

# MTAR Member News

May 20, 2019

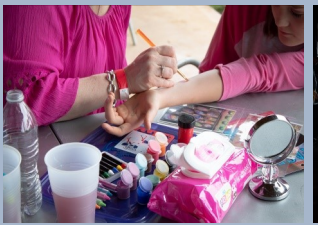


## MTAR Family Fun Day—BIG Success!



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<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!

UPDATE:

**900+ Completed!**

# MTAR Calendar

## Mon-Fri, May 20-24

Cram Week classes at MTAR. 26 CE hours in one week! Register online at [www.mtar.education/registration](http://www.mtar.education/registration)

## Wed., May 22

2:00-3:00—Gov't Affairs Cte. Meeting, MTAR

## Thursday, May 23

2:00-3:00—Community Relations Cte. Meeting. MTAR

## Monday May 27

Memorial Day  
MTAR is Closed

## Wed., May 29

4:00-5:30—Community Relations cooking for Last Call



Grace

## Tuesday June 4

## 1:00 pm to 2:00 pm

Member Services Cte Meeting, MTAR

## Wednesday June 5

11:30-6:00—Bill Carrey 42nd Annual Golf Scramble. Lunch begins at 11:30, scramble begins at 1:00 pm

## Thursday June 6

10:00-2:30—Realtracs Training — FREE CE! 10:00 am to noon (RT Plus) - 2 CE  
12:30 to 2:30 (CRS Tax 1) - 2 CE

## Tuesday, June 11

4:00-6:00—Class of 2018 New Member Orientation Class Reunion, MTAR

## Wednesday June 12

9:00-10:30—Board of Directors Meeting  
1:00— 2:30 pm RPAC Cte Meeting

## Meet Your 2019 Leadership Team



**Melissa Taylor**

2019 Vice Chair  
Member Services

FIRM: PARKS, Smyrna

YEARS IN REAL ESTATE: 5th year

### HOW DID YOU GET INTO THE REAL ESTATE BUSINESS:

While serving on Band Boosters with my daughter's high school, I met Virginia (my broker) and she mentioned that I should try real estate. Two years later, my daughter graduated and I took her advice, obtained my license and I'm loving it—hitting my goals and doing what I love!

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

Vice-Chair Member Services. Small Group Leader at Lifepoint Church Sew Much More sewing group Make A Wish Ambassador

### WHY DO YOU VOLUNTEER WITH MTAR –

I love serving, I love my job, I love people and event planning—so I'm excited to be back and I love my friend, Robert Morris (who asked me to be his Chair next year).

WORDS OF WISDOM FOR YOUR FELLOW MTAR REALTORS.... Love what you do, so you can do what you love. Have faith, Believe, and Smile more often than not! :-)



## Training & Educational Choices for MTAR Members!

### MAY & JUNE Education Classes

May 21—”Leads to Succeed,” 1:00-3:00 pm, MTAR office, \$15, 2 CE, sponsored by Gateway Title

May 22 & 23—Accredited Buyer Representative (ABR) Designation, 8:00-5:00, 16 CE, \$245, sponsored by 1st Vision Mortgage & Redstone FCU

May 24—”How to Make Money Using Courtesy”, 9:00-11:00, 2 CE, \$15, sponsored by AmeriCare Services

June 6—RealTracs training at MTAR, 10:00-noon—RT Plus; 12:30-2:30—Tax 1, each 2 CE hours FREE!

Enjoy **20% off** all CE courses through the month of May

promo code **MAY20**

**The CE Shop**

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

Proud partner in NAR's REALTOR Benefits Program.

## Want to significantly increase your earning power? Say ABR<sup>®</sup> ACADABRA.

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

This two-day course is the first step towards becoming an ABR<sup>®</sup> 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<sup>®</sup> designees are equipped to guide buyer-clients through every stage of the home buying process.

Learn more at [REBAC.net](http://REBAC.net)

Completion of the two-day ABR<sup>®</sup> Designation course is the first step in earning the designation. In order to obtain the ABR<sup>®</sup> designation you must also successfully complete one of the ABR<sup>®</sup> elective courses, submit documentation 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<sup>®</sup>.

