



MTAR Member News

January 21, 2020

MTAR Installation Dinner! Congratulations, President Morris, REALTOR® of the Year Debbie Garvin, Rookie of the Year Brad Hopkins!



Inside this issue:

MTAR Calendar, Affiliate Spotlight, C2EX Professionalism program	2
Education Calendar, The CE Shop, Brokerage Management class, NAR Ethics	3
RPAC 4 to \$99 event in February, Elections coming in February	4
More Installation Photos	5
Member Birthdays, NAR MVP Offer, Pray Middle TN event set for Wed., Jan. 22	6

BENEFIT
from
YOUR MEMBER BENEFITS

NATIONAL ASSOCIATION of REALTORS®
REALTOR Benefits® Program

Members
Health Insurance
Exchange

MEMBERS
TeleHealth SM

Members
Supplemental
Health Plans

REALTORS®
insurance
marketplace

MTAR Calendar

Wednesday, Jan 22
7:45-9:00— 2020
 Pray Middle TN
 event, MTAR, RSVP
 to
PrayMiddleTN@gmail.com

Thu-Wed, Jan. 23-29
8:00-5:00— Broker
 Office Management
 Course, 30 CE, \$300,
 audit \$100

Thursday, Jan. 23
9:00-10:00— TN
 REALTORS Road-

show, MTAR office

Mon-Wed, Feb. 2-5
 TNEX program, TN
 REALTORS Spring
 Conference, Nashville

Monday, Feb. 3
9:00-12 noon— NAR
 Ethics Class, MTAR, 3
 CE, \$30

Wed., February 5
1:00-2:00— RPAC
 Committee meeting

Wed-Thurs, Feb. 5-6
10:00-3:00—
 RealTracs trng., MTAR

Monday, Feb. 10
5:00-7:00 pm—
 RPAC 4 to \$99 event,
 Miller's Ale House,
 \$25 RPAC investment
 at the door.

Feb. 11-27— MTAR
 is an Early Voting
 Precinct for Ruther-
 ford County resi-
 dents, 10-6 daily,
 Saturdays, 8-noon.

Tuesday, Feb. 11
1:00-2:00—
 Member Services
 Cte. Mtg., MTAR

Wed., Feb 12
9:00-10:30— MTAR
 Board of Directors
 meeting
12:00-4:00 pm—
 MTAR Day on the
 Hill, bus ride to
 Nashville, Capitol
 Hill, make reserva-
 tions with Rex.

Friday, February 14—
Happy Valentines
Day!



36,163 REALTORS currently in process

3,658 Certifications completed

40,000 REALTORS to be C2EX certified by May, 2020—GOAL

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

The National Association of REALTORS® created the Commitment to Excellence program to encourage the professional development of REALTORS® by utilizing a multifaceted approach aimed at offering opportunities for continuing education and professional growth. A member's Commitment to Excellence is a continual practice, and a lifelong commitment to superior professionalism and providing first-rate customer service.

The Commitment to Excellence Program is defined by eleven competencies which indicate a REALTOR®'s commitment to ethics, advocacy, technology, data privacy, outstanding customer service, and much more. Each competency is tied to tasks and learning modules which are preceded by a Skills Assessment. These assessments offer each REALTOR® the opportunity to receive a comprehensive identification of skills that measure a REALTOR®'s proficiency in the related C2EX competency.



Williams Underwriting Group

(502) 708-3157 | www.williamsunderwritinggroup.com

Training & Educational Choices for MTAR Members!

JANUARY & FEBRUARY Education Classes

January 23-27—Broker Office Management class, 30 hrs pre-license, no CE—\$300

February 3—NAR Ethics Course, 3 CE, \$30, MTAR

Feb 5-6—RealTracs training, MTAR office, register online at <https://www.realtracs.net/Help/ClassSchedule>, Free!

February 18—RealTracs training, Coffee Co. Adm. Bldg, Manchester, 4 CE hours, two classes, FREE!



Enroll today:
<http://mtar.theceshop.com/>
 Promotion expires Jan. 31, 2020

TREC OFFICE BROKERAGE MANAGEMENT COURSE

Be your own Broker ~ Run your own firm or team!



