

Theresa Wilson

From: Constant Contact [support@constantcontact.com]
Sent: Tuesday, December 23, 2008 11:48 AM
To: Theresa Wilson
Subject: Your email campaign WCAR Newsletter has been sent



Email Campaign Confirmation

Dear Theresa Wilson,

Your email campaign, named December 2008 Newsletter, was sent on 12/23/2008 around 12:47 PM EST.

Below is a copy of the HTML version your subscribers received. Don't forget, you can easily monitor the effectiveness of your campaign by visiting the Email Campaign Tracking area of your Constant Contact home page for real-time metrics and stats.

Subject: WCAR Newsletter

In This Issue

A word from Diane Johnson
IMPORTANT REMINDER:
Congratulations John M. Green, Jr.
Now You Can Enroll or Renew your E&O Insurance Online
WCAR New Members SentiLock Sale!
RealTracs Tip of the Month
The Education Station
Congratulations to the 2008 Honorees
Noteworthy News
Thank You to Our Newsletter Sponsor: Avenue Bank

Sign Up

SIGN-UP!

As you know referrals are the highest form of compliment. WCAR is giving you the opportunity to refer your colleagues to WCAR for 2009 membership. If you know someone who lives, works, or sells in Williamson County and is not part of WCAR; please invite them to join us in 2009.

As a thank you, WCAR will give you a SentiLock and will also give the incoming member a SentiLock to welcome them into our membership. Applicants must write down on their application who referred them in order to receive the SentiLock.

More information is available on our [web site](#) or by calling our office at 771-6845. Thank you for your membership and thank you for helping us strengthen our voice in the Williamson County real estate industry!

Quick Links

WCAR's Web site



REALTORS® make their living by building communities and connecting home sellers and home buyers in the most exciting and inspiring endeavor, the right to own private property. Every day we see how the National news is continuing to dwell on the negative side of the economy and beating up on the housing market.

It is true; the housing market is not as strong as it was in its all-time, record-setting heyday of 2006.

However, our market is surpassing the National and regional benchmarks in terms of performance. There are several reasons for this: First, our communities attract, recruit, and retain corporate entities that allow for jobs to remain in our area, Second, our community has a commitment to ensuring that we maintain our historical treasures while allowing for the growth that makes our area so attractive to residents, both corporate and residential, and Third, our markets did not over-inflate in prices such as some areas in California, Michigan, and Florida.

With market conditions as they are, there is a demand for real estate professionals who are the housing economists of their local market, who can be responsive to what is happening HERE and NOW, understanding that the National headlines may not apply to our local market. These career-minded agents are getting more assertive in marketing and pricing their clients' properties and maximizing their communication and negotiation skills.

REALTORS® are those who are committed to the real estate profession and agree to continue their education, uphold a strict Code of Ethics, and participate in the sharing of market information related to listed properties.

As my tenure as President for the Williamson County Association of REALTORS® beings, I look forward to working with you to ensure that our voice is heard locally and that, you, our member is equipped with the information, educational, and civic support needed to enhance your real estate career.

If you have suggestions, concerns, a great idea, or anything that you would like to share with me, please contact me at dianejohnson@kw.com.

I am honored to serve you,

Diane

2009 NAR, TAR and WCAR dues are due by December 31, 2008. Outstanding invoices not paid by the due date will be assessed a \$100 late fee.

Please send checks payable to WCAR ~ OR ~ You can go online to

www.williamsoncountyrealtors.org to make payments by credit card. If you have never changed your Password, then your USER NAME and PASSWORD will be your NRDS#. By placing your NRDS # in both boxes, this will open your record and you can pay with a credit card by clicking the red invoice number. You can give us a call at 615-771- 6845 if you need any assistance with payment.



