



www.maar.org

MAAR This Month

NOVEMBER 2010

Serve MAAR By Serving on a Committee: Make Your Request for Next Year

It's that time of year again to let us know in what areas of MAAR you want to be involved. Please review the [2011 Volunteer Request Form](#) and mark your preferences accordingly. Appointments will be confirmed no later than mid-December. Submitting a request form is not a guaranteed appointment. While every effort will be made to accommodate requests, appointments are limited to available space with consideration given to the overall make-up of each committee (member type, firm size, geographical representation, gender, ethnicity, primary specialty, etc.) 2011 President Leon Dickson will work in conjunction with his [2011 Chairmen](#) to match the scope of each committee's work with the strengths and relevant experience of interested volunteers. Please fax your completed form to 761.4003 no later than Monday, November 8.

IREM Memphis 2010 November Auction

The IREM Chapter will host a luncheon and auction on Thursday, November 11 at the Memphis Marriott. This annual event rewards the outstanding efforts of the members of IREM who showed exemplary achievements in the success of the IREM Memphis Chapter #20 for 2010 by volunteering their time through their involvement in our many chapter and community projects! RSVP to irem20@bellsouth.net by Monday, November 8. Guest fee is \$25. Call 901.515.8221 for more information.



The MAAR Office will be closed
November 25 & 26
for Thanksgiving.
Enjoy your holiday!

VOTE in the Nov. 2 Election and Make a Difference!

Interviewing candidates for public office is one of the most critical roles of MAAR's Governmental Affairs Program. When we choose to support a particular candidate, we are investing- not in a person, but in the future direction of our community and the laws enacted that affect our industry. Read the [full story](#) and see the list of candidates MAAR has chosen to support. [Watch this video](#) and find out why Regina Hubbard supports the REALTOR® Party.

Appraisal Institute-Memphis Chapter Luncheon

The Memphis Chapter of the Appraisal Institute will host its quarterly membership luncheon on Wednesday, November 10 at the University of Memphis Holiday Inn. Wendy Greenlaw, Business Development Manager with Chandler Reports, will present the third quarter report. RSVP to aimemphis@comcast.net by Friday, November 5. Guest fee is \$25. Call 901.218.0782 for more information.

Annual Joint CCIM/SIOR Luncheon

The Memphis Metro CCIM Chapter and the Memphis SIOR Chapter will hold their annual Joint Luncheon on Wednesday, November 17 at the Memphis Country Club. Bill Logue, President of FedEx Freight, will be the keynote speaker. RSVP to chapters@comcast.net by Friday, November 12. Guest fee is \$25, payable at event registration. Call 901.218.0782 for more information.

Joint WCR/CREW Luncheon

Join the wonderful group of Women's Council of REALTORS® members at their luncheon on Thursday, November 11 at 11:30 a.m. at Hilton Memphis. They will be presenting a Wonder Woman Panel of local hot-shots! Cost for the luncheon is \$18 per person, and everyone is welcome to attend. Reservations must be made in advance by contacting Christy Stokes at cstokes@firstam.com.



MAAR News and Events

Go Growl for the Grizzlies for Less Green!

The Memphis Grizzlies are proud to offer all MAAR members an exclusive discount on tickets to see our home team take on the L.A. Lakers at FedEx Forum **Tuesday, November 30 at 7 p.m.** For example, you could sit on the Club Level for \$45 less than the regular price! This game will sell out, so make your plans now. To order your tickets and avoid Ticketmaster fees, contact Martin Taggart at mtaggart@grizzlies.com or 901.205.1459.

Mary W. Sharp to Open for Earth, Wind & Fire at the NAR Annual Convention in New Orleans

Our own songbird, Mary W. Sharp of Crye-Leike, will be one of six finalists in the NAR REALTORS® Got Talent contest to open for Earth Wind and Fire Sunday, November 7. The audience will choose a winner that night by texting their votes. The winner will receive \$2,000 and bragging rights. Let's all wish Mary the best of luck!

