



April 2007 - Vol 44, Issue 4

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### Dear Theresa,

Quote of the month: "The avoidance of taxes is the only intellectual pursuit that carries any reward. " --- John Maynard Keynes (1883 - 1946).

We hope you remembered to file yours from 2006 and are working on keeping your files for 2007!

### A Word From President McKinney



April is Fair Housing month. We are confronted with Fair Housing regulations in every business transaction that we encounter. Although we spent time reviewing the protected classes and the general "what NOT to do" this month is a great time to remind ourselves of our oath and obligation as REALTORS®.

Federal fair housing law consists of the Civil Rights Act of 1866 and Title VIII of the Civil Rights Act of 1968, otherwise known as the Fair Housing Act. The act, as amended in 1988, provides that no one can be discriminated against in the sale, rental, or financing of residential dwellings on the basis of these protected classes:

- Race
- Religion
- Color
- Handicap
- Sex
- Family Status
- National Origin

In addition, the Civil Rights Act of 1866 provides that all U.S. citizens have the same rights as white citizens to "inherit, purchase, sell, hold, and convey real and personal property." The U.S. Supreme Court has interpreted this act to prohibit all forms of racial discrimination with regard to real estate—even discrimination by private individuals. Penalties can include punitive as well as actual damages.

The handicapped category under the Fair Housing Act includes

not only obvious physical handicaps, but mental handicaps, alcoholism, and AIDS. Current abusers of controlled substances are not covered.

Bruce Aydt, respected Real Estate Attorney offers this advice, "The appropriate response to a discriminatory statement by a client depends in part on whether the discriminatory behavior was intentional, whether anyone was harmed by the behavior, and the extent to which others are aware of the behavior. If a seller makes a remark to you alone, you can first try to educate the seller about the implications of fair housing. If the remark is made in front of clients in a protected class, more serious measures, such as sending a letter of apology to the buyers and possibly resigning the account may be necessary."

And, "When buyers ask to be shown properties in a particular ethnic or religious community, turn the request around and ask them what geographic areas they're interested in. Explain that you'll present them with housing opportunities in a few different areas. Direct them to public sources of demographic information, and ask them to find out what areas fit their criteria. Remind them that the Fair Housing Act prohibits you from showing them properties based on discriminatory preferences."

For additional information about Fair Housing, visit [realtor.org](http://realtor.org) or [U.S. Department of Housing and Urban Development](http://www.hud.gov).

Let's do the best we can to remind ourselves, fellow REALTORS®, real estate licensees, and our clients about fair housing and the benefits to our communities.

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

### **Lunch Break**

SouthernLand Company has taken our April Luncheon and transformed it into an Affair hosted at their [Westhaven](#) property. One hundred WCAR REALTOR® members will be delighted by games, prizes, networking, and delicious catering on April 19th. The event is "sold out" as the RSVP's were on a first-come first-serve basis. Thank you to SouthernLand Company, our sponsor for April's membership luncheon.

Over the summer, we realize that you are very busy with your career. Our next membership luncheon will be on September 6, 2007. This will be our Vendor Fair, Annual Meeting, Elections, and free lunch to the first 300 to register. More information will be available in the coming months.

### **Spring Cleaning**

We have cleaned our office and in turn have great deals for our members. All contents from WCAR's library are available to our members for keep. The collection includes books, vhs, dvd, and audio tapes on topics such as the local area, real estate marketing, negotiation, law, and technology. Come by and make a donation of any amount to the Scholarship Fund or RPAC and take as many resources as you like for yourself or your office.

Items for purchase include:

- Typewriter and replacement ribbons: \$25

- Desktop printers and replacement cartridges: \$25 each
- Scanner: \$20
- Overhead projector and replacement bulb: \$25
- Apple Mac Monitor: \$25
- Speakers (2), Stands, Wireless Microphone, Cables: \$100

All sales are first-come first-serve and there are no returns or exchanges. Items will be available until April 25th.

While here, check out our Board Store sale. All items are 50% off (excluding pins, brochure boxes, and open house signs and riders).

### WCAR - Katting Around



Center.

WCAR invites you and your family to come and join an evening out together at the Nashville Kats. The Kats are the arena football team in town, and if you haven't been...you are missing out!

Arena football is fast-paced, fun, exciting, indoors, and very family-friendly. Join your fellow members and their families for an evening out on June 23rd as the Kats take on Grand Rapids Rampage at 7pm. The event is at the Gaylord Entertainment

Tickets are \$15 each and will be in the Brown section. Reservations must be made by June 6th and payment must be received at the time of reservation. To RSVP, contact Karen Czarnecki.

### 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. The event is limited to 120 golfers and the registration includes lunch, dinner, golf and Mulligans.

Sponsorship opportunities are currently available. For a brochure of opportunities and about the event, contact [Kathy Allen](#) at WCAR.

