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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 register for WCAR's First Vendor Day; Thursday, September 7, 2006 at the Marriott Cool Springs.

A Word From President Franks



The WCAR Education Committee and Board of Directors has had numerous discussions about WCAR's required six hours of education. WCAR is the only Association in the area that requires additional education above and beyond the Tennessee Real Estate Commission (TREC) requirements.

WCAR has always been a pioneer in ensuring that our members are well-informed, educated, and can represent the industry as professional concerned citizens. After years of WCAR requiring our members to learn about ethics, fair housing, and legal agreements; TREC has caught up with us. TREC now requires these same topics in their 4-hour CORE Courses and in their pre-licensing courses.

WCAR does not want to be redundant or cause undue stress to the lives of REALTORS. It is for this reason that the Board of Directors is making a motion for a change in our Bylaws removing the WCAR- imposed six hours of education. This would not eliminate your TREC requirements, it would only remove the six hours of WCAR credit required every two years.

In order for the Bylaws to be changed, the membership must vote as to their preference. Voting will take place at our Annual Meeting, Thursday, September 7, 2006. This meeting will also be our Vendor Fair and the elections for our Board of Director and leadership positions. WCAR's Board is committed to providing you with a rewarding career and will continue to offer education that will add value to your daily profession. We do not want to subject you to redundant information or double-requirements. We understand how valuable your time is and look forward to maximizing that with rewarding, not punitive

programming.

If you have any questions about this proposed change, please contact Theresa Wilson, any member of the Board of Directors, the Education Committee, or myself.

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

International Information



Economists and studies have shown that 60% of the real estate buyers in your local area in the next 10 years will be immigrants, the children of immigrants and international buyers. Almost half of NAR members (625,000+) indicate that they have participated in a transaction involving an international aspect, ranging from purchasing property outside of the US to helping a foreign-born US citizen find a home in the US.

WCAR is providing you with the tools to be ready to engage in this highly-lucrative International market. The CIPS (Certified International Property Specialist) designation classes will be offered in October at the WCAR office.

These courses are designed to show you how local real estate is being impacted by immigrants, international relocation and investors. The courses will show you how to attract investors and second homebuyers to your local area. They will also show you how to make more money locally by thinking globally. Here are some of the many benefits these courses will provide:

- Tips on marketing to diverse cultures
- How to find International clients looking to invest in your area
- How to receive referrals from a larger variety of sources
- New ideas on how to make money from referrals
- How to make your web site more effective in attracting International and culturally diverse clients
- A plethora of resources to help you succeed in attracting the right investment opportunities and contacts

The International Council of Middle Tennessee is a networking and professional group dedicated to promoting the International real estate industry in the Middle Tennessee area. The Council is currently seeking volunteers for leadership positions. If you are interested in serving or getting involved, please contact [Emil Mongeon](#).

More about CIPS

New Member Meet and Greet Mixer



On Thursday, August 17th, WCAR will be hosting a REALTOR Mixer at Saffire, in the Factory at Franklin. The mixer will be from 5 - 7pm and will be a cash bar. The mixer welcomes new WCAR members and long- time members to meet, greet, network and share their experiences of selling real estate and supporting Williamson County.

Don't miss this opportunity to mingle!

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



Changing Your PIN

You'll use your PIN and SentriCard® to operate the lockboxes in your Association. For security purposes, you should keep your PIN private and NEVER write it on your SentriCard®. You can use the following instructions to change your PIN.

1. Use the SentriLock Card Utility to log in to the REALTOR® Lockbox Web Site. Insert your SentriCard® into the card reader attached to your PC or your Broker's office PC. The SentriLock Card Utility will display the Login window. If the SentriLock Card Utility does not display the Login window, click Start | Programs | SentriLock Card Utility | SentriLock Card Utility. The SentriLock Card Utility will detect your ID and fill in the SentriLock ID field automatically. Enter your password in the Password field. Click Login to access the Main Menu window.
2. In the Card Functions pane, click Change SentriCard® PIN.
3. On the Change PIN window enter your new PIN in the New PIN and Confirm New PIN fields.
4. Click Save Changes.
5. Remove your SentriCard® from the card reader and insert it into a lockbox.
6. After the lockbox displays the CODE light, enter your new PIN and press ENT. If the lockbox displays the READY light, your new PIN is working. If the lockbox alternates the CODE and ERROR lights, you entered an incorrect PIN.

Congratulations!



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

- Carolyn Strickland, Crye-Leike, Columbia
- Sharon Prince, ERA Pacesetters, Brentwood
- Brenda Toscano, Crye-Leike, Franklin

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

WCAR Elections

WCAR's Annual Elections will be held Thursday, September 7th, during our Annual Meeting and Vendor Fair. This year's candidates are:

- President: Susan McKinney, Crye-Leike
- President-Elect: Kathie Moore, Crye-Leike
- Secretary/Treasurer: Diane Johnson, Keller Williams
- Director: Paul Moyer, Keller Williams
- Director: Renee Pazouki, Legacy International
- Director: Phylis Newsom, Shirley Zeitlin
- Director: Jack Walton, The Pilkerton Company

- Director: Karen Baker, Crye-Leike
- Director: Mart Chiamonte, The Oxford Company

According to WCAR's Bylaws, "Election shall be by Internet ballot for the two weeks immediately preceding the election, or cast in person at either the Annual Meeting site between 11:00 a.m. and 12:00 p.m. or in the Association office between the hours of 8:30 a.m. and 10:30 a.m. on Election Day. The ballot shall contain the names of all candidates and the offices for which they are nominated."

Don't miss out on your member-privilege. Attend the Annual Meeting and Vendor Fair and place your vote on the proposed Bylaw changes and the candidates for the Board of Directors.

Membership Survey Winner

Congratulations to Rodney Wilkinson of Keller Williams. Rodney won the \$250 Cool Springs Galleria gift certificate donated by Tollgate Village for completing the WCAR Membership Survey.

Thank you to all of the members for your valuable feedback. Your input is important and it does not have to end with the survey. Please email us with your comments and suggestions at anytime!

WCAR Vendor Fair



WCAR's Vendor Fair will take place on Thursday, September 7th from 11am - 1pm at the Cool Springs Marriott.

This jammed-pack event includes WCAR's Annual Meeting, an exposition with door prizes, and elections. Free lunch is offered to the first 200 people to register compliments of Cumberland Title. Be sure to be there!

To register...

Additional Articles of Interest

- [EPA Reconsiders Proposed Lead Paint Regulations](#)
- [House Judiciary Committee Passes Property Rights Bill](#)
- [Choosing Upgrades Can Overwhelm New-home Buyers](#)
- [No More Powder Rooms Underneath the Stairs](#)

18th Annual 18 Holes on the 18th of September



WCAR's 18th Annual 18-hole Golf Tournament will take place on the 18th of September, 2006. The location will be the Brentwood Country Club. Don't miss the opportunity to play and dine with fellow members. Limited Sponsorship Opportunities are still available. If interested in playing or a sponsorship, contact Bette Kidwell at bette@williamsoncountyrealtor.org.

We are very fortunate to still have a HOT market in our area. This means that listings have been very busy and filled with appointments. We have received several phone calls to our office lately with complaints that agents are making appointments and then not keeping them. This upsets the customers and the public. Please do your best to notify the listing agent of any changes you need to make on scheduled appointments and remember to leave a business card in a home that you visit. The public will appreciate knowing who was in their house and knowing that they did not

have to leave their home for no reason. Thanks for doing your best for the industry.

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®

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

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