

# MTAR Member News

August 13, 2018



## Inside this issue:

MTAR Calendar, Affiliate Spotlight, Golden Rule Program	2
Education Calendar, The CE Shop, RealTracs Class in Shelbyville, Cram Week in August	3
CRS Luxury Home class, Judge & Jury I & II, NAR Ethics class	4
RPAC Glo-Golf Putt-Putt Contest in Tullahoma	5
National Night Out School Supplies drive, Manchester Golf Scramble Sept. 20	6
Broker Open House this Wednesday, Thursday is ELECTION DAY!	7
Member Birthdays, NAR MVP Offer, 2019 Dues Pre-Pay Plan for You!	8

PLEASE JOIN US FOR THE 2018  
MIDDLE TN ASSOCIATION OF  
REALTORS



# Hall of Fame & Designation Luncheon

AUGUST 23, 2018  
11:30-1:00 MTAR  
RSVP TO  
ARABELLE@MTAR.ORG  
615-893-2242

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**SILVER SPONSORS**






**25 Years**— Scott Abernathy, Lory Breckler, Vanessa Coe, Pat Creech, Richard Dillon, Dan Elam, John Goodman, John C. Jones, III, J.D. Oliver, Douglas Pipes, William Ritter, Joe Swanson, Jr., Carolina Watkins, Sherie Westerfield, Debra York, Jennifer Young, Debbie Young

**30 Years**— Scott Boles, Dick Casada, Rex Creviston, Steven Howell, Joe Lester, Janet Mills, C.D. Digger Poindexter, Felita Smotherman, Mike Stubblefield, Stan Vaught

**35 Years**— Rita Ash, Janice Carlton, Mary Hale, Tom Jackson, Pat Lane, Rod Lilly, Wickey Parker, Gaylon Perry, Billy Philpott, Jim Thomas, Millie Walker, Courtney Yates

**40 Years**— Ronny Burks, Jeff Peck, Mike Scoggin, James Warren

**45 Years**— Jim Adcock, Tim Durham, Bob Lamb, Pat Lee, Jerry Shelton

**50 years**— **Bill Carey, Paul Marcum, Charlie Teasley**

**51 Years**— **Grady Guntharp**

**53 Years**— **Charles Miller**

**54 Years**— **Scott Shapard**

**60 Years**— **Raymond C. Pedigo**

**FAIR HOUSING FOR ALL**

**BEFORE THE FAIR HOUSING ACT**

**THE HISTORY OF FAIR HOUSING RIGHTS**

1789 **Private Property Rights**  
The Amendment to the Constitutional protects property rights. Slavery, court cases and legislation denied these rights to African Americans, Latinx, Asian Americans and other minorities.

1866 **The Civil Rights Act of 1866**  
Provides that all citizens have the same rights to real property as white citizens. Court cases, segregation laws and racism defined during these years rights.

1917 **Racial Zoning Outlawed**  
The Supreme Court ends zoning based on race. Property owners, real estate brokers and local governments enforce deed restrictions based on race and religion. Laws and practices continue to deny property rights based on race.

1948 **Restrictive Covenants Not Enforceable**  
The Supreme Court ends federal court enforcement of racially restrictive covenants. A growing fair housing movement causes first fair housing laws in New York City and Colorado in the 1950s.

**1968 FAIR HOUSING ACT**

1968 **FAIR HOUSING ACT**

NAR firmly believes in equal opportunity in housing. No person of this country should have the right to own or purchase either of these developments if race, color, religion, sex, handicap, familial status, national origin, sexual orientation or gender identity. Enforcement: those rights should not be denied because of race or color, ethnic, racial or religious prejudices in any different case.

# MTAR Calendar of Events

**Monday, August 13**  
**9:00-12:00**—NAR Ethics Course, MTAR, 3 CE, \$25

**Tuesday, August 14**  
**10:00-1:30**—  
RealTracs training in Shelbyville, register online at RealTracs

**Wed., August 15**  
**10:00-12:00**—"Judge & Jury-Part 1", 2 CE, \$15, MTAR

**1:00-3:00**—"Judge & Jury-Part 2", 2 CE, \$15, MTAR. Take both classes for \$25, Todd Sholar, Instr.

**2:00-3:00**—Govt. Affairs Cte. Meeting, MTAR

**Thursday, August 16**  
**8:00-5:00**—CRS class, "Succeeding in the Luxury Home Market," 8 CE, \$125—1/2 price CRS/RRC membership fee!

