



# MTAR Member News

May 21, 2018

## NAR approves \$30 Dues Increase for 2019

The NAR Board of Directors at its meeting in Washington May 19 took a major step toward increasing professionalism in real estate by giving associations new teeth for enforcing Code of Ethics violations, and it also positioned REALTORS® for the future by adopting the association's first dues increase in eight years.

Under changes to Sections 23(j) and (n) of the NAR Code of Ethics and Arbitration Manual, local associations that choose to adopt the policy can publicize the names of members and the nature of their violations after a second violation of the Code of Ethics. They can also release a photograph of the member as part of that public disclosure.

"This is a huge shift that members have been asking for," said Colin Mullane, broker-owner of Full Circle Real Estate in Ashland, Ore. Mullane is an NAR regional vice president. "Up to this point we've been reluctant to point the finger at people who really violate the Code of Ethics. Now there are real consequences if you're a repeat offender." The stepped-up enforcement option is based on a pilot program of the California Association of REALTORS®.

In another big change, to Standard of Practice 1-7, a listing broker or agent is required to respond in writing that an offer was submitted to the seller if the cooperating broker who submitted the offer so requests. The listing broker or agent must respond in the affirmative unless the seller has provided written notification waiving the obligation to have the offer presented. "There's been real frustration by a lot of brokers, especially in busy markets, that they're not sure if their offers were even looked at," said Mullane. "That kind of thing breaks down the spirit of cooperation. This is a way to restore that." Another change, to Section 13(d) of the Code of Ethics and Arbitration Manual, clarifies the rights and role of REALTOR® principals in an ethics hearing.

"We have heard from members about strengthening professionalism, and today we took an important step forward," said NAR President Elizabeth Mendenhall. "The changes will bring invaluable benefit to consumers and allow Realtors® to serve them to the best of our abilities."

### S.M.A.R.T. Budget approved

In a major move to keep REALTORS® positioned for success into the future while ensuring NAR no longer needs to use reserves to cover expenses, the board approved a budget that sets national association dues at \$150 per year per member beginning in 2019.

That's a \$30 increase. Seventeen dollars of the increase is for REALTOR® Party advocacy programming. The remaining \$13 will fund programs such as the new Commitment to Excellence professionalism initiative, the popular forms and transaction management benefit, and upkeep of the association's buildings.

The new package of measures, called the S.M.A.R.T. Initiatives (for Strategic Measures Advancing REALTORS® to Tomorrow), was approved by NAR's Budget Review Committee in March and association leaders have been getting member feedback on them since then.

The NAR budget underwent a comprehensive review after Bob Goldberg became CEO of the association last August. The spending plan for 2019-2021 reflects more than \$2 million in annual savings, achieved by reducing association staff, cutting global travel, and making across-the-board cuts.

NAR is also realizing savings from a decision Goldberg made earlier this year to end the Advanced Multi-List Platform (AMP), formed in 2015 by NAR's wholly owned Realtors Property Resource® (RPR®) subsidiary to provide customized back-end technology services for small- to mid-size multiple listing services. The elimination of the program saves NAR \$1.7 million in 2018 and, along with other reductions at RPR®, will save \$5.25 million in 2019.

A key element of the financial blueprint involves replenishing NAR's reserves, which have fallen 45 percent since 2015. In recent years, NAR used savings to fund activities such as a popular forms and transaction management platform benefit and for creation of Upstream, an innovative data management platform for brokers.

The increase also funds needed upgrades and repairs to the association's Washington and Chicago office buildings. In addition, the board voted to establish a reserve fund to cover maintenance costs for the buildings in the future.

### REALTORS® Political Action Committee

The board heard that RPAC met more than half of its \$34.5 million fundraising goal for 2018 during the first four months of the year, and that the percentage of members who are RPAC contributors has risen to 28 percent, up from 25 percent a year ago.

### Federal policy positions

To advance NAR's efforts in Washington, the board adopted a number of tax and finance policy positions. Among them:

- Index caps on state and local tax deductions for inflation. The major tax reform law enacted last year places a \$10,000 cap on the amount of state and local tax deductions households can itemize on their return. Without indexing the cap for inflation, taxpayers will effectively see tax increases each year as inflation erodes the value of the deductions.
- Eliminate the marriage penalty in the state and local tax deduction cap. The \$10,000 limit doesn't differentiate between single taxpayers and married couples filing a joint return.
- Provide tax relief to student debt holders and employers who assist with their employees' student loan debt burdens. In addition, NAR supports policies that provide tax relief to those borrowers with forgiven student debt.
- Provide compliance relief to smaller community banks and credit unions so they can continue to offer safe and affordable mortgage credit to consumers.

