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### Dear Theresa,

We have enjoyed serving you this year and look forward to providing you with increased tools and support in 2007. As dues renewal time approaches, we would like to say "Thank You" for being our member. As you can see from the Williamson County Real Estate sales information sent in MemberTalk yesterday, Williamson County is the place to be in real estate. We are the local leaders and we look forward to supporting you as business continues to grow in our market.

### A Word From President Franks



Williamson County is a great place to be in the fall of the year! I am in hopes that each of you is having a glorious year- remember- you are in the best place on the face of the earth to sell real estate. I am humbled to be your President.

October serves as last call for your 16 by Halloween education hours. Please look at the WCAR education schedule to book the classes you need. If you are wondering what you are lacking you can go to the TREC site or call Karen at the WCAR office.

October also brings the TAR convention in San Antonio. Theresa Wilson and five members of our Board of Directors attended state meetings and voted on TAR issues.

In November the NAR convention takes place in New Orleans. TAR members will be building a Habitat Home in New Orleans in conjunction with the convention. WCAR needs your monetary help if you are not planning to help in the build. All associations in Tennessee are being asked to contribute. If you plan to attend NAR convention, please let Theresa or myself know so we can get together for dinner.

As we approach the upcoming elections, those running for positions that have shown an interest in REALTOR positions are receiving campaign funds from our REALTOR Political Action Committee. As a REALTOR your business is affected by the

elections. It is so important that you contribute to the RPAC funds so that our REALTOR voice remains strong. Most important of all is your responsibility as an American to VOTE!

If you have not gone to realtor.org you are missing one of the largest benefits of your membership. There are so many sales and marketing ideas there for you. Another benefit of your TAR membership is the weekly membership newsletter sent via email from Pug Scoville. Important information on many subjects is there for your information. This week a list of the most frequent new home construction problems are there equipping you with valuable information. Past TAR newsletters can be found at [tarnet.com](http://tarnet.com). To be current and professional, both sites are priceless.

October 15 is the deadline for REALTOR of the YEAR nominations. Many, many of you have contributed to WCAR this year and are deserving of such a high honor. The award will be presented at the November 16 installation luncheon. Please show your encouragement to your new leadership by attending.

Finally, October is Breast Cancer Awareness month. As a survivor, I want you to put yourself at the top of your "TO DO" list and get a mammogram. It saved my life. It can save yours!

It is an honor to serve as your president, Marcia Franks

#### REALTOR Relief Fund



This year NAR will be hosting their Annual Conference and Expo in New Orleans (November 9-13). REALTORS are committed to helping the area rebuild after Hurricane Katrina. As part of this initiative

each state was asked to raise funds to help build a home for Habitat for Humanity in the Gulf Coast Region. Tennessee has pledged to meet the goal of raising \$70,000 towards this effort. WCAR members; your generosity is needed.

If you could find it in your hearts to support this effort, please send a check to us on behalf of the relief efforts before October 31st: REALTOR Relief Fund c/o WCAR 840 Crescent Centre Drive, Suite 120 Franklin, TN 37067

Each local association in the state was asked to reach out to their members, let's do our best to show how great we are! Real estate has been favorable in our area, let's do the best we can to help other areas be as successful.

TAR is also looking for one volunteer from each local association to go to the Gulf Coast to build the house in January. This would be a self-funded trip and volunteer effort. If you are interested, please contact Theresa Wilson.

#### Member Shake and Stir



Join us on Wednesday, November 1st to celebrate the end of an education cycle!! We will be mixing at Sperry's in Cool Springs from 5pm - 7pm. If you haven't had the chance to see the new Sperry's don't miss this great opportunity to network, have fun, and relax!

## 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



How do I get support if I have a question?

You can obtain free support from SentriLock in one of the following ways:

The best way to reach SentriLock support is via the Internet. Click the Support button on the toolbar in the REALTOR® Lockbox Web Site or SentriLock Card Utility. Click Add Ticket to send a message to SentriLock

Support.

You can send e-mail to SentriLock support: [support@sentrilock.com](mailto:support@sentrilock.com)

If you prefer to contact SentriLock support via the telephone, call our toll free number: 1-877-736-8745.

## Congratulations!



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

- Sean A. Anderson, Brentview Realty Company
- Susan Roholt, Shirley Zeitlin & Company
- Shelly Dawson, Century 21 Dawson & Associates

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

## WCAR 18th Annual Golf Outing - October 23rd

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 -- This Thursday

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](#).

## Bright, Energetic, Awe-Inspiring Volunteers Needed

WCAR will begin its process of putting together its 2007 Committees. If you are interested in getting involved and sharing your talents in others in order to promote a positive membership experience, let [Theresa](#) know.

Committees/Task Forces Include:

- Education
- Grievance
- Professional Standards
- Bylaws, Policy and Procedures
- Governmental Affairs
- Member and Community Relations
- Installation and Social Events
- Scholarship

The more involved you are, the better your experience will be. Don't miss out on your opportunity to serve.

### **NAR Public Awareness Campaign**



When you receive your dues renewal notice, you will see that your bill is increased by \$10 from last year. The National Association of REALTORS® has increased the fee for the public awareness campaign from \$20 to \$30 per year.

Now in its ninth year, the National Association of Realtors® Public Awareness Campaign has helped millions of consumers realize the value of using a Realtor® to help them buy or sell real estate. The campaign includes advertisements promoting the use of a REALTOR in real estate transactions and explains what a REALTOR is as opposed to a real estate licensee. The campaign will extend to cover the entire year and will have more media buys, including prime time television spots, increased radio and print ads.

### **Call for Nominations for WCAR Awards**

WCAR is currently accepting nominations for the following awards:

- John M. Green, Jr. Award
- 2006 Education Award
- 2006 Association Involvement Award

Contact [Theresa](#) for more information.

### **Noteworthy News**

- [30 Time-Management Tricks: Readers' Favorites](#)
- [Court Certifies Class Actions against Brokerages](#)
- [Budgeting Strategies for Irregular Incomes](#)
- [How I Sold It: Media Blitz Draws National Interest](#)
- [In the Trenches: Hilarious Adventures in Real Estate](#)
- [Quiz: How Safe Are You?](#)

### **A New Tool for Your Marketing Toolbox**



Do you need a quick site to let your buyers know all about the area -- links to local news, schools, events, history, etc? [www.franklinis.com](http://www.franklinis.com) is a portal focused on Franklin and the Williamson County area. This portal provides convenient and easy access to weather, local government, charitable organizations, civic leadership, and a comprehensive set of links about public and private schools in the area.

Your customers can access local information and get a "feel" for the community and what it means to be a part of Williamson County.

Franklin Is also offers a free business listing -- don't be left out of the local scene!

**For more information...**

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](mailto:theresa@williamsoncountyrealtors.org)

phone: 615-771-6845

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

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