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In This Issue

A word from Karen Baker
Realtor® Good Works
Foundation Scholarship
Program
Looking for a great gift for your
client?
WCAR New Members
License Plate Update
What is RPAC?
The Education Station
Noteworthy Articles
WCAR Holiday Schedule

Sign Up

SIGN-UP!

Quick Links

[WCAR's Web site](#)

Theresa,

Dues renewal time is here. WCAR is offering its members the opportunity to make partial payments from now until the end of the year. According to NAR Bylaws, all dues payments are due by December 31, 2009 for 2010 dues. You can make partial payments from now until the end of the year without penalty if this makes budgeting easier for you. Contact us to find out more.

Did you know....that we offer a great deal of free education on both TREC-approved and non-TREC approved classes? Keep your eyes open for opportunities throughout the year.

A word from Karen Baker



I am pleased to have started my term earlier this month. Thank you to all of the members who were able to attend the Installation Reception at the Vanderbilt Legends Club...for those of you who were not able to attend...you were missed. We have an awesome Board of Directors this year and we are committed to serving you, our members, and our community stakeholders.

As our Board term begins, we had one surprise thrown our way, Diane Johnson, immediate Past President announced her departure to take a position with Keller Williams in Austin, Texas. We will miss Diane and we are very thankful for her leadership and dedication to WCAR over the past seven years. Our Board has voted to make the following changes:

Debbie Parker from Homes by Parker will be filling out the remainder of Diane's one-year term. Patty Carter from Zeitlin and Company Realtors will be serving as a TAR Director and on WCAR's Executive Committee. I will serve as our representative on the RealTracs Board of Directors.

Our Committees are just beginning to organize for next year and we are still seeking volunteers. If you have interest please let someone on WCAR's team know...or contact the committee chairs:

- Bylaws: Marty Chiaramonte
- Government Affairs: Andy Clough
- Membership Services: Linda Hirsch
- Grievance: Phillip Cantrell
- Education: Marty Calfee
- Professional Standards: Gail Wallin-Johnson
- Scholarship: J Edward Campbell

Our first luncheon of the year will be Thursday, January 21st at the Franklin Marriott in Cool Springs. This year the State is burdened by many challenges, most pressing is the budget. The Williamson County delegation will be present to provide and inside look at the issues and answer any questions you may have. Please join Senator Jack Johnson, Rep Glen Casada, Rep Phillip Johnson and Rep Charles Sargent at the luncheon.

This year we will be planning some different events -- maybe a softball tournament, taking part in the Franklin Chili Cookoff, participating in the Franklin Holiday Parade...these are all ideas put forth by members...if you have others or have interest in any of these, please let us know.

I look forward to serving you this year. If you have any questions, concerns or want to get involved, please feel free to contact me.

[Karen](#)

Realtor® Good Works Foundation Scholarship Program

Once again, The REALTOR® Good Works Foundation of Williamson County is pleased to make available to all Williamson County high school seniors the opportunity to apply for a \$2,000 scholarship to use towards their higher education. In addition, a memorial scholarship, the Beverly Collins Memorial Scholarship in the amount of \$1,000 will be awarded to a deserving high school senior.

The completed application packet must be returned to the WCAR office no later than **March 1, 2010**.

The REALTOR® Good Works Foundation of Williamson County, Inc. was started by members of the Williamson County Association of REALTORS® in 2008. The Foundation was created to foster community projects, research, and service to the greater-Williamson County area.

Do you know clients or parents with seniors in a Williamson County High School that could benefit from a chance at a scholarship? If so, please forward this information to them. The application is [available on our website](#) or they may contact our office at 615-771-6845 for further instructions.

All Williamson County high school counselors have been sent the scholarship application to make available to their seniors as well, so students may want to contact their school officials for more information.

Looking for a great gift for your client?



Come in to our office and check out the new Historic Franklin book from the [Heritage Foundation](#). This hardcover book is beautifully illustrated and full of historic facts and tidbits about Franklin, Tennessee.

This would make a wonderful gift for clients and friends, worthy of any coffee table and ONLY \$35.

WCAR New Members

WCAR is proud to announce our new members for December 2009

Camille Harrison ~ Crye-Leike/West
Marsha Troxler ~ Crye-Leike/West
Danielle Hasley ~ Keller Williams/FR
Floyd Nathan ~ Keller Williams/FR
Weston Blankenship ~ Keller Williams/FR
JoAnne Bourdan ~ WPI American Homes
Jamie Reedy ~ Silverpointe Properties
Buck Snyder ~ Magnolia Properties
Nathan Throneberry ~ Kirchner Realty

License Plate Update

From TAR: The specialty REALTOR License Plates for Tennessee REALTORS - "Celebrate Homeownership!" - are in production!