E&O Expiration Deadline is Drawing Near

Don't procrastinate on updating your E&O insurance. Avoid penalties and hearings by renewing today and making sure your E&O is in place when the clock strikes midnight on December 31.

Save the Date!

The Honors & Awards Member Luncheon will be held **Wednesday, December 8 at 11:30 a.m.** at the University of Memphis Holiday Inn. Join us as we wrap up our Centennial year and recognize the outstanding members of our Association. Register Online

Lost & Found: Reunite With Your Lost Treasures!

Wondering where those glasses are? Missing your favorite to-go cup? Got caught in the rain looking for your umbrella? Call the MAAR office at 901.685.2100, describe and claim your lost treasure!

MAAR In the News: September 16, 2010 through October 15

Each month we will recap all of the media coverage MAAR and/or MAAR members have received over the past month. We're working hard to get the word out to the public about the work that our members do every day and to provide opportunities for consumers to see the expertise REALTORS® bring to their work.

Date	Outlet	Headline (click to read/listen/view)
9/16/2010	Memphis Daily News	Realtors: Housing Has Nowhere to Go But Up
9/16/2010	WHBQ FOX 13 Good Morning Memphis	Realtors see the light at the end of the tunnel
9/17/2010	The Agent Harvest Blog	30% Of Memphis' Realtors Are Forced To Quit The Real Estate Industry
9/20/2010	whattheheck.net Blog	America's Most Underwater Housing Markets
10/4/2010	Memphis Daily News	Collierville Considers Land Swap for Schools
10/5/2010	The Commercial Appeal	Pending home sales still flat in Memphis area
10/5/2010	The Commercial Appeal (online)	Memphis-area home sales in August up from July, down from 2009
10/5/2010	Memphis Daily News	Pending Home Sales Rise 4.3 Percent in August
10/5/2010	Memphis Business Journal	Memphis area home sales slide in August
10/5/2010	ABC 24 Eyewitness News	County Seeks Ideas About Shops, Offices and Neighborhoods
10/6/2010	Memphis Daily News	MAAR Home Sales Show Improvement
10/6/2010	The Commercial Appeal	Memphis-area home sales rise in August
10/6/2010	Inman News (website)	Broker launches independent board, MLS
10/7/2010	Memphis Edge Blog	Memphis-area home sales in August up from July, down from 2009
10/13/2010	Cooper Young Neighborhood Association blog	University of Memphis Quiet Zone Survey
10/13/2010	ABC 24 Eyewitness News	Tennessee Cracks Down on Foreclosure Problems
10/14/2010	Memphis Daily News	U of M Ramping Up Sustainability Focus
10/15/2010	Memphis Real Estate Buzz (online)	Memphis Area Home Sales – August 2010



MAAR News and Events

Technology Tools for the Changing Rules of Real Estate: November FREE CE Course Series

Feeling a little behind the times and want to become a little more tech-savvy? Don't miss this course being offered on Friday, November 12 from 9 a.m. to noon. After completion, you will be able to identify the essential tools available for improving customer service and reducing liability with your customer and clients. This course is an overview on the latest hardware and software used by

REALTORS® to help their businesses thrive. You will learn how to get prospects and how to keep them using the latest technology for real estate professionals. This session will cover: wireless connectivity options; hand-held devices and Smartphones; digital cameras; and software solutions for contact management, e-mail & newsletter technology, multi-media presentations and REALTOR® Internet Web sites that work. Worth 3 hours of CE. Free for MAAR members, \$50 for non-members. [Register Online](#)

