



MTAR Member News

June 10, 2019

42nd Bill Carey REALTORS Golf Scramble

1st Place: David Chalfant Team (53)

David Chalfant
 Joshua Chalfant
 Duane Perry
 Tom Walton

2nd Place: Denson Company (56)

Steve Rose
 Brian Morris
 Trent Denson
 Jerry Denson

3rd Place: Regions Bank (56)

Richard Fluharty
 Paul Wilson
 Josh Aaron
 Danny Wallace

Second Flight, 1st Place: PARKS, Smyrna (64)

Randall Dickson
 Rex Creviston
 Jay Baucom
 David Price

Second Flight, 2nd Place: PARKS (old guys rule!) (65)

Robert Carroll
 Chuck Medlin
 Darryl Jackson
 Mike Williams

Second Flight, 3rd Place: First Community Mortgage (65)

Jeremy Warren
 Noe Doniz
 Klay Kuhns
 Alan Hardison

C.T.P Winner: Rex Creviston

Men's Long Drive Winner: Josh Chalfant

Women's Long Drive Winner: Glenda Victory

Putting Contest Winner: Mark Hood



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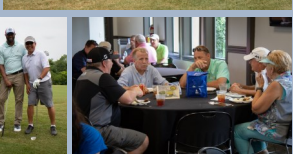
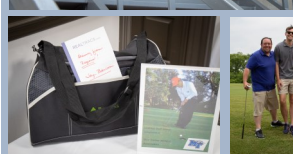
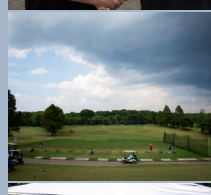


<https://www.c2ex.realtor/>

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 of Events

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

Thursday, June 13
9:00-10:30—Grievance Committee

training meeting, MTAR

Monday, June 17
9:00-12 noon—NAR Ethics class, 3 CE, \$25, MTAR office

Wednesday, June 19
2:00-3:00—Gov't Affairs Cte. Meeting, MTAR office

Thursday, June 20
9:30-10:30—Education Cte. Mtg., MTAR office

2:00-3:00—Community Relations Cte. Mtg., MTAR

Wed., June 26
12:00—1:30—MTAR Past Presidents Luncheon, location TBA

Tuesday, July 2
1:00-2:00—Member Services Cte mtg., MTAR office

Wednesday, July 3
1:00-2:30— RPAC Cte. Meeting, MTAR office

Thursday, July 4
MTAR Closed for Independence Day holiday!



Wed-Fri, July 10-12
8:00-4:00—New Member Orientation, MTAR office

Meet Your 2019 Leadership Team



Marty Davenport
 Gov't Affairs Chair

FIRM: CMG Financial

YEARS IN REAL ESTATE: 19th year

HOW DID YOU GET INTO THE REAL ESTATE/MORTGAGE BUSINESS:

I set up a computer network for a mortgage company in 1998. As I got to know the people there, it looked like something I would enjoy.

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

Chair of Government Affairs & Past Chair of RPAC & YPN Boro Bridges

WHY DO YOU VOLUNTEER WITH MTAR –

I like to work with my friends on common goals, meet new people and to challenge myself.

WORDS OF WISDOM FOR YOUR FELLOW MTAR REALTORS.... Get involved and stay involved. Push outside your comfort zone.



OLD REPUBLIC HOME PROTECTION

By choosing Old Republic Home Protection's Essential, Standard, Ultimate, or Platinum Protection Plan and adding optional coverage choices...

You May Receive:

- ✓ Increased Risk Reduction
- ✓ Decreased After-Sale Hassles
- ✓ Increased Client Satisfaction
- ✓ More Referrals!

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- ✓ A "Custom-Fit" Home Warranty Plan
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Training & Educational Choices for MTAR Members!

JUNE & JULY Education Classes

June 17—NAR Ethics Course, 9:00-12 noon, MTAR office, \$25, 3 CE hrs.

