



MTAR Member News

December 3, 2018

MTAR Christmas Party this Thursday!

Save the Date

*Thursday, December 6
6:00-10:00 pm
The Grove at Williamson Place
Wilkinson Pike & Medical Center Pkwy.
Murfreesboro*

Event Sponsors

MTAR Christmas Party
Fellowship - Food - Fun - Dancing -
Photos - Prizes &
Toys for Tots Collection

RSVP to
Arabelle@mtar.org

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Please RSVP today!

Thank You to our many Sponsors!

Major Door Prizes provided by:

- Ascend FCU—RING Pro Doorbell***
- James Cash Auctions—Las Vegas Trip***
- Gateway Tires & Service—\$500 gift card***
- Guaranty Trust—55" TV with 4K UHD***
- Solomon Parks Title & Escrow—Amazon Cloud Security Cameras***

Photo Booth provided by Lawyers Land & Title Company

Join us for food, fun, dancing, networking, & lots of holiday cheer!

Directions to Event:

I-24 to Medical Center Pkwy., go to traffic light at Greshampark Drive, turn left by McDonald's. Turn left onto Wilkinson Pike. Road ends in parking area at The Grove. Parking attendants will assist you with parking. Directional signs will point the way!

FAIR HOUSING FOR ALL BEFORE THE FAIR HOUSING ACT

THE HISTORY OF FAIR HOUSING RIGHTS

1789
Private Property Rights
5th Amendment to the Constitution 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, investigation laws and locally defined zoning deny those rights.

1917
Racial Zoning Outlawed
The Supreme Court ends zoning based on race. Property owners, real estate brokers and local governments employ 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 passes first fair housing laws in New York City and Colorado in the 1950s.

1968 FAIR HOUSING ACT

NAR Early Endorsement of Equal Housing Opportunity in 1961. The Equal Housing Opportunity Act of 1968 prohibits discrimination in housing on the basis of race, color, religion, sex, handicap, familial status, or national origin. The Fair Housing Act of 1968 prohibits discrimination in housing on the basis of race, color, religion, sex, handicap, familial status, or national origin.

MTAR Calendar of Events

NOW through JAN 15
2019 MTAR Dues Invoicing Begins Today! Dues are now due and payable through Jan. 15, 2019. Check your email for the invoice notice and instructions for online payments!



Monday, Dec. 3
9:00-12 noon—NAR Ethics Class, 3 CE, \$25, Coffee Co. Adm. Bldg., Manchester
All Day—Coat Drive pickup & delivery in Coffee & Franklin Co. Contact Rex for times

Tuesday, Dec. 4
1:00-2:30—Member Services Cte mtg & tree decorating

Wednesday, Dec. 5
10:00-2:30—RealTracs training class at MTAR
1:00—2:00—RPAC Cte. Mtg., MTAR
All Day—Coat Drive pickup & delivery in Rutherford Co.

Thursday, Dec. 6
10:00-2:30—RealTracs training at MTAR
6:00-10:00 pm—MTAR Annual Christmas Party at The

Grove at Williamson Place. Toys for Tots collections & plenty of fun and fellowship!

Friday, Dec. 7
10:00-8:00—Salvation Army Bell-ringers event! Still have a few time slots open. Contact Candy to sign up for charity

Monday, Dec. 10
9:00-12:00 & 1:00-4:00—NAR Ethics class @ MTAR.

Have you received YOUR 2018 Golden Rule(r) yet? **45** 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.



METROPOLITAN ESCROW, INC

WWW.METROPOLITANESCROW.COM

Training & Educational Choices for MTAR Members!

DECEMBER CE CLASSES

December 3—NAR Ethics Class in Manchester! 9:00-12:00 noon, 3 CE, \$25, Coffee County Adm. Bldg., McArthur Street

December 10 - TWO NAR Ethics classes at MTAR! Last chance for required REALTOR training this year! 9:00-12 noon and 1:00-4:00. Register online at www.mtar.org/education-registration \$25, 3 CE

December 13—TREC Core class, MTAR office, \$45 6 CE

Broker Management Class—January 24-25, 28-30 at MTAR, \$250



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

DIG DEEP. DOWN TO THE CORE!