EDUCATION SCHEDULE		To register for education courses or to view course descriptions, visit www.maar.org/ce . All classes are held at MAAR unless otherwise noted. To receive CE credit, 100 percent attendance is required.		
DATE	TIME	CLASS	COST	CREDIT
Wed. & Thurs., Nov. 10-11	8:30 a.m. to 5:30 p.m. both days	CRS 200: Business Planning	\$260 for members/ \$280 non-members	16 hours
Fri., Nov. 12	9 to 12 a.m.	Technology Tools for the Changing Rules of Real Estate (MAAR Free CE Course Series)	FREE for members/ \$50 non-members	3 hours
Fri., Nov. 12	2 to 5 p.m.	Ten Must-Have Characteristics of a Successful Web Site	\$30 for members/ \$50 non-members	3 hours
Thurs., Nov. 18	9 a.m. to 5 p.m.	TransactionDesk Basics	\$30 (members only)	3 hours
Thurs., Nov. 18	1 to 4 p.m.	TransactionDesk Advanced (Member must first complete TransactionDesk Basics)	\$30 (members only)	3 hours
Fri., Nov. 19	8:30 a.m. to 12:30 p.m.	2009-10 TREC Core Course	\$40 for members/ \$60 non-members	4 hours

*A \$15 no-show fee applies for all classes, regardless of the cost.

TECHNOLOGY SCHEDULE		To register for technology courses, visit www.maar.org/tech/courses.asp or call (901) 818-2455. Most classes are free, but no-shows will be billed \$15. Classes are held at MAAR unless otherwise noted.	
DATE	CLASS	TIME	
Wed., November 3	MLS Refresher	10 a.m.	
Wed., November 10	Let the System Do the Searching for You	3 p.m.	
Thurs., November 11	Running the Numbers! Quick Statistical Reports Webinar	2:30 p.m.	
Fri., November 12	Make the Most of MAARdata Webinar	10 a.m.	
Mon., November 15	MLS Refresher	10 a.m.	
Tues., November 16	Running the Numbers! Quick Statistical Reports Webinar	3 p.m.	
Wed., November 17	Setting Up My Free Agent Web Page	2:30 p.m.	
Thurs., November 18	Let the System Do the Searching for You	3 p.m.	
Fri., November 19	Make the Most of MAARdata Webinar	10 a.m.	
Mon., November 29	Setting Up My Free Agent Web Page	2:30 p.m.	
Tues., November 30	Running the Numbers! Quick Statistical Reports Webinar	1:30 p.m.	



MAAR Calendar of Events

October 2010

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<ul style="list-style-type: none"> •MLS Orientation (8:30 a.m.) 1	<ul style="list-style-type: none"> •Affiliate Council (8:30 a.m.) •ELECTION DAY! 2	<ul style="list-style-type: none"> •Grievance Committee (9 a.m.) •MLS Refresher (10 a.m.) •MMDC Board of Governors (12:30 p.m.) 3	<ul style="list-style-type: none"> •MAARket Masters (7 a.m.) 4	5
NAR Conference, New Orleans				
<ul style="list-style-type: none"> •Leadership Academy Advisory Board (Assisi Foundation, 12 p.m.) 8	<ul style="list-style-type: none"> •Millington Tipton Realty Group (Old Timers, 8:30 a.m.) 9	<ul style="list-style-type: none"> •RPAC Breakfast (9 a.m.) •Free Agent Web Page (9:30 a.m.) •Appraisal Institute Luncheon (U of M Holiday Inn, 12 p.m.) •WCR Board (1:30 p.m.) •Let the System Do the Searching for You (3 p.m.) 10	<ul style="list-style-type: none"> •MAARket Masters (7 a.m.) •Bylaws Committee (9 a.m.) •MLS Committee (10 a.m.) •WCR Luncheon (Hilton, 11:30 a.m.) •IREM Luncheon (Marriott, 12 p.m.) •Quick Statistical Reports Webinar (2:30 p.m.) 11	<ul style="list-style-type: none"> •Governmental Affairs Committee (9 a.m.) •10 Must Have Characteristics for a Successful Website (9 a.m.) •Make the Most of MAARdata Webinar (10 a.m.) •Tech Tools for the Changing Rules in Real Estate (2 p.m.) 12
NAR Conference, New Orleans		CRS 200 (8:30 a.m. both days)		
<ul style="list-style-type: none"> •Mid-South CRS Breakfast (9 a.m.) •MLS Refresher (10 a.m.) •Financial Forum (1 p.m.) 15	<ul style="list-style-type: none"> •IREM Board of Directors (11:30 a.m.) •Quarterly Market Update (2 p.m.) •Quick Statistical Reports Webinar (3 p.m.) •Youth Villages 5k Steering Committee (4:30 p.m.) 16	<ul style="list-style-type: none"> •REBAC HAFA (9 a.m.) •Joint SIOR/CCIM Luncheon (Memphis Country Club, 11:30 a.m.) •Benevolent Fund Committee (2 p.m.) •Free Agent Web Pages (2:30 p.m.) 17	<ul style="list-style-type: none"> •MAARket Masters (7 a.m.) •Board of Directors (8:45 a.m.) •TransactionDesk Basics (9 a.m.) •TransactionDesk Advanced (1 p.m.) •Let the System Do the Searching for You (3 p.m.) 18	<ul style="list-style-type: none"> •TREC Core Course (8:30 a.m.) •Mid-South CRS Chapter (9 a.m.) •Make the Most of MAARdata Webinar (10 a.m.) 19
22	23	24	25	26
MAAR Office Closed				
<ul style="list-style-type: none"> •Free Agent Web Pages (2:30 p.m.) 29	<ul style="list-style-type: none"> •Quick Statistical Reports Webinar (1:30 p.m.) 30	December 1		2
				3



