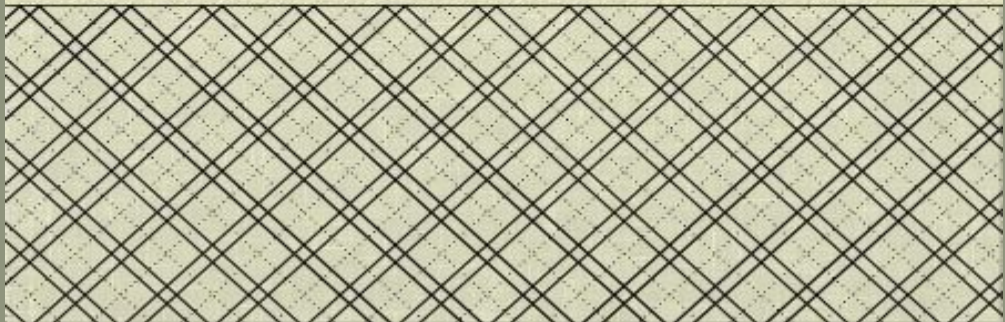




MTAR Member News

January 8, 2018

WELCOME 2018! Installation Dinner on Jan. 23!



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KEEP CALM AND PAY YOUR DUES ONLINE

The annual MTAR Installation and Awards Dinner is set for Tuesday evening, January 23rd at the Stones River Country Club. The e-invitation was sent last week and we already have over 100 folks planning to attend. As this is a seated dinner, we MUST have your RSVP by Friday, January 19th. We will be celebrating the successes of 2017, honor or new REALTOR® and Rookie of the Year, saluting our retiring leadership members, and installing our 2018 leadership team. We will have a cocktail time from 6:30-7:00, dinner at 7 pm, and program will conclude by 8:30. We are thrilled to have members of the Murfreesboro Symphony joining us for a little mood music and entertainment.

If you haven't sent your nominees for the 2017 REALTOR of the Year, please do so by this Friday, January 12th. The link to the nomination for is here:

If you have a nomination for the Rookie of the Year, someone that has been in the business for less than 3 years, you can nominate them here:



MY WORD IS MY DEED. AND IT'LL HELP YOU GET YOURS.

Our Code of Ethics is at the core of everything we do. It's a Realtor's promise to treat everyone honestly, and to promote your best interests. So you can be sure we're helping you find the best home for you.

MTAR Calendar of Events

Wed., January 10

9:00-10:30—MTAR Board of Directors meeting, MTAR

Wed-Fri, Jan 10-12

8:15-4:00—New Member Orientation, MTAR office

Wed-Thu, Jan 11-12

10:00-2:30—RealTracs classes. Sign up on the RealTracs website.

Thursday, Jan. 11

2:00-3:30—Community Relations Committee meeting, MTAR

Friday, January 12

Deadline for nominations for 2017 REALTOR® of the Year and Rookie of the Year!

Monday, January 15

MTAR 2018 Dues Deadline! We will be OPEN!

Wed., January 17

2:00-3:30—MTAR Government Affairs Committee meeting

Monday, January 22

9:00-4:00—TREC Core Class at MTAR, \$45, 6 CE hours.

5:00-7:00—2018's first "6 to \$99" RPAC event, Burger Republic, \$25 minimum investment.

Tuesday, January 23

6:30-8:30 pm—2018

MTAR Installation 7 Awards Dinner, Stones River Country Club, RSVP required!

Wed., January 24

7:30-9:00 am—MTAR Prayer Breakfast, free and open to the business community. RSVP to PrayMid-dleTN@gmail.com or call 615

Pathway to Professionalism

While the Code of Ethics and Standards of Practice of the National Association establishes objective, enforceable ethical standards governing the professional conduct of REALTORS®, it does not address issues of courtesy or etiquette. Based on input from many sources, the Professional Conduct Working Group of the Professional Standards Committee developed the following list of professional courtesies for use by REALTORS® on a voluntary basis. This list is not all-inclusive, and may be supplemented by local custom and practice.