July 10 & 11—RealTracs training at MTAR, 10:00-2:30, courses TBA

July 10-12—New Member Orientation, 8:15-4:00 each day, 11 CE hours

July 15—TREC Core Class, 9:00-4:00, 6 CE hrs., \$45, Coffee Co. Adm.

Bldg., 1327 McArthur St., Manchester

July 24—TREC Broker Core Class, 8:30-4:40, 8 CE hours, MTAR live stream

July 25—THDA Great Choice Program, 9:00-1:00, 4 CE, MTAR

The CE Shop
Summer is here
20% off
all CE courses
the month of June
promo code
JUNE20

Enroll today:
<http://mtar.theceshop.com/>
Promotion expires June 30, 2019

REACH YOUR PEAK

NAR ETHICS TRAINING
MONDAY, JUNE 17 - 9:00-NOON \$25
MTAR OFFICE - 311 BUTLER DRIVE
ROBERT MORRIS, INSTRUCTOR

UPDATED 2019 CODE OF ETHICS INFORMATION THAT KEEP YOU ETHICAL & PROFESSIONAL!
SPONSORED BY AMERI CARE SERVICES, INC.

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

Coming in July !

LIVE STREAMING FROM TN REALTORS ON LOCATION AT MTAR

TREC Broker Core Class

Meets TREC License Requirements

- 8 CE HOURS OF CLASS
- AGENT SUPERVISION TIPS
- RISK REDUCTION PROCESS
- WRITTEN FOR THE PRINCIPAL BROKER/BROKER LICENSEE!

Thursday, July 24th 8:30-4:40 at MTAR \$30 for 8 CE hours! FREE for Brokers of Record!

Live Streaming by TN REALTORS
615-893-2242
<http://www.mtar.org/education-registration>

Sponsored by **HERIBANK MORTGAGE**

THDA GREAT CHOICE MORTGAGE PROGRAMS
THURSDAY, JULY 25, 2019 9:00-1:00
4 CE HOURS \$40
MTAR OFFICE

Tennessee Housing Development Agency
TN CRS Chapter Members can attend for FREE
Contact Debbie Mann to register directly!

REGISTER NOW! [HTTP://MTAR.ORG/EDUCATION-REGISTRATION](http://MTAR.ORG/EDUCATION-REGISTRATION)

It's time for a little challenge. Let's see how many offices can get to 100% participation in RPAC before Labor Day, September 2.

There will be 4 divisions .

Offices of 1-3 members, offices with 4-12 members, offices with 13-35 members and offices with 36 or more members

Several are already there. 100% Participation as of May 31, 2019

Acumen Realty

Adkins Appraisals

Advantage Realty of Middle Tennessee

Coldwell Banker, Barnes

Curtis and Company

Dan Carver Property Management

Dwayne Toombs Appraisals

Farm Credit, MidAmerica

First Community Mortgage, Gainesville

Frank Johns Realty,

GZ Appraisals

James R. Cash Auctions

Properties Unlimited of Tennessee

RE/MAX Elite, Brentwood

Reliant ERA, Brentwood

Stateline Appraisals

Timothy Kelley, Appraiser

Wayfast Realty

Wayne Belt Realty & Construction,

Harton Realty,

Ole South Realty

The top 3 offices in each division, based on percentage of participation, will be named here each week between now and Labor Day. Let's show our dedication to REALTOR Advocacy by reaching our 2019 goal before the TR Conference in Destin September 18-20.



Are you and your company signed up for NAR's Call for Action program? It is one way you can help influence legislation that affects our industry.

Contact rex@mtar.org to find out how easy it is to get involved in protecting property rights for your clients as well as issues that could influence your business.

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 !!



Thank You, 2019 Golf Scramble Sponsors!

Ameri Care Services & First Community Mortgage

present the

42nd Annual Bill Carey REALTOR® Golf Scramble

EVENT SPONSORS

**Ameri Care Services First Community
Mortgage**

DRINK CART SPONSORS

**Ascend Federal Credit Union & iServe Resi-
dential Lending**

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GLOVE SPONSOR

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RealTracs, Inc.

