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Dear Theresa,

We hope you are enjoying this easy- to-read format and we look forward to providing you with a great member experience. Be sure to read the entire newsletter to find information on a Sentrilock Sale!

A Word From President Franks



Finally, I feel like we are back to “normal”, and even better! Theresa Wilson’s leadership and management skills are paying off for the time and energy it took to get us where we are today. As this newsletter is sent to you, you can feel comfort in knowing that our association is in a better place than we have been in a long time. Thank you to Theresa, Bette, Jan, Teeley, and Karen for a job well done. And, your WCAR Board of Directors, and

association committees have been the back bone of the association’s success. Thanks especially to our members who have been supportive and patient. Thank you will never be enough for this group!

Perciles once said, “Just because you do not take an interest in politics does not mean that politics will not take an interest in you.” RPAC is the political action committee of the Tennessee Association of REALTORS, serving as our member’s voice in politics. Your RPAC funds are used to elect pro-REALTOR candidates at the federal, state, and local levels. 74% of our Fair Share Goal, as set by TAR, has been achieved. 600 of the 1,400 WCAR members have invested to date. Our goal for number of investors is 755. I have challenged the officers and Board of Directors to make an investment of at least \$250 each. Please consider investing in your professional association’s fund today. As I have often said, “If you are in the business of Real Estate, you are in the business of politics!”

Speaking of professionalism, if I could give you one piece of advice, it would be to invest in yourself by attending the National Association of REALTOR convention. This year’s theme is REnew, REconnect, and REenergize at NARdi Gras, a celebration of REALTORS. This years exciting event will take

place in New Orleans November 7 – 14. George Bush and Bill Clinton will be our General Session speakers. The Celebrity Concert stars New Orleans own, Harry Connick, Jr. The Entreprenurial Excellence series features world class speakers. Hundreds of classes will be offered in Brokerage Management, Business Technology, Buyer Representation, Commercial, International, Leadership, Legal Issues, Market Segments, Professional and Personal Growth, Sales and Marketing, and many Timely Topics. In addition to the millions of dollars the 35,000 attendees will pour into the struggling economy of New Orleans, we will help rebuild the city by constructing 50 Habitat for Humanity houses, one from each state. This year's event promises to forever change you. This is the year you MUST go! Early bird registration ends August 1 and can be completed at www.realtor.org. I'll see you there!

This will be an exciting month for our association. Sentrilock trainers will be at our office July 10 to answer your questions. The Member Services committee has again prepared a Member Survey for your voice to be heard. July 13 is the deadline. The information received will be given to the Strategic Plan committee that will be meeting July 17 – 18. The committee will chart a plan for 2007.

It is a pleasure to serve as your President, Marcia Franks

We Are Listening



WCAR would like your feedback! The Membership Survey is now available and waiting for your valuable opinions. Thanks to our generous sponsor, [Tollgate Village](#), each person that responds will be entered to win a \$250 gift certificate to the Cool Springs Galleria

Mall.

WCAR is committed to providing you with a great membership experience. The survey provides you with an anonymous way to share your thoughts about our current offerings and suggest ideas for future programming. The wonderful part of WCAR is that it is an organization for the members, run by the members. Your opinion counts and we look forward to hearing it!

The survey is available until July 13th. Visit WCAR's web site and login using your NRDS number. Click on the "Polls and Voting" link on the left and select the "2006 Membership Survey."

Sleeper Law

The TN General Assembly has updated their code relative to the sale of residential properties. This new law goes into effect July 1, 2006.

Knowingly advertising or marketing for sale a residence as having more bedrooms than are permitted by the residence's subsurface sewage disposal system permit, as defined in § 68-221-402, unless prior to the execution of any sales agreement the permitted number of bedrooms is disclosed in writing to the buyer.

[Read the entire law](#)

Education Year



Although the summer just began, autumn will be here before you know it. Which means that you must complete your 16 education credits for TREC and 6 credits for WCAR.

WCAR has added new classes to help accommodate members in need of fulfilling their requirements. Please visit the education calendar and register for the CORE Course, ABR classes, Fair Housing Brown Bag Lunches, and CIPS classes.

You can check your WCAR education history by going to the WCAR web site; go to member log in, put in your NRDS number for Name and Password, and select education.

You can check your [TREC education history](#) with this link. In the drop-down box select 'Real Estate Broker/Affil' and search by name or license number and then select 'check education'. Be sure to check your education today, and give yourself time to complete all requirements for the 2005/2006 education period.

WCAR Education Offerings

SentriLock Tip of the Month



Using the Do Not Disturb Code

The homeowner do not disturb code (DND code) is a code that a homeowner can enter into the lockbox to temporarily deny access to their home. When you or a homeowner use a DND code, showing Agents cannot use their SentriCard®, contractor code or 1 day code to access to the lockbox. You do not need a SentriCard® to enable do not disturb.

You can use the following instructions to enable do not disturb:

- On the lockbox's keypad press and hold the ENT key. This will "wake up" the lockbox.
- When the lockbox lights up the keypad, enter the following commands on the keypad: FUNC + 4 + DND code + ENT.
- If the lockbox displays a steady DND light, you have enabled do not disturb. If you entered an incorrect code, the lockbox will flash the ERROR light.

A blinking DND light means do not disturb will last longer than 15 minutes. If the lockbox displays a steady DND light, the do not disturb period is almost over. You can access the key compartment in 15 minutes or less. The lockbox owner and their team members can access the key compartment of their lockboxes while they are set to do not disturb. For lockbox owners and their team members, the DND light only warns them that the lockbox is set to do not disturb. In this situation, we advise you to contact the homeowner before entering the home.

[Log In to Read on...](#)

Congratulations!



During the month of June, the following individuals received their ABR Designation:

- Linda Doyle, Keller Williams Realty
- Debbie Kimble, ReMax/Elite
- Whitney Srouji, Crye-Leike, Brentwood, East
- Sally Castro, Crye-Leike, Columbia
- Susan Diebolt, Crye-Leike, West
- Katie Hubbuch, Keller Williams Realty, Nashville
- Travis Robeson, Fridrich and Clark Realty
- Diane L. Putnam-Osowiecki, Keller Williams Realty

Congratulations to Spencer M. Lewis from Shirley Zeitlin & Company. Spencer earned his GRI designation.

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

More articles of interest

- [First-Time Buyers Are Picky, Picky, Picky](#)
- [Rising Prices Drive Middle Class from Cities](#)
- [Tell Us Your Best Ghost Story](#)
- [Tap the Power of Podcasting](#)
- [McMansions' appeal to buyers is shrinking](#)

First Vendor Fair



Don't miss out on the opportunity to exhibit at WCAR's First Annual Vendor Fair. Tables are open to all WCAR members; this includes Brokers, Service Affiliates, and REALTORS.

If you have a product or service that you would like to offer to the Williamson County REALTOR community, do not miss out on this opportunity.

For more information...

WCAR is pleased to host Sentrilock trainers at our office on Monday, July 10th. Brokers and office managers are welcome to join us for training and breakfast from 8:30am-10:00am. REALTORS are welcome in the afternoon. Training will begin at the top of each hour (11am, noon, 1pm, 2pm, 3pm, 4pm). Don't miss this opportunity to learn how to use all of the features available.

As an added BONUS, we will be offering a 2-for-1 trade again! Bring in any two WORKING Supra locks and receive one Sentrilock in exchange. This is a ONE DAY ONLY offering on Monday, July 10th. No refunds or exchanges.

Thank you for your support of WCAR. If there is anything we can do to assist, please let us know!

Best regards,

Theresa Wilson
Williamson County Association of REALTORS®

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