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## Theresa,

This year's golf outing has something new for you, even if you don't golf...you will enjoy the networking mixer...join us June 11th at Forrest Crossing Golf Club. Read below for more information...

## A word from Diane Johnson



Last week I attended the NAR Midyear Meetings in Washington, DC on behalf of WCAR. The meetings were productive and insightful. There was great emphasis on discussing the first-time homebuyers tax credit. The credit is being used by many people across the country, however we have not heard of many people taking advantage of this offering in our local market. If you have had a client take advantage of the tax credit, [please let us know](#). We are interested in

sharing with others about the experience. NAR has also put together a helpful resource to answer questions about this offering, you can download it from our [web site](#).

When meeting with the legislators, these were the [key issues](#) NAR focused our attention on:

- Preserving the Mortgage Interest Deduction
- Financial Services and Mortgage Market Reform
- Rebuilding the Mortgage Markets
- Small Business Health Insurance

A very successful [Real Estate Summit](#) was videotaped and you can take advantage of these insightful clips and information. Keynote speakers include Former Representative Harold Ford, Jr. (D- Tenn.); political commentator Patrick Buchanan; Dr. Robert Reich, former U.S. Secretary of Labor; Shaun Donovan, U.S. Secretary of Housing and Urban Development; Dr. Alan Greenspan, Former Chairman of the Federal Reserve Board; and Sheila Bair, Chairman of the Federal Deposit Insurance Corporation.

At the NAR Board of Director's meeting, the directors voted to keep the dues the same for 2010. Dale Stinton, CEO of NAR also gave a presentation that included a breakdown of how your dues are used. If you are curious, [review the presentation](#) and see how many resources are available to you by your association.

If you have suggestions, concerns, a great idea, or anything that you would like to share with me, please contact me at [dianejohnson@kw.com](mailto:dianejohnson@kw.com).

I am honored to serve you,

Diane

### WCAR 21st Annual Golf Tournament



The Williamson County Association of REALTORS® announces its 21st Annual Golf Tournament on Thursday, June 11 at Forrest Crossing Golf Course. This event will benefit the REALTOR® Good Works Foundation of Williamson County, Inc., which provides \$16,000 in college scholarships each year to students of the Williamson County School System.

Registration and lunch begins at 10:30am, with a shotgun start scheduled for 12:00pm. All golfers, sponsors, and WCAR members are encouraged to attend the WCAR

Membership Mixer at the golf course immediately following tournament play. The Membership Mixer, catered by Mickey Roo's Texas- Style BBQ, will begin at approximately 5:00pm.

A limited number of sponsorship opportunities still remain, including a REALTOR® Sponsorship specifically designed for agents. In addition, all golfers who register by May 15 will receive a \$20 discount on their registration fee. Individual or team registration is available.

Click [HERE](#) for additional information, or contact [Da vid Pair via Email](#) or phone (615-771-6845).

### REALTORS® Federal Credit Union Opens for Business

Real estate professionals have unique financial and cash-flow requirements, and with the launch of the [REALTORS® Federal Credit Union](#) at the [Realtors® Midyear Legislative Meetings and Trade Expo](#)

here this week, Realtors® now have a banking resource that was designed specifically with their needs in mind.

"Just as Realtors® add value to the real estate transaction, we wanted to add value for our members," said National Association of Realtors® President Charles McMillan, a broker with Coldwell Banker Residential Brokerage in Dallas-Fort Worth. "Realtors® work tirelessly to help their clients, and RFCU makes that same commitment to Realtors®, giving them the convenience, accessibility and financial services they need, whenever they need it."

Open 24 hours a day, seven days a week, the Internet- based RFCU is designed to accommodate Realtors®' busy schedules. RFCU offers access to thousands of surcharge-free ATMs nationwide, secure online banking and bill pay, safe deposits, affordable loans and trusted advice.

