

March 2010 - Vol 47, Issue 3

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[WCAR's Web site](#)

Theresa,

WCAR Membership Mixer

When: Thursday, April 22nd
Where: Battle Ground Brewery
What time: 4:00-6:00pm

This event is FREE and will be held in conjunction with the Williamson County chapter of the Women's Council of REALTORS®. RSVPs are encouraged but not required.

A word from Karen Baker



Who Are Our Next Leaders?

When you look around your office, who do you see? Is there a bright, new, and maybe much younger face there? I must admit as a forty-something, the realization that I am no longer the youngest person in the office has taken some getting use to. Introduced to the industry in my early twenties, I became accustomed to being the only one in the room under thirty. Fortunately for me, experienced,

knowledgeable, and yes, older, professionals took an interest in me and showed me not only what it looks like to be successful, but the qualities required to have an enduring career

At the time, I never thought of these people as my "mentors". I have been fortunate to have several mentors and every one of them has made (and many are still making) an incredibly positive imprint on me. By the way, there is not an age limit or minimum involved: You can have or BE a mentor at any stage in life. In study after study, having a mentor is cited as the number one reason a person is successful. This holds true for both professional and personal success.

So again, take a look around and who do you see? Maybe

yourself 10, 20 or even 30 years ago?

Who Tapped on Your Shoulder?

Mentoring is important not only for our business but for the long term viability of our association. The greatest responsibility of leadership is identifying and encouraging new leadership. I have not met anyone in association leadership who was not first asked by someone they respect to get involved.

The next requirement is that we offer something of interest for our young professionals. Director Matt Daniel and past director, Marla Richardson have started the process of reaching out to this segment of our membership. During the next few months, this is an area where I will be focusing some of my time.

There are a few simple things you can do to help:

- If you are a young professional, send me your email address and I will make sure you are on our Young Professionals email list. The correspondence will be short and sweet, I promise.
- If you have young professionals in your office, send me an email with their name so we can reach out to them.
- Have you recently attended a dynamite technology-based program? If you have, let me know and perhaps our Education Committee can either bring it to WCAR or replicate it.
- Are you involved with another organization that has an active Under 30 Networking Group? Maybe we can implement some of those strategies at WCAR.
- Think about being a mentor. You can't just stand up and announce that you are now available for mentoring. Mine have always shown up just when I needed them. The old adage, "when the student is ready, the teacher will appear" is true.

Most importantly, tap someone on the shoulder and encourage them to get involved!

[Contact Karen](#)

WCAR 22nd Annual Golf Tournament



WCAR is pleased to announce its 22nd Annual Golf Tournament on **Monday, June 21st** at Westhaven Golf Club. All proceeds from this event will benefit the [REALTOR® Good Works Foundation of Williamson County, Inc.](#) This foundation provides \$16,000 in college scholarships annually to students in the Williamson County School System.

Several sponsorship opportunities still remain and space is limited to the first 100 golfers with paid registration. Click on [22nd Annual WCAR Golf Tournament](#) for additional information, or contact David Pair via Email or phone (771-6845).

Free Balloon Friday is back!

Come to the WCAR office on Fridays (with the exception of Good Friday, April 2nd) and get your FREE helium-filled mylar balloons.

While you're here, feel free to browse through our Realtor store. We are always receiving new

shipments of Open House & other signs, so please come and get your Sentrilocks, Sentricards, signs and balloons in preparation for weekend showings!

Nationwide Open House April 10-11

From NAR: A major consumer marketing blitz spawned by executives at local and state REALTOR® associations, the first-ever [REALTOR® Nationwide Open House Weekend](#) will be held April 10-11.

The goal: to give sellers an opportunity to showcase their home while the federal buyer tax credit is still available. Participating open houses will be marked with colorful balloons, which local associations are providing to members. Associations also will be reaching out to media to communicate the general benefits of owning a home and using a REALTOR®.

Most, but not all, state REALTOR® associations are participating, and event details vary by area. Contact your state association for more information.

You can come and get your mylar balloons every "Free Balloon Friday" at the WCAR office.

