



MTAR Member News

April 22, 2019

Mark your calendars for this new Family Event!

Inside this issue:

MTAR Calendar, Affiliate Spotlight, MTAR Leadership—Janet Nettles	2
Education Calendar, The CE Shop, May Cram Week classes, ABR and more	3
Next 6 to \$99 event in Shelbyville— Thursday, 9:30-11:00!	4
iServe Mortgage Debry Party, NAR Legislative Meetings May 13-18	5
Bill Carey Golf Scramble June 5—Be a Sponsor!	6
Bill Carey Golf team registration—come for the fun!	7
Member Birthdays, NAR MVP Offer, Power of the Purse event this Thursday!	8

MIDDLE TENNESSEE ASSOCIATION OF REALTORS

FAMILY FUN DAY

Bring the whole family for fun, food, & a salute to Moms!

SATURDAY
May 11TH

FROM 11:00 AM
to 2:00 PM

★ **Yard Games**

★ **Cake Walk**

★ **Kids Bouncy Houses**

★ **Face Painting**

★ **Corn Hole Competition**

★ **Family Feud Style Trivia**

★ **BBQ - Burgers**

★ **Corndogs**

★ **DJ - Music**

★ **Celebrate Mother's Day**
with **Flowers & Photo**

HOP SPRINGS

BEER PARK

6790 John Bragg Hwy, Murfreesboro TN, 37127
4.4 miles past Wal-Mart on the right



<https://www.c2ex.realtor/>

Earn this certificate of distinction through online achievements that you have already accomplished in your career! Learn more about your industry & community while confirming your Commitment to Excellence!

MTAR Calendar of Events

Tuesday, April 23
1:00-4:00—MTAR
Scholarship Interviews

Wednesday, Apr. 24
Administrative Professionals Day!
Thank you to all the talented people that keep their team on track and successful!



Thursday, April 25
9:30-11:00—RPAC Social in Shelbyville! The Koffee Beanz Café, 300 N. Brittan St., \$25 RPAC investment.

Wed-Fri, May 1-3
8:00-4:00—New Member Orientation, MTAR office

Wed-Thur, May 1-2
10:00-2:30—RealTracs training classes, register online at

www.realtracs.net

Wednesday, May 1
1:00-2:30—RPAC Committee meeting, MTAR office

Monday, May 6
5:00-7:00—RPAC "6 to \$99" at Nick Newton's, \$25 RPAC investment. 211 W. Main St., Murf.

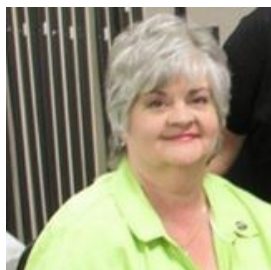
Tuesday, May 7
10:00-2:30—RealTracs classes in Tullahoma; D.W. Wilson Community Center. Register online

at www.realtracs.net/help
1:00-2:30—Member Services Cte. Meeting, MTAR office

Wednesday, May 8
9:00-10:30—MTAR Board of Directors meeting, MTAR office

Thursday, May 9
11:30-1:00—MTAR Affiliate Appreciation Luncheon—"Nacho Same Ole Partners", celebrating our wonderful Affiliate Partners!

Meet Your 2019 Leadership Team



Janet Nettles
Board Member & Past President

FIRM: Middle Tennessee Properties, Manchester

YEARS IN REAL ESTATE: 20th year

HOW DID YOU GET INTO THE REAL ESTATE BUSINESS:

I was always interested in real estate. I was asked by another real estate professional if I would be interested in getting my license, and did!

YOUR VOLUNTEER ROLE AT MTAR? AT OTHER ASSOCIATIONS? OTHER VOLUNTEER PROGRAMS?

Past President of MTAR - 2011, Past Committee Chair-Director-MLS Director TN REALTORS RPAC Trustee Chamber of Commerce Director Ambassador of Chamber & Ambassador of the Year Past President of the Quarter Back Club Past PTO President

WHY DO YOU VOLUNTEER WITH MTAR-

I get to return some of the knowledge that I have learned and received. Plus, interacting with other agents and firms.

WORDS OF WISDOM FOR YOUR FELLOW MTAR REALTORS....

Be the Step UP!

WILSON
Bank & Trust
WILSONBANK.COM MEMBER FDIC

Training & Educational Choices for MTAR Members!

MAY CE CLASSES

May 1-3—New Member Orientation, sponsored by Pinnacle Financial Partners, Ascend FCU, and iberia Bank Mortgage.

May 1-2—RealTracs training classes at MTAR, RT Basic—RT Advanced; Mobile Workshop. Register <https://www.realtracs.net/Help/ClassSchedule>

May 20—TREC Core Class, 9:00-4:00, MTAR office, \$45, sponsored by Guaranty Trust Home Loans

May 21—Leads to Succeed, 1:00-3:00, MTAR office, \$15, sponsored by Gateway Title Services

Take on the month of April with 20% off CE

Purchase your online real estate education with The CE Shop

promo code: APRIL20

The CE Shop

Enroll today:

<http://mtar.theceshop.com/>

Promotion expires April 30, 2019

Proud partner in NAR's REALTOR Benefit Program.