I. Respect for the Public

1. Follow the "Golden Rule": Do unto other as you would have them do unto you.
2. Respond promptly to inquiries and requests for information.
3. Schedule appointments and showings as far in advance as possible.
4. Call if you are delayed or must cancel an appointment or showing.
5. If a prospective buyer decides not to view an occupied home, promptly explain the situation to the listing broker or the occupant.
6. Communicate with all parties in a timely fashion.
7. When entering a property ensure that unexpected situations, such as pets, are handled appropriately.
8. Leave your business card if not prohibited by local rules.
9. Never criticize property in the presence of the occupant.
10. Inform occupants that you are leaving after showings.
11. When showing an occupied home, always ring the doorbell or knock—and announce yourself loudly before entering. Knock and announce yourself loudly before entering any closed room.
12. Present a professional appearance at all times; dress appropriately and drive a clean car.
13. If occupants are home during showings, ask their permission before using the telephone or bathroom.
14. Encourage the clients of other brokers to direct questions to their agent or representative.
15. Communicate clearly; don't use jargon or slang that may not be readily understood.
16. Be aware of and respect cultural differences.
17. Show courtesy and respect to everyone.
18. Be aware of—and meet—all deadlines.
19. Promise only what you can deliver—and keep your promises.
20. Identify your REALTOR® and your professional status in contacts with the public.
21. Do not tell people what you think—tell them what you know.

Training & Educational Choices for MTAR Members!

JANUARY CE CLASSES

Jan. 10-12—New Member Orientation classes, MTAR

Jan. 10-11—RealTracs classes, 10:00-12:00 and 12:30-2:30 each day, register online at www.realtracs.net

Jan. 18-19—Appraisal Institute training, contact Freda Dean, fredardean@gmail.com

Jan 31-Feb 6—Broker Management Class, 30 CE hours, \$250 per person

Coming in 2018!



Save 20%
on your real estate education today!
Just enter promo code **JANUARY20** at checkout.

The CE Shop

Enroll today:
<http://mtar.theceshop.com/>
Promotion expires January 31, 2018

The CE Shop

Online Continuing Education

The best way to renew your real estate license. [LEARN MORE](#)

DIG DEEP, DOWN TO THE CORE!

TREC Core Class

Monday, Jan. 22, 2018
9 am - 4 pm

MTAR
311 Butler Drive, Murfreesboro
6 CE - \$45

TREC RULES | ADVERTISING | PROPERTY MGMT
CONTRACTS | ESCROW | COMMERCIAL | DISCLOSURE

TO SIGN UP,
[HTTP://WWW.MTAR.ORG/FILES/EDUCATION/FORMS](http://www.mtar.org/files/education/forms)
[/MTAREDUCTIONREGISTRATIONONLINE.HTML](http://mtareducationregistrationonline.html)

TREC OFFICE BROKERAGE MANAGEMENT COURSE

Be your own Broker ~ Run your own firm or team!



TREC requires this 30 hour Brokerage Management course as a portion of the required 120 hours of real estate classroom education prior to completing the application for the Broker exam. Students will evaluate & review components of a business plan. This course will cover law, deeds, agency, management, planning, training, finance & growth analysis. Remember, There is NO CE credit for this class. To be eligible to take this course, candidates must have held an active license that meets at least one of the following criteria:

- Twenty-four (24) months actively licensed, if licensed as an affiliate broker on or before May 12, 1988
- Thirty-six (36) months actively licensed, if licensed as an affiliate broker after May 12, 1988
- Twenty-four (24) months actively licensed, if the candidate has a baccalaureate degree with a major in real estate

All the materials you need are provided, so register today!!!

Dates: Jan. 31—Feb. 6, 2018

Time: 9:00 am to 4:00 pm each day
Place: MTAR office in Murfreesboro, TN

Cost: \$250 members, \$100 to audit class (must bring own book)

Instructor: Robert Morris, ITI, ABR, CRS, CRB

Weather Notice:

MTAR follows the Murfreesboro City Schools weather policy. If the City Schools are closed for inclement weather, classes are cancelled and the office will likely be closed.