**Friday, August 17**  
**8:00-10:00**—"Leads to Succeed", 2 CE, \$15, Christopher Wilson, Inst., MTAR

**10:30-12:30**—"Lending & Finance for Real Estate Professionals," 2 CE, \$15, Bruce Simms, Instr., MTAR

**Monday, August 20**  
**7:30-6:30**—2019 Strategic Planning Day—Broker visits throughout the day!

**Tuesday, August 21**  
**2:00-3:00**—Education Committee meeting, MTAR

**Wednesday, Aug. 22**  
**2:30-4:00**—MTAR Nominating Cte. Mtg.

**Thursday, Aug. 23**  
**11:30-1:00**—Hall of Fame & Designation Recognition Luncheon, MTAR, 55 Honorees

**Monday, Sept. 3**  
Labor Day Holiday—MTAR Closed!

Have you received YOUR 2018 Golden Rule(r) yet? **33** 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.



For the more than 75 years, the experts at Roscoe Brown have done more than give individuals and businesses the finest in home comfort. We've given them peace of mind.

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## Training & Educational Choices for MTAR Members!

### AUGUST CE CLASSES

August 13—NAR Ethics Course, 9:00-12 noon, MTAR, 3 CE hrs., \$25

August 14—RealTracs Training, 2 classes, 3 CE, First Community Bank, Shelbyville, register online at [www.realtracs.net](http://www.realtracs.net)

August 15—Judge & Jury, Part 1 & 2, 2 CE hours each, \$15 for one, \$25 both

August 16—CRS/RRC Designation class! Succeeding in the Luxury Market”, Gee Dunsten, Instructor. 8 CE, \$125, 8:00-5:00, MTAR

August 17—”Leads to Succeed”, 2 CE, \$15, 8:00-10:00; “Lending & Finance for the Real Estate Professional,” 2 CE, \$15, 10:30-12:30, MTAR

Amazing August Sale!  
Save 20% all month!

Purchase your online real estate education with The CE Shop

promo code: AUGUST20

The CE Shop

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

Leads to Succeed?

Friday, August 17  
8:00-10:00 AM  
2 CE \$15 MTAR

Sponsored by:  
 Legacy

Christopher Wilson, Instructor

The Success Guide—  
from What is a Lead to How do I Dominate?

Lending & Finance for the Real Estate Professional

Sponsored by:  
 Legacy

Friday, August 17  
10:30-12:30 2 CE  
\$15 or both classes for \$25  
Bruce Simms, Instructor

Fabulous Friday Classes  
 New classes—New Instructors—New Ideas for Success

*Succeeding in the Luxury Home Market*

*Thursday, August 16 - 8:00-5:00*  
*8 CE hours - \$125 - Gee Dunsten, Instr.*

MTAR - 311 Butler Drive, Murfreesboro, TN  
 Register now - <http://mtar.org/education-registration>

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**SILVER SPONSORS**

PLEASE JOIN US FOR THE 2018  
 MIDDLE TN ASSOCIATION OF  
 REALTORS

*Hall of  
 Fame &  
 Designation  
 Luncheon*

AUGUST 23, 2018  
 11:30-1:00 MTAR  
 RSVP TO  
 ARABELLE@MTAR.ORG  
 615-893-2242

WEDNESDAY, AUGUST 15, 2018

**JUDGE & JURY,  
 PART 1 & 2**

Here's Your Chance! Real Estate Issues-You Decide!