2010 RPAC Contributors



2010 Goal: \$65,000 • Total Raised to Date: \$52,311

Golden R (\$5,000)

Martin Edwards
Rosemarie Fair
Nick French
Bobbi Gillis
Fontaine Taylor

Sterling R (\$1,000 - \$4,999)

Pat Beech
Doug Collins
Thomas N. King
Dick Leike
John Snyder
Sue Stinson Turner
Jules Wade

Bronze R (\$500 - \$999)

Dianne Milner

Capitol Club (\$250 - \$499)

Jon Albright
J. Walter Allen
Frances Anderson
Charles Askew
Jim Black
Michael Browne
Lauren Criswell
Tommie Criswell-Jones
Leon Dickson
John Green
Nancy Guy
Russell Haas
Jeremy Helton
Joel Hobson
Regina Hubbard
Carol Lott
Judy McLellan
Mark Miesse
Glenn A. Moore
Michael Mullis
Terri Porter
Patty Rainey
Jimmy Reed
Lisa Reid
Judy Skinta
Irvin Skopp
John Stamps
Mary Ann Tapp
R. Darnell Tate
Grace Uhlhorn
Steve Young

\$99er Club (\$99 - \$249)

Barbara Acree
Wyatt Aiken
Kent Anderson
Tammy Anderson
Allyson Avera
Mary Baker
Cassandra Bell-Warren

Vicki Blackwell
Ceylon Blackwell
Melanie Blakeney
Aleesa Blum
Floy Blustein
Linda Boddie
Cheryl Brogdon
Steve Brown
Susan Brubaker
Tammy Bunnell
Vickie Burgess
Crystal Burnett
Marilyn Butcher
Ginger Coggins
Barbara S. Cowles
Mindy Creech
Harold Crye
Gerre Currie
Barbie Dan
Dave Derman
Jon Dickens
Elaine Dudley
Barbara DuFour
Arnold Engelberg
Terry Fondren
Maureen Fraser
Danny Freeman
Gail French
Diane George
Pat Goldstein
Jan Gordon
Marshall D. Gordon
Michael Green
Rita Hallum
Mark Halperin
Allen E. Hamblin
Carrie Hanlon
Debby Harris
Janis C. Hasen
Harold Haskin
Melissa Hayes
Carole Hinely
Shannon Hoff
Jimmie Hopson
Richard Howle
Neil Hubbard
Hilda Hutcherson
Bill Irby
Sally S. Isom
Bill Ivey
Sherman Johnson
Betsy Kelly
Jeanene Lawhead
Mike Lawhead
Camille LeMaster
John Linthicum
Amanda Lott
Jeanne Lubiani-Carnes
Lewis Marshall
Denise Martin
Bill Maury
Christie May
Meredith McDonald
Paul McDonald
Lewis McKee