TOWEL SPONSOR

CMG Financial

GOODY BAG SPONSOR

SWBC Mortgage

LUNCH SPONSOR

**Ascend Federal Credit Union; CMG Financial;
Guaranty Home Mortgage Corp.; Heart Insur-
ance; Regions; Stones River Title Co., LLC**

PHOTOS PROVIDED BY

Northwest Exterminating

TROPHY SPONSOR

RealTracs, Inc.

HOLE WATCHERS

**360 Business Growth; Dennis Young Insur-
ance-Shawn Rueff; Lawyers Land and Title;
New America Funding; Redstone Federal
Credit Union; Regal Title**

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SKILL SHOT PRIZE SPONSOR

Signature Title Services

SKILL HOLE SPONSORS

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Warranty; Ole South Properties; Premier
Home Inspections; Premier Land Title &
Escrow; Tennessee Housing Development
Agency; Williams Underwriting Group;
Wilson Bank & Trust**

HOLE SPONSORS

**Betsy Taylor, Maples Realty & Auction Co.;
Dale Patterson, Keller Williams Realty;
Richard Lewis, Exit Realty Bob Lamb & As-
sociates; Kathy Jones, PARKS; Lisa Duke
Crowell, Rutherford County Clerk; Home
Team Inspection Service, Ron Baker; Lega-
cy Home Loans; Legacy Mutual Mortgage-
The Church Team; Proforma; Rural 1st;
Sycorp Computer Services**



**Middle Tennessee
Association of
REALTORS®**

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Toll Free Fax: 877-893-2250



- 2-Jun Kristen Troutt
- 2-Jun Ryan Drummond
- 3-Jun John W Shepard
- 3-Jun Enrique Selman
- 3-Jun Marcy Fessler
- 4-Jun Mark Vanzant
- 4-Jun Nancy Hoover
- 4-Jun Angela J. Hullett
- 5-Jun J. D. Oliver
- 5-Jun Shawn Wright
- 6-Jun Chip Loyd, Jr.
- 6-Jun W. Scott Adcock, Jr.
- 6-Jun Kim Reynolds
- 6-Jun Taylor Walters
- 6-Jun Terry Lee R. Greenwood
- 6-Jun Christie B. Graves
- 6-Jun Wendal Miller
- 6-Jun Tiffany Marsh
- 7-Jun Elaine J. Warrick
- 7-Jun Terry Coleman
- 7-Jun Layla Garcia
- 7-Jun Michael Attallah
- 7-Jun Beth Carlyle Arnett
- 7-Jun Tristan Biter
- 7-Jun Scott McCormick
- 8-Jun Janet Loyd
- 8-Jun Joey Simmons
- 8-Jun Rhonda Carey
- 8-Jun Kasie Nunley

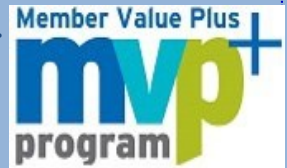
MTAR MEMBER BULLETIN BOARD

YOUR OFFER DATES: June 1-15, 2019

YOUR ACTION: Sign up for a FREE 30-day trial of QuickBooks Self-Employed from Intuit

YOUR REWARD: "Social Media for REALTORS®; Digital Marketing"-download, PLUS a chance to win a \$300 Amazon Gift Card

Digital download value: \$11.95, gift card value: \$300



Organize your finances with QuickBooks® Self-Employed and it will help you find your tax deductions! Put more money in your pocket with this convenient mileage tracker, expense tracker, and tax deductions estimator.

- Track mileage automatically — using your phone's GPS, mileage data is saved and categorized to maximize your mileage tax deductions
- Take pictures of your receipts and then categorize as personal or business with a swipe of your finger
- Minimize your tax bill – the program does the math for you, so you know how much to set aside for quarterly or year-end taxes
- Tax ready – with a single click you can do your taxes directly through TurboTax or send your accountant all the data needed to do your return

Get started with a FREE 30-Day trial now, available only to NAR members through the REALTOR Benefits® Program. After the first 30 days, get 50% off retail price for 12 months.

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 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.

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