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### Theresa,

Thank you to all of our members who helped us have a successful Scholarship Fundraiser on May 9th, a wonderful luncheon with Dr. Yun on May 1st, and a [fantastic golf outing on May 19th](#).

As the "selling" season gets underway, please make sure to mark your calendar for great education opportunities and networking events. Visit our web site and check your email for the schedules.

### A Word From Kathie



I've just returned from the NAR Midyear Conference. Diane Johnson, President-Elect, Karen Baker, Secretary-Treasurer, Theresa Wilson, EVP, and I were the official representatives from WCAR. We spent time meeting with Regional Caucuses, visiting our Representatives and Senators on Capital Hill, meeting our vendors, and

attending meetings. When I look back over the past week, there are two or three highlights that stand out for me.

The first was the interview between Ebby Halliday, of Ebby Halliday Realtors® in Dallas, Texas and the President of NAR, Dick Gaylord. Ebby is Founder of Ebby Halliday Realtors®. She has been selling real estate with her own company for 60 years. At the age of 92, she still has a schedule that would rival any CEO of a Fortune 500 company. In her remarks, she was very engaging and her comments were very insightful and interesting. Ebby has won so many national, regional, state, and local civic and industry awards, it would be impossible to list them all. But suffice to say, she is, as they say, a legend in her own time. Ebby remembered the worst real estate markets she has ever endured, when the S&L crisis wiped out funding for

many of her clients overnight. She persevered and eventually found funding for all of them. As she told her stories of faith, hard work and endurance, there were not many dry eyes in the crowd. To end her interview, she played her ukulele and sang two songs, one, her version of Happy Days Are Here Again, and the other a tribute to Dick Gaylord. Remarkable at 92! [Her interview is posted on Realtor.org](#). Please find the time to watch the interview with this remarkable woman.

The second highlight was the RIS Power Broker's Forum which included panel discussions with some of the leading thinkers in the real estate world. One topic that was a commonality among the panelist: consumer-centric services. Strong arguments were made for moving from the agent centered brokerage to the consumer focused brokerage. Some very interesting ideas emerged, among them - how does a brokerage use independent contractors to provide predictable, repeatable service to the consumer? There is a natural conflict between a brokerage defining step-by-step service metrics for buyer and seller and the independent contractor Realtor® providing individual client service. If the brokerage is to develop a true consumer focused model, every consumer transaction has to be the same as the one before and the one afterwards. Quite a challenge!

The third was the session featuring two political pundits, Tucker Carlson (the Conservative) and Paul Begala (the Liberal), formerly of CNN's Crossfire. Both provided hard-hitting analysis of the upcoming Presidential race. Their one-liners didn't disappoint, Paul Begala on Bill Clinton: "When I started working for Bill Clinton we had no children. By the end of the second term, we had four. So he inspired me in ways I didn't know." Tucker Carlson on Hillary Clinton: "I would eat broken glass before voting for Hillary." Both, of course, proclaimed their love for Realtors®, discussing by name the Realtors who had assisted them in their moves across the country. Their act was very polished, no doubt from years of convention- speakers circuit, but also very funny and a great way to start the day with the 8am session!

Theresa has compiled all the important decisions made at Mid-Year for your review and study. Some of the issues will effect how we practice real estate day- to-day while others are more important for associations. NAR continues its work for you and your customers with their aggressive legislative agendas and their analysis of the housing markets.

Your association remains focused on providing you with the services you need to be successful in your business. Please tell us how we can help - we're listening.

-Kathie

**Help Us Reach The Goal!**



If I could play the theme song for "Chariots of Fire" while you read

this, I would. We are SOOOO close to reaching our RPAC goal and we need you to help us carry the torch. Our RPAC goal for 2008 is \$24,645. We have collected \$22,740 this year, making us **\$1905** short of our goal. This is an election year and now more than ever, your funds are needed.

RPAC, the REALTORS® Political Action Committee, is the most valuable asset for protecting the real estate industry. RPAC funds financially assist candidates for public office who understand and support the needs of REALTORS®. By supporting RPAC, you enhance accessibility and strengthen lobbying efforts at the national, state, and local levels. To learn more about RPAC, please contact David Pair via email or phone (771-6845).

Thank you to our RPAC contributors in the Century Club level and higher.