Want to significantly increase your earning power? Say ABR® ACADABRA.

We can't grant you three wishes, but when you earn the ABR® designation, you'll never work for free again.

This two-day course is the first step towards becoming an ABR® designee. It will teach you:

- Methods, tools, and techniques to provide the support and services that buyers want.
- How to increase your revenue and referrals and reduce your risk.

With specialized education and exclusive member benefits, ABR® designees are equipped to guide buyer-clients through every stage of the home buying process.

Learn more at REBAC.net

Completion of the two-day ABR® Designation course is the first step in earning the designation. In order to obtain the ABR® designation you must also successfully complete one of the ABR® elective courses, submit documentation on verifying five completed transactions in which you acted solely as a buyer's representative, and be a member in good standing with the National Association of REALTORS®.

Take the course: **May 22-23, 2019**

Middle Tennessee Association of REALTORS
311 Butler Drive Murfreesboro, TN 37127
615-893-2242

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

\$285 per person Visa/MC/Discover/Amex
8:00-5:00 daily Sponsored by TN REALTORS
Hosted by

DIG DEEP. DOWN TO THE CORE!

TREC Core Class

Monday, May 20
9 am - 4 pm

MTAR Office, Murfreesboro
Bobby Wood, Instructor

Sponsored by Guaranty Trust

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)

Leads to Succeed?

LEAD GENERATION

Tuesday, May 21
1:00-3:00 PM
2 CE \$15 MTAR

Sponsored by: GATEWAY TITLE SERVICES

Christopher Wilson, Instructor

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

FRIDAY, MAY 24
9:00-11:00 AM

HOW TO MAKE MONEY USING COURTESY!

2 CE hours MTAR \$20 Pat Lane, Instr.

Sponsored by AmeriCare

Shelbyville "RPAC" SOCIAL EVENT

April 25, 2019
9:30 to 11:00 am

Location:

Koffee Bean
300 North Brittain Street
Shelbyville, TN 37160
931-684-2146



For a \$25 RPAC investment, you will get to enjoy:

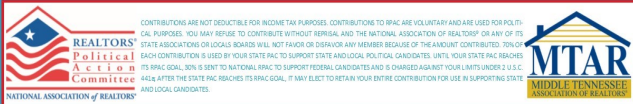
A mid-morning brunch filled with fun and festivity, signature coffees accented by an array of tasty treats, and networking and friendly conversation with fellow REALTORS and affiliates.

THANK YOU TO OUR WONDERFUL SPONSORS!



Your \$25 investment helps RPAC to continue being the strong voice needed for our lawmakers on a local, state, and national level!

RSVP to Rex Brown, rex@mtar.org



Thursday is the date, Koffee Beanz in Shelbyville is the place, and 9:30 to 11:00 is the time when leading agents in the area meet and greet and network over coffee and goodies sponsored by Bobo, Hunt and White, Attorneys. This is an RPAC event and your investment of \$25.00 gets you a place at the table. Hope to see you all there.

April is Fair Housing Month.

The Government Affairs committee is working on getting proclamations from our local and county mayors.

So far, we have proclamations from the Mayor of Lavergne, the Mayor of Tullahoma and the Mayor of Rutherford County.

Coffee County and Manchester Mayors have issued proclamations as well as the Mayor of Murfreesboro. We are expecting a proclamation from Smyrna Mayor Mary Esther Reed at the council meeting Thursday in Smyrna.

We appreciate our members who have attended in support of 51 years of Fair Housing month.

Watch for the next 6 to \$99 event coming up on May 6.

Venue to be announced soon.

Also we will be recognizing our RPAC Major Investors on this page. Lots of fun to come.



Murfreesboro Mayor Shane McFarland



Coffee County Mayor Gary Cordell



Tullahoma Mayor Lane Curlee



Manchester Mayor Lonnie Norman



Rutherford County Mayor Bill Ketron



LaVergne Mayor Jason Cole



**THURSDAY
APRIL
25th
3 - 5 pm
Stones River
Country Club**

**DERBY DASH
Contests**
Ladies' Best Derby Hat & Men's Best Dressed

Presenting Sponsors



MurfreesboroMortgage.com



Stones River Title Company, LLC



Blake Finney

THAT'S WHO WE



REALTORS[®] LEGISLATIVE MEETINGS & TRADE EXPO

WASHINGTON, DC: MAY 13-18, 2019

Take an active role to advance the real estate industry, public policy and the association at the REALTORS[®] Legislative Meetings & Trade Expo in Washington, DC.

Register today! Capitol Hill Visits on Wednesday, May 15th!

<https://www.legislative.realtor/registration-options/>

June 5, 2019

Indian Hills Golf Course

42nd Annual BILL CAREY REALTOR® GOLF SCRAMBLE

SPONSORSHIPS

All sponsorships include Banner Recognition, Clubhouse Recognition, and Signage.