Joyce McKenzie
Wendy McNeil
Bebe McWaters
Lee McWaters
William Mitchell
Jerry Modesto
Rosiland Moore
Keith Morris
Ruth M. Morris
Dianne Murray
Joyce Nussbaum
Leslie O'Leary
Alicestine Payne
Yacqui Peete
Ed Pierce
Judy Pivaricy
Ron Poe
Carmen Prince
Dare Pugh
Dan Quinley
Carolyn Randolph
JoAnne Reinhardt
Mike Ritz
Connie Robertson
Ralph E. Robilio
Josie Robinson
Billy Rodgers
Mechele Rodgers
Ray Rosas
Robert Rowe
Laquita Rucker
Lila Saunders
Marc Scheinberg
Ed Sharp
Bayard Snowden
Margaret Soles
Joe Steffner
Garnett Stephens
Trae Sterling
Bill Stewart
Sarah Surratt
David Tester
Karen Thompson
Nancy Thompson
Bob Turner
Don Varner
Elsie Ward
Shorty Watkins
Steven Webster
Dan Wilkinson
Steve Wood
Eugene Woods
Judy Wooten
Sam Zalowitz

Contributing Member (\$25 - \$98)

Pam Abston
Aljenaé Ajayi
Helen Akin
Jeanne Arthur
Rick Baer
Edith M. Barlow
Scott Barton
Amy Batson

Barbara Becker
Joe Bell
Ellie T. Bennett
Jeff Bennett
Lynda B. Biggs
Felix Bishop
Bernie Black-Garwood
Tina Black-Shears
Harold Blockman
Mary Bohanon
Susie Bowman
Thomas Boyd
J. Allen Brasfield
Carrie Brody
Juan Brooks
Bennie Brooks-Reed
Dana Brown
Cissy Brown
Fontaine Brown
Paul Brown
Jeannie Bruce
Jeff Bures
Rita Burgess
Jim Burrow
Chauncey Burton
King Caldwell
Carolina M. Capote
Wade S. Cappleman
Elbert Carr
Camilla Carr Brinner
Nancy Carroll
Betty Carter
Jeanette Carter
Andrew Cates
Pam Chalmers
Trina Chamberlain
Robin Chandler
Jean Childress
Laura Clark
Laura Clifton
Kelly Cobb
Don Cockroft
Jessica Collier
DeVaughn Colvin
Pat Cosby
Elaine Creson
Patrick Crump
Michele Crump
Dave Curran
Lee Davidson
Carlie Davis
Kathy Davis
Lisa Davis Wills
Christy Depoister
Arleene S. Dick
Beverly Doring
Bettie Dugger
Jim Duke
Mark Duke
Wanda Dyas
Loura Edmondson
Susan Edwards
Sharon Ellis
Meg Escue

