



www.maar.org

## MAAR This Month

### Help Habitat Hammer & Nail Down New Homes!

Spend a few hours helping build a home for a family who needs and deserves it, and you'll get months of pride out of it. No experience necessary- just a good attitude and willingness to work. Habitat will supply all the tools and training. MAAR build dates are October 2, 16 and 23, with volunteer shifts in the morning and afternoon. If you would like to be a part of this rewarding project, please contact Katie Shotts, [Katie.Shotts@maar.org](mailto:Katie.Shotts@maar.org) or 901.818.2435.



**Habitat**  
for Humanity®  
of Greater Memphis



### MAAR/MAHBA Metro Government Forum

MAAR and MAHBA are co-hosting a forum to inform our members on the pros and cons of consolidation and metro government. The event will be held on **Tuesday, October 5** at 3 p.m. in the MAAR Education Center. Guest speakers include Mayor Sharon Goldsworthy, Shelby County Chambers Alliance Chairman Jon Crisp, Rebuild Government Co-Chair Carmen Sandoval, and Memphis City Councilman Jim Strickland. The moderators for the event will be MAAR Governmental Affairs Chair Regina Hubbard and MAHBA Governmental Affairs Chair Mark Miesse. This event is one that is not to be missed – [Register Now!](#)

OCTOBER 2010



# MAAR News and Events

## 40 Years and Counting!

Come and celebrate the newest REALTOR® Emeritus designees and their remarkable accomplishment of being a member of both NAR and MAAR for 40 consecutive years. Congratulations to this year's recipients: Marvin Palmer, Clyde Patton and Tom Rochford. They will be honored at a reception on **Wednesday, October 20** at 5:30 p.m. in the MAAR Education Center. The event is free, and open to all members. No RSVP necessary.

IREM Memphis will hold its regular monthly chapter membership luncheon on **October 14** at the Memphis Marriott, Thousand Oaks Blvd. Registration opens at 11:30 a.m. and the lunch begins at 12 p.m. The speaker is Mark Herbison, Senior Vice President of Economic Development for the Greater Memphis Chamber. Guest fee is \$25. Please email [irem20@bellsouth.net](mailto:irem20@bellsouth.net) for more information.

Memphis Metro CCIM will hold its monthly membership meeting at noon on **October 12** at the University of Memphis Holiday Inn. Mayor AC Wharton is scheduled to discuss the economic outlook for Memphis. Pre-registration is required as space will be limited. Guest fee is \$25 and must be paid prior to entrance to the meeting. All reservations must be received by Wednesday, October 6. RSVP to [memphiscim@comcast.net](mailto:memphiscim@comcast.net).

## The Functional Side of the Code of Ethics\* for the Everyday Real Estate Practitioner: October FREE CE Course Series

This course was written from the bottom up by an everyday, full-time real estate practitioner specifically for real estate practitioners. Curtis Hall, nationally renowned co-author of the original Accredited Buyer's Representative (ABR) course and frequent guest instructor for MAAR, brings a wealth of experience as an Association Mediator, Grievance & Professional Standards Committee Member, and Expert Witness in matters of Real Estate Law, Ethics and Standards of Practice. The course is steep in the realities of life as a real estate practitioner coupled with risk management techniques from the author's personal real estate practice – all of which are deeply rooted in the very core of the Code of Ethics. Being offered on **Tuesday, October 15** from 9 a.m. to noon, this course will be worth 4 hours of CE Credit. [Register online.](#) \*This course will satisfy your NAR Quadrennial Ethics Requirement

## WCR Luncheon

Join the wonderful group of Women's Council of REALTORS® members at their luncheon on Thursday, October 14 at 11:30 a.m. at Hilton Memphis. Gary Ludwig, Memphis Fire Department Deputy Chief will present "Crisis Management." 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](mailto:cstokes@firstam.com).

## MAAR In the News: August 17 through September 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)
8/17/2010	The Commercial Appeal	<a href="#">Memphis broker breaks ranks with Realtors</a>
8/17/2010	Blogging in Memphis	<a href="#">MAAR Releases June Market Report</a>
8/17/2010	ABC 24	Enhancing Curb Appeal (with Leon Dickson)
8/24/2010	The Commercial Appeal	<a href="#">Sales of existing homes in Memphis and across nation plummet in July</a>
8/24/2010	Memphis Daily News	<a href="#">Downtown Condo Market Hangs On</a>
8/26/2010	Memphis Daily News	<a href="#">Agent Launches New Realty Board</a>
8/30/2010	Memphis Daily News	<a href="#">Survival Skills: Realtors muddle through sales slump</a>
9/1/2010	The Commercial Appeal	<a href="#">Memphis rated No. 1 for home foreclosure bargains</a>
9/1/2010	Memphis Business Journal	<a href="#">Memphis home sales plunge 29% in July</a>
9/1/2010	Memphis Daily News	<a href="#">Grubb &amp; Ellis' deWitt Appointed To MAAR Commercial Council</a>
9/1/2010	WHBQ FOX-13	<a href="#">Memphis Foreclosures Attracting Non-Local Investments (featuring Barry Less)</a>
9/2/2010	The Commercial Appeal	<a href="#">Coffee Break: July home sales fell 28.7%</a>
9/3/2010	Memphis Daily News	<a href="#">MAAR's July Data Show Severe Decline</a>
9/4/2010	The Commercial Appeal	<a href="#">Coffee Break: Realtors elect new directors</a>
9/7/2010	Memphis Daily News	<a href="#">MAAR Elects 2011-2012 Board of Directors</a>
9/10/2010	Memphis Business Journal	<a href="#">Residential agent numbers declining</a>