ATTENDEE COURSE REGISTRATION INFORMATION

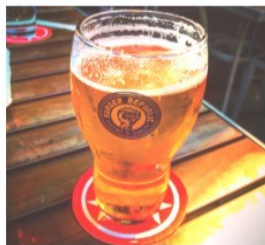
Name: _____
Firm Name: _____
License #: _____ Contact #: _____
Email Address: _____
Association: _____
PAYMENT OPTIONS: Cash Check MC/VISA/Disc
Credit Card #: _____
V-Code: _____ Billing Zip Code: _____ Exp Date: _____
Number on billing street address: _____
(Example: If billing address is 311 Butler Drive, you write 311 in blank)
Signature: _____



Please Make Payment Payable To:
MTAR
311 Butler Drive
Murfreesboro, TN 37127
(615) 893-2242 / Fax #: (615) 893-2250

Course Provider: Robert Morris Seminars, Inc
Sponsor #: RF1235 Course #: 2320

RPAC'S "6 TO \$99" 2018 KICKOFF



Burger Republic
 1500 Medical Center Parkway
 Murfreesboro, TN 37129



RPAC'S first "6 to \$99" social series for 2018 kicks off at Burger Republic on Monday night, January 22 from 5 PM– 7 PM. For a \$25 RPAC investment you'll get to enjoy mouthwatering beers and a juicy burger and fries. Plus, your investment is helping RPAC to continue to be the strong voice needed with our lawmakers on a local, state and national level. An RPAC investment is truly REALTOR job insurance.

RSVP now to Government Affairs Director, Clint Nadeau - clint@mtar.org
 615.893.2242



An Investment in RPAC = REALTOR Job Insurance

Contributions are not deductible for income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. You may refuse to contribute without reprisal and the National Association of REALTORS® or any of its state associations or local boards will not favor or disfavor any member because of the amount contributed. 70% of each contribution is used by your state PAC to support state and local political candidates. Until your state PAC reaches its RPAC goal 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a; after the state PAC reaches its RPAC goal it may elect to retain your entire contribution for use in supporting state and local candidates.

2017 REALTOR® OF THE YEAR NOMINATION FORM

This award is designed to recognize those members in our Association that have excelled as a professional, led by example, and exemplify the commitments required of a REALTOR® for this year. MTAR members will be recognized for contributions to their profession, their company, their community, and the association this year. Achievements in education, community service, and participation in association activities are key components of the individual's recognition.

DEADLINE FOR NOMINATIONS: January 12, 2018
Email completed form to Candy@mtar.org

NOMINEE'S NAME: _____

COMPANY: _____

1. Involvement in Middle Tennessee Association of REALTORS, TAR, and NAR this year (30%):

2. Example(s) of Excellence in our Profession (Achievements and/or Accomplishments) by this REALTOR® (35%):

3. Example(s) of Civic or Community Involvement that reflects positively on the REALTOR® and/or our organization (35%):

4. Comments: _____

Nominated by: _____

Date: _____

(Multiple nominations are not required for the same person; quantity of nominations is not an essential consideration.)
When nomination is submitted to MTAR, please be sure you receive a confirmation receipt from Candy to ensure nominee's form is included in the review process.

2017 REALTOR® of the Year and Rookie of the Year nomination forms are also available on our website—mtar.org Awards will be presented at our annual Installation program on January 23, 2018, 6:30-8:30 pm at Stones River Country Club.

Online nomination form: <http://mtar.org/realtor-of-the-year-nomination-form>

<http://mtar.org/rookie-of-the-year-nomination-form>

Two
Special
Events!

Save the Date

January 24, 2018

7:30 — 9:00 AM

PRAY 2018

Community Prayer Breakfast

We will join together to kick off 2018 with time together over Breakfast, Music, Speaker, and Prayer for the New Year. Please mark your calendars now to come and join us.



Hosted by

Middle Tennessee Association of Realtors
311 Butler Drive | Murfreesboro, Tennessee | 37127

(RSVP — please email PrayMiddleTN@gmail.com or text 615.642.4050)

Register today for the 2018 REALTOR® Broker Summit and receive advance registration for REBarCamp Nashville.

[View email in browser](#)



NATIONAL
ASSOCIATION of
REALTORS®



2018 REALTOR®
BROKER SUMMIT
APRIL 4-5 - NASHVILLE, TN



Early bird registration is now open for the 2018 REALTOR® Broker Summit, NAR's premier broker event! Seating is limited, so secure your spot today.



