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**Subject:** WCAR September 2007 Newsletter

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**Theresa,**

Your opinion matters! As we enter into the final phase of 2007 and look to 2008 initiatives, we want to hear from you and know what your thoughts are to best serve the real estate industry in Williamson County.

Check for several mini-surveys to come to you via email. We promise to make them short and user- friendly. In the mean time, if you have any suggestions the phone lines and email servers are always open!

## A Word From President McKinney



With Labor Day behind us and summer coming to a close, now is a great opportunity to begin thinking about 2008. Williamson County has been blessed with a strong real estate economy compared to many other areas in the United States.

As we all work towards making 2008 another great year for our industry and personal businesses, take some time out to work on your own business plan. Your membership provides you with resources online and other fabulous resources; fellow WCAR members. Use your benefits to help your business. Read the publications that are available to you as members and meet with other members to gather insight and new ideas.

WCAR will also begin planning for 2008, as part of that process the newly elected officers, directors, and the returning Board members will spend a few days in a strategic planning session looking at ways in which our industry and association may change and what we need to do to best prepare you, our

members, for the future.

If you have thoughts, opinions, suggestions, that you would like to share about what we have done that you appreciate and enjoy or what you think we can add to our offerings to best help you, please share those thoughts and ideas with me.

We are excited to announce that we have added an addition to our WCAR team, David Pair joins WCAR as the Director of Government Affairs and has already been a tremendous asset with gathering information on issues being discussed in the municipalities and county governments that can have an impact on our industry. David recently organized the Mayoral Candidate forum held earlier this week at WCAR's office.

If you have any comments or suggestions, please feel free to email me at anytime: [mckinns@crye-leike.com](mailto:mckinns@crye-leike.com).

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

### Election Results Are In!



Thank you to all of the WCAR members who exercised their right to vote in the WCAR elections. We had the highest rate of participation, with over 16% of the membership participating. The elected candidates will begin their terms on December 1, 2007.

The elected Officers are:

President: Kathie Moore  
President-Elect: Diane Johnson  
Secretary/Treasurer: Karen Baker

Elected Board of Directors:

- Danny Anderson
- Melissa Clough
- Marla Richardson
- Affiliate Director: Wayne Evans

Returning to the Board of Directors:

- Jack Walton, Jr.
- Marty Chiaramonte
- Phylis Newsom
- Past President: Susan McKinney

All proposed changes to WCAR's Bylaws were approved.

The newly elected candidates will be installed on Thursday, November 8th at the Installation Brunch at the Franklin Marriott at Cool Springs at 11am.

**19th Annual Golf Outing - A BIG Success**



WCAR's 19th Annual Golf Outing was almost completely sold out this year with over 110 golfers braving 96 degree temperatures to raise money for WCAR's Scholarship Fund.

The golfers enjoyed a tough group of competitors and some additional contests including a long-drive marshmallow swing and a pre-golf outing putting contest. Although no golfer won the trip to Scotland and Ireland or the Cadillac from Andrews Cadillac..over 50 prizes and awards were handed out. Congratulations to our first place winners from the Crescent Resources Team: Dan McKinney, Chris Erwin, Dan Baucheiro, and Jason Holwerda.

Over \$9,000 was raised for the Scholarship Fund, which supports a graduating senior from each public high school in Williamson County with a \$2,000 scholarship to use toward

higher education.

### Annual Meeting and Vendor Fair - September 6th



This exciting and free event for members was a tremendous success. Thank you too all of our members and the vendors who came to support the real estate industry in Williamson County.

Thank you to the many WCAR members who volunteered. The meeting provided a fabulous networking event, opportunities for education, and allowed WCAR members to participate in voting in the elections.

### TREC Offers Settlement to Fined Brokers Over E&O

The Tennessee Real Estate Commission (TREC) continues to show their seriousness over licensees who don't have required E&O insurance. At their May meeting the Commission voted to fine the BROKERS of licensees who don't have the insurance \$1,000 per occurrence. Over 300 brokers have been sent an Agreed Citation from the Real Estate Commission for the \$1,000 fine!

To help make amends for those individuals who were unaware of the situation, the Real Estate Commission has given these brokers until MONDAY, SEPTEMBER 17, 2007, to show proof of insurance to the Commission, their fines then to be DISMISSED/ADJUSTED accordingly!

If you received the Agreed Citation from the Commission for \$1,000 over lack of E&O insurance, TAR encourages you to call the Commission staff at 615-741-2273 IMMEDIATELY to discuss compliance. We greatly appreciate the Commission providing the industry this window of opportunity to the industry, and we hope that with this one-week extension NO agents and brokers will be fined over not having E&O insurance.

### REALTOR® Safety Week



This week is National REALTOR® Safety Week. Please remember that YOU are your most important business asset. WCAR was pleased to offer a free REALTOR Safety Class on Monday of this week. If you missed the class, but

would like additional tips and information, visit our web site.

REALTOR® Resources

### SentriLock Tip of the Month: The life and times of the battery in your Lockbox



The REALTOR® Lockbox has an internal 2CR5 (6volt) lithium battery, is sold as a camera battery and should last between 2 and 3 years of normal operation. There are a few things you can do to preserve the battery life in your lockboxes.