# MAAR News and Events

## EDUCATION SCHEDULE

To register for education courses or to view course descriptions, visit [www.maar.org/ce](http://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
Mon., October 4	9 to 11 a.m.	<a href="#">Starting Point</a>	FREE* for members/ \$40 for non-members	2 hours
Wed., October 6	9 to 12 a.m.	<a href="#">Code of Ethics and Standards of Practice</a>	\$30 for members/ \$50 non-members	3 hours
Tues., October 12 and Wed., October 13	9 a.m. to 5 p.m. both days	<a href="#">Green Designation Core Course</a>	\$260 for members/ \$280 non-members	12 hours
Thurs., October 14	9 a.m. to 5 p.m.	<a href="#">Green Designation Residential Elective</a>	\$125 members/ \$145 non-members	6 hours
Fri., October 15	9 a.m. to noon	<a href="#">MAAR Free CE Series: The Functional Side of the Code of Ethics for the Everyday Real Estate Practitioner</a>	FREE* for members/ \$50 non-members	3 hours
Fri., October 22	9 a.m. to noon	<a href="#">Property Valuation</a>	\$30 for members/ \$50 for non-members	3 hours
Fri., October 22	1 to 4 p.m.	<a href="#">TransactionDesk Basic Training</a>	\$30 (TAR members only)	3 hours
Mon., October 25	9 a.m. to noon	<a href="#">Renovation Financing</a>	\$30 for members/ \$50 for non-members	3 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](http://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., October 6	<a href="#">Setting Up My Free Agent Web Page</a>	11 a.m. to noon
Thurs., October 7	<a href="#">Let the System Do the Searching for You</a>	2 to 3 p.m.
Fri., October 8	<a href="#">Running the Numbers! Quick Statistical Reports *WEBINAR*</a>	11 a.m. to noon
Wed., October 13	<a href="#">Quick Ways to Make the Most of MAARdata *WEBINAR*</a>	2 to 3 p.m.
Thurs., October 14	<a href="#">MLS Refresher</a>	9:30 to 10:30 a.m.
Fri., October 15	<a href="#">Setting Up My Free Agent Web Page</a>	9:30 to 10:30 a.m.
Mon., October 25	<a href="#">Let the System Do the Searching for You</a>	10:30 to 11:30 a.m.
Mon., October 25	<a href="#">Quick Ways to Make the Most of MAARdata *WEBINAR*</a>	2 to 3 p.m.
Wed., October 27	<a href="#">Running the Numbers! Quick Statistical Reports</a>	10 to 11 a.m.
Thurs., October 28	<a href="#">MLS Refresher</a>	2 to 3 p.m.
Fri., October 29	<a href="#">MLS Refresher *WEBINAR*</a>	11 a.m. to noon



