



June 2007 - Vol 44, Issue 6

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Dear Theresa,

Tennessee Real Estate Commission's staggering of licenses is in full effect. The first licenses to expire occurred this past month. Check your license expiration date to ensure that it doesn't expire.

A Word From President McKinney



Every year since 2002, President Bush has designated June as National Homeownership Month, with the goal of increasing minority homeownership in America by 5.5 million by the end of the decade. This June, the Williamson County Association joins the National Association of Realtors, and the state and local Realtor associations across the nation in celebrating National Homeownership Month and focusing on Realtors who contribute to their communities and build better neighborhoods, towns and cities.

Proof of this is in the community improvement projects Realtors run, the homeownership workshops they sponsor, and the thousands of community-run programs in which they contribute. Realtors are getting out and helping others because it is just good business to be a good citizen.

This month, the Williamson County Association of Realtors is launching their fundraising campaign to contribute to the building of another Habitat for Humanity home in Williamson County. WCAR will be asking their 1,600-plus members to make a financial contribution to strengthen our community by expanding homeownership and affordable housing opportunities for people from all social backgrounds and walks of life.

Realtors have played a vital part in increasing the rate of homeownership to more than 69 percent of U.S. households. Yet the work isn't finished. Realtors will keep donating their time, managing community improvement projects, and speaking up and working for everyone's homeownership rights. I echo NAR's President Vredevoogd Combs sentiments,

Homeownership is more than just a financial asset; it's key to stable families, strong communities and a healthy economy.

When more people achieve the dream of homeownership, we all benefit.

If you have any comments or suggestions, please feel free to email me at anytime: mckinns@crye-leike.com.

It is an honor to serve as your president, Susan McKinney

Calling Home

WCAR will be "phoning home" to all members on Wednesday, June 20th in order to raise \$30,000 in support of Habitat for Humanity of Williamson County. Traditionally, WCAR has raised funds for Habitat for Humanity every other year...and this is the year.



Thank you to the members who have already called and made a contribution. Members can make a pledge and pay for their donation in the Member's Only area of our web site or can mail a check to our office. If you are interested in volunteering on the 20th to call our members, please tell [Theresa](#).

See the Williamson Herald's Article

Defining Leadership

Are you passionate about the real estate industry in Williamson County? We at WCAR exist to serve the REALTORS®, consumers, residents, and anyone who has interest in private property ownership in our sought-after County.

WCAR has experienced many changes over the past year, and we are seeking leaders who will help us contribute to the growing needs that face our members and community. WCAR will begin the qualifications and nominations process for our next set of leaders. If you are interested in running for our Board of Directors, contact [Theresa](#) to learn about qualifications, responsibilities and duties of the Directors.

Candidates will be announced in mid-August and elections will take place on September 6, 2007.

Brentwood City Commission Run Off Election Candidate Forum & Early Voting

The Brentwood City Commission run off election between candidates Paul Ross, a WCAR member, and Betsy Crossley is just around the corner. In the general election that brought to life the saying "every vote counts," Ross and Crossley both received 1,740 votes. City Commissioners faced with the choice of selecting one candidate or holding a run off election, voted in favor of holding a run off election. Early voting will run from June 21 to July 3, Election Day is July 10.

WCAR members, especially those who live in the City of Brentwood, are encouraged to attend a candidate forum which will be held June 20 at the new Town Center Theater which is located at 136 Frierson St. in Brentwood. Each candidate will be given the opportunity to make opening and closing statements. Questions will be taken in written format from audience members in attendance that evening and will be moderated by the Tennessean's Williamson A.M. and Brentwood Journal along with WAKM AM 950 Radio.

Do not underestimate your ability to impact the outcome of this election. WCAR has supported the Paul Ross Campaign with RPAC contributions in both the general and run off elections, however your participation and vote is still needed. To see a copy of the WCAR candidate questionnaire or for information about getting involved in the Paul Ross campaign contact Kurt Disch, Director of Public Affairs and Professional Development at kurt@williamsoncountyrealtors.org.

Town of Nolensville Considers Implementing Road Impact Fee

Faced with the prospect of spending approximately \$26 million on future road improvements within the Urban Growth Boundaries of the Town, Nolensville is considering implementing Road Impact Fees on all new construction within the Town. As outlined in Ordinance #07-12 impact fees would be \$3,009 for single family detached homes, \$2,111 per dwelling unit for multi-family homes and range from \$135 - \$1,275 per thousand square feet for all other types of construction including commercial, industrial, office, etc.

A public hearing and workshop will be held on June 21 at 7:00pm in the cafeteria of the Nolensville Elementary school followed by a second reading and vote on adoption of the ordinance at the BOMA meeting on June 28.

WCAR is looking for members who live and/or work in Nolensville to attend the public hearing and workshop on June 21. Please contact Kurt Disch, Director of Public Affairs and Professional Development at kurt@williamsoncountyrealtors.org for a copy of the Road Impact Fee Study or if you can attend the June 21 meeting.

Golf Outing - August 27th



Mark your calendar for WCAR's 19th Annual Golf Outing at Temple Hills Golf Club. The event is limited to 120 golfers and the registration (\$110) includes lunch, dinner, golf, and Mulligans. Prizes include a trip to Scotland or Ireland, Bose Radio, Taylor Irons and Woods, plus many others.

