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## 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 Diane Johnson



The TAR Annual Convention took place in Point Clear, AL a few weeks ago. WCAR is excited to have 2 of our members honored at the event. First, Emil Mongeon was nominated and approved as TAR's President- Elect. Emil will be TAR's President in 2011. Congratulations.

Our very own Sandra Tanksley was honored as the TAR Educator of the Year. Sandra has served WCAR as a Past President, Realtor of the Year, and chaired several committees. Sandra

actively writes and teaches courses for WCAR and TAR. She is also currently the Chair of the TAR Forms committee and has served the Tennessee Real Estate Education Foundation on their Board of Trustees. Congratulations, Sandra, on all of your outstanding work on behalf of our members and our industry.

The TAR Directors also voted on a multi-year increase in TAR dues. This year the TAR dues will be \$90 and there will be \$15 assessment for issues mobilization. The \$15 assessment will be listed separately on your dues invoices; but this is not optional.

WCAR's Installation and Awards reception is just around the corner. I hope that you will join us on Thursday, November 19th from 5-7pm at Vanderbilt Legend's Club as we honor our award recipients and also recognize Sandra Tanksley on her achievement.

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

### **Is it Time to Renew Your E&O Insurance Policy?**

There are some pretty stiff penalties for you and your Principal Broker if your E&O insurance policy is not renewed BEFORE its expiration date. The more in arrears you are, the higher the costs will be.

Make sure you keep your policy up-to-date to avoid [these penalties](#).

[Rice Insurance Services Company, LLC](#) is the provider for state contracted Errors & Omissions insurance for 2009- 2011.

### **WCAR Annual Meeting and Vendor Fair - Great Success**



WCAR's Annual Meeting and Vendor Fair took place on Tuesday, September 1, 2009 at the Franklin Marriott in Cool Springs. The event provided free education to 150 attendees. There were over

225 attendees at the free luncheon and vendor fair. Thank you to all of our sponsors and vendors for a wonderful event!

### **WCAR New Members**

**WCAR is proud to announce our new members for September 2009**

Bill Poole ~ 2Patriots Property Inspection, Inc.  
Laura Reising ~ BenchMark Realty LLC  
Bob Sorey ~ Best Real Estate Advisors  
Valerie Jackson ~ Bob Parks Realty/BR  
Steve Sweet ~ Bob Parks Realty/FR  
Ruth Fennell ~ Exit Realty New Edge  
JoAnn Feinstein ~ Exit Realty of the South  
Lydia Cameron ~ Franklin, REALTORS  
Don Dickerson ~ Home and Country Realty, LLC  
Jason Smith ~ Jason Smith Am Ntal Ins. Agency  
Howard Scarboro ~ Johnson & Thompson Inc  
Kelley Snead ~ Keller Williams /Team Columbia  
Caye Davis ~ Keller Williams Realty/Team FR  
Pam Raymond ~ Keller Williams Realty/Team/FR  
David Chase ~ Norfolk Realty Limited  
Kevin Martin ~ Norfolk Realty Limited  
Michael Vines ~ S E & I (Structural Eng & Inspection)  
Steve Blair ~ SilverPointe Properties  
Michael Markiewicz ~ The Jones Company

### **WCAR Past Presidents Meet**

On Friday, September 25th over 20 of WCAR's Past Presidents met for breakfast at Monnell's in downtown Franklin. The leaders shared stories of real estate transactions that took place during their careers and shared how the organization has grown over the 47 years of existence.

The leaders have a tremendous amount of wisdom to share with current and future Realtors and WCAR leadership. Thank you to all those who have served, we appreciate your leadership!

### **The Education Station**



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

#### **Social Media: How To and What To**

Thursday, October 8, 2009 · 9:00am - 12:00pm

Instructor: Attorney Brian Smith and Theresa Wilson, CAE

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

#### **Personal Assistants**

Wednesday, October 21, 2009 · 9:00am - 11:00am

Instructor: Sandra Tanksley, Broker

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

#### **Representing Estates**

Tuesday, November 3, 2009 · 9:00am - 11:00am

Instructor: Attorney Brian Smith

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

#### **TREC Core Course 2009 / 2010**

Tuesday, November 10, 2009 · 9:00am - 1:00pm

Instructor: Marty Calfee, Broker, ABR

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

#### **Basics for Building a Better Business**

Thursday, November 12, 2009 · 9:00am - 1:00pm

Instructor: Monica Neubauer, ABR, Green, SRES

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

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

**New ~ Classes on DVD: From the 2009 TAR Spring Conference, the following classes are now in our office and shown on the big screen:**

**October 6, 2009**

9:00am - 11:00am ~ New Financing Realities for a New Market with Chandra Hall  
2 hours TREC / \$10 for members, \$15 for non- members

1:00pm - 4:00pm ~ Reducing Risk in Short Sales and Foreclosures with Attorney Todd Sholar  
3 hours TREC / \$20 for members, \$25 for non- members

**October 13, 2009**

8:30am - 11:30am ~ Holding the Transaction  
Together When the Market Has Fallen Apart with Oliver Frasca  
3 hours TREC / \$20 for members, \$25 for non- members

1:00pm - 4:00pm ~ 7 Proven Techniques to Succeed in TN's Challenging Real Estate Market with Steven David  
3 hours TREC / \$20 for members, \$25 for non- members

**October 20, 2009**

8:30am - 11:30am ~ Reducing Risk in Short Sales and Foreclosures with Attorney Todd Sholar  
3 hours TREC / \$20 for members, \$25 for non- members

1:00pm - 3:00pm ~ New Financing Realities for a New Market with Chandra Hall  
2 hours TREC / \$10 for members, \$15 for non- members

**October 27, 2009**

8:30am - 11:30am ~ 7 Proven Techniques to Succeed in TN's Challenging Real Estate Market with Steven David  
3 hours TREC / \$20 for members, \$25 for non- members

1:00pm - 4:00pm ~ Holding the Transaction Together When the Market Has Fallen Apart with Oliver Frasca  
3 hours TREC / \$20 for members, \$25 for non- members

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

**Noteworthy Articles**

- [3 Business Plan Blunders to Avoid](#)
- [A Messy Neighbor Intervention](#)
- [Be The Professional Everyone Wants](#)
- [When the Seller Is Bankrupt](#)
- [Legal Danger Zones](#)

**Congratulations!!**



Congratulations to Kimm McEntire with Keller Williams Franklin and Pamela Tyson with Silverpointe in Franlin for obtaining the coveted Accredited Buyer Representative (ABR®) designation. "The Accredited Buyer Representative (ABR®) designation is the benchmark of excellence in buyer representation. This coveted designation is awarded to real estate practitioners by the Real Estate BUYER'S AGENT Council (REBAC) of the National Association of REALTORS® who meet the specified educational and practical experience criteria". For more information about this designation, you may [click here](#) to be linked to the REBAC website.



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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