December 10, 2008 (Franklin, TN) -- The Williamson County Association of REALTORS® (WCAR) honored Franklin REALTOR® John M. Green, Jr. at a meeting of real estate Brokers this morning for earning the REALTOR® Emeritus designation. The designation is bestowed upon members of the National Association of REALTORS® with 40 or more consecutive years in the real estate business and as an active REALTOR®.

A 45-year veteran of the real estate industry, Green is a broker/owner of John M. Green Realtors in Franklin. He served as one of WCAR's founding members and served several terms as president of the organization. He was also honored with the Good Neighbor Award from the National Association of REALTORS®. Mr. Green earned the GRI and CRB designations.

"John is a dedicated member of the REALTOR® family. He has worked hard to protect private property and small business rights, all while assisting families in obtaining their dream of homeownership," said 2009 WCAR President, Diane Johnson. "He has been a leader throughout his 45-year career, setting a great example for REALTORS® throughout the area."

Mr. Green was honored at a pancake breakfast at the WCAR office on Friday, December 5th in front of an audience of 40 of his colleagues of managing brokers. His wife Louise joined the presentation. Mr. Green shared the insight that the markets are cyclical, and that real estate is a good business and to stay strong.

From TREC: Rice Insurance Services Company, LLC will be the provider for State contracted Errors and Omissions Insurance for 2009-2010. State contracted Errors and Omissions Insurance Policies expire 12-31-08. If you will be using the State contracted policy, make sure you purchase future insurance by 12-31-08. Online enrollment is currently available for the state of Tennessee. [Click here](#) to enroll or renew online.

[Click here](#) for commonly used TREC forms and downloads.

WCAR is proud to announce our new members for December 2008

Grassland Real Estate ~ Robert Epps
Keller Williams /BR ~ Corbi Parker
Keller Williams/BR ~ Ginger Smith
LandSafe Appraisal~ Todd Morison
Smart Choice Real E ~ Kent Smallwood
United Country Hudgins ~ Steven Armstrong



Currently WCAR Members and Non-Members can purchase locks for the following amounts...**hurry, only while supplies last:**

- Purchase 1 Lock: \$60 (plus tax)
- Purchase 2 Locks: \$110 (plus tax)
- Purchase 3 Locks: \$120 (plus tax)

If you purchase more than 3 locks, each additional lock will be \$40 plus tax.

If you do not have a SentiCard you may lease one at our office at a pro-rated amount and your card will be valid until February 2009, at which time everyone will be required to get a new SentiCard through RealTracs. If you already have a SentiCard, be sure to bring it with you when you come to purchase locks so they can be programmed and assigned to you before you leave.

Tired of those extra pages when printing from RealTracs? See below on how you can reduce your browser margins and the amount of paper you will need to buy for 2009!

First make sure you are using the square box to the right of your report to print. If you are still experiencing the printing of unwanted pages, try adjusting your margin settings in Internet Explorer.

1. Open Internet Explorer and use the "file" drop down menu to select "page setup".
2. Change your top/bottom and right/left margins to .25 inches. Some printers need a little more room at the top and bottom, if this is the case the browser margins will automatically reset to the appropriate size.

You can also remove or adjust your header and footer defaults in Internet Explorer. The header settings control the printing of the page name and pagination information at the top of pages printed from Internet Explorer and the footer settings control the printing of the URL (web address) and date information at the bottom.

1. Open IE and go to "file," and "page setup."
2. Now you can either delete the code that is entered as default in the header and footer field or *edit the code.

* Here is an example of editing the code to include the pagination and date information only. You can enter this into the header or footer.

&p of &P
&b &d

Questions or comments? Email Stacy@RealTracs.com



You can logon to the [TREC website](#) at any time to check the status of your continuing education hours.