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

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**

### GRAM WEEK - May 20-24

**Monday, May 21**  
**TREC Core Course**  
 9:00-4:00 pm MTAR office, \$45, 6 CE  
 Bobby Wood, Instructor **Guaranty**

**Tuesday, May 21**  
**Leads to Succeed**  
 1:00-3:00 pm MTAR office, \$15, 2 CE  
 Christopher Wilson, Instructor **GATEWAY TITLE SERVICES**

**Wednesday & Thursday, May 22-23**  
**ABR - Accredited Buyer Representation Designation**  
 8:00-5:00 MTAR office, \$285, 16 CE  
 Robert Morris, Instructor **First Vision** **REDSTONE FEDERAL CREDIT UNION**

**Friday, May 24**  
**How to Make Money with Courtesy**  
 9:00-11:00, MTAR office, \$15, 2 CE  
 Pat Lane, Instructor **AmeriCare**

REGISTER TODAY!  
<http://mtar.org/education-registration>



Last week, MTAR leadership and staff attended the NAR Mid-Year Legislative Meetings in Washington DC. On Tuesday, we were greeted by NAR President John Smaby and briefed by Governors Hayley Barber and Terry McCollough. On Wednesday, we visited Capitol Hill and met with our Federal Legislators. We did find time for getting together for a meal or two to catch up on what we had seen and done during the busy days. Our 360 keynote speaker presented an inspirational account about overcoming limitations concluding with the presentation of artwork created using the names of 10,000 major RPAC investors. A highlight of the week was a visit and speech from President Donald J. Trump. We ended with the Region 4 caucus (TN, Ky, Nc, & SC) and the Board of Direc-



June 5, 2019

Indian Hills Golf Course

42<sup>ND</sup> ANNUAL

**BILL CAREY REALTOR® GOLF SCRAMBLE**

**SPONSORSHIPS**

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

Trophy Sponsor <i>Logo on trophies!</i>	<b>Sponsored!</b> \$500	Golf Towel Sponsor <i>Logo on towels!</i>	<b>Sponsored!</b> \$400
Drink Cart Sponsor (2) <i>Logo on bags!</i>	<b>Sponsored!</b> \$500	Lunch Sponsor	<b>Sponsored!</b> \$400
Putting Green	\$500	Hole Watchers (4)	\$250
Goody Bag Sponsor <i>Logo on bags!</i>	<b>Sponsored!</b> \$400	After-Party (1) <i>Tent opportunity at hole!</i>	<b>One Available!</b> \$200
Prize Sponsor	<b>One Available!</b> \$400	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

# Get \$200

with this Exclusive Offer for Our Valued Membership Partners!

Earn up to \$200 by simply opening a Redstone checking account and completing the qualifications within 60 days.

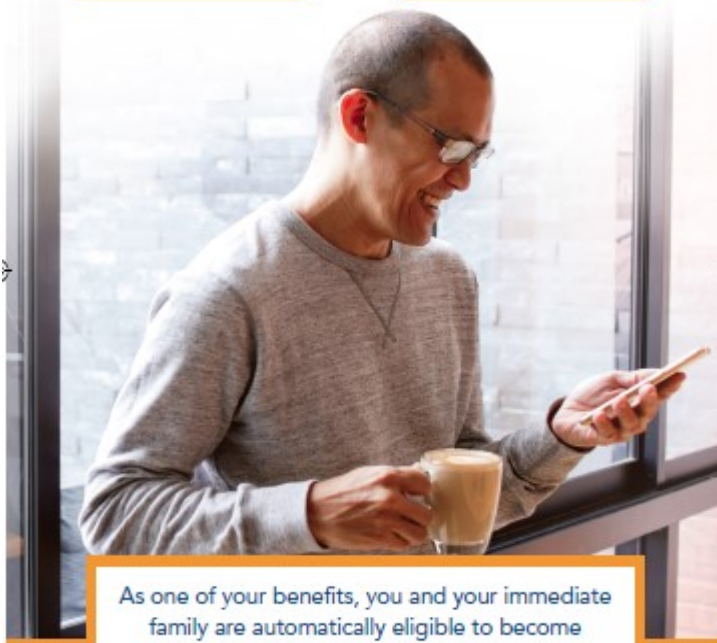
**1**  
Get \$100

Swipe your debit card 5 times



**2**  
Get \$100

Receive a direct deposit of \$200 or more



As one of your benefits, you and your immediate family are automatically eligible to become members of Redstone Federal Credit Union\*! Take advantage of this exclusive benefit today and you could get up to \$200!