Trophy Sponsors (2) <small>Logo on trophies!</small>	\$500	Golf Towel Sponsor <small>Logo on towel!</small>	\$400
Drink Cart Sponsors (2)	\$500	Lunch Sponsors (2)	\$400
Putting Green	\$500	Hole Watchers (4) <small>Tent opportunity at Hole!</small>	\$250
Goody Bag Sponsor <small>Logo on bags!</small>	\$400	After-Party Sponsors (2)	\$200
		Hole Sponsors	\$100



SPONSORSHIP AGREEMENT

Company Name _____

Street Address _____

City, State, Zip Code _____

Contact _____ Phone _____

Email _____ MTAR Contact _____

METHOD OF PAYMENT

Check Attached Invoice (pay by 5/31/19)

Visa/MC/Discover

SPONSORSHIP LEVEL:

Cost \$ _____

Card # _____

Exp. Date _____ V-Code _____

Billing Address Street # _____ Zip Code _____

Signature _____

By completing this sponsorship form, I commit to the event and sponsorship. All fees and payments are due by Friday, May 31, 2019.

SIGNATURE OF SPONSOR REPRESENTATIVE



MIDDLE TENNESSEE ASSOCIATION OF REALTORS®



311 Bulter Dr. Murfreesboro, TN 37127 • Phone: (615)893-2242 • www.mtar.org • Email: wayman@mtar.org

42nd ANNUAL BILL CAREY REALTORS® GOLF SCRAMBLE TEAM REGISTRATION

June 5, 2019

Indian Hills Golf Club

11:30 - Lunch 1 PM - Shotgun Start

405 Calumet Trace, Murfreesboro

PLAYER REGISTRATION

TEAM NAME: _____

TEAM LEADER: _____

Email contact: _____

Player 1: _____

Player 2: _____

Player 3: _____

Player 4: _____

TEAM—\$400 or \$100 per Player

Total: \$ _____ Check # _____

Visa/MC # _____

Exp. Date _____ V-Code _____

Address Street # _____ Zip _____

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 REGISTRATION TO: WAYMAN@MTAR.ORG

Phone: 615-893-2242

Fax: 615-893-2250

SILENT AUCTION

Provided again by All American Classics



**ALL EVENT PROCEEDS BENEFIT THE
AMERICAN DIABETES ASSOCIATION
& MTAR SCHOLARSHIP FUND**



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



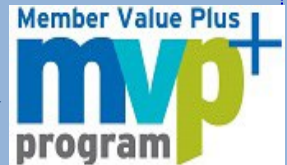
- 14-Apr Lynne Woodard Ross
- 14-Apr Dana Mason
- 14-Apr Nathan Beach
- 14-Apr Cherie Welker
- 14-Apr Sarah Fitch
- 14-Apr Blair Arvidson
- 14-Apr Wayne Belt
- 14-Apr Leanne Davis Johnson
- 15-Apr Michael Cook
- 15-Apr Martha McIntyre
- 15-Apr Seth M Rowley
- 15-Apr Jessica Reynolds
- 15-Apr Debora Scheffler
- 16-Apr Tommy Hord
- 16-Apr Jimmie A. Beasley
- 16-Apr Kelly Grace Anderson
- 16-Apr Robin Seay
- 16-Apr Norma Pfluge
- 17-Apr Dan Alcorn
- 17-Apr Renee Delbridge
- 17-Apr Mikal Foster
- 17-Apr Lois Brown
- 17-Apr Michael Sims
- 18-Apr Trey Lewis
- 18-Apr Gabriel Fancher, MBA, MA
- 18-Apr Jessi White
- 18-Apr Lynsey Hazelip
- 18-Apr Megan Hebel
- 19-Apr Ben A. Merrill
- 19-Apr Daniel E. Gammon
- 19-Apr Erica Turner
- 19-Apr Braden Hunsicker
- 19-Apr Betsy Perry
- 20-Apr Denise Wood
- 20-Apr Babette Winchell
- 20-Apr Sherrill Nelson

MTAR MEMBER BULLETIN BOARD

YOUR OFFER DATES: April 16-30, 2019

YOUR ACTION: Purchase the online At Home with Diversity® course

YOUR REWARD: Application fee waived for the At Home with Diversity Certification valued at \$75



April is Fair Housing Month!

Now is the time to purchase the Online At Home With Diversity® course! Let your clients know that you are capable of working effectively with – and within – a rapidly changing multicultural market by taking this great course. Knowing how to transact business in culturally competent ways can make the difference.

After successfully passing the At Home With Diversity online course, active NAR members in good standing may apply for the At Home With Diversity Certification without paying the \$75 application fee. The course can be applied toward CE Credit in most states, as well as the ABR, CIPS, CRS, RSPS and PMN designations. The certification is added to your realtor.org directory listings and earns you an official NAR certification kit and access to exclusive AHWD marketing resources and networking opportunities.



Thursday, April 25
5:30-8 PM

Manchester Arts Center
128 E Main St., Manchester



Enjoy finger foods, entertainment by Michael Childress, a fashion show, local vendors, live auction, and silent auction

**Free
ADMISSION**

**Help us raise
money for 18 local
nonprofits!**

For more information, contact EXIT Realty Partners at (931) 723-3300 or United Way of Highway 55 at (931) 455-5678. Go to www.unitedwayofhighway55.org to see a list of our 18 local nonprofit partners