TREC requires this 30 hour Brokerage Management course as a portion of the required 120 hours of real estate classroom education prior to completing the application for the Broker exam. Students will evaluate & review components of a business plan. This course will cover law, deeds, agency, management, planning, training, finance & growth analysis. Remember, There is NO CE credit for this class. To be eligible to take this course, candidates must have held an active license that meets at least one of the following criteria:

- Twenty-four (24) months actively licensed, if licensed as an affiliate broker on or before May 12, 1988
- Thirty-six (36) months actively licensed, if licensed as an affiliate broker after May 12, 1988
- Twenty-four (24) months actively licensed, if the candidate has a baccalaureate degree with a major in real estate

All the materials you need are provided, so register today!!!

Dates: Jan. 23, 24, 27-29, 2020

Time: 9:00 am to 4:00 pm each day

Place: MTAR office in Murfreesboro

Cost: \$300 members, \$100 to audit class (must bring own book)

Instructor: Robert Morris, ITI, ABR, CRS, CRB

Weather Notice:

MTAR follows the Murfreesboro City Schools weather policy. If the City Schools are closed for inclement weather, classes are cancelled and the office will likely be closed. Check our website and Facebook page for details and confirmation of changes.

ATTENDEE COURSE REGISTRATION INFORMATION

Name: _____

Firm Name: _____

License #: _____ Contact #: _____

Email Address: _____

Association: _____

PAYMENT OPTIONS: Cash Check MC/VISA/Disc

Credit Card #: _____

V-Code: _____ Billing Zip Code: _____ Exp Date: _____

Number on billing street address: _____

(Example: If billing address is 311 Butler Drive, you write 311 in blank)

Signature: _____



Please Make Payment Payable To:
 MTAR
 311 Butler Drive
 Murfreesboro, TN 37127
 (615) 893-2242 / Fax #: (615) 893-2250

Course Provider: Robert Morris Seminars, Inc
 Sponsor #: 1235 Course #: 2320

REACH YOUR PEAK



NAR Ethics Course

MONDAY, FEBRUARY 3

9:00-12 NOON - 3 CE - \$30

MTAR - 311 BUTLER DRIVE

RANDA DAWSON, INSTRUCTOR

Register online:

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

WATCH FOR THESE CLASSES IN 2020!

TREC Broker Core Class—March 19, 2020

SRS-Sellers Representation Specialist—May 21-22

CRS Digital Marketing Certificate—August 13

Ninja Selling—September 14-17 ...and more!

Please join us for our first 4 to \$99 Event of 2020

RPAC'S "4 TO \$99" SOCIAL EVENT

February 10, 2020
5:00 pm—7:00 pm



1714 Old Fort Parkway
Murfreesboro, TN



A \$25 investment in RPAC gets you on the way to the "99er" club as well providing an evening of food, fun and friends in a relaxed atmosphere. Drinks served by some of the friendliest folks in town with a buffet of heavy appetizers to assuage the stress of a busy day of real estate activity. Networking and friendly conversation with fellow REALTORS and affiliates.

THANK YOU TO OUR WONDERFUL EVENT SPONSORS!



RSVP to Rex Brown, rex@mtar.org

CONTRIBUTIONS ARE NOT DEDUCTIBLE FOR INCOME TAX PURPOSES. CONTRIBUTIONS TO RPAC ARE VOLUNTARY AND ARE USED FOR POLITICAL PURPOSES. YOU MAY REFUSE TO CONTRIBUTE WITHOUT REPRISAL AND THE NATIONAL ASSOCIATION OF REALTORS® OR ANY OF ITS STATE ASSOCIATIONS OR LOCAL BRANCHES WILL NOT FAVOR OR DISFAVOR ANY MEMBER BECAUSE OF THE AMOUNT CONTRIBUTED. 70% OF EACH CONTRIBUTION IS USED BY YOUR STATE RPAC TO SUPPORT STATE AND LOCAL POLITICAL CANDIDATES. UNTIL YOUR STATE RPAC 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. §§44. AFTER THE STATE RPAC REACHES ITS RPAC GOAL, IT MAY ELECT TO RETAIN YOUR ENTIRE CONTRIBUTION FOR USE IN SUPPORTING STATE AND LOCAL CANDIDATES.


