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Dear Theresa,

Quote of the month: Pleasure in the job puts perfection in the work.

Aristotle, Greek critic, philosopher, physicist, & zoologist (384 BC - 322 BC)

A Word From President McKinney



The National Association of REALTORS® Mid Year Conference took place last week in Washington, DC. REALTORS® from across the country were in attendance as we visited our elected officials in Capitol Hill.

The Legislative Agenda included the following themes: Enhance housing opportunities and affordability, Protect consumers in the real estate transaction, and Enact small business health reforms.

Key issues related to housing opportunities include reforming the Federal Housing Administration' single- family mortgage insurance program, strengthening the financial safety and soundness of regulation of Fannie Mae, Freddie Mac, and the Federal Home Loan Banks, and increasing the FHA/GSE loan limits for high cost areas. These initiatives would hopefully allow more consumers to have access to a diversity of funding options; increasing FHA's lending limits and FHA's mortgage insurance.

Consumer protection includes keeping banks and commerce separate, tightening of rules that permit commercial firms to own industrial loan companies, rein in abusive or predatory lending practices, creation of a federal disaster program to ensure the availability and affordability of property insurance for residential and commercial properties in disaster- prone areas.

Small business health reforms are still at the forefront of REALTORS® efforts. Allowing individuals to have access to affordable health insurance is essential. With the change in control of the Senate and the House, there is quite a bit of partisan issues that are making health insurance regulations take longer. Be sure to contact your Senators and let them know

how important this issue is to you!

One of the best member-services offered by WCAR, TAR, and NAR are its lobbying and regulatory efforts provided on behalf of you and your business. These effective measures are greatly supported by your RPAC contributions. If you have not made a contribution this year, it is not too late. Simply call the office or mail a check to us made out to: RPAC. We have not made our goal for 2007, and this is a big election year in our County.

Nothing helps you and your industry more than your vote. Be sure to vote in every election you are entitled to. If you are new to the area, you can pick up a voter registration card at WCAR's office.

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

New Brochure Boxes Are Here



Are you looking for a sleek, sturdy, and professional- looking box to market your listings? We've got some!

These one-piece boxes are fabricated with metal and the secure lid protects the contents from sun, wind, and weather elements. The large cover allows easy access by consumers, making it easy to get information about your listing.

We also have open house pointer signs, stationery, closing gifts, REALTOR® pins, and other assorted items for your business. We look forward to seeing you in our store soon!

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.

NAR Board Passes Dues Increase

Directors of NAR voted to increase member national dues \$16 for 2008 and offer a range of new programs to position it for its second 100 years.

The NATIONAL ASSOCIATION OF REALTORS® Board of Directors voted to fund the association's "Second Century Initiative" with a \$16 per member national dues increase, the first such increase since 1994. Dues will be \$80 a year beginning in 2008. Among the programs that are part of the initiative:

- A major consumer outreach effort that will allow NAR to leverage the natural alliances that exist between REALTORS® and real property owners;
- Planning for a national property data "gateway," a repository containing detailed current and historical information on all real property in the United States;
- A credit union for NAR members;
- Creation of an investment company that would fund technology initiatives that would benefit REALTORS®.

For more information on the [Second Century Initiative](#).

Directors also voted to: ***Extend the 10-year-old public awareness campaign for three years and increase the special assessment to \$35 in 2009 and 2010. The assessment will remain at \$30 for 2008. ****Allocate \$250,000 to sponsor an exhibition at the National Building Museum on the central place of homeownership in the United States called House and Home: 400 Years of the American Dream.

Habitat for Humanity - Telethon

It is that time when the REALTORS® and affiliate members of WCAR give back to the community and continue to promote home ownership in Williamson County.

On June 20th, WCAR will be hosting a telethon to raise \$30,000 for Habitat for Humanity of Williamson County. Habitat's services are needed now, more than ever, since our County has been blessed with a strong real estate market and growth. There are several hard working individuals in our area deserving of assistance in finding affordable housing.

Habitat for Humanity has just released a three-year project goal. The goals for building include construction of homes with decorative features that compliment our local area. The plan is to construct over 30 homes over the next few years.

If you would like to make a contribution, please mail it to WCAR or call our office to make a pledge using your credit card.

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.

Sentrilock Tip of the Month

Did you know you can renew your card at any lockbox?

Should you find yourself at a listing and realize that you have not updated your Sentrilock card, you can actually renew your card at that Sentrilock lockbox using the Card Authorization Renewal System (CARS). All you need is your card, your PIN and your phone.

Just call Sentrilock at 1-877-736-8745 and select option 2. Listen carefully to the instructions to update your card, it's that simple.

TREC License Renewals

May is the first month of expiration for the new staggered licenses. Be certain to check your license expiration date and be proactive about renewing.

During the period of staggered renewals, you must have a CORE course offering within the past 2 years. Some licenses will cover the term when two different CORE courses are offered. You do not need to have each new CORE course, but you must have at least one during the two-year license period.

Latest TREC Newsletter

June 14th - Flag the Date for a Membership Mixer

Join us at the Cool Springs Marriott on Flag Day, June 14th from 4:30pm - 7:00pm for a membership mixer. These events increase in popularity each time we have one. Don't miss out on your opportunity to meet new members, seasoned members, and the wonderful affiliate members who support your business and industry.

Thank you to our sponsor, Fifth Third Mortgage. Fifth Third Mortgage is located in Downtown Franklin and can be contacted at (615) 591-6318.

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

Upcoming Education

TREC Core Course

Tuesday, June 12 9am - 1pm \$40

[Register](#)

HomeBanc Brings Unique Culture, Values to Nashville



A company with service to others and fulfilling the dream of homeownership front and center in its mission statement - backed up with a huge variety of mortgage products, the best trained mortgage bankers and a 100% customer service guarantee! A company that puts its own employees first, believing that happy employees lead to happy customers - with the sky-high customer-satisfaction scores to prove it works! A company that holds to time-tested values of honesty and integrity in everything it does - HomeBanc even has a former preacher as head of HR! That's a unique company. That's HomeBanc Mortgage Corporation, one of the largest residential mortgage lenders in the Southeast and Nashville's newest home mortgage lender. Come see what Nashville's real estate community and homebuyers are all talking about at HomeBanc's grand opening event on June 21st from 4:00 - 7:00 pm at Synergy Business Park Atrium, at 7101 Executive Center Drive, Brentwood, TN 37027. For more information about HomeBanc, visit the company on-line at www.homebanc.com or call 615-661-2400.

[HomeBanc's Web Site](#)

Noteworthy Articles

- [5 Marketing Mistakes You Can Avoid](#)
- [Refine Your Marketing: What Your Ads Say About You](#)
- [Mr. Internet: Embracing Online Leads](#)
- [Prospecting Resources: New Strategies for Finding Clients](#)
- [Tech Watch: Customize Your Maps](#)

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

Wishing you a rewarding April,

Theresa Wilson

Williamson County Association of REALTORS®

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