Robert Farris
Richard Faulk
Debbie Fava
Barbara Fields
Lisa Fields
Jimmie K. Finch
Gwen Flaniken
Laura Flaniken
Cheryl Fleming
Joyce Foster
Neamo Foster-Woodfork
Lanny Foy
Martin Fyer
Phyllis Fryer
Eric Fuhrman
Mary-Ann Gano
Michelle Gauthie
Maureen Gillespie
Pam Gillin
Cece Glenn
Greg Glosson
Joy Goodwin
Debbie Gould
Craig Graham
Jenny Grehan
Steve Guinn
Esther Guy
Pauline Guyton
Michael Hall
Brenda Hampton
M. Michele Harris
Michelle Hayes
Kathy Hays
Keith Hazlewood
Sue Helmers
Carol Helton
Thomas Henze
Lexie Hicks
Cheryl Hobbs
Stan Holmes
Janie Hopkins
Hattie M. Howard
Marcia Hughes
Lita Hurston Reed
John Hutcherson
Pam Huxtable
Tom Iverson
Carol Iverson
Randy Jefferson
George Johnson
Bill Jones
C. Lauren Jones
Gordon Jones
Lou Jones
Robbie Jones
Virginia Jones
Cecil Jordan
Louis Jordan
Faith Gary Kaye
Laurence H. Kenner
Rusty King
Meribeth LaBarreare
Marguerite Lacy
Amanda LaMountain
Natalie Latham

Bennie Leflore
Marie Lewis
Danny Lipsey
Helen Lloyd
Charlotte Lyles
Jim Maddox
Toni Martello
Nell Martin
Linda Mather
Jo Mathes
Becky Maury
Scott May
Deborah Mays
Laurie G. McBride
Myra McCaskill
Marty McClatchy
Thomas McGhee
Douglas McPherson
Shannan McWaters
Penne McWaters
John Mercer
Beverly Michalek
Joye Miller
Brenda Mills
Jimmie Mitchell
Juliette Moore
Amy Moss
Tom Moss
Kathy Newsom
Karen Newton
Debbie Nixon
Jeanne Nixon
Linda Norton
Peter Okhiria
Jany Outlan
Phyllis Owens
Bonnie Patton
Stacey Paulson
Binford Peeples
Rita Percer
Oliver Peyton
Lynn Pfund
Pam Phillips
Pam Pierce
Suzanne Plyler
Sylvester Powell
Billy Price
Landra Pryor
Lisa Putman
James Rainer
Ellis Rankin
Arron Ray
Brian Raycher
Barbara Rea
Jane Rikken
Ron Riley
Jing Chen Roachell
Sherry Roberts
Deborah Rodda
Mary Duke Ruleman
Kathleen Sampson
Robbin Sanders
Elizabeth Scott
Sherry Scott-Chambers
Mary W. Sharp

Virginia G. Sharp
Will C. Sharp
Mary Ann Sharpe
Martha Shipp
Melonie Simpson
Janet Slawson
Fancher Smith
Cherri Smith
Steve Solomon
Judy Stanley
Gordon Stark
Karen Stephens
Tracie Stephens
Whit Stuart
Frank Suddoth
Jimmie Tapley
Candace Tate
Diane Tate
Nina Tayloe
Robert Tayloe
Stephanie Evans-Taylor
Annie Taylor
Clay Templeton
Catherine Thomas
Darrell Thomas
Mark Thomas
Martin Thomas
Suzie Tidwell
Bob Timm
Sam Tiwana
Kelly Truitt
Deborah Vaughan
Rhonda Walker
Edward Walthal
Helen Wang
Denise Ware
Gloria Washington
Cynthia Waters
Leroy Watkins
Pamela Watson
Vivian Watson
Denise West
Peggy West
Susan West
Joan Whitaker
John White
Chet Whitsitt
Katie Wiener
Glenda Wilkerson
Allen Wilkinson
Bettye Williams
Deborah Williams
Joan Williams
Lorraine Williams
Judson Williford
Cissy Willis
Mark Wilson
Audrey Wood
Joyce Woodard
Michael Wooten
Dennis Wozniak
Gay Young

Contributions are not deductible for Federal income tax purposes. RPAC contributions are voluntary and 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 or otherwise affecting your membership rights. Seventy percent of your contribution goes to your State Association to support state and local political candidates. Thirty percent is sent to National RPAC to support Federal candidates against your limits under 2 U.S.C. 441a, after the state PAC reaches its RPAC goal, it may elect to retain your entire contribution for use in supporting state and local candidates.