

Preview

[Close Window](#)

From: Williamson County Association of REALTORS® <theresa@williamsoncountyrealtors.org>

Subject: WCAR Newsletter

Reply: theresa@williamsoncountyrealtors.org

[Send a Test Version](#)[Anti-Spam Check](#)

[\[View HTML Version\]](#) [\[View Text Version\]](#)

 [View Printable Version](#)

September 2008 - Vol 45, Issue 9

In This Issue

NAR Ethics Education Reminder
& Clarification
WCAR New Members
SentriLock Sale!
REALTORS® Go Green
Errors and Omissions
The Education Station
2009 TAR Officers Elected,
Installed
Noteworthy News
Thank You to Our Newsletter
Sponsor: Fifth Third Mortgage

Sign Up

[SIGN-UP!](#)

Quick Links

[WCAR's Web site](#)

NAR Ethics Education Reminder & Clarification

From TAR Digest:

There is NO "grandfathering" and there are NO exemptions for brokers or anyone else from the NAR ethics education requirement!

Between January 1, 2005, and December 31, 2008, every REALTOR in the nation must take an approved 3- hour ethics course (2.5 hours plus time for breaks) in order to remain REALTORS, i.e., members of the National Association of REALTORS.

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 SentriLock and will also give the incoming member a SentriLock to welcome them into our membership. Applicants must write down on their application who referred them in order to receive the SentriLock.

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!

Far too many folks are confusing this ethics education requirement with Continuing Education requirements that many licensees must meet for license renewal. This has NOTHING to do with licensing! Instead, this ethics education mandate applies to all REALTORS in the U.S. and determines your continuing eligibility for membership in your local, state, and national REALTOR organization.

Your local Association of REALTORS must certify your completion of the required ethics education and can inform you of opportunities - both classroom and online courses - that you can take to satisfy this requirement.

Even if you are exempt or grandfathered from taking any CE courses, you STILL must take an ethics course every four years!

WCAR has emailed all members who still need this education. Each Broker was also sent a list of agents in their office who need to complete the education.

WCAR New Members

WCAR is proud to announce the new members for September 2008

American Heritage, Inc. ~ Amanda Lewis
 Aspire Real Estate Group ~ Pat Manning
 Carbine Realty Group LLC ~ Christin Cochran
 Century 21 Dawson ~ Irene Morris
 Concord Realty ~ Paul Armstrong
 Crye-Leike Commercial ~ Phil Hinds
 Crye-Leike Commercial ~ David Mintmire
 Crye-Leike Commercial ~ Tammie Margoese
 Crye-Leike, /COL ~ Tarynn Lovell
 Keller Williams Realty/BR ~ Donna Mauldin
 Kirchner Realty LLC ~ Aaron Kirchner
 RE/MAX Elite/ BR ~ Andy Elliott
 Realty of America ~ Jackie Myers
 Realty One/Help-U-Sell ~ Mary Gates
 Realty One/Help-U-Sell ~ Doug Brooks
 Village Real Estate ~ Severin Anderson
 Village Real Estate ~ Lisa Seiner

SentriLock Sale!



Currently WCAR Members and Non-Members can purchase locks for the following amounts:

- 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.

Please be aware, you must have an active SentriCard to purchase a SentriLock box. 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.

REALTORS® Go Green

From Realtor.org: WASHINGTON, September 04, 2008

In response to growing consumer demand for green homes and building practices, the National Association of Realtors® has introduced a new Green designation for Realtors®. The designation will help home buyers and sellers who care about energy efficiency and environmentally sound building practices identify Realtors® who can help them meet their green home goals.

"As energy costs rise along with concern for the environment, homeowners are looking for innovative ways to save money and live responsibly," said NAR President Richard F. Gaylord, a broker with RE/MAX Real Estate Specialists in Long Beach, Calif. "Realtors® who earn the Green designation will add value to the real estate transaction with their knowledge of resource-efficient building materials and processes, as well as their understanding of simple actions that can reduce energy and water waste."

Forty percent of Realtors® report that green building is important to their business and clients, while 87 percent believe it will be of even more interest a year from now. NAR is engaged in various green building issues through initiatives like the Smart Growth Action Grants Program that helps Realtor® associations create livable communities. In addition, many state and local Realtor® associations are developing programs to teach members about energy-efficient and environmentally conscious home features.

The First Green Designation Core Course will be held Nov. 5-6, 2008, at the 2008 REALTORS® Conference & Expo in Orlando, Florida. To earn the designation, Realtors® must complete the core course plus one elective. The program is designed to help Realtors®:

- Understand what makes a property green
- Explain to clients and customers the cost benefits of green building features and practices
- Distinguish between industry rating and classification systems
- List and market green homes and buildings
- Discuss the financial grants and incentives available to homeowners
- Guide buyers in purchasing resource-efficient homes

WCAR will offer a Green Designation course in February 2009. Don't miss the opportunity to be taught by the Teacher's Teacher, THE fabulous Terry Watson! Terry will be at our office February 23rd, 24th & 25th as the instructor for the Green Designation, a Residential Elective (exact class name & cost to be determined).