**10:00-12 NOON &  
 1:00-3:00 -  
 MTAR OFFICE  
 2 CE EACH**

Todd Sholar, Instructor  
 \$15 each class, or both for \$25

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



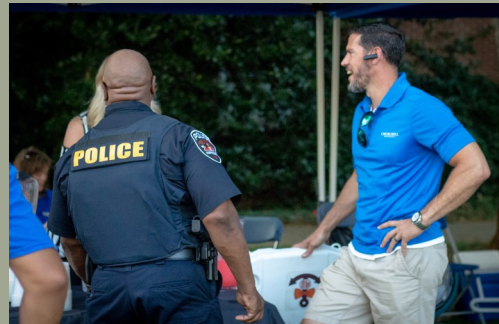
Last week, the U.S. Senate just passed an extension of the National Flood Insurance Program! That means the Call For action is over until November.

Thank you to all MTAR members who participated in the Call For Action! You helped drive REALTOR actions on this CFA! Nationally, here is what REALTORS did:

- Your efforts and the grassroots outreach of over 128,000 REALTORS helped ensure that the National Flood Insurance Program (NFIP) did not lapse.
- Congress received over 422,000 emails (House and Senate messages) in support of extending NFIP and today, that effort paid off!

The next NFIP Call For Action is coming up in November 2018. Be sure to look out for an email from Government Affairs Director, Clint Nadeau about participating in the Call For Action. Our association goal is 20%. Please spread the word to your colleagues so we can meet our goal!

# MTAR and National Night Out—School Supplies Success



## Near Me Search

Need to check what's for sale in your vicinity? Easy! Simply enter the criteria of what you want to look for (price, bedrooms, etc.), tap the blue arrow to set your location and then the blue **Search** button at the bottom.

RealTracs' mobile site will find all the listings around you that match. Search for "Near Me" listings by price, property status, beds or baths, and much more. You can even search for open houses close by!

Search for Listings

Basic Search    Advanced Search

Property Type  
 Residential    Condominium    More ▾

Listing Status (multiple)  
 Active ▾

Location  
 City, County, School, Zip or MLS #

Price  
 \$ 0    Max

Beds  
 0    Max

Baths  
 0    Max

Search



Presented by  
**AMERICARE SERVICES**  
**FIRST COMMUNITY MORTGAGE**  
**TENNESSEE NATIONS TITLE**

# 13th Annual REALTOR® Charity Golf Scramble

**THURSDAY, SEPTEMBER 20, 2018**  
**WILLOWBROOK GOLF CLUB, MANCHESTER, TN**  
**LUNCH 11:30AM SILENT AUCTION ALL DAY**  
**1:00PM SHOTGUN START**

Benefitting  
**Blue Monarch**  
**Coffee Co. Child Advocacy Center**  
 and the  
**MTAR Scholarship Fund**



## Sponsorship Agreement

Company Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Contact: \_\_\_\_\_ Phone: \_\_\_\_\_  
 Email: \_\_\_\_\_ MTAR Contact \_\_\_\_\_

_____ Winners Circle Sponsor (2) \$500	_____ Towel Sponsor \$500 <i>Logo on Towels</i>	_____ Putting Contest (2) \$250
_____ Scoreboard Sponsor \$500	_____ Lunch Sponsors (3) \$350	_____ Tee Box Sponsors (4) \$250 <i>Tent opportunity at tee box</i>
_____ Drink Cart Sponsors (3) \$500 <i>Logo on cart &amp; 2 reps to ride</i>	_____ Driving Range Sponsor \$300	_____ Skill Hole Sponsors (4) \$200 <i>Tent opportunity at hole</i>
_____ Cooler Bag Sponsor \$500 <i>Logo on cooler bags</i>	_____ Silent Auction Sponsor (2) \$300	_____ Hole Sponsors \$100 <i>Signage on Course &amp; Banners</i>
_____ Hat Sponsor \$500 <i>Logo on vented ball caps</i>	_____ After Party Sponsors (2) \$250 <i>Signage in Clubhouse</i>	

## Method of Payment

Check attached       Invoice (due by 9/14/2018)       Visa/MasterCard/Discover

Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

V-Code (3-digits): \_\_\_\_\_ Billing Street # \_\_\_\_\_ Zip Code \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

By completing this sponsorship form, I  
 commit for the event & sponsorship.

All fees and payments due by  
September 14, 2018.

