



# MTAR Member News

March 9, 2020

## Tax Time—Tax Tips for REALTORS



*Five Essential (and two remarkable) things you need to know about the New Tax Law!*

### Tax-Reduction Strategies for the Real Estate Professional

Strategies that save you time and money! (Training best suited for the established agent)

**Thursday, 3/12/2020**  
**9:30 am-12:00 pm**

(Please arrive at 9:15 am for registration.  
 Seminar begins promptly at 9:30 am)

**Location:**  
 311 Butler Drive  
 Murfreesboro, TN 37127

**RSVP Today!**

[www.mtar.org/education-registration](http://www.mtar.org/education-registration)

MTAR Calendar, Affiliate Spotlight, 2020 NAR Code of Ethics changes	2
Education Calendar, The CE Shop, TREC Core Class in Shelbyville, Broker Core Class at MTAR	3
RPAC Bowling sign-ups for March, RPAC Challenge 2020, Major Investors	4
C2EX Certification program, Smart Home Technology class in April	5
Member Birthdays, NAR MVP Offer, MTAR at MTSU Baseball, April 7th	6

Here's some of what you'll learn:

- \* CHANGES in your 2020 Tax Deductions and why your accountant can't "just take" the New Tax Deductions for you.
- \* HOW to navigate the NEW 20% 199A DEDUCTION designed for Self-Employed Professionals and worth up to \$63,000!
- \* WHY you may want to buy a new or pre-owned car sooner than you think...the great 2020 "makeover" of the CAR DEDUCTION rules you will want to take advantage of!
- \* HOW TO deduct all of your FAMILY'S MEDICAL COSTS—even dental—as a real estate BUSINESS expense!
- \* LEARN how to *safely* qualify your home office for big tax deductions, even if you spend most of your office time at a branch office.
- \* THE New...and Improved... food and beverage deductions for real estate professionals that you probably don't know about.
- \* Lead by nationally-acclaimed instructor, Kelly Clark...

After this seminar, you'll have what you need to bring to your tax accountant, so you qualify for thousands of dollars more in deductions.

"One of the best speakers I've ever heard... the information was great! I wish I had taken this class when I started in real estate 15 years ago."

Tatjana Bajrami, Agent, Long & Foster, Washington DC

"I can hardly wait to start using some of the many deductions your instructor talked about! This information will definitely take my business to the next level!"

Gay Harper, Berkshire Hathaway HS Northwest, Seattle, WA

### Don't let the NEW 2020 Tax DEDUCTIONS pass you by!

Busy? The short time you invest in this seminar will translate immediately to money, your money!

About your Instructor:



Kelly is a business consultant and training specialist with a proven background in education and business management. Having been personally selected and trained by W. Murray Bradford, she has worked closely with Bradford and Company, Inc., since 2000, as both instructor and Operations Manager. With a proven record as a speaker, Kelly is a recognized professional with over 2,700 nationally taught sessions on tax strategies for the self-employed.

Bradford and Company is a non-biased educational firm. This is not a tax-prep class.

This lively, entertaining seminar is presented by Bradford Tax Seminars, Inc., a provider of tax reduction strategies for more than 40 years. Information in this seminar is excerpted from Bradford's Business Tax Deductions program, optionally available to seminar attendees after the seminar.



**Applications for the 2020 MTAR Scholarship Program Due April 3, 2020!**

Any graduating Senior from our nine counties is eligible to apply. Candidates must be attending MTSU, Motlow or TCAT schools for the 2020 Fall semester. <http://www.mtar.org/>

# MTAR Calendar

**Wed., March 11**  
**9:00-10:30**—Board of Directors mtg, MTAR

**Thursday, Mar. 12**  
**9:30-12:00**—Tax Strategies for the Real Estate Professional, MTAR, FREE, no CE

**Monday, March 16**  
**9:00-4:00**—TREC Core Class, 6 CE, \$60, FCM Bank,

Shelbyville

**Tuesday, March 17**  
**10:15-12:00**—RPAC Bowling Regional at Tullahoma Lanes

**Wed., March 18**  
**10:00-12:00**—RPAC Bowling in Smyrna, Smyrna bowling Lanes

**2:00-3:00**—Gov't Affairs Cte mtg., MTAR office

**Thur., March 19**  
**8:00-5:00**—TREC BROKER Core Class, 8 CE, \$60  
**2:00-3:00**—Community Relations Cte. Mtg., MTAR

**Wed., March 25**  
**10:15-12:00**—RPAC Bowling Finals

**Thursday, Mar. 26**  
**10:00-12 noon**—2019 Orientation Reunion—Rookie All-Star Brunch, MTAR

**March 30-April 3**—Spring Break Week!  
**Friday, April 3**—MTAR Scholarship applications due!

**Tuesday, April 7**  
**6:00-8:00 pm**—MTAR at MTSU Baseball—family fun event! FREE tickets, hot dog & drink, compliments of Rural 1st, Northwest Extreminating, Legacy Home Loans & First American Home Warranty—RSVP!



