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November 2008 - Vol 45, Issue 11

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### Sign Up

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Theresa,

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!

### A Word from Kathie Moore



### Wow! What a Year!

It hardly seems possible that my term as President of WCAR is coming to an end this month. It has been a year of great learning, gratitude and opportunity. There are so many people from whom I've learned this year - all the past Presidents of our Association have been

graciously supportive and eager to share their wisdom; the Association staff, Theresa, Christy, David, Jan, Kathy and Karen who've kept the "wheels on the cart" and guided my path; the Board of Directors, who've shared their wisdom, their vision and their industry insights; the Committee chairs and committee members who do much of the planning and "real work" of the association, the agents and broker in my office at Crye-Leike Franklin, who've supported my absences from the office and provided encouragement every day; my family, Jackie, and T John, who've provided great love and support and finally, you, the members who've participated in events, education and fundraising for scholarships and RPAC. I thank all of you from the bottom of my heart.

As I close out the year, I'm sharing my Thanks!

**T**hink about what you think about. What you think about you talk about, and what you talk about you bring about, so what are you thinking about? If you're thinking about how bad the market is - then you know - that's what will show up as your reality. If you're thinking about the opportunities in the market - then that's what will show up for you.

**H**appiness is free. You choose whether to be happy or not each day - try this - in the ten minutes when you first awaken in the morning - think about everything for which you are grateful - it might be your warm bed, your morning cup of coffee, your family, your friends, your home, you get the idea. Somehow, starting the day thinking about your blessings will make your day better.

**A**bundance is your birthright. To create something exceptional, your mindset must be relentlessly focused on abundance. There is plenty in the world for everyone - just open up your mind to the abundance.

**N**othing to fear. Right now it's worth noticing that real estate markets come and go, sometimes they're up and sometimes they're down. Many people worry over things that are out of their control, like the market. As Roosevelt said, there is nothing to fear, except fear itself.

**K**now a setback is a setup for a comeback. Most people give up when they meet setbacks and obstacles, but because you choose to be successful, you do what you did when you learned to walk: When you fall over, learn from the experience, pick yourself up and keep going!!

**S**eize the day. Someone once said, "Don't be fooled by the calendar. There are only as many days in the year as you make use of." Stop for a moment, take a couple of deep breaths, and realize that as you read this you are occupying a unique space, at a time in history that will never be repeated. You don't have to do anything. If there's something that you've been thinking that you had to do, you can restate it as, "I choose to. It's your choice, and it always has been. Don't let anyone or anything

take your day. Seize this day and own it all.

We are blessed next year to have as our President a gifted, talented servant leader in Diane Johnson. Diane has informed my thinking this year and has been the very best President-Elect ever. I am looking forward to her leadership in this coming year. As the old saying goes, "The Best Is Yet To Be".

#### **IMPORTANT REMINDER:**

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](http://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.

#### **E & O Insurance**

From TREC: Rice Insurance Services Company, LLC will be the provider for State contracted Errors and Omissions Insurance for 2009-2010. All 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.

#### **HOT LINE: Failure to Update Listing Status?**

From TAR Digest: **QUESTION:** I have a question regarding the listing status of an active listing. A lot of REALTORS are not changing the status on their listings if they have a contract in place with a "sale of home" contingency but are only mentioning the contract in the REALTOR Remarks section. My question is this: If a REALTOR has a contract on a home with a "sale of home" contingency, are they obligated to change the status of the home on the MLS from "Active" to "Active with contract"? Or, are they in their rights to leave the status active and only mention the contract in REALTOR Remarks? I know that at times when a house is placed with an active contingency it does slow down showings on that property. I feel that is why agents hesitate to change the status in this market since "sale of home" can delay completion of a transaction, but it is very confusing for other REALTORS if they don't take the time to read REALTOR Remarks.

**ANSWER:** You ARE required to change the status of the property once it goes under contract. This would be "contract with contingencies", "active with contract", etc. - it varies depending upon your MLS. To do otherwise would be misrepresentation. Furthermore, Standard of Practice 3-6 states *"REALTORS shall disclose the existence of accepted offers, including offers with unresolved contingencies, to any broker seeking cooperation."*

[SOURCE: TAR's Legal & Ethics Hot Line Attorneys]

#### **WCAR New Members**

WCAR is proud to announce our new members for November 2008

American Heritage, Inc. ~ Kay Story  
American Heritage, Inc. ~ Christopher Klein  
Bob Parks Realty/BR ~ Wayne Bennett  
Century 21 Signature Properties ~ David Harris  
Coldwell Banker Barnes ~ Michelle Wilson

CrossRoads Real Estate ~ Sloan Burton  
 Crye-Leike Commercial ~ Lisa Peters  
 ERA Pacesetter Partners ~ Holly Black  
 Exit Realty King & Associates ~ Elizabeth Masengill  
 Exit Realty of the South ~ Melissa McMillan  
 Exit Realty of the South ~ Mark Heggan  
 Franklin, REALTORS ~ Ann Inman  
 Keller Williams Realty/FR ~ Laurie Williams  
 Loudow Lakeside Realty LLC ~ Lillian Kurowski  
 Preferred Country Realty ~ Derek Brimm  
 RE/Max Elite (C Adcock Real Estate) ~ Jason Kaczmarek  
 Realty Executives Fine Homes/BR ~ Donna Whitley  
 Realty of America ~ Bobby Banyan  
 Reliant Realty ~ Melissa DeMeno  
 Rochford Realty ~ Heather Singley  
 Rudy Thacker & Associates Inc. ~ Eddie Manson  
 Sound Healthcare ~ Chris Barkley  
 The Real Estate Market Nashville ~ Tracie Berny  
 United Country Hudgins ~ Bobby McFarlin  
 West Main Realty ~ Sally Scruggs

### SentriLock Sale!



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 SentriCard 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 SentriCard through RealTracs. If you already have a SentriCard, 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.