TREC Core Class

Thursday, December 13

9 am - 4 pm

MTAR Bldg., 311 Butler

Sponsored by
Legacy Home Loans




6 CE - \$45

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

TO SIGN UP ,
[HTTP://MTAR.ORG/EDUCATION-REGISTRATION](http://MTAR.ORG/EDUCATION-REGISTRATION)

REACH YOUR PEAK



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OLD REPUBLIC
www.orfp.com | 800.445.6999

Guaranty Trust

NAR ETHICS TRAINING

MONDAY, DEC. 3 - COFFEE CO. ADM. BLDG.
9:00-12 NOON

MONDAY, DEC. 10 - MTAR OFFICE
9:00-12 NOON OR 1:00-4:00 PM

2018 IS THE END OF THE 2-YR CYCLE!
Register Now! <http://mtar.org/education-registration>

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. 24, 25, 28-30, 2019

Time: 8:30 am to 4:30 pm each day

Place: MTAR office in Murfreesboro

Cost: \$275 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. Check our website and Facebook page for details and confirmation of changes.

ATTENDEE COURSE REGISTRATION INFORMATION

Name: _____

Firm Name: _____

License #: _____ Contact #: _____

Email Address: _____

Association: _____

PAYMENT OPTIONS: Cash Check MCVISA/Disc

Credit Card #: _____ Exp Date: _____

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
344 Butler Drive
Murfreesboro, TN 37127
(615) 893-2242 / Fax #: (615) 893-2250

Course Provider: Robert Morris Seminars, Inc
Sponsor #: RE1235 Course #: 2320



If you have not signed up for NAR's Call For Action, now is the perfect time. Receive notices on when to contact your legislators for the most impact on REALTOR issues.

As our 2018 RPAC campaign comes to a close, planning for 2019 begins. If you have an interest in how our government functions, please sign up for the Government Affairs or RPAC committees.

Our incoming chairs, Gabby Courier and Marty Davenport plan to hit the ground running and would appreciate your participation and input to reach our goals for 2019.

Contact rex@mtar.org for an application.



The dates are set for the 6 to \$99 events for 2019. **January 14, March 11, May 6, July 22, September 23 and November 18.** Save the dates. These events are always fun and the venues are unique and interesting.

Have a locale that you think would be attractive to investors? Your input is not only appreciated, but important in making plans for the upcoming year. (That includes our affiliates and sponsors).

Get involved in your association, there is no time like the present.

Committee sign up forms are available on line and at the MTAR office.

Get involved in your profession and make your voice heard.

MIDDLE TENNESSEE ASSOCIATION OF REALTORS®
COAT DRIVE
 BENEFITING LAST CALL 4 GRACE



LAST CALL 4
Grace

Coats will be collected the entire month of November. Drop off locations are listed below and all coats will be picked up on December 5th.



MTAR
 MIDDLE TENNESSEE ASSOCIATION OF REALTORS

COAT DRIVE

Entire Month of November

DROP COATS OFF AT THE FOLLOWING PICKUP LOCATIONS:

- Reliant Realty ERA Powered | 640 Broadmor Blvd, Suite 110, Murfreesboro, TN 37129
- Parks, Smyrna | 557 Sam Ridley Pkwy, Smyrna, TN 37167
- Legacy Mutual Mortgage | 500 N Walnut St, Murfreesboro, TN 37130
- Middle Tennessee Association of REALTORS® | 311 Butler Dr, Murfreesboro, TN 37127
- Northwest Exterminating | 3185 Franklin Rd, Murfreesboro, TN 37128

Bedford County: Coats will donated to Shelbyville Good Samaritan for free distribution.

- First Community Mortgage - 605 Delray St., Shelbyville, TN 37160
- Coldwell-Banker Segroves-Neese Real Estate 1708 N. Main St., Shelbyville, TN 37160
- Craig & Wheeler Realty and Auction - 508 Cannon Blvd., Shelbyville, TN 37160

Coffee County: Coats to benefit Manchester City Schools, Tullahoma City Schools and Coffee County Schools.

- Coffee County Realty & Auction - 532 Hillsboro Blvd., Manchester TN, 37355
 - Exit Realty Partners - 861 McArthur St., Manchester, TN 37355
- RE/MAX 1st Realty - 2830 Woodbury Hwy., Manchester, TN 37355
- Middle Tennessee Properties - 216 North Irwin St., Manchester, TN 37355
 - 1st Choice REALTOR - 211 S. Jackson St., Tullahoma, TN 37388
- Coffee County Realty & Auction - 2104 N. Jackson St., Tullahoma, TN 37388
- Weichert REALTORS, Joe Orr & Associates-309 N. Jackson St. Tullahoma, TN 37388

Franklin & Grundy Counties: Coats donated to Decherd Good Samaritan for free distribution.