Is there someone you should thank for a job well done? Tell your fellow REALTORS and fabulous Affiliate partners that you appreciate them! This year, we have had 63 different members to receive this positive reinforcement for their cooperative services with fellow REALTORS—Affiliates & REALTORS! Who can you share this message with today?

<http://www.mtar.org/goldenrule-r>



**BE ADVISED,  
NOT SURPRISED**

615-481-7293

[WWW.PREMIERINSPECTIONTN.COM](http://WWW.PREMIERINSPECTIONTN.COM)



# Training & Educational Choices for MTAR Members!

## MARCH & APRIL Education Classes

**March 12**— Tax Reduction Strategies for the Real Estate Professional, FREE, no CE, MTAR, 9:30-12:00

**March 16**—TREC Core Class, 9:00-4:00, 6 CE, \$60, First Community Bank, Shelbyville

**March 19**—TREC BROKER Core Class , 8:00-5:00, MTAR, 8 CE, \$60

**April 13**—NAR Ethics Class, 9:00-12:00, 3 CE, D.W. Wilson Comm. Center, Tulsa


**April 23**—Power Up on Smart Home Technology, CRS Elective, 9-5, MTAR, \$125



**Enroll today:**

[http://  
mtar.theceshop.com/](http://mtar.theceshop.com/)

Promotion expires March 31, 2020

Sponsored By  


# TREC Core Course

March 16, 2020  
 9am to 4pm,  
 \$60 6 ce  
 First Community Bank,  
 207 Elm Street  
 Shelbyville, TN

**TREC rules - Advertising -  
 Property Mgmt - Contracts -  
 Escrow - Commercial -  
 Disclosures**

TO REGISTER  
[HTTP://MTAR.ORG/EDUCATION-REGISTRATION](http://mtar.org/education-registration)



ATTENDANCE OPEN TO MANAGING BROKERS AND BROKER LICENSEES!

# 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, March 19  
 8:00-4:45 at MTAR  
 \$60 for 8 CE hours!  
**FREE for Brokers of Record!**  
**instructor:**  
**Randa Dawson**  
 615-893-2242  
<http://www.mtar.org/education-registration>

### **WATCH FOR THESE CLASSES IN 2020!**

- Power Up on Smart Home Technology—April 23 (CRS elective)***
- SRS-Sellers Representation Specialist—May 21-22***
- CRS Digital Marketing Certificate—August 13 (CRS elective)***
- Ninja Selling—September 14-17***
- SRES-Seniors Real Estate Specialist—November 19 & 20***



**The 10th Annual RPAC Bowling Tournament**

**10:15 am, March 17, 18 & Mar. 25th, 2020**

(Regionals 3/17 in Tullahoma, 3/18 in Smyrna, Finals 3/25 in Smyrna)

Join MTAR for the return of our popular most RPAC fundraising event, the 10th Annual RPAC Bowling Tournament. We're bringing the fun to you by having the first round in two separate locations across our membership area: Smyrna & Tullahoma, with finals being a week later at the Smyrna Bowling Lanes! It's a great way to have some fun & raise money for RPAC (your career partner on Capitol Hill) at the same time! Be the team that takes home 2020 RPAC bowling trophy by signing up today!

Team Members

Player 1 \_\_\_\_\_  
Player 2 \_\_\_\_\_  
Player 3 \_\_\_\_\_  
Player 4 \_\_\_\_\_

- All players must be a current REALTOR® member or a full-time employee of a current MTAR Affiliate business.
- All teams must be co-ed.
- Registration is \$25 player

Please specify your first-round location:

- Smyrna March 18, (at Smyrna Bowling Center 95 Weakley Lane)
- Tullahoma March 17, at Tullahoma Lanes, 900 S Anderson St)

Who will claim the RPAC Bowling Pin in 2020?!

