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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. Please be sure that your dues are paid by December 31, 2006 to avoid your membership being terminated at WCAR, TAR, and the National Association of REALTORS(r).

### A Word From President McKinney



Having recently returned from the exhilarating NARdi Gras in New Orleans, the theme was "Renewing, Reconnecting, and Reenergizing" and that is what we are doing at Williamson County Association of Realtors®.

We are "Renewing" our commitment to our members by offering valuable member services and enhancing education opportunities. We are "Reconnecting" with our membership through increased interaction with our members, both technologically via a new web site that will be launched in 2007, a HTML-based newsletter, as well as FUN activities such as the newly instituted quarterly mixers, now called "Shaken & Stirred", held at such fun places as Saffire's and Sperry's. "Reenergizing" is taking place on a daily basis as we are "thinking outside the box" by incubating new thoughts and ideas, feeding off each others' energy and enthusiasm, implementing recognition and participation awards for our members, assessing our physical plant needs, and researching best practices.

Today, more people are asking "What's in it for me?" I say to them, there are many things that are of value in the Williamson County Association of REALTORS(r). I believe the greatest value to me has been the opportunity to build great relationships with others. I have made great friends, found much knowledge by being exposed to so many different, talented people who have enhanced the value that I bring to my clients and my real estate business.

I believe that relationships, people, involvement, and attitude make the difference in lives, and in organizations. My mother always told me, it is better to give than to receive. Others have said what you give will come back to you tenfold. In the

organization, Business Network International, the founder, Ivan Minsner, stresses that success is about relationships and the "Givers Gain" attitude. A movie which was popular several years ago and a recent TV commercial encourages us to "Pay it Forward". So as we move into 2007, I challenge each and every member to commit to becoming more involved in YOUR association- To Renew, to Reconnect, and to Reenergize.

It is an honor to serve as your president, Susan McKinney

### **TREC Proposes Greater Broker Supervision**

A frequent topic of conversation at last week's TAR Leadership Conference was the set of proposed rules that the Tennessee Real Estate Commission (TREC) has now approved for a rule-making hearing sometime in early 2007. Among their proposed rule changes are two changes that, in particular, prompted some heated conversation. The first of these concerns principal broker responsibilities for supervision:

\*\*\* BEGIN QUOTE \*\*\* Rule 1260-2-.01 Supervision of Affiliate Brokers is amended by deleting the text of paragraph (2) in its entirety and substituting instead the following so that as amended paragraph (2) shall read as follows: (4) A principal broker shall provide adequate supervision of all brokers and affiliate brokers associated with the office by, at a minimum, performing the following:

- Training in internal office policies regarding all contract and disclosure forms used in the office prior to licensee having contact with prospective clients or customers;
- Reviewing in a timely manner all listing contracts, buyer's representation agreements and disclosure statements and ensuring that any errors or omissions are corrected;
- Reviewing in a timely manner all offers to purchase and ensuring that any errors or omissions are corrected and that all terms and conditions of the real estate transaction have been included;
- Reviewing in a timely manner all counter offers, amendments, and addenda and ensuring that any errors or omissions are corrected;
- Reviewing all settlement statements and other closing documents prior to closing if they are available or within one business day of closing if they are not available prior to closing.

The other proposed change that prompted the most discussion is the proposed ELIMINATION of the current prohibition against cash rebates, cash gifts, or cash prizes to unlicensed individuals. This change is reportedly being pushed by the U.S. Dept. of Justice. Other items are also addressed in the proposed rules put forth by the Real Estate Commissioners, but - as noted - the above are the ones prompting the most comment.

If YOU have an opinion or comment that you would like to express to the TN Real Estate Commission about the above, please send it along to J. Bucy, TAR's Director of Governmental Affairs ([jbucy@tarnet.com](mailto:jbucy@tarnet.com)), and he will forward it to the TN Real Estate Commission as soon as they are receiving comments on the proposed rules. When a firm date and time has been set for TREC's rule-making hearing, we'll publish that information in the TAR DIGEST.

### **Meet Your Legislators**

Join us on Thursday, January 4th at our Membership Luncheon where we will host our State Representatives in a lively panel discussion moderated by JA Bucy, Director of Government Affairs for the Tennessee Association of REALTORS.

The luncheon will be at the Cool Springs Marriott. To reserve your spot, email Jan at [jan@williamsoncountyrealtors.org](mailto:jan@williamsoncountyrealtors.org). The luncheon is \$18 for members and \$22 for non-members and begins at 11:15am.

Thank you to our January Sponsor, The Williamson Herald. [www.williams\\_onherald.com](http://www.williams_onherald.com)

## Upcoming Education

WCAR is pleased to host a legal seminar series for 2007. Every-other month we will host a two-hour class. Don't miss January's topic: Real Estate Sales Considerations in the event of Death, Divorce, & Taxes. The class will take place January 16, 8:15- 10:15am.

On January 22 from 9am-noon we will be offering a Staging Workshop. Wendy Wasselle will be providing the insight on staging from top to bottom. Wendy will explain the process, benefits, concerns, etc. of working with a professional stager and what returns it can bring to you and your clients. With all of the DIY shows on television, you won't want to miss the expert insight into the process and how it actually works.

**2007 Education Offerings**

## New Williamson County Real Estate Radio Show

"Real Estate Matters," a new radio show dedicated to all aspects of the Williamson County real estate market debuted this winter. Hosted by Matt Lowney with regular guest co-host Wayne Evans, the show has weekly guests, fresh topics, and interesting insight into the unique Williamson County market.

Based in Franklin, the show airs 5 to 6 pm each Thursday on WAKM 950. There are plenty of opportunities for advertising and interviews, so if you want to get your message out they are there to help.

You can contact Matt at [lowney\\_matt@hotmail.com](mailto:lowney_matt@hotmail.com) or 615-977-6786 or Wayne at 615-778-1927 or [wayne@proservresidential.com](mailto:wayne@proservresidential.com).

## Congratulations!



The following individuals received their ABR Designation:

- Jack Patrick, Crye-Leike, Brentwood West
- Laura Mansfield, Crye-Leike, Spring Hill
- Chuck Payne, Keller Williams Realty, Franklin
- Rachel Payne-McCord, Keller Williams Realty, Franklin
- Brian McCray, Crye-Leike, Franklin
- Brooke Tighe, Crye-Leike, Franklin

The following have earned their GRI Designation:

- Sean Anderson, Brentview Realty Company
- Brian McCray, Crye-Leike, Franklin
- Trish Butler, Crye-Leike, Franklin

**Learn more about designations...**

## Interesting Reads...

- [Tech Watch: High-Tech Holiday](#)
- [How I Sold It: Unusual Properties](#)
- [Sales Coach: 10 Selling Skills](#)
- [Business Etiquette for the Holidays](#)
- [Real Estate Trivia Quiz: 2006 in Review](#)
- [Architecture Guide: Check Out the New Look](#)

## 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.

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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phone: 615-771-6845

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

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