Errors and Omissions

The current State of Tennessee contract for errors and omissions insurance, which can be purchased by Tennessee real estate licensees, expires December 31, 2008. If you are covered by the State's policy, your errors and omissions insurance also expires at midnight 12-31-08. A Request for Proposal has been issued by the State of Tennessee which will lead to a new contract being established in October 2008. Please monitor the Commission's web site in order to determine how to purchase the new errors and omissions insurance for 2009-2010.

source: TREC web site

The Education Station



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

Thursday, October 9, 2008 from 9:00am - 1:00pm

Instructor: Randa Dawson, Broker, ABR, ABRM

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

Focus Friday: Microsoft Word

Friday, October 10, 2008 from 9:00am - 11:00am

Instructor: Theresa Wilson, CAE

\$25 for members / \$40 for non-members, 2 hours TREC

Building Your Own Business

Tuesday, October 14, 2008 from 9:00am - 1:00pm

Instructor: Monica Neubauer, Broker, ABR, CRS, SRES

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

NAR Code of Ethics Course: Success Begins With a "C"

Wednesday, October 15, 2008 from 9:00am - 1:00pm

Instructor: Randa Dawson, Broker, ABR, ABRM

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

Integrity Earns More

Thursday, October 16, 2008 from 9:00am - 11:00am

Instructor: Marty Calfee, GRI, CRS, Broker

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

Building Science, Building Sense

Tuesday, October 21, 2008 from 9:00am - 11:00am

Instructor: Barry Westbrook

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

Residential Forms Update

Tuesday, November 4, 2008 from 9:00am - 11:00 am

Instructor: Attorney Todd Sholar

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

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

2009 TAR Officers Elected, Installed

This past week, at the TAR Annual Convention in Chattanooga, the following individuals were elected and stilled as TAR's top officers for 2009:

- 2009 President - Fontaine Taylor (Memphis)
- 2009 President-elect - B. J. Swinehart (Knoxville)
- 2009 Secretary/Treasurer - Emil Mongeon (Franklin)
- 2009-2010 Division 1 VP - John Snyder (Memphis)
- 2009-2010 Division 2 VP - Marlene Rakow (Columbia)
- 2009-2010 Division 3 VP - Doris Barnes (Pigeon Forge)

Congratulations to all of the new TAR officers!

Three divisional vice presidents will continue on the TAR Executive Committee in the second year of their terms: Sue Turner (Memphis), Janice Carlton (Shelbyville), and Randy Thomas (Kingsport).



Congratulations to Aileen Schwendimann with Century 21 Dawson &

Associates in Franklin, Jan Fleming with Bob Parks Realty in Nashville and Valerie Clarke with Village Real Estate Services in Franklin 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.

Noteworthy News

- [Scripts and Tips: How to Build Referrals](#)
- [Last Minute Financing Fiascos](#)
- [Negotiate to Win, Without Being a Jerk](#)
- [Reduce Your Risk of an IRS Audit](#)

Thank You to Our Newsletter Sponsor: Fifth Third Mortgage



"Fifth Third Mortgage offers you the opportunity to unlock the dreams of homeownership for your Buyers! For the first-time homebuyer, we have FHA loans, and with our own new tax incentive offer of an "added credit benefit" matching up to 10% of borrower's IRS tax credit which can be applied to the borrower's closing costs (Maximum of \$750.00). This Fifth Third stimulus program allows you to attract and mobilize the first- time homebuyer (expected to represent 25-30% of sales during the near future). If your Client is looking for a JUMBO LOAN, Fifth Third Mortgage has what you need. Jumbo loans up to \$2 million without jumbo pricing! Pick your term - fixed or ARM, we have it. No matter what your clients mortgage situation, "We've Got a Mortgage For That!" Let us help you "Unlock Your Dreams." Call 615-687-3152 for more information and to be connected to a Mortgage Loan Specialist.

Fifth Third Mortgage is the trade name used by Fifth Third Mortgage Company and Fifth Third Mortgage-MI, LLC. Fifth Third Bank, Member FDIC. Equal Housing Lender

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

Hold tight, stay connected, and join us Nov 20th for some motivation!!



Theresa Wilson, CAE
Williamson County Association of REALTORS®

email: theresa@williamsoncountyrealtors.org

phone: 615-771-6845

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

[Forward email](#)

 **SafeUnsubscribe®**

This email was sent to theresa@williamsoncountyrealtors.org by

theresa@williamsoncountyrealtors.org.

[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

Email Marketing by



Williamson County Association of REALTORS | 840 Crescent Centre Drive | Suite 120 | Franklin | TN | 37067