Sponsorship opportunities are currently available. For a brochure of opportunities and about the event, or to register to golf, contact [Kathy Allen](#) at WCAR.

[Download Registration Form](#)

Would you like to change the settings on your lockbox?



You can change the hours of access, allow the contractor code to be used, and assign your lockbox to a listing.

All you need is a computer, your Sentrilock card, and a card reader. Once you log-in with the use of a reader, just click "Customize a Lockbox " on the left side. Next you will need to select the lockbox. Just follow the online prompts in two simple steps and you are then brought to the screen of

Lockbox Settings.

To assign to a listing, click select and type in the address. Click the corresponding bullet and save.

The second item down on the Lockbox Setting Page is to change the access times. Click anywhere on this line and the next screen will help you choose the hours you want this lockbox to be accessible. Click the green check mark at the top of any or all columns, then click Save Changes, your lockbox is now set.

To enable a lockbox to accept a contractor code, be sure to check that box while Customizing. The next step is to place your Sentrilock card into the lockbox, press Func + 6 + 1 + Enter. To disable this function, you will need to make the change under Customizing and then place your Sentrilock card into that lock box and press Func + 6 + 0 + Ent.

[Sentrilock's Web Site](#)

Upcoming WCAR Courses

Intro to ePro

Instructor: Paul Gaddes

Learn how to set up a permanent email address, build your email address book, increase traffic to your website and turn ordinary emails into marketing pieces all while learning about the E-Pro designation. Like the E-Pro designation, this course is designed to help REALTORS® stay at the leading edge of technology and identify, evaluate and implement new Internet business models.

June 27; 2:00pm - 3:30pm
Free for WCAR Members

A Day in the Life of a Tennessee Real Estate Licensee

Instructor: Brian Smith, Smith Sholar & Associates

This two hour class will bring common agency questions to life by detailing the eventful day of a fictitious real estate agent with a hot listing in Nashville!

WCAR's legal counsel will walk you through a series of situations that evaluate common issues with agency, contracts and ethics. This brand new course will answer your questions on three of the most important topics to REALTORS® (agency, contracts and ethics) and demonstrate how they interact with each other.

July 17 ; 8:15am - 10:15am

2 TREC Hours

\$30 for WCAR members / \$40 for non-members

Have you seen our new web site?



Its here for you and your clients. Our new web site has information for REALTOR® members as well as the public. Check it out and share the link!

[http:// www.williamsoncountyrealtors.org](http://www.williamsoncountyrealtors.org)

Does your photo need a new "look"?

If you are looking to update your look, take advantage of a great member benefit....Micael-Renee' Lifestyle Portraiture will be at WCAR's office on Thursday, August 2nd for WCAR members interested in getting a new publicity shot from one of the best photographers in the area.

Immediately following the picture, Miceal Renee team members will show you your images and help you choose your favorite. About a week later, you will receive a digital image (retouched, of course) burned to a disk for your unlimited use. The image will be in high-resolution and low-resolution, black and white and color. Four images in all, for use on the web and in print.

Special WCAR pricing -- \$99 is one-third of Miceal Renee's standard studio sitting! Each additional image is \$79. Micael Renee accepts MC, Visa or check and payment is accepted that day.

To reserve your 20-minute photo shoot, contact [Christy Watkins](#) at WCAR. Time slots are available every 20 minutes from 9am - noon and 1pm - 3pm. First-come, first-serve.

[View Micael Renee's Work](#)

Noteworthy Articles

- [Sales Coach: The Right Way to Ask for Feedback](#)
- [Architecture Coach: Kitchen Design Trends](#)
- [Real Estate Inventors: Why Didn't I Think of That?](#)
- [How to Succeed at Short Sales](#)
- [For Rookies](#)
- [Refine Your Marketing: What Your Ads Say About You](#)

Magna Bank f/k/a 1st Trust Bank



What's in a name? In the current landscape... PLENTY 1st Trust needed to differentiate itself from all the other numerous named institutions

with all the 1st and Trust companies that were out there! The Magna Bank name serves to do just that, the word "Magna" means "Great" and that is just what we want to represent, our new tag line is ' GREAT TOGETHER'. This was a name change only, no buyout or merger, just strengthening our position in the market place with a new Logo and name to brand that behind it brings a different story to tell. We are all about Customer service with our commitment of " Working when you are", On time and On your side, in making you, the Realtor, look good!

Our story; we are a Residential Bank meaning we are "All things Residential lending", with a tremendous product line-up FHA/VA, Conforming, Portfolio lending, Subprime, Commercial, Investor, Private Banking all under one roof! With in-house processing, underwriting and closing making for a more efficient flow of business and customer experience. We want to be your Lender of Choice. Please visit our website at www.magnabank.com or even better, advise your next purchaser to APPLY online and find out how easy it is with MAGNA BANK MORTGAGE for your next "GREAT TOGETHER" closing experience!

Contact Magna

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

Wishing you a rewarding June,

Theresa Wilson
Williamson County Association of REALTORS®

email: theresa@williamsoncountyrealtors.org

phone: 615-771-6845

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

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