- Swafford's Property Shop - 117 N. High St., Winchester, TN 37398
- RE/MAX Mountain Views Realty - 1024 Dinah Shore Blvd. Winchester, TN 37398
- Century21-Mid-State Realty - 1810 Sharp Springs Rd. Winchester, TN 37398



Last Call 4 Grace Ministries, Inc. is a 501(c)3, non-profit organization. They rely solely on donations and fundraisers to keep their ministry active. Donations will go to families in Rutherford County who are in need.

CONTACT KATIE CALDWELL WITH ANY QUESTIONS (931) 703-1723 OR KATIE.CALDWELL@LEGACYMUTUAL.COM

Please contact Rex Brown with any questions: rex@mtar.org • 615-893-5274



REALTOR® Ring Day Friday, December 7

MTAR members, Affiliate Business Partners, Friends and Family will be ringing the bells for the Salvation Army at seven area Kroger stores on

2-Hour shifts available- 10am-8pm at local Kroger locations: South Church St., Cason Lane, Irongate (Memorial Blvd.), Georgetown Square (Northfield Blvd.), Veterans Pkwy., Lascassas Pike and Smyrna-Sam Ridley Blvd.

Call 615/893-2242 or email Candy@mtar.org to sign up!



Last year more than 50 REALTORS®, Affiliate Business Partners, friends & family rang the bells for the Salvation Army on **REALTOR® Ring Day!**





Middle Tennessee Association of REALTORS®

2019 MTAR Committee Volunteer Opportunities

It's Time to Get Involved!

We know you're busy! Busy people get things done, and we need your help to get it done for everyone! 2019 begins our 58th year at MTAR, and our legacy of member service, professionalism and success needs your help to continue. Find your niche, make connections, and be a part of Tennessee's most fun REALTOR® association! Sign up today!

COMMUNITY RELATIONS: 2019 Chair Yolanda Ruffin Plan & assist with projects & raise funds to promote the REALTOR® image in the community – golf tournaments, scholarships, service opportunities; review community service recommendations in member markets
Will meet on the fourth Thursday at 2 pm

EDUCATION: 2019 Chair Jonathan Harmon Conduct Orientation classes for new members; plan educational (CE and issue-oriented) programs for members; recruit instructors; coordinates annual education awards program and Hall of Fame recognitions, hot topics updates
Will meet on the third Tuesday at 2 pm, alternate months

GOVERNMENT AFFAIRS: 2019 Chair Marty Davenport Monitors legislative changes that impact our members and industry; recommends new legislation to promote & protect private property rights and enhances the real estate climate in our communities; engages members in local & state issues; coordinates annual Hill Day legislative meeting
Will meet on the third Wednesday at 2 pm

GRIEVANCE: 2019 Chair Mike Dotson Reviews complaints for due process & hearing cause. ****Requires annual training and minimum of 3 years as a REALTOR®; 3-year term. (Meets as needed) (You cannot serve on both the Grievance Cte. and the Professional Standards Cte.)**

MEMBER SERVICES: 2019 Chair Karen Pfluge Coordinate member programs in our market areas & present member recognition programs; plan & present member luncheons, socials, affiliate appreciation programs, media campaign for consumer education on REALTOR® Value
Will meet on the first Tuesday at 1 pm

PROFESSIONAL STANDARDS: 2019 Chair David Balfour Serve as panelist for arbitration cases and ethics hearings. ****Requires annual training; 3-year term and minimum of 3 years as a REALTOR®. (Meets as needed) (You cannot serve on both the Grievance Cte. and the Professional Standards Cte.)**

RPAC: 2019 Chair Gabby Courier Coordinate annual member investment campaign & increase participation in RPAC, recommend candidate funding and grassroots issue investments, coordinate annual fundraising events and recognition program, focuses political awareness & support to candidates who support real estate issues.
Will meet on the first Wednesday at 1 pm

PLEASE RETURN TO MTAR TODAY!

candy@mtar.org or online at www.mtar.org

Name _____
Company _____
Email _____
Cell number _____

I volunteer to serve in 2019 on the committees/programs indicated, and participate actively by attending meetings, projects, and classes as my leadership role requires. I also give permission for MTAR to contact me via email, text messaging, or smoke signal as needed.

Signature _____

Please consider me for service on the following MTAR leadership opportunities: (select all that you can do!)