Due to federal rules governing events such as this, each player's registration fee must be paid separately; one person CAN'T pay for all players. Registration forms may be returned without payment if the players intend to pay on the day of the event. Otherwise, please send four separate personal (not business) checks payable to MTAR, memo RPAC, along with this form.

For further information or questions contact [rex@mtar.org](mailto:rex@mtar.org)

Contributions are not deductible for income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. The amount suggested is merely a guideline and you may contribute more or less than the suggested amount. You may refuse to contribute without reprisal and the National Association of REALTORS® or any of its state associations or local boards will not favor or disfavor any member because of the amount contributed. 70% of each contribution is used by your state PAC to support state and local political candidates. Until your state PAC reaches its RPAC goal 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2



RPAC Bowling is back. This year we will be at Smyrna Bowling Center on Weakley Drive and Tullahoma Lanes in Tullahoma. Sign up now and get in a few practices. E-mail [rex@mtar.org](mailto:rex@mtar.org) for information.

Primary elections are done .  
Thank you for all who voted.  
Let's get ready the next round.

**REALTOR PARTY Call for Action**

**Sign up for CFA  
Mobile Alerts  
Text REALTOR to 30644**

**Golden R Investors President's Circle**

**Debra Beagle**

**Janice Carlton**

**Chris Garrett**

**Sterling R Investors**

**Janet Nettles Sharon Swafford**

**Christopher Wilson Robert Morris**

**Candy Joyce Kay Riddle Petty**

**Katrina Waldrip Debbie Mann**

**Matt Sargent**

**Capital Club Investors**

**Joe Orr Bob Lamb Virginia Pappafotis**

**99er's**

**Linda Dillon Richard Dillon Amie Lee Marks**

**Leslie White James Yates Ave Hart**

**Steve Holeman Janelle E Holst Darrell Huffman**

**Delora Massengale John C. Jones III Timothy Kelly**

**Joe Lester Richard Lewis Joe Chittaphong**

**Chris Garrett Jason White Becky Lanier**

**Carl Montgomery Hunter McDonald Tim Rudd**

**John Higgins Richard Lewis Leslie White**

*The regular meeting of the Government Affairs Committee will be at 2:00 pm on Wednesday, March 18 , 2:00 pm at*

Watch for a new page addition to our web-site featuring and showing appreciation for all of our RPAC investors.





5600 currently Endorsed  
 3000 more in process  
**8 Endorsed at MTAR!**


Endorsement will count for your  
 NAR Ethics requirement through  
**2021!**

<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.

**CRS ONE DAY COURSE**



## Power Up on Smart Home Technologies



**Date:** Thursday, April 23, 2020

**Presented by:**  
Middle TN Association of REALTORS

**Course location:**  
311 Butler Drive, Murfreesboro, TN 37127

**8:00am – 5:00 pm    8 CE hrs.    \$125**



What qualifies as a "Smart Home" and how do you leverage its functions and features in your marketing strategy? Do you have the knowledge and skills it takes to advise your clients to properly value and use various Smart Home technologies? What are the common security and legal considerations associated with buying and selling Smart Homes? These questions and many more are addressed in this brand new one-day course, **Power Up on Smart Home Technologies** which can be taken individually or as part of the new RRC Smart Home Certification program!

**Upon the successful completion of this course, you will be able to:**

- Identify what is needed for a house to be considered a smart home
- Apply promotional ideas to make a house stand out for being a smart home
- Apply marketing ideas to own business to stand out in the market
- Assess value of smart home features
- Address security issues when selling/buying smart home technologies
- Recognize the moral, ethical, and legal obligations that come with showing smart tech homes
- Develop and utilize a smart home selling tool kit and smart home transition checklist

**Individuals who take this course will earn 8 CRS Education course credits toward the CRS Designation.**

**Contact MTAR at 615-893-2242 or [www.mtar.org/education-registration](http://www.mtar.org/education-registration) to register!**

For more information on other CRS courses of obtaining the CRS Designation, the Premier Designation for residential real estate professionals, visit [www.crs.com](http://www.crs.com).

**The contest has begun.** Beginning with **RPAC** investments included with dues billing and continuing through the Spring and Summer, we will be recognizing RPAC investments from \$25.00 to \$5,000.00 on the way to a **2020 Challenge Celebration** sometime in August or September. The rules are simple, all investments, \$25.00 and up will be recognized on our RPAC flag, displayed at the MTAR office. Investors of \$25 to \$99 will be displayed on the white stripes, \$100 to \$249 on the red stripes, Investments of \$250.00 and up will be on the field of stars, **White for \$250, Bronze for \$500, Silver for \$1000, and Gold for \$5000.** Companies with **100%** participation will be recognized as well. Even our affiliate members will be eligible for recognition. Contact [rex@mtar.org](mailto:rex@mtar.org) for more details and watch this page and the MTAR RPAC Facebook Page for future announcements.

