



MTAR Member News

January 21, 2019

Installation Dinner this Thursday!
RSVP REQUIRED by Noon, Tuesday

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Your career's best insurance

The REALTOR® Party is a powerful alliance of REALTORS® and REALTORS® Associations working to protect and promote homeownership and property interests. The REALTOR Party is designed to leverage our association's best asset—our members. REALTORS® do so much more than list & sell property. They are community builders dedicated to improving their towns, cities, states and America. They do this because it's good for the economic and social well-being of all citizens. They do this because it's good for business.

2019 GOAL—\$25 FOR EVERY MTAR MEMBER !!

Pray Middle TN
 Anticipation for 2019
 God, Family, Career

Join us for praise, prayer, inspiration & song!
 REALTOR Corene Gardner & Husband Geno
 Pastors, Generation Now Church

Wednesday, January 23, 2019
 7:30-9:00 AM MTAR 311 Butler Drive

RSVP to: PrayMiddleTN@gmail.com or text
 615.642.4050

Sponsored by:
 Eric Parks-Legacy Home Loans Stacy Vincent - F&M Bank
 Shelton Square - PARKS Mark Hollinshead - AnnieMac Home Mortgage

Please join us for this uplifting and inspirational kick-off to 2019!
Community members are welcome to join us for this event!

MTAR Calendar of Events

Wednesday, Jan. 23

7:30-9:00—2019 MTAR Prayer Breakfast, MTAR, members & community welcome!

Thursday, Jan. 24

2:00-3:00—Community Relations cte. mtg., MTAR office
6:30-9:00—2019 Installation Dinner, Stones River Country Club, RSVPs required by Tuesday, Jan. 22.

Thur-Wed, Jan 24-30

8:30-4:30—Broker Management Course, MTAR, \$275.

Thursday, Jan. 31

10:00-12:00—MTAR Managing Brokers meeting, MTAR office

Tuesday, Feb. 5

1:00-2:00—Member Service Cte. mtg.

Wed-Thur, Feb. 6-7

10:00-2:30—RealTracs training, MTAR office, register online at www.realtracs.com

Wed. February 6

1:00-2:00—RPAC Committee meeting, MTAR office
3:00-4:15—Meet & Greet the 2019 TN REALTORS Leadership Team, MTAR office

Monday, Feb. 11

9:00-12 noon—NAR Ethics class, MTAR, 3 CE hours, \$25

Tuesday, Feb. 12

10:00-2:30—RealTracs training, offsite, location TBD

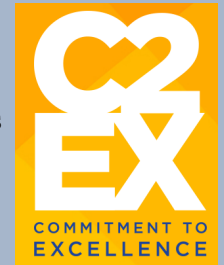
Wednesday, Feb. 13

9:00-10:30—Board of Directors meeting, MTAR
12:00- 4:00—MTAR Day on the Hill, bus ride to Capitol Hill

The C2EX Platform

To encourage an ongoing commitment to professional behavior and development, NAR created this C2EX platform, a mobile-compatible website for REALTORS® to expand their understanding and application of the Commitment to Excellence Competencies. The C2EX platform aims to sharpen, expand, and engage industry skills while helping REALTORS® to track their growth and progress. The platform takes each REALTOR® through a learning and behavior-change process which culminates in a C2EX Endorsement to be renewed every two years. But C2EX is more than just an online learning platform, it is a performance support tool that can be used every day to enrich the REALTORS® capabilities and effectiveness, far beyond the endorsement process. C2EX is intended to:

- Improve the quality and consistency of the service of REALTORS®
- Improve the reputation of REALTORS® in the public eye
- Encourage engagement “beyond the sale” by showcasing the value of assisting other REALTORS® and becoming involved in advocacy
- Create a platform that continuously engages the REALTOR® in the process of self-improvement without disruption to the REALTOR®'S life



by  First Community Mortgage

WWW.FIRSTCOMMUNITYMORTGAGE.COM

Murfreesboro,
Brentwood,
Decherd,
Hendersonville,
Franklin, Mt. Juliet,
Shelbyville!

Training & Educational Choices for MTAR Members!

JANUARY & FEBRUARY CE CLASSES

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

February 6-7—**RealTracs training** at MTAR; RT Basic, Listing Management, Advanced RT and RealTracs Plus, register at <https://www.realtracs.net/Help/ClassSchedule>

February 11—**NAR Ethics Class**, MTAR office, 3 CE, 9:00-12 noon, \$25

February 12—**RealTracs training**, location TBD, 10:00-2:30, 4 CE

February 19-22—**Cram Week**—four days of CE classes for you!



Enroll today:
<http://mtar.theceshop.com/>
 Promotion expires January 31, 2019

REACH YOUR PEAK

NAR ETHICS TRAINING
MONDAY, FEBRUARY 11 - MTAR OFFICE
9:00-12 NOON
RANDA DAWSON, INSTRUCTOR
START THE NEW YEAR OFF RIGHT WITH THE UPDATED 2019 CODE OF ETHICS INFORMATION
 Register Now! <http://mtar.org/education-registration>

COMING IN 2019!

