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Dear Theresa,

Be sure to complete your 16 hours of TREC-required education prior to October 31st!!!



A Word From President Franks



The WCAR membership has spoken. The Annual Meeting and Vendor Fair was a success. On September 7th the WCAR membership voted on the new officers for 2007 and the Board of Directors for 2007-2008.

All Bylaws changes were passed. This includes the change in the education requirements for WCAR members. WCAR is committed to the education of our membership as a whole. Although the six-hour requirement was removed, this does not mean that WCAR does not believe that professional development is a key cornerstone of a successful REALTOR and a successful industry.

WCAR will continue to offer the highest-caliber of professional education. Our courses for 2007 will include several designation classes, business tools that will help to improve your career, and legal and ethics training.

WCAR is excited to announce the newly elected leadership, who will be installed on Thursday, November 16th at 11:00am at the Cool Spring Marriott.

- President: Susan McKinney, Crye-Leike
- President-Elect: Kathie Moore, Crye-Leike
- Secretary/Treasurer: Diane Johnson, Keller Williams Realty
- Director of the Board: Karen Baker, Crye-Leike
- Director of the Board: Phylis Newsom, Shirley Zeitlin
- Director of the Board: Jack Walton, Pilkerton Real Estate
- Director of the Board: Marty Chiaramonte, The Oxford

- Company
- Service Affiliate Director: Wayne Evans, ProServ Residential

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

CIPS Designation Classes at WCAR



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. [Visit the web site for dates and to register.](#)

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

More about CIPS

Member Shake and Stir



WCAR hosted a successful mixer at Saffire on August 17th. Don't miss out on the next mixer scheduled for November at Sperry's in Cool Springs. Date to be determined and announced soon!

Education Year



Be sure to complete your TREC-required education by October 31st! 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.

With the change in WCAR's Bylaws all members are granted amnesty if they did not yet complete the previously-required six hours of WCAR education. If you have any questions about this, please contact [Karen Czarnecki](#).

WCAR is offering the TREC-required CORE Course a few more times before the deadline. Space is limited and is filling up quickly. Reserve your spot today by registering on WCAR's web site.
WCAR Education Offerings

SentriLock Tip of the Month



Norton Internet Security, Zone Alarm, McAfee and Firewalls

The SentiLock Card Utility requires access to the Internet to renew your SentiCard® and access information about your lockboxes. If you use a firewall or other Internet security product, it may prevent the SentiLock Card Utility from accessing the Internet. If the SentiLock Card Utility displays a Socket Error 11004 your firewall or Internet security product may be preventing the SentiLock Card Utility from accessing the Internet.

If you're using Norton Internet Security and you'd like instructions on how to configure it to allow the SentiLock Card Utility to access the Internet, see [Allow the Card Utility to Access the Internet](#). If you'd like more information about Norton Internet Security or Norton Personal Firewall, see [Norton Internet Security and Personal Firewall Support Information](#). If you use Zone Alarm from Zone Labs, see [Zone Alarm Support Information](#). If you use Personal Firewall Plus 6 from McAfee, see [McAfee Support Information](#).

The above links will require you to sign into Sentrilock's users' web site.

Congratulations!



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

- ABR: Brian Johnson, Bob Parks Realty
- ABR: Betsy Priddy, Coldwell Banker Barnes
- GRI: Carolyn Strickland, Crye-Leike REALTORS

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

WCAR 18th Annual Golf Outing - Rescheduled

Due to the rain, WCAR's golf outing will be rescheduled for October 23rd at the Brentwood Country Club. If you missed out on registering and would like to golf, call us at 615-771-6845 to register.

October Luncheon Date -- Mark your calendar

Due to the TAR Annual Convention, WCAR's October Luncheon will be on Thursday, October 12th at the Cool Springs Marriot, 11:30am. This is the second Thursday of the month as opposed to our normal first Thursday of the month. Our speaker will be Ed Lyons, The Tax Tune Up Guy. Thank you to our sponsor, John Maher Builders.

WCAR Staff Changes and Office Updates

WCAR is pleased to introduce a voicemail system for our office. This new system will allow members to select an extension by name or subject.

We are pleased to announce that Karen Czarnecki, long-time staff member, is our new Education Administrator. If you have questions about education or would like to register for a course, please contact [Karen](#) via email or at extension 207.

We also have two openings at the Association office. We are seeking a part-time consultant to serve as a Government Affairs Director. We are also seeking a senior office administrator. If you have interest in either of these positions, please contact [Theresa Wilson](#) for a job description and more details.

RPAC - The Basics

What is a PAC? PACs have been around since 1944, when the Congress of Industrial Organizations (CIO) formed the first one to raise money for the re-election of President Franklin D. Roosevelt. A Political Action Committee (PAC) is a popular term for a political committee organized by like-minded people for the purpose of raising and spending money to elect and defeat candidates. The PAC's money must come from voluntary contributions from members rather than the member's dues treasury. PACs represent business, labor or ideological interests. PACs can give \$5,000 to a candidate committee per election (primary, general, run-off or special). They can also give up to \$15,000 annually to any national party committee, and \$5,000 annually to any other PAC. PACs may receive up to \$5,000 from any one individual.

Why should I contribute to RPAC? RPAC is the muscle behind NAR. RPAC represents over 400,000 politically active REALTORS that members of Congress want as their friends. Recent legislative and regulatory successes include:

- The continued preservation of the mortgage interest deduction.
- Tax relief benefiting the real estate industry.
- Improving federal mortgage programs, allowing more families to join the ranks of homeownership.
- Eliminating burdensome regulations inhibiting environmental quality and healthy real estate markets.

How will my contribution be used? 100% of your contribution is used to elect pro- REALTOR candidates: 70% remains in the state to be used in state and local elections. 30% of your contribution will be forwarded to National RPAC to fund key U.S. House and Senate races. Until your state PAC reaches its RPAC goal 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a; after the state PAC reaches its RPAC goal it may elect to retain your entire contribution for use in supporting state and local candidates. RPAC is neither a Republican nor a Democratic organization. Your contribution to RPAC is a vote for a pro- REALTOR Congress, regardless of political party.

How can I contribute to RPAC? You can contribute to RPAC by sending a check made out to RPAC and sent to WCAR. You can also contribute at dues renewal time in October.

Call for Nominations for WCAR Awards

WCAR is currently accepting nominations for the following awards:

- REALTOR of the Year
- John M. Green, Jr. Award
- 2006 Education Award
- 2006 Association Involvement Award

Check the web site next week for more information.

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®

email: theresa@williamsoncountyrealtors.org

phone: 615-771-6845

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

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