Register now through January 10, and receive a special promo code in your confirmation email to access advance registration for REBarCamp Nashville before it opens to the public on January 11.

REGISTER NOW >

About the Event

The 2018 REALTOR® Broker Summit will offer an incredible two days of learning, forward-looking insights, and networking! Learn from and collaborate with industry experts, tech entrepreneurs and top brokers who understand your business and offer real, actionable ways to position your brokerage for success.

Visit www.NAR.realtor/BrokerSummit to learn more about the REALTOR® Broker Summit (April 4-5) and REBarCamp Nashville (April 6), and stay connected with NAR on the latest speaker line up and event updates.

Middle Tennessee
Association of
REALTORS®

311 Butler Drive
Murfreesboro, TN 37127
Phone: 615-893-2242
Toll Free: 877-893-2242
Fax: 615-893-2250
Toll Free Fax: 877-893-2250



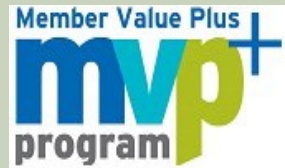
- 10-Jan Donna Jobe
- 10-Jan Bobbi Bryant
- 10-Jan Lisa Stacey
- 10-Jan Bobby Bush
- 11-Jan Jim Adcock
- 11-Jan Melissa Wilson
- 12-Jan Linda Dillon
- 12-Jan Tara Engel
- 12-Jan Chanda Fowler
- 12-Jan Michael Osborne
- 13-Jan Ramsey Hall
- 13-Jan Bruce Todd
- 13-Jan Rhessa Orr Hanson
- 13-Jan Nancy Roark
- 13-Jan Monica Pittard
- 13-Jan Jared Piper
- 14-Jan Diana Collier
- 14-Jan Ron Couey
- 14-Jan Sandy Knight
- 14-Jan Julee Grosch
- 14-Jan Jeremy Ethridge

MTAR MEMBER BULLETIN BOARD

YOUR OFFER DATES: *January 1-15, 2018*

YOUR ACTION: *Send a Mini Property Report from RPR Mobile*

YOUR REWARD: *Tech Trends 2017: Smart Home Products to Watch Webinar-Download, plus a chance to win an Apple Watch Series 3.*



Go to <http://blog.narrpr.com/rpr-mobile-mvp/>

RPR Mobile™ combines the power of your phone with the strength of RPR. Easily search properties, create and send branded reports, and view local market statistics, anytime, anyplace.

Submit an RPRMini Property Report via your iOS or Android device between January 1, 2018, and January 15, 2018, by clicking on the link above. Then, look for a confirmation email that will include a coupon code with instructions on how to download your booklet.

One randomly selected MVP participant who successfully completes the action by January 15, 2018, will receive an Apple Watch Series 3. Winner will be selected January 22, 2018, and notified via email within 24 hours.



HEAR FROM TOMMY DAVIDSON, AKA, GTT AND GET YOUR YEAR STARTED WITH SOME OF THE MOST SUCCESSFUL IDEAS.

WHEN:

Friday, January 12
11:30 a.m. - 12:30 p.m.

WHERE:

Parthenon Grille
1962 S. Church Street
Murfreesboro, TN 37130

Please RSVP by Wednesday, January 10th to Nathan Sanders
615-653-4469 | nathan.sanders@iberiabank.com

Sponsored By:



Contact your IBERIABANK Mortgage Consultant Today!
1639 Medical Center Parkway, Suite 203 | Murfreesboro, TN 37129 | iberiabankmortgage.com

Belinda Arender, Mortgage Loan Officer | NMLS #613416 | 615-416-4464 | belinda.arenders@iberiabank.com
Rhonda McCrary, Mortgage Loan Officer | NMLS #628407 | 615-419-9193 | rhonda.mccrary@iberiabank.com
Kandy Henegar, Mortgage Loan Officer | NMLS #628401 | 615-542-3068 | kandy.henegar@iberiabank.com
Jamie Steelman, Mortgage Loan Officer | NMLS #186240 | 615-238-7426 | jamie.steelman@iberiabank.com
Bryan Nale, Mortgage Loan Officer | NMLS #568916 | 615-243-3976 | bryan.nale@iberiabank.com



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