May 22-23

November 21

November 22

PLUS TWO LIVE STREAMING CLASSES FROM TN REALTORS

JUNE 7 & JULY 24

MTAR EDUCATION CANCELLATION POLICY

MTAR follows the Murfreesboro City Schools weather policy. If the City Schools are closed for inclement weather conditions, classes are cancelled and a make-up date will be announced at a later date, schedule and instructor time permitting. Check the MTAR website and Facebook page for updates and notices.

The 9th Annual RPAC Bowling Tournament

10:15 am, Feb. 27th & Mar. 6th, 2019

(Regionals 2/27 in Murfreesboro & Tullahoma, Finals 3/6 in Murfreesboro)

Join MTAR for the return of our popular new RPAC Fundraising event, the 9th Annual RPAC Bowling Tournament! We're bringing the fun to you by having the first round in two separate locations across our membership area: Murfreesboro & Tullahoma, with finals being a week later just down the street from MTAR! It's a great way to have some fun & raise money for RPAC (your career partner on Capitol Hill) at the same time! Be the team that takes home 2019's RPAC bowling trophy by signing up today!

Team Members

- All players must be a current REALTOR® member or a full-time employee of a current MTAR Affiliate business.

- All teams must be co-ed.

- Registration is \$25 player

Player 1 _____

Player 2 _____

Player 3 _____

Player 4 _____

Please specify your first-round location:

- Murfreesboro (at "Lanes, Trains, & Automobiles", 450 Butler Dr)
 Tullahoma (at Tullahoma Lanes, 900 S Anderson St)

Who will claim the
RPAC Bowling Pin in
2019?!

Due to federal rules governing events such as this, **each player's registration fee must be paid separately; one person CAN'T pay for all players.** Registration forms may be returned without payment if the players intend to pay on the day of the event. **Otherwise, please send cash or four separate personal (not business) checks payable to RPAC along with this form.**

Contributions are not deductible for income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. The amount suggested is merely a guideline and you may contribute more or less than the suggested amount. 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.



RPAC Bowling is coming soon. Get your teams together and register by **February 14** for the **February 27** prelims at Tullahoma Lanes in Tullahoma or at Lanes, Trains, & Automobiles in Murfreesboro, Then practice, practice, practice so that your team will make the finals on **March 6** at Lanes, Trains, & Automobiles.

We are planning a Day on the Hill for February 13, 2019.

Please keep the day open if you are interested in visiting with all the representatives and Senators serving our membership in Bedford, Cannon, Coffee, Franklin Grundy, Marion, Moore and Rutherford Counties. Watch for details to come.
Transportation will be provided.



2019 MTAR CALENDAR - PROPOSED

NAR Ethics

Feb 11	Randa
April 15	Bobby-offsite
June 17	Robert
Aug 19	Randa
Oct 21	Bobby-offsite
Dec 9	Robert

TREC Core

Jan 14	Randa
March 11	Robert-offsite
May 20	Bobby
July 15	Robert-offsite
Sept 16	Randa
Nov 18	Bobby-offsite
Dec 16	Randa

New Member Orientation

Jan 9-11
March 6-8
May 1-3
July 10-12
Sept 4-6
Nov 6-8

Cram Week

Feb 19-22
May 20-24
Aug 19-23
Nov 18-22

RealTracs

Jan 9-10	Orientation
Feb 6-7	Trng Rm-6 th
Mar 6-7	Orientation
Apr 3-4	Trng Rm-both
May 1-2	Orientation
June 6	Trng Rm (Golf 5 th)
July 10-11	Orientation
Aug 7-8	Trng Rm-7 th
Sept 4-5	Orientation
Oct 2-3	Trng Rm-both
Nov 6-7	Orientation
Dec 4-5	Trng Rm-both

Offsite: Feb 12, May 7, Aug 13, Nov 12

Designations/Other Special

Appraisal Inst. – Jan 17-18
 Broker Mgmt-Jan 24-25,28-30
 ABR – May 22-23 (Robert)
 June 7 – Live Stream TAR-Ethics
 July 24–Live Stream Broker Core
 Sept 23-NAR Safety Course
 Nov 20-PS Trng & Leadership
 Nov 21-PSA Pricing Strategy
 Nov 22-MRP Military Relocation Professional

Other Member Events

Dues Deadline – Jan 15
 Prayer Breakfast – Jan 23
 Installation-Jan 24 (evening)
 Hill Day – Feb 13 (afternoon)
 RPAC Bowling Regionals-Feb 27
 RPAC Bowling Finals – Mar 6
 TN REALTORS Spring Conf-Mar 18-19
 Scholarships Due -April 5
 Scholarship review-April 10
 Fair Housing Luncheon-Apr 11
 Meals on Wheels – April 12
 Scholarship Interviews-Apr 18
 Affiliate Appr. Luncheon – May 9
 Member Tour Date-May 10
 42nd Bill Carey Golf-June 5
 Past Presidents Lunch – June 26
 Smyrna Meals on Wheels-July 18
 RPAC Glo Golf – Aug 1
 Hall of Fame Lunch – Aug 15
 Fall Prayer Breakfast-Sept 11
 TN REALTORS Fall Conf –Sep 18-20
 Manchester Golf Scramble-Sep 26
 Annual Mem Mtg/Election-Oct 16
 Meals on Wheels – Oct 18
 Member Tour Date – Oct 23
 NAR Convention – Nov 6-11
 Veterans/Chili Contest-Nov 13
 Dues Billing Day – Nov 15
 Prof Stnd & Lead Trng-Nov 20
 Christmas Party – Dec. 5
 Salvation Army Bellringing-Dec 6