Some of the benefits include money market savings accounts, no-fee eChecking with debit cards, personal loans and credit lines, real estate loans and credit lines, share certificates, 24-hour online account access, and 24-hour Member Care that offers support by phone or online. RFCU offers competitive interest rates on both savings and lending, and funds are federally insured to at least \$250,000 and backed by the full faith and credit of the U.S. government.

Owned by its members and directed by an elected volunteer board, RFCU earnings accrue to the

benefit of the credit union's members, not stockholders.

"The member-owned RFCU is dedicated to helping Realtors® manage their everyday finances as well as to prepare for the road ahead." said Thomas A. Glatt Sr., RFCU chief executive officer.

Realtors® and their families are eligible to become RFCU members, as are NAR staff and the staffs of state and local Realtor® associations and boards, and their families.

For more information regarding services, benefits and membership requirements, visit RFCU's Web site at [www.REALTORSfcu.org](http://www.REALTORSfcu.org).

RFCU is a member benefit offered by NAR and its REALTOR Benefits® Program. The REALTOR Benefits® Program offers practical solutions for Realtors® on the products and services they use every day. The program includes offerings from nearly 30 companies, in a variety of categories, recognized as leaders in their respective industries.

### **WCAR New Members**

WCAR is proud to announce our new members for May 2009

Bosworth Appraisal Services ~ Tena Bosworth  
Christian Realty ~ Lynn Barrington  
Real Estate Sources ~ Shane Finch  
First National Financial Title Service ~ Tina Taraczkozy  
Keller Williams Realty/FR ~ Rory Wiuff  
Pro Found Realtors ~ Sharon Brugman  
United States Equities ~ Dino Roberts  
Century 21 Dawson ~ Gene McKinley  
Christian Realty ~ Pat Shevel  
Exit Realty King & Associates ~ Tari Ottmers  
Exit Realty of the South ~ Tim Nixon Realty Executive Fine Hms ~ Bonnie Vukelich  
Summit Property Mgt ~ Natalie Conley  
SilverPointe Properties LLC ~ Burck Stevens

### **Save the Date: WCAR Annual Meeting and Vendor Fair**

Tuesday, September 1, 2009 is the WCAR Annual Meeting and Vendor Fair at Franklin Marriott at Cool Springs with extended exhibit hours this year, 10am - 1pm. WCAR members will also have the opportunity to participate in the annual elections for the Board of Directors and Officers of the Association. [Contact Christy Watkins](#) for more information or to reserve your booth.

Immediately following the Vendor Fair is an opportunity to take the TREC Core Course from 1:15pm - 5:15pm. This is the 4-hour course that is required by the Tennessee Real Estate Commission for license renewal. **NOTE: Space is limited in this class, you are not registered until payment is received.** [Register for the Core Course.](#)

### **Smith Sholar Associates PLLC Legal Tip of the Week**

#### **Do I need a Trust Instead of a Will?**

A trust can be useful for many purposes; however, often a Will is much cheaper and can accomplish many of the same goals. Here are some reasons for using a trust:

1. If you have real property in multiple states, a trust is an excellent tool to avoid ancillary probate proceedings.
2. A well-maintained trust allows your beneficiaries to avoid probate upon your death.
3. A well-drafted trust allows your beneficiaries, i.e. your successor trustees to maintain and control your assets upon your incapacity.
4. A trust, if established early enough, can protect property from estate recovery if you have received Medicaid benefits.

A trust, if properly drafted and properly maintained, can be a great tool for transferring property upon your death. However, in my experience, often times people fail to transfer all of their assets into the trust. Therefore, they pay a substantial amount to set up the trust and still end up with a probate estate.

We Provide Peace of Mind Regarding Estate and Elder Care Concerns. For more information, go to our [website](#)

### **NAR Grants Support Local Affordable Housing Initiatives**

The National Association of Realtors® has awarded \$49,050 to 16 local and state Realtor® associations through the Housing Opportunity Fund grants program. The grants help local and state Realtor® associations promote and expand affordable housing opportunities in their communities.

