



MTAR Member News

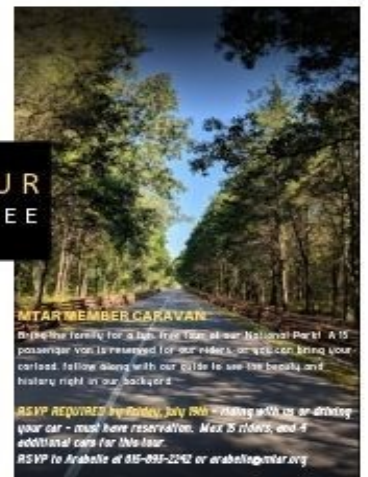
July 15, 2019

Two MTAR Family Fun Events Before School!

July MTAR Family Fun Day—Stones River National Battlefield Tour—Ride with Us or Drive Your Crew!

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STONES RIVER BATTLEFIELD TOUR
TUESDAY, JULY 23 2:00 - 3:30 PM FREE

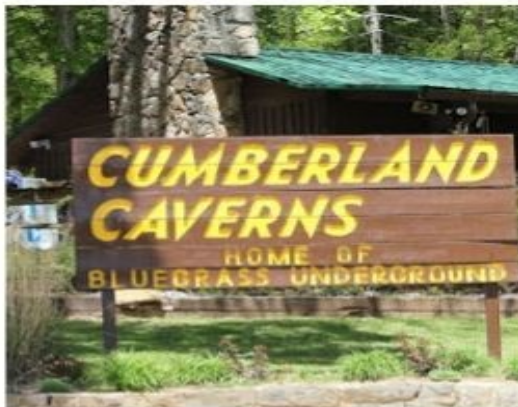


MTAR MEMBER CARAVAN
Ride the family for a high from the scenic National Park! A 14 passenger van is reserved for our riders, or you can bring your car! Follow along with our guide to see the beauty and history right in our backyard.
RSVP REQUIRED by Friday, July 19th - make sure to bring your car - must have reservation. Max 5 riders and 4 additional cars for the tour.
RSVP to Arabelle at 615-893-2242 or arabelle@mtar.org

August 3, 2019 Saturday | 10 AM Cumberland Caverns McMinnville, TN MTAR FAMILY FUN EVENT

Bring your family & friends on a 1.5 mile trek through beautiful Cumberland Caverns! Walking tour takes you through some of the most beloved areas of the cave, including our world-famous Volcano Room with a priceless chandelier hanging from the water carved ceiling. Group reservation price is \$16.50 for adults; children 6-13 are \$10.50 plus tax. Children 5 & under are FREE!

We must book together, so RSVP your family count by JULY 24TH to Arabelle@mtar.org or call 615-893-2242!



BENEFIT
from
YOUR MEMBER BENEFITS

NATIONAL ASSOCIATION of REALTORS®
REALTOR Benefits® Program

Members
Health Insurance
Exchange

MEMBERS
TeleHealth™

REALTORS®
insurance
marketplace

Members
Supplemental
Health Plans

MTAR Calendar

Thursday, July 18
10:00-12:00—Smyrna Meals on Wheels Day
2:00-3:00—Community Relations mtg., MTAR

Monday, July 22
5:00-7:00 pm—RPAC "6 to \$99" event at Nick Newton's & Spinelli's, W. Main St., \$25 RPAC investment for drinks & pizza. RSVP to Rex@mtar.org

Tuesday, July 23
2:00-3:30—Family tour

of Stones River Battlefield, RSVP to Candy

Wed., July 24
8:30-4:30—TREC Broker Core class—live streamed, 8 CE, \$30 for Broker licensees, FREE for PBs!
2:00-3:00—Gov't Affairs Cte. Mtg., MTAR

Thursday, July 25
9:00-1:00—THDA Great Choice Mortgage Program, 4 CE, \$40, MTAR
6:00-7:30—Top Producers & Major Investors

Celebration, by invitation. RSVP to Rex@mtar.org

Wednesday, July 31
9:00-4:00—Leadership MTAR, Day 1, MTAR office

Thursday, Aug. 1
10:00-12 noon—RPAC Glo-Golf, Tullahoma, \$25 each

Saturday, Aug. 3
10:00-11:30—MTAR Family Tour of Cumberland Caverns in McMinnville, family discounts for RSVPs. Contact Arabelle for reservations.