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

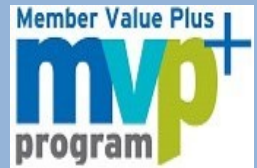
THAT'S WHO WE 



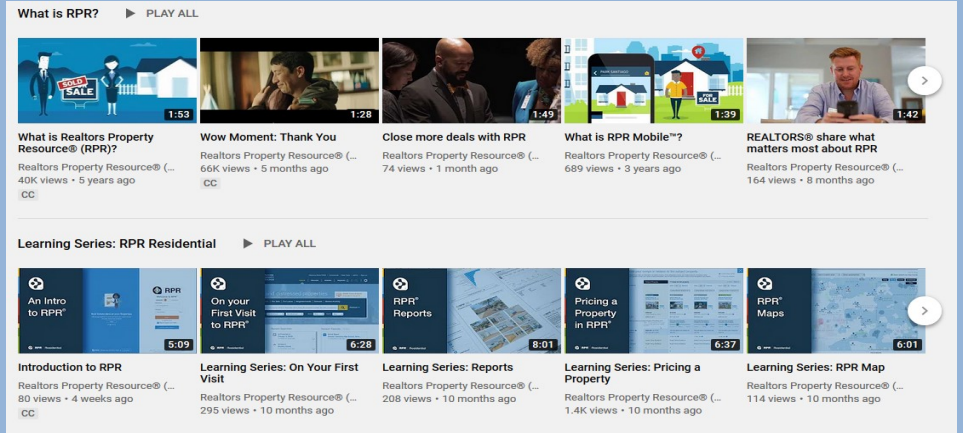
- 8-Mar Katie Schmeltzer
- 8-Mar Mark Nicgorski
- 8-Mar Ben Livingston
- 8-Mar Traci Cleveland
- 8-Mar Jim Tate
- 9-Mar Wanda Farris
- 9-Mar Tammy Russom
- 9-Mar George Weeks
- 9-Mar Anthony "Tony" Griffis
- 9-Mar Josh Cook
- 9-Mar Brian Harris
- 11-Mar Anthony Stephenson
- 11-Mar Kendall Gray
- 11-Mar Christina Henson
- 11-Mar Roy Moss
- 12-Mar Crystal N. Barrett
- 12-Mar Jeanette Angell
- 12-Mar Steven A. McClanahan
- 12-Mar Hector Aguilar
- 12-Mar M. Barbara Cunningham
- 12-Mar PJ McElyea
- 12-Mar Chris Barton
- 13-Mar Charles Yates
- 13-Mar Melissa A. Shuran
- 13-Mar Kyle Long
- 13-Mar Monica Holden
- 13-Mar Maurie Nelson
- 13-Mar Shirley Tate
- 13-Mar Jimmy Jernigan
- 13-Mar Mia-Lan Powers
- 14-Mar Debbie Bailey
- 14-Mar Shelby Hunton
- 14-Mar Jennifer Tidwell-Jennings
- 14-Mar Susan Manier
- 14-Mar Terry L. Ross
- 14-Mar Kathy J. Haley
- 14-Mar Jeff Hand

# MTAR MEMBER BULLETIN BOARD

**YOUR OFFER DATES:** *March 1-15, 2020*  
**YOUR ACTION:** *Subscribe to the RPR YouTube Channel*  
**YOUR REWARD:** *Social Media for REALTORS®: 101 Do's and Don'ts (digital download) Value: \$9.95*



Earn your reward today by subscribing to RPR's YouTube Channel. Once your subscription has been verified and you complete the form linked below, we'll send a confirmation email with a coupon code and link to download your Social Media for REALTORS®: 101+ Do's and Don'ts (Digital Download). Offer expires March 15th, 2020.



## MTAR Family Fun Night— MTSU Baseball

# MTAR at MTSU

REALTORS RALLY FOR THE RAIDERS

REESE SMITH, JR. FIELD | MTSU CAMPUS  
TUESDAY, APRIL 7 | 6:00 PM

FOR YOUR FREE TICKETS, Touch base with Ciara@mtar.org 615-893-2242

Complimentary ticket includes bleacher seating,  
hot dog and soda! Bring the whole family!