**Lock the Keypad:** You should lock the keypad to prevent activating it and possibly running down the battery. If you're transporting lockboxes to and from listings, it is a good idea to lock the keypad. If something heavy lands on the lockbox during transport, you will not activate the keypad and wear down the battery. You can lock the keypad in one of two ways:

- To manually lock the keypad, insert your SentiCard® and enter your PIN. When the lockbox displays the READY light, press FUNC + 6 + 7 + ENT.
- You can check the Auto Lock Keypad on Shackle Release check box on the information on how to make changes to either one of these windows, see "How to Change the codes and Settings on a Lockbox".

If you lock the keypad, you'll need to unlock the keypad if you plan to use contractor codes or 1 day codes. You can insert your SentiCard® into the lockbox to unlock the keypad. **Avoid Excessive Heat:** Store your lockboxes away from any heat sources. We recommend storing them in a cool dry location. When the lockbox battery is low, the lockbox will alert the lockbox owner or team member. When the lockbox owner or team member inserts their SentiCard® into the lockbox, the MESSAGE light will flash 20 times and the lockbox will beep for 10 seconds. The lockbox will continue to operate. However, it is imperative to replace the battery as soon as possible. Use an allen wrench to remove the cover to the battery.

It is recommended to re-set the clock when the battery has been changed. Here are the simple step-by-step instructions. The REALTOR® Lockbox system relies on the lockbox's clock to keep it synchronized with SentiLock Server. Keeping the lockbox and SentiLock Server synchronized insures that time-sensitive functions, such as: Do Not Disturb, work properly.

- **Note:** To set the lockbox's clock, you must have the lockbox in your possession. As soon as you remove your SentiCard® from the card reader, you must insert it into the lockbox.
  1. Use the SentiLock Card Utility to log in to the REALTOR® Lockbox Web Site. Insert your SentiCard® into the card reader attached to your PC or your Broker's office PC. Enter your password in the Password field. Click Login to access the Main Menu window.
  2. Click the Set Lockbox Clock button on the Card Functions pane.
  3. Click the serial number of the lockbox. Click Yes on the Local Lockbox Program message.
  4. The SentiLock Card Utility will display the Updating Card window. The SentiLock Card Utility will prompt you to remove your SentiCard® from the card reader and insert it into your lockbox.
  5. After you insert your SentiCard® into the lockbox, it will make a series of sounds. When it displays the CODE light, you have set the clock.

**SentiLock's Web Site**

### **Upcoming WCAR Education Opportunities**

Accredited Buyers Representative  
Terry Watson  
Monday and Tuesday, October 1 & 2, 8am - 5pm  
16 TREC Credits  
\$295

Successful Buyers Representation in New Home Sales  
Terry Watson

Wednesday, October 3rd, 8:30am - 4:30pm  
7 TREC Credits  
\$195

Seniors Real Estate Specialist (SRES)  
Wednesday and Thursday, October 10 & 11, 2007  
9:00am - 4:30pm  
12 TREC Credits  
\$399

For more information and to register..

### Emil Mongeon Named NAR Director

Emil Mongeon, a past president of WCAR, was named a Director on the National Association of REALTORS® Board of Directors for a term beginning in 2008. Emil's term will last for three years.

Congratulations on this honor!

### WCAR's Web site Wins Honors

The Tennessee Society of Association Executives awarded WCAR with the Best Association Web Site Award at their annual meeting and awards banquet held this summer at the Union Station Hotel in Nashville.

The Web site's navigation, ease of use, and graphical appeal were among the top reasons it was selected. Thank you to all of the members who contributed their images of Williamson County to make this Web site so personal. All of the photos on the site were collected from our members and no stock photography was used.

### Reminder - NAR Dues to Increase

Before you know it, it will be time to send out invoices for 2008 dues. WCAR would like to remind you that the National Association of REALTORS® has increased their dues for 2008 to \$80, a total of a \$16 increase. This new amount will be reflected on your dues invoice.

NAR is collecting member photos for part of their 100th birthday celebration. If you would like to submit your photo to be a part of the membership montage, please visit NAR's web site and add your image to the "Face of Real Estate".

Face of Real Estate Web Site

### Member Mix and Mingle



Do you know that we now have over 1,750 members? We started the year off with 1,350 members...take some time out of your schedule to come and meet your fellow members.

Join us on **Thursday, September 27th** at Saffire at the Factory in Franklin from 4:30pm - 7:00pm for a Membership Mixer.

Saffire

### Noteworthy Articles

- [Defensive Behavior: Safety Tips Just for You](#)
- [More Clever Ways to Spend \\$1,000 \(and Less!\)>](#)
- [Sales Coach: Overcome Negativity](#)
- [Mr. Internet: Search Engine Secrets](#)
- [Book Excerpt: The 4-Step Referral Process](#)
- [Step-by-Step Blogging](#)

### Lavé MD - September Special

Lavé, a French word meaning cleansed or refreshed, signifies the rejuvenation benefits of

our services, while the MD represents the medical expertise of David Vanderpool, M.D. Our services include varicose vein treatment, spider vein treatment, massage therapy, facial photorejuvenation, Botox®, Thermage®, laser tattoo removal, and laser hair removal.

Exclusive Offer to WCAR Members: Buy 1 Massage Get one 1/2 OFF (Through September 30th)

Call today to talk to one of our aestheticians at 833- 3002 or visit [www.lavemd.com](http://www.lavemd.com).

**Contact Lave' MD**

We are here for you. Let us know what we can do to best serve your needs!

Wishing you a rewarding September,



Theresa Wilson, CAE  
Williamson County Association of REALTORS®

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