Visit [redfcu.org/partner](http://redfcu.org/partner) or stop by your local branch today to become a member!

Reference promo code **MP200B**

Additional information on back panel.

Federally Insured by NCUA.



800-234-1234 | [redfcu.org](http://redfcu.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](mailto: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  
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Toll Free: 877-893-2242  
Fax: 615-893-2250  
Toll Free Fax: 877-893-2250



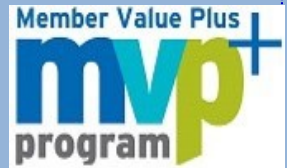
- 19-May Jeffrey Eugene Day
- 19-May Wes Higdon
- 19-May Rebecca Hutchins
- 19-May Craig "Hoss" Taylor
- 19-May Larry McCumber
- 19-May Angi Morgan
- 20-May Bobbie Jo Brewster
- 20-May Melinda L. Lawson
- 20-May Libby Moss
- 20-May Anita Findlay
- 20-May Vickie Tidwell
- 21-May Darlene Edwards
- 21-May 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 Jay Palermo
- 24-May Bill Green
- 24-May Emily Flanders
- 24-May David Alford
- 24-May Rhonda Rowland
- 24-May Bryon Griffith
- 25-May Leann Fairbanks
- 25-May John Leighton Keele
- 25-May Cheryl Addington
- 25-May Tamara Mosley

# MTAR MEMBER BULLETIN BOARD

**YOUR OFFER DATES:** May 15-31, 2019

**YOUR ACTION:** Sign up for the MVP eNewsletter

**YOUR REWARD:** Seven Streams of Lead Gen Success webinar, PLUS a chance to win an iPad mini  
Digital download value: \$29.95, iPad Mini value: \$399



Start earning free products, gift cards and more with MVP.

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!

## 2020 Easy Payment Plans Started May 15th!

Your MTAR leadership is pleased to once again offer the 2020 Payment Plan option starting May 15th.

What is the payment plan? The payment plan allows our current members to begin budgeting their funds for 2020...now!

Members can set themselves up on payment plans that include 2020 dues, SentiLock and voluntary RPAC. Your MTAR staff runs a fixed manageable payment each month.

YOU tell US the date; YOU tell us the amount.

And when January 15, 2020 (or sooner) rolls around, there is no last minute scrambling. Your payment has been completed.

Obviously, the sooner you start, the less the monthly payment can be. Let's reference the chart below. You budget for 2020 dues starting May 15th. Just dues, and nothing but dues. On May 15th, the MTAR staff would run your payment of \$65.00.

On June 15th, \$65.00, July 15th \$65.00 and so on. 8 payments of \$65.00, with a final payment of \$55.00 (no later than January 15th). If you wait until June to begin, each monthly payment is \$75.00, with a final payment of \$50.00.

In addition to dues, you can include 2020 voluntary RPAC and/or SentiLock as well. Again, the below chart shows you all the possible combinations, and the total dollar amount you are bundling, and making monthly payment plans.

Visit the website [www.mtar.org](http://www.mtar.org) to find the Processing form and the agreement, as well as the payment plan guide. Read the agreement; print the processing form, agreement, complete with help from the payment plan guide and email back to Wayman. Please note the plan is not for CURRENT If you have any questions, contact Wayman at [wayman@mtar.org](mailto:wayman@mtar.org).

2020 Payment Plans  
Monthly Payment Guide

Possible Combinations	Dues	RPAC	SL FEE	FEE	Total
Dues Only	555.00			20.00	575.00
Dues & RPAC Only	555.00	25.00		20.00	600.00
Dues & SentiLock Only	555.00		131.70	20.00	706.70
Dues, RPAC & SentiLock	555.00	25.00	131.70	20.00	731.70

Dues Only If Started in	Monthly Payment	# Monthly Payments	Final Payment	Total Payments	Total
May	65.00	8	55.00	9	575.00
June	75.00	7	50.00	8	575.00
July	85.00	6	65.00	7	575.00
August	100.00	5	75.00	6	575.00
September	115.00	4	115.00	5	575.00
October	145.00	3	140.00	4	575.00