- Crystal R (\$1,500)
- -Marcia Franks, Franklin REALTORS
- -Emil Mongeon, Legacy International Real Estate
  
- Sterling R (\$1,000)
- -Karen Baker, Crye-Leike Realtors
  
- Bronze R (\$500)
- -Marla Richardson, Realty Executives Fine Homes
  
- Capitol Club (\$250-\$499)
- -Sean Anderson, Sean Anderson Realty
- -Marty Chiaramonte, The Oxford Company
- -Melissa Clough, Keller Williams Realty
- -Donna Mitchell, Countrywide Home Loans
- -Kathie Moore, Crye-Leike Realtors
- -Phylis Newsom, Zeitlin and Company Realtors
- -Theresa Wilson, WCAR
  
- Century Club (\$100-\$249)
- -Colene Dooley, Crye-Leike Realtors
- -Matt Ligon, Zeitlin and Company Realtors
- -Debbie Parker, Homes By Parker
- -Jill Shelby, Keller Williams Realty
- -Mort Stein, Trace Realty
- -Gail Wallin, Crye-Leike Realtors

#### **NAR MidYear Legislative Update**

It's not enough for House and Senate lawmakers to pass legislation that will help bring health back to the housing industry; they have to fashion bills that can go the distance and get President Bush's signature.

Thousands of REALTORS® at the 2008 NAR Midyear Legislative Meetings & Trade Expo met with Senators and members of Congress to urge their support on the following key issues:

- FHA Reform: Enact legislation that would make FHA a more flexible and widely-utilized program for borrowers and lenders alike.

- GSE Reform: Enact comprehensive GSE reform legislation that preserves the housing mission of Fannie Mae, Freddie Mac and the Federal Home Loan Bank system.
- Homebuyer Tax Credit: Enact a tax credit that would be widely available for prospective homebuyers. Assure that the credit is available for any property purchased as a principal residence.
- National Flood Insurance Program: Reauthorize the Flood Insurance Program before it expires on September 30, 2008.
- Property and Casualty Insurance: Enact legislation that enhances the availability and affordability of homeowners' insurance.
- Small Business Health Insurance: Enact legislation that will make health insurance more widely available and more affordable for self-employed individuals and owners of small business.

Several pieces of legislation are sweeping through the Senate and House. FHA reform was approved by the Senate last week and will now go into Conference for both branches to confer and present the final bill to President Bush for enactment.

Although health insurance is still a main concern for REALTORS and many other individual and industry across our Country; it is unlikely that any bill or regulation will be passed this legislative season. Presidential election years typically have the effect of halting major decisions from being enacted as during the campaigns, many new ideas and programs are presented to be enacted following the election. We anticipate some action to occur next year - but in order for that to happen, we need to keep our concerns and thoughts in front of our elected officials so that they focus on what is important to their constituents.

NAR in conjunction with WCAR issues "Call for Actions" which are communications that help our elected officials know what is important to our businesses. Please respond to the calls that you receive and help us to help America work toward an equitable solution for health insurance.

A new bill was introduced this session named "SHOP" which would allow the states to work with their existing laws yet provide boundaries for small businesses to group together to leverage their ability to buy into group health insurance. For more information on the SHOP bill, please visit: <http://durbin.senate.gov/showRelease.cfm?releaseId=295490>

We would be interested to hear your thoughts on the proposed SHOP bill. We need to work at our State level to enable us to be able to work together to allow small businesses to remain competitive and viable in light of health insurance costs.

### **Lockbox Theft**

WCAR has received several calls lately that lockboxes have been stolen from properties where they were not physically attached.

Not only are REALTORS out the cost of a lockbox but in some cases, agents may have to accommodate sellers' requests to have their homes re-keyed. In addition, E&O insurance may not cover you in a claim made against you involving the fact that the lockbox wasn't physically attached to the listing. E&O insurance also may not cover the use of combination locks. Please check your E&O policy for clarification.

A lockbox may not be the most aesthetically-pleasing addition to the home front; but finding somewhere to attach it could end up saving you time, money, and provide a better service to your customers.

### **The Education Station**



### **Focus Friday: Microsoft Excel**

Friday, June 13, 2008 from 9:00am - 11:00am

Instructor: Theresa Wilson, CAE  
\$25 for members / \$40 for non-members

**TREC Core Course 2007 / 2008**

Monday, June 16, 2008 from 9:00am - 1:00pm  
Instructor: Randall Fly, ITI, CRS  
\$40, 4 mandatory hours TREC

**Success Begins with a "C"**

Thursday, June 19, 2008 from 9:00am - 1:00pm  
Instructor: Randa Dawson  
\$50 for members / \$60 for non-members , 4 hours TREC

**e-Pro Workshop**

Thursday, July 10, 2008 from 9:00am - 10:30am  
Instructor: Paul Gaddes

**Focus Friday: Microsoft Word**

Friday, July 11, 2008 from 9:00am - 11:00am  
Instructor: Theresa Wilson, CAE  
\$25 for members / \$40 for non-members

**Loan Fraud and Predatory Lending**

Wednesday, July 16, 2008 from 9:00am - 11:00am  
Instructor: Attorney Brian Smith  
\$30 for members / \$40 for non-members

**TREC Core Course 2007 / 2008**

Thursday, July 24, 2008 from 9:00am - 1:00pm  
Instructor: Randa Dawson, ABR, ABRM, GRI, PMN  
\$40, 4 mandatory hours TREC

[Visit our web site](#) to see CRS, PMN, and SRES designation courses being offered this summer and autumn. GRI courses are also being offered at our office, visit [TAR's web site](#) for more information.