VOTE ACT INVEST
REALTORParty.realtor

Sign up for CFA Mobile Alerts Text 30644

One of the ways REALTORS® can make our voices heard in the halls of power is by responding to Calls For Action (CFA). If you have not done so, please **text "30644"** to sign up for mobile alerts. You'll be notified when a CFA is issued and can respond quickly and easily. *Messages will be sent sparingly, and you will NOT receive ANY other texts.*



We are planning a Day On the Hill February 12, 2020 .

12:-00-4:00

We plan to fill a bus, and travel to Nashville to meet with our state legislators face to face on Capitol Hill. Reservations have begun. Please be sure to get your name on the list to ensure a seat on the bus. please contact rex@mtar.org. For details. The ride is free and includes the return to MTAR.

If you prefer you can drive yourself and meet us at the Cordell Hull Office Building, the meetings begin at 1:00 and end at 3:00.



Kate Bryant presents an RPAC check to State Senator Janice Bowling.

Watch this box for RPAC Investments of \$100.00 and more.

We will also be bringing back our RPAC flag, recognizing all of our RPAC investors for 2020.

We have lots of interesting ideas for RPAC recognition including an Association wide contest culminating in a **CELEBRATION** in August or September. All investments of \$25.00 or more, including those made on dues billing will be counted in a participation award to the companies with the highest percentage of agent participation.

Details are being worked out and further information will be posted as they are finalized.

In the meantime, get those investments in. This is an election year and we want to *be at the table, not on the menu.*

INSTALLATION PHOTOS 2020



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 



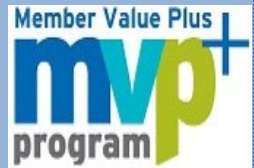
- 19-Jan BettyeCates
- 19-Jan Hope Wilson Coleman
- 19-Jan Randy Thompson
- 19-Jan Debra L. Switalski
- 19-Jan Amber VanVolkenburg
- 19-Jan Jason Sullivan
- 20-Jan Gail Phebus
- 20-Jan David Alcorn
- 20-Jan Blair Braswell
- 20-Jan Curran Scarlata
- 20-Jan Velma Mullins
- 20-Jan Gary Seymore
- 21-Jan Taylore Elassal
- 21-Jan Jessica Warner
- 21-Jan Josh Ezell
- 22-Jan Mike Peasley
- 22-Jan Ashley Jennings
- 22-Jan Breanna Stahly
- 22-Jan Jonathan Dodson
- 23-Jan Mark Messick
- 23-Jan Irina Menako
- 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 Tasha Thompson
- 24-Jan Jeanie O'Neal
- 24-Jan Debbie Ragsdale
- 25-Jan Andrea Ferrer
- 25-Jan Carla D. Foster
- 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, 2020

YOUR ACTION: Get any Code of Ethics product

YOUR REWARD: 2019 NAR Profile of Home Buyers & Sellers, download Value: \$19.95



The newly designed and updated 2020 Code of Ethics products are here!

Purchase or download any of the 2020 Code of Ethics products and you'll automatically have a FREE copy of the new 2019 Profile of Home Buyers and Sellers-Download added to your cart from MVP!

The NAR Code of Ethics is what sets REALTORS® apart from other real estate agents. Go to the REALTOR® Store today and purchase your copy of any of the 5 new products, product bundle or download any of the FREE Code of Ethics Digital Downloads.



Join us for praise, prayer, inspiration & song! Open to EVERYONE!

Inspiration by David (Chip) Dodd - founder of Sage Hill and creator of the Spiritual Root System(TM)

Music by Allen J Morrell - singer/songwriter, Worship Leader, 180 Degrees Ministries

Wednesday, January 22, 2020

7:30-9:00 AM MTAR 311 Butler Drive

RSVP to: PrayMiddleTN@gmail.com or text 615.642.4050