"Realtors® build communities and are leaders in creating housing opportunities," said NAR President Charles McMillan, a broker with Coldwell Banker Residential Brokerage in Dallas-Fort Worth. "Grants from NAR's Housing Opportunity Fund help provide state and local Realtor® associations with additional resources and support to advance housing opportunities and make a real difference in their communities."

NAR's Housing Opportunity Fund was established in 2006 and supports a wide range of housing opportunity activities. Grants of up to \$5,000 are awarded twice per year - in April and October. Since the program's inception, more than 100 grants totaling over a quarter of a million dollars have been awarded.

Grants can be used to fund a variety of activities, including housing symposia; home buyer education or housing fairs; counseling and financial literacy efforts; down payment or closing cost financial assistance programs; public opinion surveys; and Realtor® affordable housing education.

The following Realtor® associations have received the most recent Housing Opportunity Fund grants:

**Coeur d'Alene Association of Realtors®** (Post Falls, Idaho): \$4,650 to host a housing forum to find solutions to workforce housing issues in the resort community.

**Fort Smith Board of Realtors®** (Fort Smith, Ark.): \$5,000 to support a homeownership opportunity media campaign and a series of homeownership fairs with the area's largest employers.

**Greater Boston Real Estate Board/Greater Boston Association of Realtors®** (Boston): \$5,000 to hold a series of home buyer fairs to find homeowners for foreclosed and bank-owned properties.

**Greater Nashville Association of Realtors®** (Nashville, Tenn.): \$2,500 toward a housing fair in partnership with the mayor's office, which will be open to the public and promoted to municipal employees and teachers.

[Read the rest of the article](#)

### **The Education Station**



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

#### **Fair Housing**

Wednesday, June 10, 2009 · 9:00am - 11:00am  
Instructor: Brenda Tuck Campbell, Broker  
2 hours TREC, \$30 members/\$40 non-members

**Focus Friday: Microsoft Outlook**

Friday, June 12, 2009 · 9:00am - 11:00am

Instructor: Theresa Wilson, CAE

\$30 members / \$40 non-members

**Accredited Buyer Representative**

Monday and Tuesday, June 15 & 16, 2009 · 8:30am - 5pm

Instructor: Marty Calfee, Broker, ABR, GRI

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

**Effective Negotiating - An ABR Elective**

Wednesday, June 17, 2009 · 8:30am - 4:30pm

Instructor: Marty Calfee, Broker, ABR, GRI

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

**Disclosures and Disclaimers**

Wednesday, July 15, 2009 · 9:00am - 11:00am

Instructor: Attorney Brian Smith

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

**TREC Core Course 2009 / 2010**

Thursday, August 13, 2009 · 9:00am - 1:00pm

Instructor: Randa Dawson, Broker, ABR, CRS, GRI

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

**30 Hr. Office / Broker Management Course**

November 17, 18, 20, 23 and 24, 2009 · 9:00am - 4pm

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

30 hours TREC, \$185

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

**Noteworthy Articles**

- [Forecasters Say Recession Nearing End](#)
- [9 Ways to Get Good Ratings and Referrals](#)
- [10 Tips for Mastering Phone Etiquette](#)
- [5 Ways to Master Social Networking](#)

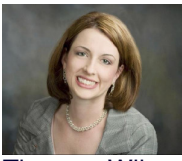
**Quick "Giving" Survey**

We know how hard you work, we know how many hours you spend working for your clients and helping to place them in our community. We are asking that you take a very quick survey to share with us just how of your resources that you allocate to charitable and volunteer causes. [Enter to win a contribution to your favorite charity on your behalf. We know the work you do for our communities is tremendous, please help us quantify this effort.](#)



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: [jeff.tucker@avenuenashville.com](mailto:jeff.tucker@avenuenashville.com)



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