

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

### **Crumbs from Lunch**

If you missed our March 1st luncheon, here are some crumbs of knowledge that were shared by Shanon Peterson-Wasielewski, AICP; Historic Preservation Officer for the City of Franklin.

- Properties zoned in the Historic Overlay require a Certificate of Appropriateness from the Historic Zoning Commission if the change is in design or materials.
- Normal repairs, house numbers, mailboxes, temporary signs and the use of the property are not regulated by the Commission.
- There are over 130 National Register Historic locations in Williamson County.
- Property owners, Historic Zoning Commission or Mayor and Board of Alderman can all nominate a property for historic designation.

The Historic Planning Commission is composed of volunteer members who undergo training annually. The goal of the commission is to preserve the past while providing for growth.

**Franklin Historic Planning Commission**

### **Shop at Chico's and Support Scholars**



Chico's in Downtown Franklin invites you to attend 2 special days of shopping where 10% of ALL purchases during that time will go to the WCAR Scholarship Fund, supporting graduating seniors from Williamson County Public Schools. Chico's will provide refreshments during the event times while the women shop and will be drawing names for one of their unique accessories. Chico's, 348 Main St. Franklin, TN. Phone #: (615)599-8471

- Thursday, March 8th: 1-4pm and 6-9pm
- Friday, March 9th: 1-4pm and 6-9pm

Scholarship applications are due on Friday and are available on WCAR's web site. If you are interested in serving on the Scholarship Committee to review applications; contact [Kathy Allen](mailto:kathy@williamsoncountyrealtors.org) (kathy@williamsoncountyrealtors.org).

**Download a scholarship application**

### **Appreciate Williamson County Schools' Teachers**

WCAR has been a proud sponsor of the Teacher Appreciation and Awards Dinner for the Williamson County Public Schools for the past few years and this year we will continue the tradition. WCAR members are asked to donate a door prize for the event with a value of approximately \$25. The gifts should be wrapped and attach your business card for recognition by the recipient.

The door prizes are given away at the awards dinner on May 1, 2007; where there will be over 800 in attendance. This is a wonderful way to appreciate the teachers who do such a wonderful job keeping our schools so desirable and making our real estate more sought-after.

If you are interested in donating, please drop your gifts at WCAR's office by April 25th.

### **Golf Outing - August 27th**

Mark your calendar for WCAR's 19th Annual Golf Outing at Temple Hills Golf Club. More details to follow. Sponsorships are limited, if you are interested contact [Kathy Allen](mailto:kathy@williamsoncountyrealtors.org).

### **Gulf Coast Relief Habitat-Build; Here in Cool Springs**



The Tennessee Association of REALTORS will be hosting their spring conference on March 12, 13, and 14th at the Cool Springs Marriott. As part of this event TAR is building a "house in a box" that will be

shipped to the Gulf Coast in support of those affected by Hurricane Katrina.

The build will take place on Wednesday afternoon and Thursday morning, March 14th & 15th. The build will begin at 1:00 P.M. Wednesday in the Lowe's Home Improvement Warehouse Store Of Franklin parking lot at 3060 Mallory Lane. The build will stop that day at 4:00 P.M. Thursday morning the build will resume at 8:30 A.M. and will finish around noon.

If you would be willing to help participate, please RSVP to [Theresa Wilson](mailto:theresa@williamsoncountyrealtors.org).

### **March Member Mixer**

Join us on Thursday, March 8th from 4:30 - 7:00pm at the Tin Roof on Carothers Blvd. in Cool Springs for our first Member Mixer of the year. Meet WCAR's new staff members; Kathy Allen and Kurt Disch.

Thank you to our sponsors, Home Warranty of America and Fifth Third Mortgage. They will be providing a great appetizer bar and some wonderful door prizes.

Diana Giles is your contact at HWA; <http://www.hwahomewarranty.com>.

Darcy Durant is your contact and Fifth Third Mortgage to connect you with the right person for your needs. [darcy.durant@53.com](mailto:darcy.durant@53.com)

### **City of Brentwood Passes Revised Real Estate Sign Ordinance**

At the Brentwood City Commission meeting February 26 the Board of Commissioners voted unanimously to pass Ordinance 2007-01, to modify regulations for real estate signs and other temporary signs. This ordinance, which was monitored closely by WCAR on its journey through

the city's legislative system, will treat real estate signs the same as all other temporary signs.

Under the new regulations REALTORS® will now have greater flexibility with the number and size of signs that can be used on residential lots. For instance, "Open House" and other ancillary signs frequently used by REALTORS® were actually in violation of the previous sign ordinance. Under the new ordinance "Open House" and other additional signs are now permitted, provided they do not exceed the size or number of signs outlined below. The new ordinance, which will take effect this week, allows the following temporary signs:

Residential lots less than five (5) acres may have a maximum of 5 temporary signs (including real estate signs) and a maximum of 20 square feet of signage (for double sided signs only one side counts effectively allowing a maximum of 40 square feet of signage). No sign may exceed eight (8) square feet per side, or six (6) feet in height.

Residential lots greater than five (5) acres may have a total of 32 square feet per side (64 sq. ft. for double sided signs), which may be contained on one sign or multiple signs. No sign may be greater than six (6) feet in height.

### **Noteworthy Articles**

- [Slideshow: Home Office on a Budget](#)
- [5 Everyday Ethical Dilemmas](#)
- [Tech Watch: 19 New Gadgets for Real Estate](#)
- [Sales Coach: Friendly Money](#)

### **Upcoming Education**

March 8th: Above and Beyond  
9:00am – 1:00pm \$45 / 4 hours TREC  
Instructor: Marty Calfee

During this four-hour course, participants will be able to effectively distinguish factors that will lead them to be able to go Above & Beyond for their clients. This session focuses on how to work with seller and how to work with buyers -- and the other agents inbetween to be more effective.

March 22nd: Because It's the Right Thing To Do  
9:00am – 1:00pm \$40 / 4 hours TREC AND 4 hours NAR  
Instructor: Randa Dawson  
This ethics course fulfills the National Association of REALTORS requirement for ethics between 2005 and December 31, 2008.

March 27th: Perfect Shot – A Photography Class  
9:00am – 12:00pm \$30  
Instructors: Wendy Wasselle, Star Home Staging, Wayne Evans, ProServ Residential Services, and Stacy Dudley of RealTracs  
This three hour course was designed to help you learn how to take the Perfect Shot of any room for use with any advertising media. The seminar will also show you how to use RealTrac's photo optimization uploader for the most effective use of electronic media.

April 9&10: Top Producer  
9am - 5pm; 14 TREC hours  
Instructor: Dwight Kitchens  
This hands-on computer course will show you how to market effectively abiding by CAN SPAM and federal fax regulations. By targeting your leads appropriately your marketing will be more effective and avoid infringing upon regulations. This course includes a copy of Top Producer 7i software. Class is limited to 18 students.

**Register today**

As a friendly reminder; when selling into a subdivision with a Home Owner's Association encourage the potential buyers to review the covenants and restrictions of the association. We have had some recent phone calls discussing controversies after closings and the surprise restrictions that new residents faced. Do your best for the buyers and make sure they know what they are buying into.

Wishing you a rewarding March,

Theresa Wilson  
Williamson County Association of REALTORS®

email: [theresa@williamsoncountyrealtors.org](mailto:theresa@williamsoncountyrealtors.org)

phone: 615-771-6845

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

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