Transaction Desk: Basics

Friday, January 9, 2009 from 9:00am - 12:00pm

Instructor: Theresa Wilson

\$30 for members / \$40 for non-members, 3 hours TREC

Risk Reduction

Thursday, January 15, 2009 from 9:00am - 11:00am

Instructor: Attorney Brian Smith

\$30 for members / \$40 for non-members, 2 hours TREC

Everything is Negotiable

Thursday, January 22, 2009 from 9:00am - 12:00pm

Instructor: Marty Calfee, Broker, ABR

\$40 for members / \$50 for non-members, 3 hours TREC

Commercial: Basics

Tuesday February 10, 2009 from 9:00am - 1:00pm

Instructor: Jeff Pate, Broker, ABR, GRI

\$50 for members / \$60 for non-members, 4 hours TREC

Commercial: Contracts & Leases

Wednesday February 11, 2009 from 9:00am - 1:00pm

Instructor: Jeff Pate, Broker, ABR, GRI

\$50 for members / \$60 for non-members, 4 hours TREC

Transaction Desk: Advanced

Friday, February 13, 2009 from 9:00am - 12:00pm

Instructor: Theresa Wilson

\$30 for members / \$40 for non-members, 3 hours TREC

Above & Beyond

Tuesday, February 17, 2009 from 9:00am - 1:00pm

Instructor: Marty Calfee, Broker, ABR

\$50 for members / \$60 for non-members, 4 hours TREC

The Green Designation

Monday and Tuesday, February 23 & 24, 2009 from 9:00am - 4:00pm

Instructor Extraordinaire: Terry Watson

\$275 for members / \$295 for non-members, pending approval 12 hours TREC

Green Designation Residential Elective

Wednesday, February 25, 2009 from 9:00am - 4:00pm

Instructor Extraordinaire: Terry Watson

\$150 for members / \$175 for non-members, pending approval 6 hours TREC

Ninja Selling II (Ninja Selling I is not a pre-requisite) One day CRS elective

Monday, March 16, 2009 from 8:30am - 5:00pm

Instructor: Master Instructor: Mark Given

\$150 for members / \$175 for non-members, pending approval 8 hours TREC

For more information, click here <http://www.williamsoncountyrealtors.org/education/default.aspx>

On November 20, 2008, WCAR hosted its Installation and Awards Luncheon. The new Officers and Directors were installed and awards were presented to the following individuals:

- REALTOR of the Year: Debbie Parker, Homes by Parker
- Affiliate of the Year: Jeff Osburn, Magna Bank
- Education Award: Chris Errico, A and E Real Estate

- RPAC (large firm): Zeitlin and Company, Franklin
- RPAC (small firm): Exit Realty Music City

Outgoing 2008 President, Kathie Moore, honored Harold Whittaker from Crye-Leike Realtors with the President's Award.

The luncheon was an outstanding success with fun and inspiration - and a little air guitar contest. Pictures can be found on WCAR's FaceBook page.

- [Sales Coach: Setting the Price in Harmony](#)
- [2009 Technology Checklist](#)
- [How to Tidy a House in Record Time](#)
- [Mortgage Brokers Try to Block RESPA Rule](#)
- [No More Stress Behind the Wheel](#)
- [3 Ways to Lose a Client's Trust](#)



Avenue Bank has a portfolio jumbo loan that is a perfect fit for Williamson County. Loan amounts up to \$1 million without a jumbo rate. Loan to value can be up to 85% with NO PMI. Escrow accounts are not required and no prepayment penalties apply. The loan can be structured as a 3/1 or a 5/1 ARM. Even better: in addition to home purchase or refinance,

this portfolio loan can be used for construction-perm or rehab projects. Local underwriting and servicing. Sell more homes! Call Jeff Tucker, Vice President, Avenue Bank: 744- 2926 or email: jeff.tucker@avenuenashville.com

WCAR's office will be closed on December 24, 25, and 26th.

Best wishes for a happy, healthy holiday season and new year!



Theresa Wilson, CAE
Williamson County Association of REALTORS®

email: theresa@williamsoncountyrealtors.org
phone: 615-771-6845
web: <http://www.williamsoncountyrealtors.org>

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