- Community Relations Committee
- Education Committee
- Government Affairs Committee
- Grievance Committee (3-year term)
- Member Services Committee
- Professional Standards Committee (3-year term)
- RPAC Committee



- OTHER MTAR VOLUNTEER ACTIVITIES:**
- Social/Decorating Team—for member events & socials
 - Leadership MTAR—future MTAR leaders training
 - Anything else you would like to do with/for MTAR?

MTAR 2018 ROOKIE OF THE YEAR NOMINATION FORM

This award is designed to recognize those new members in our Association that have far exceeded the basic commitments required to a REALTOR®, as well as being an active participant in our county.

Eligible MTAR members include agents licensed after January 1, 2016. The "Rookie of the Year" award focuses on commitment, professionalism, and community service from our newest members, and rewards ideals and performance that enhances the REALTOR® image.

DEADLINE FOR NOMINATIONS: January 18, 2018
Email completed form to Candy@mtar.org

NOMINEE'S NAME: _____

COMPANY: _____

1. Involvement in Middle Tennessee Association of REALTORS® (30%):

2. Example(s) of Excellence in our Profession by this new REALTOR® (35%):

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

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.

**Middle Tennessee
Association of
REALTORS®**

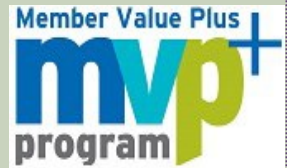
311 Butler Drive
Murfreesboro, TN 37127
Phone: 615-893-2242
Toll Free: 877-893-2242
Fax: 615-893-2250
Toll Free Fax: 877-893-2250



- 2-Dec Tee Miller
- 2-Dec Jennifer Rice
- 2-Dec Bob Lamb
- 2-Dec Jake Wells
- 3-Dec Tammy Ferrell Coffman
- 3-Dec Jackie Lewis
- 3-Dec Brad Chambers
- 3-Dec Stewart Parks
- 4-Dec Sherrie Moore
- 4-Dec Duane Perry
- 4-Dec Joel Mitchell
- 4-Dec David Balfour
- 4-Dec Jerry Denson
- 5-Dec Debra "L.D." Thompson
- 5-Dec Samantha Ehlers
- 5-Dec Terri Darnell
- 5-Dec CD Digger Poindexter
- 5-Dec Gina Senne
- 6-Dec Janice Carlton
- 6-Dec Wendy Mills
- 6-Dec Jason Fraker
- 6-Dec Tiffany Young
- 6-Dec Christy McSwiggin
- 7-Dec Keith Strain
- 7-Dec Christie Luna
- 7-Dec Leann Uselton
- 7-Dec Kim E. Ivey
- 7-Dec Lyman Hope Hines
- 7-Dec Julia McKenna
- 7-Dec Jennifer Cramer
- 8-Dec Tonya Biter
- 8-Dec Lori Cummins
- 8-Dec Diane Carrick
- 8-Dec Monte Mohr
- 8-Dec Megan Beard

MTAR MEMBER BULLETIN BOARD

***YOUR OFFER DATES:* December 1-15, 2018**
***YOUR ACTION:* Enroll in the FedEx Advantage Program**



***YOUR REWARD:* "How to Navigate & Maximize Facebook to Bring You More Business" Webinar, PLUS a chance to win GoPro HERO package Value: \$29.95 webinar; GoPro package \$362.98**

Save money on your shipping and earn rewards for your loyalty with FedEx, a proud participant in NAR's REALTOR Benefits® Program. As an NAR member, you're invited to enroll in the FedEx Advantage® program and enjoy discounts of up to 26% on FedEx® services. After you enroll, you can use the same account to join My FedEx Rewards and earn gift cards and brand-name merchandise when you ship. Enrollment for both programs is free.

Best of all, REALTORS® enjoy special savings from FedEx:

- Save up to **26%** on select FedEx Express® shipments
- Save up to **12%** on select FedEx Ground® shipments
- Up to **20%** off FedEx Office® print and copy services

Works for last minute Christmas Shipping, too!!

Errors & Omissions Insurance Renewal Due
By December 31, 2018!

Contact your Broker to confirm your renewal, and avoid TREC penalties and fines!
Lapsed Coverage is minimum \$200 fine!

You are Invited!



Come see our new space!

4 pm - 6 pm

372 W Northfield Blvd

Open House
Tuesday
December 4th

Enjoy Appetizers, Drinks, and a Scavenger Hunt by: Wild Goose Chase Scavenger Hunts