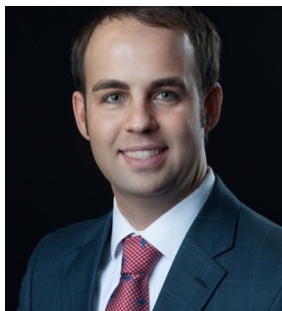
Tuesday, Aug. 6
1:00-2:30—Member Services Cte. Mtg. at MTAR

Wednesday, Aug. 7
9:00-4:00—Leadership MTAR, Day 2
1:00-2:00—RPAC Cte Meeting, MTAR office

Wed & Thur, Aug 7-8
10:00-2:30—Real Tracs training, MTAR, register online at www.realtracs.net

Tuesday, Aug. 13
10:00-2:30—Real Tracs training, Winchester Chamber office

Meet Your 2019 Leadership Team



Jay Cash
 MTAR Board Secretary

FIRM: James R. Cash Auctions & Real Estate

YEARS IN REAL ESTATE: 12 years

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

My parents are Auctioneers and Real Estate Brokers, I was at a real estate auction four days before I was born! I became licensed in 2007 and opened a branch of my family's firm in 2012!

YOUR VOLUNTEER ROLE AT MTAR? AT OTHER ASSOCIATIONS? OTHER VOLUNTEER PROGRAMS? 2019 Current Board Member & Secretary Past Board Treasurer Past Member Services Committee Chair Tennessee Auctioneers Association member

WHY DO YOU VOLUNTEER WITH MTAR— Networking and meeting REALTORS. It's a great way to stay "in the know."

WORDS OF WISDOM FOR YOUR FELLOW MTAR REALTORS.... Be involved and get connected. Work with people who want to work with you. Some will, some won't, but don't get discouraged. Treat real estate like a full-time job.

CMG

FINANCIAL

(615) 202-7789

Ashley Adams
 Marty Davenport
 Debbie Howard
 Rusty Howard
 Karen Milligan
 Bruce Simms
 Amber Simms
 Karren Welborn
 Ashton Welborn
 Shannon Wheeler
 Cassandra Wilson

Training & Educational Choices for MTAR Members!

JULY & AUGUST Education Classes

July 24—TREC Broker Core Class, 8:30-4:40, 8 CE hours, MTAR live stream—FREE for Principal Brokers, \$30 for other Broker licensees

July 25—THDA Great Choice Program, 9:00-1:00, 4 CE, \$40, MTAR

August 7 & 8—RealTracs Training at MTAR, 10:00-2:30, two 2-hour CE classes, topics TBA

August 13—RealTracs Training, 10:00-2:30, two 2-hour CE classes, topics TBA, Franklin County Chamber of Commerce office, Winchester

August 19-23—CRAM Week, five days of CE classes for members at MTAR!



SAVE **25%**
on your online real estate education today

promo code
JULY25

The CE Shop

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



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!

Wednesday, July 24
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 **IBERIABANK MORTGAGE**

Tennessee Housing Development Agency

TN CRS Chapter Members can attend for FREE
 Contact Debbie Mann to register directly!

THDA GREAT CHOICE MORTGAGE PROGRAMS

THURSDAY, JULY 25, 2019 9:00-1:00
 4 CE HOURS \$40
 MTAR OFFICE

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

[THDA Great Choice Mortgage Programs](#)

TN RRC Chapter is offering this class to CRS designees as a Re-certification option, and they are covering the cost! If you are a CRS active designee, contact Debbie Mann to register. All other attendees register at www.mtar.org/education-registrations

RPAC 6 to \$99 SOCIAL EVENT

July 22, 2019
5:00-7:00 pm

**Nick Newton's
and Spinelli's**
211 W Main St
Murfreesboro, TN 37130



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

Networking with fellow REALTORS and affiliates in a relaxed atmosphere. There will be a variety of appetizers and drinks available as you visit with old friends, new acquaintances and continue to make your investment in support RPAC.