**Initial here to acknowledge**

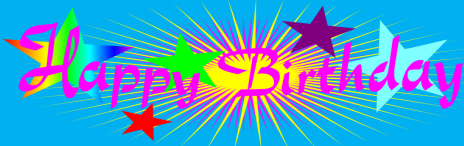
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Please complete and submit to:  
 Candy@mtar.org or Fax (877)893-2250  
 Middle Tennessee Association of REALTORS® 311 Butler Dr., Murfreesboro, TN 37127 | Phone (615)893-2242

Photo by  
 Chuck Nease

Middle Tennessee  
Association of

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



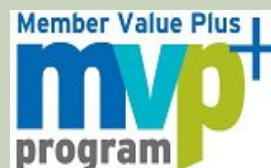
12-Aug Anna Farris  
12-Aug Tom Smith  
12-Aug Delora Massengale  
12-Aug Chase Thompson  
13-Aug Chuck Shaw  
13-Aug Phon Kamphouthasak  
14-Aug Tom Jackson  
14-Aug John Goodman  
14-Aug Lisa Jo Burke  
14-Aug Raven S. England  
15-Aug Chip Montgomery  
15-Aug Cindy Cook  
15-Aug Laura Jones  
15-Aug Angela Plunkett  
15-Aug Grace Tant  
15-Aug Daryl Duncan  
15-Aug June Weber  
16-Aug Victoria Gandara-Hinson  
16-Aug Michael S. Lee  
16-Aug Vonda Jones  
16-Aug Courtney Rutherford  
16-Aug Jackie McKee  
16-Aug Tori Young  
16-Aug Emily Sanchez  
16-Aug Wilson Curtis  
17-Aug Glenn Strode  
17-Aug Roger Gray  
17-Aug Jamie Warren  
17-Aug Patrick Woerner  
18-Aug Bud Seaton  
18-Aug Mitzi Gardner  
18-Aug Karen Pfluge  
18-Aug Jantrice Johnson  
18-Aug Kristy Lee Campbell

## MTAR MEMBER BULLETIN BOARD

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

**YOUR ACTION: Purchase the online ABR Designation course**

**YOUR REWARD: \$25 Amazon Gift Card  
Digital Download Value: \$25**



Register for NAR's Accredited Buyer's Representative (ABR®) Designation Online Course through the Center for REALTOR® Development between August 1-15. Develop the skills and resources you need to succeed as a buyer's representative!

Upon purchasing the online course, you'll receive an email within 48 hours with information about how you will be receiving your \$25 Amazon Gift Card!

## SentriLock Renewals Start Now! Online Payment Makes It EASY!

By now, you should know that your SentriLock Service is up for renewal and must be paid by 08/31/18 to continue the service. Prior emails have stated that you can request an invoice to make payment or sign up for the MTAR 2019 Dues Payment Plan if you are a member.

Your other option is to pay ONLINE at the National Association of REALTORS. The email sent to you on 07/26/18 outlined the steps to do this. However, due to caching of some internet browsers (Firefox, Google Chrome, Internet Explorer), following the link I provided in the prior email resulted in some HARMLESS yet unsettling issues. I assure you the site is safe to use, since NAR (nor does MTAR) keep your financial information on file. Please disregard prior steps and use the ones below. If you have any questions or issues, please let me know.

Here are the steps you need to NOW follow to pay ONLINE:

Go to [www.nar.realtor](http://www.nar.realtor)

1. From the upper right corner, choose **SIGN IN** (again, you must be registered to use this site, and know your **username and password**).
2. Choose **PAY DUES**.
3. You should now be on the **eCOMMERCE** screen and see **MENU FOR "YOUR NAME"**.
4. Choose **eMALL** (you may need to use the scroll bar to see this)
5. You should now see the only available option. **SENTRILOCK SERVICE in BLUE FONT COLOR**
6. Click the **BLUE SENTRILOCK SERVICE**.
7. Click the **BLUE SENTRILOCK 12 MONTH RENEWAL**
8. Choose "**Add to shopping cart**" - the quantity is already "1"
9. Choose "**View Cart**" - located above and to the right (below the picture of the MTAR building)
10. Choose "**Continue to Checkout**" and **enter your payment information** until the transaction is complete.

Click **HOME** and **SIGN out**. Do not just CLOSE YOUR WINDOW.