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**BENEFIT**  
from  
**YOUR MEMBER BENEFITS**

**NATIONAL ASSOCIATION OF REALTORS®**  
REALTOR Benefits® Program

**GET A \$500 CASH ALLOWANCE ON SELECT VEHICLES**

**2-YEAR NO-EXTRA-CHARGE LUBE-OIL-FILTER FOR MEMBERS**

**FCA** | **NATIONAL ASSOCIATION OF REALTORS®**  
FIAT CHRYSLER AUTOMOBILES | REALTOR Benefits® Program

Official Automobile Manufacturer of the National Association of REALTORS®

CHRYSLER | DODGE | JEEP | RAM

# MTAR Calendar

## Tuesday, May 22

**1:00-2:00**—"Wood Destroying Organisms", 1 CE,  
**2:00-3:00**—"Wood Destroying Insects"  
 Sponsored by Ameri-Care Services

## Wednesday, May 23

**9:00-12:00**—"Being a Good Negotiator", 3 CE, \$25,  
**1:00-4:00**—"Terror Stories from TREC", 3 CE \$25. Both classes for \$45, save \$5!  
 Sponsored by Red-

stone FCU.

## Thursday, May 24

**9:00-1:00**—"How To Fire Your Client", 4 CE, \$30  
**2:00-4:00**—"Auctions for REALTORS", 2 CE, \$15

## Friday, May 25

**9:00-1:00**—"Putting the Pieces Together", Contract Writing and the Code of Ethics, \$30, 4 CE, MTAR

**Monday, May 28**  
**MTAR closed for Memorial Day Holiday!**

**Tuesday, May 29**  
**9:00-1:00**—THDA Great Start Loan Program, \$30, 4 CE, MTAR office



Remember your sacrifice today & every day on this memorial day.....

**THANK YOU!**

## Thursday, May 31

**1:00-3:00**—MTAR Member Event! Tour the Nissan Motor Manufacturing Plan in Smyrna. You must register and sign for admission. Only 20 seats left!

June 6, 2018

Indian Hills Golf Course

41<sup>ST</sup> ANNUAL

## BILL CAREY REALTOR® GOLF SCRAMBLE

### PLAYER REGISTRATION

Team: \_\_\_\_\_  
 Name: \_\_\_\_\_  
 Name: \_\_\_\_\_  
 Name: \_\_\_\_\_  
 Name: \_\_\_\_\_

### TEAM - \$400 OR \$100 PER PLAYER

Total: \$ \_\_\_\_\_ Check # \_\_\_\_\_  
 Visa/MC# \_\_\_\_\_  
 Exp. Date \_\_\_\_\_ V-Code \_\_\_\_\_  
 Address: Street # \_\_\_\_\_ Zip Code \_\_\_\_\_  
 Email: \_\_\_\_\_  
 Signature: \_\_\_\_\_

Payment for the Bill Carey REALTOR® Golf Scramble must accompany registration, or payment for entire team received at the check-in table prior to playing.



Email your registration to wayman@mtar.org or fax to (615)893-2250.  
 For more information, Call (615)893-2242.



Bill Carey says: BRING YOUR CHECKBOOK OR CREDIT CARD!

### MTAR SILENT AUCTION!

Bid on this Fender Squier Telecaster in Metallic Gray, autographed by CMA & Grammy winner Brad Paisley!

Also, an autographed 8x10 cover photo, plus great gifts for everyone, including:

- Peyton Manning memorabilia
- Tennessee Vols memorabilia
- Arnold Palmer memorabilia
- The Maters memorabilia
- ...and more!

### BENEFITING



American Diabetes Association



MTAR Scholarship Fund

The American Diabetes Association's mission is to prevent and cure diabetes and to improve the lives of all people affected by diabetes. Diabetes affects the lives of nearly 26 million children and adults and another 76 million with pre-diabetes in the United States.

The Bill Carey Golf Scramble provides financial assistance to deserving students in the MTAR eight-county area. These scholarships are for incoming freshman students and may be used for any expenses that they may incur. The student must attend an accredited 2-year or 4-year university or college, physically located within the eight MTAR counties.