The State of Tennessee tells us, however, that they will probably not be available until March or April. For those of you who have already purchased one, the Department of Motor Vehicles will be notifying you, by mail, when you may come in and get your plate.

If your license should come up for renewal before then, just go ahead and do what you would normally do.

For any additional inquiries about the REALTOR License Plate, contact the TN Dept. of Motor Vehicles at: 615-532-1135.

Thank you for your patience! State government rarely moves as quickly as we would like.

What is RPAC?

REALTORS® Political Action Committee (RPAC)

From NAR: "Welcome to RPAC, the voice of REALTORS® on Capitol Hill. Since 1969 RPAC has been promoting the election of pro-REALTOR® candidates across the United States. During the last federal election cycle alone, RPAC contributed over \$12 million to pro-REALTOR® candidates to Congress, making it the number one trade association political action committee in the nation. Why has RPAC been successful? Because RPAC is not a charity. RPAC is a business.

On the national level, we give our money to those in Congress who both understand and support REALTOR® issues. We look to build the future by putting RPAC dollars in places that will help advance the interests of Real Estate professionals. RPAC is the only political group in the country organized for REALTORS®, run by REALTORS® and exists solely to further issues important to REALTORS®. Think of your RPAC contribution as an investment. The best investment you'll ever make in your business and yourself. RPAC is your best insurance against poorly designed small business and commercial real estate legislation. If you're not giving your fair share to RPAC, you're not doing all you can to better your profession, your business, and yourself."

On your WCAR dues statement, you are given the opportunity to contribute to RPAC on a local level, supporting local political candidates who have the best interests of real estate professionals at heart.

[WCAR is offering a chance to win an iPod Nano.](#) If you make a contribution to RPAC and have your dues paid in full during the following time frames, you will be automatically entered into a drawing for an 8GB iPod Nano. There will be 3 drawings:

Dues payment and RPAC contributions made Oct 15 - Nov 30th
Dues payment and RPAC contributions made Dec 1- 15th

Dues payment and RPAC contributions made Dec 15- 31st

Contact [Da vid Pair](#) for more information.

The Education Station



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

TREC Core Course 2009 / 2010

Thursday, January 14, 2010 · 9:00am - 1:00pm

Instructor: Sandra Tanksley, 2009 Educator of the Year

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

Microsoft Excel

Friday, January 15, 2010 · 9:00am - 11:00am

Instructor: Theresa Wilson, CAE

2 hours TREC, \$20 members / \$30 non-members

2010 RESPA/HUD Changes & You!

Instructor: Attorney Todd Sholar

Monday, January 18, 2010 ~ 9:00am - 4pm

2 hours TREC ~ \$30 / \$40 non-members

TAR Forms 102

Tuesday, January 19, 2010 ~ 9:00am - 1:00pm

Instructor: Susan Barnette, Broker, ABR, CRS, GRI

6 hours TREC ~ \$60 / \$70 non-members

Commercial: Basics

Tuesday, January 26, 2010 · 9:00am - 1:00pm

Instructor: Jeff Pate, Broker, ABR, GRI

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

Commercial: Contracts & Leases

Wednesday, January 27, 2010 · 9:00am - 1:00pm

Instructor: Jeff Pate, Broker, ABR, GRI

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

NAR's Green Designation

Monday & Tuesday, February 22-23, 2010 · 8:30am - 5:00pm

Instructor: Terry Watson, Instructor Extraordinaire

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

NAR's Green Designation Residential Elective

Wednesday, February 24, 2010 · 8:30am - 5:00pm

Instructor: Terry Watson, Instructor Extraordinaire

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

30 Hour Office / Broker Management Course

March 15, 16, 17, 22 and 23, 2010 · 9:00am - 4:00pm

Instructor: Robert Morris, Broker, ABR, CRS, GRI

30 hours TREC, \$185

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

Noteworthy Articles

[The Basics: Extended Home Buyer Tax Credit 2010](#)

[Green Buildings Boast 3% Higher Payoff](#)

WCAR Holiday Schedule



The WCAR office will be closed December 22 - 25 in celebration of Christmas and on January 1st, New Year's Day. We wish you a very Merry Christmas!



Avenue Bank is a local lender. We originate, process, underwrite, and fund loans locally. We use local appraisers who know our market. Always competitive. Always responsive. Conforming, FHA, and jumbo loans.

Call Jeff Tucker, Vice President, Avenue Bank: 615-386-4352 or email:

jeff.tucker@avenuenashville.com



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