### Sentrilock Tip of the Month

If you have an issue with your lock box including stolen lock, code errors, stuck shackle, etc. you must call Sentrilock prior to calling the Association office.

We can only replace hardware once an RMA or approval is issued from Sentrilock.

We have had reports of both Supras and Sentrilocks being stolen from properties. When possible, please lock your locks with the shackle to prevent loss.

### **TREC License Renewals**

May is the first month of expiration for the new staggered licenses. Be certain to check your license expiration date and be proactive about renewing.

During the period of staggered renewals, you must have a CORE course offering within the past 2 years. Some licenses will cover the term when two different CORE courses are offered. You do not need to have each new CORE course, but you must have at least one during the two-year license period.

**Latest TREC Newsletter**

### **City of Franklin Will Not Fill Vacant Alderman Seat**

At their regular meeting on Tuesday April 10, the Franklin Board of Mayor and Aldermen opted to not fill the At Large Alderman's seat formerly held by Dennis Phillips. Alderman Phillips pass away on March 9 after a lengthy battle with pancreatic cancer.

The Franklin BOMA were considering approximately nine candidates to serve the remainder of Phillips term which is up for election in October of this year. Ultimately the BOMA decided to leave the position vacant and let the residents of Franklin choose Alderman Phillips successor during the regularly schedule 2007 Franklin Municipal Elections.

Candidate petitions for the 2007 Franklin elections will be available April 20, with the candidate qualifying deadline of July 19 at 12:00pm. Early voting for the Franklin elections will run from October 3-October 18 and election day is October 23.

**For Additional Information, Contact Kurt Disch**

### **Two WCAR Members Running for Brentwood City Commission**

The 2007 Brentwood City Commission Elections have drawn a great deal of attention this year. A recent decision by the City of Brentwood will expand their City Commission to a total of seven seats with the 2007 election. To accommodate the expansion Brentwood residents will be electing a total of four commissioners (two commissioners were up for reelection and two seats were added) on May 1.

WCAR Members Paul Ross, with Realty Executives Fine Homes in Brentwood and Fred Kane, with REMAX Elite in Brentwood are both hot on the campaign trail. Paul Ross has been a member of WCAR since 1995 and has served on the Budget & Finance, Public Relations and Habitat for Humanity Committees. Fred Kane joined WCAR in 2004 and has been actively involved in the Government Affairs and Issues Mobilization Committees.

Early voting for the Brentwood Municipal Election runs from April 11-April 26. For more information and poll locations visit [www.brentwood-tn.org](http://www.brentwood-tn.org).

**Want to see the candidate questionnaires?**

### **WCAR Scholarship Reception**

Interviews are underway for this year's WCAR Scholarship Recipients. We will announce the selected candidates in a few weeks. On Thursday, May 3rd from 4-6pm we will be hosting a reception for the candidates, their parents, guidance counselors, principals, and WCAR members at the Cool Springs Marriott.

Come and be a part of this wonderful community activity and service provided by you to the worthy students from our County.

### **WCAR Offers First Evening Class...and other opportunities**

**Multiple Offers**, Instructor: Brian Smith of Smith, Sholar & Associates, Attorneys.

Are you prepared to handle multiple offers on your listing? If you are not familiar with the offers process, the dream of all listing agents can quickly become an overwhelming procedure. This two hour class, held at a special evening time to accommodate your busy schedule, will help you understand how to deal with multiple offers, counter offers and negotiating the best price for your seller.

- Tuesday, May 8
- 6:00pm - 8:00pm
- 2 TREC Hours
- \$30 WCAR members/ \$40 non-members
- Dinner is included with class registration
- Thank you to our course sponsor: Premier Home Inspection Services, LLP

**TAR Forms and Agency Workshop**, Instructor: Brian Smith of Smith Sholar & Associates, with Marty Calfee

This morning workshop is the perfect forum to learn about the changes to the 2007 TAR Contract and discuss common questions about agency relationships. Designed as a two part seminar, Brian Smith will present the TREC approved course "18 Things You Need to Know About the New 2007 TAR Contract" guiding you through the critical changes on TAR's new contract. The second portion of the workshop, lead by Marty Calfee, will be an open and informal discussion on Tennessee Agency Law. Come and ask any question you have.

- Tuesday, May 1
- 9:00am - 12:30pm
- 2 TREC Hours
- \$40 for WCAR members / \$50 for non- members
- Breakfast will be provided

Use your NRDS # to log in and register

#### Noteworthy Articles

- [Sales Coach: The First 15 Seconds](#)
- [Slideshow: Unusual Properties](#)
- [Architecture Coach: Informative Ceilings](#)
- [Mr. Internet: Let's Go Virtual](#)
- [In the Trenches: On the Job Humor](#)
- [Improve Your Property Photos](#)

We are here for you. Let us know what we can do to best serve your needs!

Wishing you a rewarding April,

Theresa Wilson  
Williamson County Association of REALTORS®

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