### Nine Ways to Dump Your Slump

From Inman News: What does it take to dump your slump? Surprisingly, it may be easier than you realize.

1. View change as adding to rather than taking away One of the most powerful barriers to success is a fear of change. Many people fear change because they believe change requires giving up something they value. A more effective way to look at change is to view it as "adding to" what you already have or do. For example, if you upgrade your computer and cell phone, you will have to spend time learning new functions. While this can be frustrating, it's important to remember that 90 percent of the skills you have already acquired will still be applicable. In the end, those new skills will reap benefits for years to come by saving you time and making you more efficient.

2. Build your business on your strengths Write down the address of each property that you closed in the last 12 months. Beside each address, record where the lead for that sale originated. Next, determine how many different lead sources (i.e. open house, Web leads, referrals, etc.) have yielded results for you. For example, if you had eight lead sources, the idea is to concentrate on the top 50 percent. In this example, that would be your top four sources. Ignore the rest. It's much easier to break your slump by concentrating on what is working.

3. Identify the characteristics of your ideal client Take out a sheet of paper and make two columns. In the first column, list as many characteristics as possible about your ideal client. In the second column, place a checkmark next to the characteristics that you share. People want to do business with those who are like them in some way. Start working on raising your personal standards. The closer you become to your ideal, the more likely you are to attract that client in your business

[Read the rest of the article...](#)

### Fall Landscape Clean Up

Fall is here! It is a beautiful time of the year with the leaves changing colors. Brilliant reds, oranges, & yellows stand out against a cobalt blue sky that seem to catch almost all of everyone's eyes. It is an amazing spectacle to watch as these gorgeous leaves fall to the ground below. Oh what a site! But, once their beauty fades and they are down on the front lawn they eventually turn brown and seem to just get in the way. They find their way into your gutters, flowerbeds and on your driveway. The wind blows them around the yard and into your verandas and front porches. This added debris detracts from the focal point of your client's house resulting in less than perfect curb appeal.

If you or your clients have a property listed, a fall clean up may assist in addint that extra curb appeal. It is recommended to clean up and mulch flowerbeds for the winter. After leaves are gone from the trees is the ideal time to prune them as well as any shrubs in the flowerbed areas.

A front entrance with color is certain to catch the eye of your prospective buyer. Pansies and other cold-hardy plants like mums are the perfect choice to give the front of the house that "something special" look & help your listing be more noticeable.

For additional advice, call American Lawnsapes, LLC a call @ 615-708-4920 and ask for Stuart Hodnett. We can help give your client's house more curb appeal during this fall & winter, so you can make that SALE!

### The Education Station



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

#### **NAR Code of Ethics Course: Because It's the Right Thing to Do**

Monday, December 1, 2008 from 9:00am - 1:00pm

Instructor: Randa Dawson, Broker, ABR, ABRM

\$40 for members/ \$50 for non-members, 4 hours TREC

#### **THDA "First Time Home Buyer" Class**

Monday, December 8, 2008 from 9:00am - 1:00pm

Instructor: Debbie Reeves with THDA

\$20 for members/ \$40 for non-members, 4 hours TREC

#### **NAR Code of Ethics Course: Because It's the Right Thing to Do**

Friday, December 12, 2008 from 9:00am - 1:00pm

Instructor: Randa Dawson, Broker, ABR, ABRM

\$40 for members/ \$50 for non-members, 4 hours TREC

### **The Green Designation**

Monday and Tuesday, February 23 & 24, 2009 from 8:30am - 5:00pm

Instructor Extraordinaire: Terry Watson

\$275 for members / \$295 for non-members, pending approval 16 hours TREC

**Green Designation Residential Elective**

Wednesday, February 25, 2009 from 8:30am - 5:00pm

Instructor Extraordinaire: Terry Watson

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

**Ninja Selling II (Ninja Selling I is not a pre- requisite)**

Monday, March 17, 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>

**Congratulations to the 2008 Honorees**

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.

**Carter House - Christmas Candlelight Tour**

If you haven't been to the Carter House, there is a wonderful opportunity to visit by candle light during the holiday season.

December 6th and 7th, 2008 from 5pm - 9pm

This year's tour is respectfully dedicated to America's fighting men and women and Thomas Y. Cartwright. "Christmas begins at the Carter House" Thomas Y. Cartwright

Ticket are available at the ERA Thompson and Johnson office on 4th Street in downtown Franklin or by contacting the Carter House, 615.791.1861.



Congratulations to Jo Barnhill and Patti Traxler both with Silverpointe Properties, Brentwood for obtaining the coveted Accredited Buyer Representative (ABR®) designation. "The Accredited Buyer Representative (ABR®) designation is the benchmark of excellence in buyer representation. This coveted designation is awarded to real estate practitioners by the Real Estate BUYER'S AGENT Council (REBAC) of the National Association of REALTORS® who meet the specified educational and practical experience criteria". For more information about this designation, you may [click here](#) to be linked to the REBAC website.

**Thank You to Our Newsletter Sponsor: Avenue Bank**

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: [jefftucker@avenuenashville.com](mailto:jefftucker@avenuenashville.com)

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

Have a safe and Happy Thanksgiving!



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