\*\*\*\* Please be aware that the ethics requirement by the National Association of REALTORS® is coming up. **All REALTORS® must complete three hours of an approved ethics course by December 31, 2008.** Not sure if the one you took was approved, or even when that was? Email me! It's [Karen@WilliamsonCountyRealtors.org](mailto:Karen@WilliamsonCountyRealtors.org).

**Government Affairs Update**

Last Wednesday night, the Tennessee House and Senate passed a \$26 billion budget and adjourned until January 2009. What a difference a year makes! Last year lawmakers debated how to appropriate a \$300 million budget surplus. This year they were forced to cover a \$365 million gap in the current budget and cut expenses for next year by over \$450 million. Other than the budget, discussion also focused on the state lottery, health care, Pre-K, and the judicial selection process.

Although important, many of these issues have a minimal impact on the real estate industry. During this year's legislative session, the Tennessee Association of REALTORS® (TAR) supported, opposed, or monitored over 200 bills having a direct impact on your business. The following summary highlights several of those areas.

- Landlord Tenant Act - an amendment to the Uniform Landlord Tenant Act eliminated previous exemptions for compliance in four TN counties (Williamson, Rutherford, Washington, and Sullivan). Other than deleting these exemptions, there were no additional changes. Beginning October 1, 2008, the law will apply in any county with a population over 68,000. If you own rental property in these four counties, this change will affect the eviction process, security deposits, and escrow accounts. Click on [Landlord Tenant Act](#) for more information.
- Copper Theft - Since January 2004, the price of copper has increased over 400% to approximately \$3.80 per pound. This increase made copper a prime target for criminals ranging from petty thieves stripping wiring from homes under construction to highly-organized enterprises targeting large HVAC units on industrial and commercial buildings. This legislation aims to deter copper theft by requiring detailed records be kept on those selling scrap metal, making certain products harder to sell, and eliminating the seller's ability to receive instant payment.
- Adequate Facilities Taxes (AFT) - in 2006, the legislature approved the County Powers Act allowing counties meeting certain growth criteria to impose a tax on new development. Since its passage, TAR has opposed any attempt to amend the law until 2010. This year, TAR was successful in defeating three attempts to alter the County Powers Act, including a proposal allowing Columbia to impose an AFT of up to \$1.50 per sq. ft. on new residential development, and up to \$3.00 per sq. ft. on commercial development.
- Tennessee Housing Development Agency (THDA) (SB2641/HB2639) - with broad support from several industries, the legislature approved an increase of THDA's bonded indebtedness by almost \$1 billion. This additional authority will broaden their ability to help more Tennesseans achieve the American dream of home ownership.
- Online Database for Subsurface Sewage Systems - directs the Department of Environment and Conservation to conduct a feasibility study for developing a statewide, online database for permits associated with subsurface sewage disposal systems. The Commissioner must report the Department's findings by January 20, 2009.

[Click on 2008 Legislative Update](#) for a complete list of bills tracked by TAR this legislative session. Please contact [David Pair via email](#) or phone (771-6845) with questions.

### **Mutual of Omaha Offers Discounts to WCAR Members**

As a former small business owner for 7 years prior to working with Mutual of Omaha, I know what it is like to run a small business without good insurance-it is nerve wracking!

All WCAR members, including affiliate members, qualify for discounts. To participate couldn't be easier; just call the benefits hotline at 615-777-3954 for a free recorded message 24 hours a day to obtain a free report that will explain the program in greater detail. We are offering special discounts and incentives for disability, long term care, life, critical illness insurance and Medicare supplemental insurance. We also offer a full line of health insurance, annuities, and financial planning products. There is no obligation; the call, message, and report are free, so call today!

**Contact Kevin Kirkpatrick for more information**

### **Noteworthy News**

- [3 Steps to Closing the Deal](#)
- [Buyer With Leaky Basement Can Sue](#)
- [New Gimmick: Home 'Clearance' Sale](#)
- [Get a Grip on Short Sales](#)
- [Quiz: Buyers' Favorite Features](#)
- [5 Listing Presentation Pitfalls](#)

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Wishing you a fantastic 2008,



Theresa Wilson, CAE  
Williamson County Association of REALTORS®

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