THANK YOU TO OUR WONDERFUL SPONSORS!



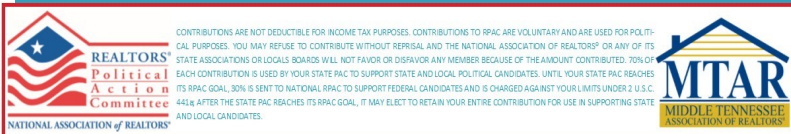
Dave Gober



Jason Mathis

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



RPAC'S Tullahoma SOCIAL EVENT

August 1, 2019
10:00 am—Noon



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

2 Hours Glo-Golf, trophies for top 3 golfers, admission to Escape room. Food, fun, and friends in a unique, air-conditioned venue in Tullahoma. We are planning contests, door prizes and some delicious food. Something for every one, and a fun way to make your investment to RPAC.

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

THANK YOU TO OUR WONDERFUL SPONSORS!



Food provided by Carlene and Sterling Smith

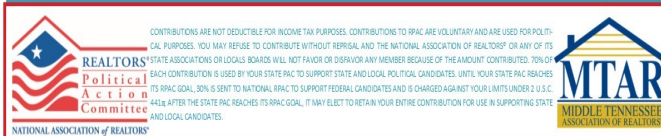


Venue Provided by Bill Thoma



Trophies provided by

RSVP to Rex Brown, rex@mtar.org



RPAC Major Investors-Investing at the Highest Level

What is a Major Investor? Investment of **\$10,00.00** or more constitutes a Major Investor to NAR.

Sterling R requires an investment of **\$1000 to \$2499.**

Crystal R requires an investment of **\$2500 to \$4999.**

Golden R requires an investment of **\$5000 to \$9999.**

Platinum R requires an investment of **\$10,000** or more.

President's Circle requires an individual contribution to an approved candidate of \$2000 in addition to the initial major investment. We will be honoring our Major Investors from last year along with the designees for the this year with an event in July. If you have not made your investment for 2019, there is still time to be included in this very special event. Contact rex@mtar.org for more information.

14TH ANNUAL REALTORS GOLF SCRAMBLE



WILLOWBROOK GOLF COURSE
THURSDAY, SEPT. 26, 2019
11:30 LUNCH;
1:00 PM START



For Sponsorship Opportunities or Team Registration, go to www.mtar.org
rex@mtar.org
 615-893-2242

save the date

Leadership MTAR

Wednesdays—July 31-August 21

If you have wondered about the business of MTAR, its leadership and programs, and where you can get involved, this is the class for you. This 4-day training program is open to all members interested in becoming future leaders in our Association. The class is active, engaging, insightful and prepares you to take a leadership role with confidence. Class is limited to 12 members, and applications are available online at www.mtar.org
 Registration deadline is Friday, July 19th!!

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.

Get \$100

Swipe your debit card 5 times

+

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 or stop by your local branch today to become a member!

Reference promo code **MP200B**

Additional information on back panel.



LEADERSHIP MTAR

2019 Application

Application Deadline - July 19th

CLASS SCHEDULE:
WEDNESDAYS: July 31-Aug 21
 9:00-4:00 each day- No cost, no CE

July 31 - MTAR at Work
 Getting to Know You & MTAR; Structure, Bylaws, History & Member Profile; Member Area Tour, Part 1; Homework Assignment

August 7 - More than just MTAR
 TN REALTORS overview; NAR overview; Member Tour, Part 2

August 14 - MTAR at Work
 Attend MTAR Board of Directors meeting; Past Presidents' Panel and lunch; Review Strategic Planning, Budget, Committees & Committee work; Meeting Management training

August 21 - Pulling it All Together
 Review of homework assignments; Professional Standards, Ethics, Risk Management & Leadership; Call for Volunteers - survey for leadership commitment, Graduation with Pres. Greg Myers

CONTACT

PHONE:
 615-893-2242

WEBSITE:

www.mtar.org

Send Signed Application to:

candy@mtar.org

by July 19, 2019

Applicant Information

Full Name: _____ Date: _____
Last First M.I.