# Sign Up Today!

We also have a **FABULOUS Silent Auction** for **EVERYONE** to attend!  
**Bid on these & other GREAT gifts!**

- Peyton Manning Signed UT Mini Helmet wPhoto \$550.00
- Arnold Palmer Autographed Collage \$550.00
- Derrick Henry Autographed Collage \$450.00
- Stan Musial Autographed Ball with Photo Base \$395.00
- Victor Espinoza Autographed American Pharaoh \$395.00
- Earnhardt Sr - Sheet Metal & Tire Swatch \$175.00
- Johnny Cash & Elvis Presley \$175.00
- Jack Nicholson \$140.00
- Rivalries at Augusta \$160.00
- Palmer & Nicklaus "Smokin" \$175.00
- Tiger & Jordan "Golfing" \$90.00 \$130.00
- History of Peyton Manning \$125.00 \$175.00
- History of the Atlanta Braves \$112.00 \$160.00
- Tennessee Neyland Stadium - "Spotlight" \$160.00
- Legends of Augusta \$160.00

(OPENING BIDS LISTED)

**PLUS— a Fender Squier Guitar SIGNED BY CMA AWARD WINNER BRAD PAISLEY!**

**EVEN IF YOU AREN'T A GOLFER, YOU CAN BID AND BUY THESE GREAT SPORTS GIFTS!**



# Training & Educational Choices for MTAR Members!

## MAY CE CLASSES

**May 21-25—CRAM WEEK!** 24 CE hours in one week at MTAR!

**May 22—** Two 1-hour CE classes! Wood Destroying Organisms, and Wood Destroying Insect Inspections, 1:00-2:00 & 2:30-3:30 at MTAR, both for \$15, MTAR

**May 23—**9:00-12:00, “Being a Good Negotiator”, 3 CE, \$25 and 1:00-4:00, “Terror Stories from TREC”, 3 CE, \$25 - or both for \$45, MTAR

**May 24—**9:00-1:00, “How to Fire Your Client”, 4 CE, \$30 and 2:00-4:00, “Going, Going, GONE! Selling with Auctions”, 2 CE, \$15, MTAR

**May 25—**9:00-1:00, “Putting the Pieces Together”, 4 CE, \$30, MTAR

**SAVE 20%**  
on your real estate education today!  
Just enter promo code **MAY20** at checkout.



**The CE Shop**

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



## GONE! Selling With Auctions!

**REALTORS® & AUCTIONEERS—**  
Working Together, Selling More, Earning More



### SELLING AT AUCTION

Earn Commission By Referring Real Estate To Auction



- Auctioneers can pay a referral fee or split commission (like selling on MLS) on any property sold at Auction!
- Find an Auctioneer you know, like and **TRUST** Most Auctioneers are willing to work with Realtors.
- Find an Auctioneer who is completely transparent.
- Auctioneers like Mortgage Lenders, Closing Companies, Home Inspectors & Repairman... Are not all the same!
- Auctioneer/Realtor are on the same team, working to get the most for their seller.
- Ask for a compensation agreement.

**Thursday, May 24, 2018**

**2:00-4:00 pm at MTAR**

**2 CE credits—\$15**

**Register online at MTAR website:**

<http://mtar.org/education-registration>



## CRAM WEEK - May 21-25

**Monday, May 21 -**



**TREC Core Course 9:00-4:00**  
MTAR office, \$45, 6 CE

**Tuesday, May 22 -**



**Wood Destroying Organisms 1:00-2:00 PM**  
MTAR office, \$10, 1 CE

**Wood Destroying Insect Inspections 2:30-3:30**  
MTAR office, \$10, 1 CE Sponsor:

*Take both classes for only \$15-save \$5*

**Wednesday, May 23 -**



**Being a Good Negotiator, 9:00-12:00 noon**  
Coffee Co. Adm. Bldg., Manchester, \$25, 3 CE

**Terror Stories for TREC, 1:00-4:00 pm**  
Coffee Co. Adm. Bldg., Manchester, \$25, 3 CE

*Take both classes for only \$45-save \$5*

**Thursday, May 24 -**



**How to Fire Your Client, 9:00-1:00 PM**  
MTAR office, \$30, 4 CE

**Going, Going, GONE-Selling with Auctions,**  
2:00-4:00 MTAR office, \$15, 2 CE

**Friday, May 25 -**



**Putting the Pieces Together - Ethics & Contracts**  
9:00-1:00, MTAR office, \$30, 4 CE

**REGISTER TODAY!**

<http://mtar.org/education-registration>

## WOOD-DESTROYING ORGANISMS

**Tuesday, May 22**

1:00-2:00 PM  
1 CE - \$10

MTAR - 311 Butler Drive

**Take both classes for \$15!!**

**Tuesday, May 22**

2:30-3:30 PM  
1 CE - \$10



## WOOD DESTROYING INSECT INSPECTIONS

Register now at  
<http://mtar.org/education-registration>





Tennessee- 2017 RPAC President's Cup honoree. Thank you RPAC investors!



MTAR representatives met with U.S. Rep. Diane Black to discuss issues vital to property owners and real estate.



MTAR representatives meeting with U.S. Rep. Scott DesJarlais in D.C.