Board of Directors' Meetings

Jan 9 –
 Feb 13 – Hill Day afternoon
 March 13 -
 April 10 –
 May 8 – offsite with Broker meeting
 June 12 -
 July 10 –
 August 14 – appoint Nominating Cte.
 Sept 11 – Prayer Breakfast before mtg
 Oct 16 – Annual Mtg/Elections follows
 Nov. 13 – Chili Contest follows
Dec. 13 or 17– Christmas Breakfast ?

NAR/TAR Meetings

TAR Spring Conf – Mar 18-19
 AE Institute – Mar 28-Apr 1
 NAR DC Conference – May 13-17
 GAD Institute – July 15-19
 Leadership Summit – Aug 11-13
 TAR Convention – Sept 17-20
 NAR Convention – Nov 6-11
 TAR Training-Dec 11-12
RC Spring Break - Mar 18-22
RC Fall Break - Oct 7-11

RPAC 6 to \$99

Jan 14
 Mar 11
 May 6
 July 22
 Sept 23
 Nov 18

Committee Meetings

Member Services – Jan 8, Feb. 5, Mar 12, Apr 2, May 7, June 4, July 2, Aug 6, Sept 10, Oct 1, Nov 5, Dec 3
Community Relations – Jan 24, Feb 21, Mar 21, Apr 25, May 23, June 27, July 25, Aug 22, Sept ??, Oct 24, Nov. 21, **Dec ??**
RPAC – Jan 9, Feb 6, Mar 6, Apr 3, May 1, June 12, July 3, Aug 7, Sep 4, Oct 2, Nov 6, Dec 4
Govt Affairs – Jan 16, Feb 20, Mar 20, Apr 17, May 22, June 12, July 17, Aug 21, Sep 18, Oct 16, Nov 20, Dec 18
Education – Feb 21, Apr 18, June 20, Aug 22, Oct 17, Dec 19 (new time, 9:30)

**Middle Tennessee
Association of
REALTORS®**

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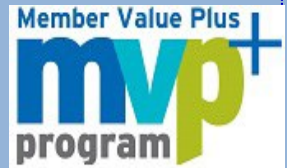
- 20-Jan Gail Phebus
- 20-Jan David Alcorn
- 20-Jan Blair Braswell
- 20-Jan Curran Scarlata
- 20-Jan Velma Mullins
- 21-Jan Jennifer Simshauser
- 21-Jan Taylore Elassal
- 21-Jan Jessica Warner
- 21-Jan Josh Ezell
- 22-Jan Mike Peasley
- 22-Jan Ashley Jennings
- 22-Jan Breanna Stahly
- 22-Jan Preston Wilkey
- 23-Jan Mark Messick
- 23-Jan Thomas Landers
- 23-Jan Irina Menako
- 23-Jan Sam Smith
- 23-Jan Jackie Ashworth
- 23-Jan Bridget Hobbs
- 23-Jan Andy Johns
- 23-Jan Dave Patton
- 23-Jan Jim McCormack
- 24-Jan Richard Delbridge
- 24-Jan Jean Chambers
- 25-Jan Andrea Ferrer
- 25-Jan Tracy Turner
- 25-Jan Michael James Clark
- 25-Jan William Gerald
- 25-Jan Allison Fraker
- 25-Jan Carl Montgomery

MTAR MEMBER BULLETIN BOARD

YOUR OFFER DATES: January 16-31, 2019

YOUR ACTION: Keep that customer with Internet leads with Realtor.com

YOUR REWARD: First Responder Guide—tips for closing an online lead, plus free access to Top Conversion Professionals Webinar



Don't let the online buyer slip through your hands! Share your best video link, text, email or dialogue you use to capture an inbound internet lead.

In return we will share back to you the best of what we gathered across the US, and include insights from top teams and trainers on how they capture the elusive online consumer before they move on to another agent.

You will will receive the First Responder Guide which includes actual links to videos, texts you are free to use and insights from top speakers and writers who have helped perfect the ultimate response tools. You will also get an invite to a special webinar including top conversion professionals who will share their best ideas and videos they use to build loyalty with customers in the critical first minutes of the relationship.

Spend 5 minutes, get back what you need to win the customer!



Is there someone you should thank for a job well done? Tell your fellow REALTORS and fabulous Affiliate partners that you appreciate them!

<http://www.mtar.org/goldenrule-r>

Managing Brokers Meeting—Jan. 31st!