Address: _____
Street Address

City _____ State _____ ZIP Code _____

Cell: _____ Email _____

Firm: _____

Broker: _____

Years as Licensee: _____

Years at Current Firm: _____

Current or Past MTAR Volunteer Activity? _____

Current or Past TN REALTORS Activity? _____

Current or Past NAR Activity-attendance or other? _____

List any Leadership Roles you held in your firm: _____

What do you consider to be your highest career achievement to date? _____

Current or Past Community Volunteer Activity? _____

What MTAR Leadership positions interest you? _____

WHY do you want to lead at MTAR? _____

This program is not age specific! Any MTAR member interested in future leadership opportunities is invited to participate! We welcome all dedicated REALTORS that have an earnest desire to become involved in the active programming of MTAR to apply now! The success of this program encourages a diverse pool of participants with vast experiences and fresh ideas! Class is limited to 12 participants.

If selected to participate, I commit to attend all classes & to complete all assignments.

Signature _____

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

THAT'S WHO WE 



14-Jul Sherri Berry
14-Jul Ruth Estes
14-Jul Jennifer Lambert
14-Jul Steve Webb
14-Jul Harold "Lucky" Luecke
14-Jul Randall Scott Boles
14-Jul Jonathan Harmon
15-Jul Debbie Young
15-Jul Vickie Tomlinson
15-Jul Blake Switalski
15-Jul Cort Huffman
16-Jul Tamera Neely
16-Jul Carye Forsee
16-Jul Grayson Phillips
16-Jul Denise Silva
16-Jul Jason LaForte
16-Jul Joe Swanson, Jr.
16-Jul Shelia D. Lunsford
17-Jul Mona Pridemore
17-Jul Rick Wesley
17-Jul Julie O'Donnell
18-Jul Terri Lynn Allen
18-Jul Jonathan Beverly
18-Jul Cynthia Moore
19-Jul Tony Adams
19-Jul Ron Payne
19-Jul Neil Young
19-Jul Casey Hollis
19-Jul Anne Marie Honeycutt
19-Jul Darron L. Shatley
20-Jul Betty Brink
20-Jul Dawn A. Wesley
20-Jul Robert Raby
20-Jul Debra Beasley
20-Jul Mary Anne Conner
20-Jul Lisa Dohve
20-Jul Tonya Knell

MTAR MEMBER BULLETIN BOARD

YOUR OFFER DATES: July 1-15, 2019

YOUR ACTION: Share your Brand Secrets with
Realtor.com

YOUR REWARD: "Get Noticed and Get the Listing" Guide and Build Awareness webinar with Top Professionals, PLUS a chance to win a MVP experience at NAR's iOi Summit in Seattle, WA—Aug. 21 & 22



Value: \$250 for Listing Guide, \$29.95 for webinar, \$856 for summit

Share your ideas, techniques and messaging on "what to do to make sure everyone in your city or town recognizes your brand" In return we will share back to you the best of what we gathered across the US, and include insights from other REALTORS on how to build your brand and set yourself apart.

You will receive the Get Noticed and Get the Listing Guide which will be sent in mid August once completed and will include sample ads, messaging and tips from real estate strategist Jeff Lobb of Sparktank Media on what you can do to rise above the crowd with your branding - and target the consumer getting ready to list. You will also get an invite to a special webinar from top professionals who will share their best ideas, visuals and messaging they use to build awareness with potential sellers as they get closer to making a move.



Sept. 18-20— Hilton Sandestin
Beach & Golf Resort

Early Bird Registration-Deadline
July 24