WCAR New Members

WCAR is proud to announce our new members for March 2010

Phillip Poynor ~ Benchmark Realty
Mary Cho ~ Benchmark Realty
Molly Elliott ~ Benchmark Realty
Hazel Cothran ~ Benchmark Realty
Debra Bates ~ Benchmark Realty
Ron Shapton ~ Bob Parks
Venetia Everly ~ BrokerSouth
Kristin Kash ~ Carbine Realty
Kim Maffei ~ Citru Solution Carpet Cleaning
Jerry Kemp ~ Coldwell Banker Barnes
Michael Thorton ~ Complete Home Inspections, Inc.
Sloan Burton ~ Crossroads Realty
Norman Begody ~ Crye-Leike
Richard Jordan ~ Crye-Leike Commercial
Barton VanBibber ~ Exit Realty King
Cecilia De Luca ~ Exit Realty of the South
Chris Cantrell ~ Foundation Title & Escrow
Hailey Gillum ~ Goodall Homes
Susan Dillier ~ Inman Realty
Daphne Dodson ~ Keller Williams/Murfreesboro
Daniel Graham ~ Keller Williams/Murfreesboro
Doug Notgrass ~ Key Concepts
Don Goad ~ Parks Property Mgmt
Sheila McElhaney ~ Parks Property Mgmt
Cindy Jasper ~ Platinum Properties of TN
Bruce Bodor ~ Pride Homes Realty
Pamela Reese ~ Reese Appraisal
Kent Smallwood ~ Reliant Realty
Angela English ~ Revolution Real Estate
Jae Howell ~ Silverpointe
John Reynolds ~ Tentara Properties
Brian Robinson ~ Wells Fargo
Terry Armstrong ~ Zeitlin

Government Affairs Updates

2010 Williamson County Elections

Williamson County will hold Republican primary elections for county office on Tuesday, May 4th.

Several important dates to remember are listed below.

- Voter registration deadline- Monday, April 5th
- Early Voting- April 14th - April 29th
- Election Day- Tuesday, May 4th

Click on the links below for more information.

[Who are my elected officials?](#)

[Register to Vote](#)

Listening Session with Congressman Marsha Blackburn

Congressman Marsha Blackburn has scheduled a number of Listening Sessions across the 7th District to hear from constituents about where Washington is making things work and how Washington could work better. A session is scheduled in Spring Hill for Monday, April 5th from 5:30-6:30pm at the Longview Recreation Center (2909 Commonwealth Drive, Spring Hill).

2010 US Census All residents should have already received their 2010 US Census Forms in the mail. WCAR encourages all members to promptly complete the form and return in the provided postage-paid envelope. There are two reasons to make sure this is done:

- For every additional person counted during the 2010 Census, Williamson County and its local governments will receive an additional \$1,400 in federal and state funding
- Representatives from the US Census Bureau WILL visit your home if the form is not completed and returned promptly.

'Let's Talk Schools'

Dr. Mike Looney, Williamson County Director of Schools, will host a series of community meetings for parents and community members interested in meeting the new director and discussing school related issues. All meetings will be held from 6:30- 7:30pm at the following dates and locations:

- April 13 - Williamson County Parks and Recreation Center (Franklin)
- April 22 - Williamson County Parks and Recreation Center in Fairview
- April 27 - Williamson County Parks and Recreation Center in Longview
- May 3 - Brentwood YMCA, the Concord Road location

REALTOR® Issues- Cyber Crime and Real Estate

Scott Augenbaum, an FBI Special Agent in the Nashville office, will speak about Cyber Crimes impacting the real estate industry during our next REALTOR® Issues session on Thursday, April 29th at 3:00pm. To RSVP or for additional information, contact David Pair via Email or phone (771-6845).

Announcement



The WCAR office will be closed Friday, April 2nd in celebration of Good Friday.

Happy Easter!

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

Tuesday, April 13th

9:00am - 1:00pm • \$40 members / \$50 non- members / 4 hours TREC

Instructor: Randa Dawson, Broker, ABR, GRI

Transaction Desk: Advanced

Wednesday, April 14th

1:00pm - 4:00pm · \$20 members / \$30 non- members / 3 hours TREC

Instructor: Buzz Steele with TAR

Websites Must-Haves

Thursday, April 22nd

9:00am - 12:00pm · \$40 members / \$50 non- members / 3 hours TREC

Instructor: Robert Morris, ABR, CRS, Green

Short Sales / Lease Purchase

Monday, May 10th

9:00am - 11:00am · \$30 members / \$40 non- members / 2 hours TREC

Instructor: Attorney Todd Sholar of Smith Sholar & Associates

Accredited Buyers Representative

Monday & Tuesday, May 17th & 18th

8:30am - 5:00pm · \$275 / \$295 non-members, lunch provided / 16 hours TREC

Instructor: Marty Calfee, Broker, ABR

Effective Negotiating (an ABR elective)

Wednesday, May 19th

8:30am - 4:30pm · \$150 / \$175 non-members, lunch provided / 7 hours TREC

Instructor: Marty Calfee, Broker, ABR

NAR's Green Designation

Monday & Tuesday, August 23rd & 24th

9:00am - 4:00pm · \$275 members / \$295 non- members / 12 hours TREC

Instructor: Terry Watson, Instructor Extraordinaire

NAR's Green Designation Residential Elective

Wednesday, August 25th

9:00am - 4:00pm · \$150 / \$175 non-members, lunch provided / 6 hours TREC

Instructor: Terry Watson, Instructor Extraordinaire

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



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Christy Watkins, Office Mgr./Exec. Asst.
Williamson County Association of REALTORS®

email: christy@williamsoncountyrealtors.org

phone: 615-771-6845

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

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