Last week, several MTAR staff and realtors visited Capitol Hill in D.C. to discuss the importance of net neutrality, tax policies that benefit property owners, the renewal of the National Flood Insurance Program (NFIP), and access to fair and affordable housing for all. MTAR RPAC and Government Affairs Committees advocate for our realtor family. We let our policy makers know that home ownership isn't a special interest, it's a common interest!



Early Bird Registration Discount through July 24—\$225 for members;  
 Hotel accommodations at the Holiday Inn Downtown-Knoxville  
<https://tarportal.ramcoams.net/Meetings/Registration>

MAY 23, 2018 - TWO NEW CE CLASSES!

# Being a good Negotiator

9:00-12 noon 3 CE \$25

# TERROR STORIES FROM TREC!

1:00-4:00 pm 3 CE \$25

Coffee County Administration Bldg. - Manchester  
 Register Now!  
<http://mtar.org/education-registration>

## How to FIRE Your Client!

Thursday, May 24 9:00-1:00 MTAR \$30 4 CE

*For those SPECIAL folks that drive us crazy, how to get out with your Ethics and Sanity intact! Bill Marquette, Instructor, will share tips and ideas that lift that load from you. Read more about this from his book, available on Amazon - "The Elements of Selling" by William Marquette*

We found the missing piece

## PUTTING THE PIECES TOGETHER

FRIDAY, MAY 25, 2018  
 9:00-1:00, MTAR 4 CE \$30  
 RANDA DAWSON, INSTRUCTOR

Register online today!  
<http://www.mtar.org/files/Education/Forms/MTAREducationRegistrationOnline.html>



**Middle Tennessee  
Association of**

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



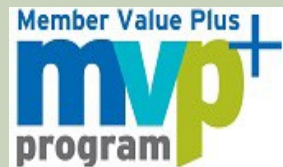
- 20-May Bobbie Jo Brewster
- 20-May Melinda L. Lawson
- 20-May Libby Moss
- 20-May Anita Findlay
- 20-May Vickie Tidwell
- 21-May Darlene Edwards
- 21-May Debbie Goodwin
- 21-May Julie Perkins
- 21-May Catherine H. Cleveland
- 21-May Falan Greenway
- 22-May Isaac Zimmerle
- 22-May Tommy Davidson
- 22-May Rusty Matz
- 22-May Danny Ward
- 23-May Kelley Ammon
- 23-May Colleen Tong
- 23-May Brian Clark
- 23-May Heather Franks
- 23-May Aleah Armstrong
- 24-May Bill Green
- 24-May Emily Flanders
- 24-May David Alford
- 24-May Rhonda Rowland
- 24-May Bryon Griffith
- 25-May Leeann Fairbanks
- 25-May John Leighton Keele
- 25-May Cheryl Addington
- 25-May Tamara Mosley
- 26-May Chris Hawkersmith
- 26-May Greg Sitz
- 26-May Thomas Duff
- 26-May Jayme Cleveland
- 26-May Tate Huffman
- 26-May Jeramie Taber

**MTAR MEMBER BULLETIN BOARD**

**YOUR OFFER DATES: May 16-30, 2018**

**YOUR ACTION: Be an MVP when you sign up for the MVP eNewsletter**

**YOUR REWARD: How to Navigate and Maximize Facebook to Bring You More Business—webinar, PLUS a chance to win an Apple Watch Value—\$29.95 for Webinar; \$399 for Watch**



Become an MVP and earn business boosting rewards! Be the first to hear about new MVP offers by subscribing to the MVP Newsletter. The Newsletter is delivered to your email each time a new MVP offer launches allowing you to easily see and act on the new offers as they come out. Being an MVP is easy, and by subscribing to the MVP newsletter you are one step closer to earning valuable rewards!

Follow these easy steps to subscribe to MVP offers, and receive bi-monthly information on the Actions and Rewards provided through the MVP Program.



• MTAR MEMBER TOUR EVENT •

# NISSAN PLANT

SMYRNA, TN - EST. 1983

**Thursday, May 31 - 1:00 pm**

**Tour Limited to 40! RSVP Now!**

RSVP to  
[Arndt@mtar.org](mailto:Arndt@mtar.org)

Tour begins promptly  
at 1 PM

Parking Pass Needed



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SOMEONE SAID THANKS; WE SAY

## WELL DONE!

YOU HAVE BEEN RECOGNIZED FOR LIVING THE GOLDEN RULE!  
WE ARE PLEASED TO PRESENT YOU THIS "GOLDEN RULE(R)!"

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Have you received YOUR 2018 Golden Rule(r) yet? 20 of your friends have! Send one; get one ~ share the GOOD news about professionalism & great service! Go to the MTAR website, click on the box on the front page, and send it in. We will get them out to the brokers or Affiliate leader for presentation.