# MAAR Calendar of Events

## October 2010

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<p><b>September 27</b></p> <ul style="list-style-type: none"> <li>•Commercial Council Executive Committee (9 a.m.)</li> <li>•Make the Most of MAARdata (2 p.m.)</li> </ul> <p>GRI 6: Sticky Situations (8:30 a.m.)</p>	<p><b>28</b></p>	<p><b>29</b></p> <ul style="list-style-type: none"> <li>•Xceligent Advisory Board (11:30 a.m.)</li> <li>•Xceligent Advisory Board (3 p.m.)</li> </ul>	<p><b>30</b></p> <ul style="list-style-type: none"> <li>•MAARket Masters (7 a.m.)</li> <li>•Xceligent Advisory Board (11:30 a.m.)</li> </ul>	<p><b>October 1</b></p> <ul style="list-style-type: none"> <li>•Technology Roadshow Free Forum (9 a.m.)</li> </ul> <p>Saturday October 2 Habitat Build*</p>
<p><b>4</b></p> <ul style="list-style-type: none"> <li>•Starting Point (9 a.m.)</li> <li>•Professional Development Committee (10:30 a.m.)</li> <li>•SIOR Luncheon (Carraba's, 12 p.m.)</li> </ul>	<p><b>5</b></p> <ul style="list-style-type: none"> <li>•Affiliate Council Meeting (8:30 a.m.)</li> <li>•Metro Government Forum (3 p.m.)</li> </ul>	<p><b>6</b></p> <ul style="list-style-type: none"> <li>•Code of Ethics Course (9 a.m.)</li> <li>•Grievance Committee (9 a.m.)</li> <li>•Setting Up My Free Agent Web Page (11 a.m.)</li> <li>•MMDC Board of Governors (11:30 a.m.)</li> <li>•Member Survey Roundtable Discussion (2 p.m.)</li> </ul>	<p><b>7</b></p> <ul style="list-style-type: none"> <li>•MAARket Masters (7 a.m.)</li> <li>•MLS Committee (10 a.m.)</li> <li>•Let the System Do the Searching for You (2 p.m.)</li> </ul>	<p><b>8</b></p> <ul style="list-style-type: none"> <li>•Governmental Affairs Committee (9 a.m.)</li> <li>•HomePath Training (10 a.m.)</li> <li>•Running the Numbers! Quick Statistical Reports Webinar (11 a.m.)</li> <li>•WCR Casino Royale (Carrier Hall, 6:30 p.m.)</li> </ul> <p>Saturday October 9 Habitat Build*</p>
<p><b>11</b></p> <ul style="list-style-type: none"> <li>•IREM Board Meeting (9 a.m.)</li> </ul>	<p><b>12</b></p> <ul style="list-style-type: none"> <li>•Millington Tipton Realty Group Meeting (Wells Country Kitchen, 8:30 a.m.)</li> <li>•CCIM Luncheon (U of M Holiday Inn, 11:45 a.m.)</li> </ul>	<p><b>13</b></p> <ul style="list-style-type: none"> <li>•Commercial New Member Orientation (9 a.m.)</li> <li>•WCR Board (1:30 p.m.)</li> <li>•Quick Ways to Make the Most of MAARdata Webinar (2 p.m.)</li> <li>•AI Memphis Board (4 p.m.)</li> </ul>	<p><b>14</b></p> <ul style="list-style-type: none"> <li>•MAARket Masters (7 a.m.)</li> <li>•Bylaws Committee (9 a.m.)</li> <li>•MLS Refresher (9:30 a.m.)</li> <li>•WCR Luncheon (Hilton Memphis, 11:30 a.m.)</li> <li>•IREM Luncheon (Memphis Marriott, 11:30 a.m.)</li> </ul>	<p><b>15</b></p> <ul style="list-style-type: none"> <li>•Functional Side of the Code of Ethics (9 a.m.)</li> <li>•Setting Up My Free Agent Web Page (9:30 a.m.)</li> <li>•Education Foundation Trustees Meeting (11:30 a.m.)</li> </ul> <p>Saturday October 16 Habitat Build*</p>
<p><b>18</b></p>	<p><b>19</b></p>	<p><b>20</b></p> <ul style="list-style-type: none"> <li>•Designated REALTOR® Orientation (11:30 a.m.)</li> <li>•RLI (11:30 a.m.)</li> <li>•REALTOR® Emeritus (5:30 p.m.)</li> </ul>	<p><b>21</b></p> <ul style="list-style-type: none"> <li>•MAARket Masters (7 a.m.)</li> <li>•Mid-South CRS Chapter (9 a.m.)</li> <li>•Rookie Resource: Property Valuation (1 p.m.)</li> </ul>	<p><b>22</b></p> <ul style="list-style-type: none"> <li>•Property Valuation (9 a.m.)</li> <li>•TransactionDesk Basics (1p.m.)</li> </ul> <p>Saturday October 23 Habitat Build*</p>
<p><b>25</b></p> <ul style="list-style-type: none"> <li>•Renovation Finance (9 a.m.)</li> <li>•Let the System Do the Searching (10:30 a.m.)</li> <li>•Budget &amp; Finance Committee (1 p.m.)</li> <li>•Quick Ways to Make the Most of MAARdata Webinar (2 p.m.)</li> </ul>	<p><b>26</b></p>	<p><b>27</b></p> <ul style="list-style-type: none"> <li>•Appraisal Institute Course (8 a.m.)</li> <li>•Quick Statistical Reports (10 a.m.)</li> <li>•Benevolent Fund Committee (2 p.m.)</li> </ul>	<p><b>28</b></p> <ul style="list-style-type: none"> <li>•MAARket Masters (7 a.m.)</li> <li>•Board of Directors (8:45 a.m.)</li> <li>•MLS Refresher (2 p.m.)</li> </ul>	<p><b>29</b></p> <ul style="list-style-type: none"> <li>•Commercial Council Board of Directors (8:30 a.m.)</li> <li>•CCIMREDEX (8:30 a.m.)</li> <li>•MLS Refresher Webinar (11 a.m.)</li> <li>•Trivia Night (Church of the Holy Spirit (38119), 6 p.m.)</li> </ul>



# 2010 RPAC Contributors



## 2010 Goal: \$65,000 • Total Raised to Date: \$49,783

### Golden R (\$5,000)

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Nick French  
Bobbi Gillis  
Fontaine Taylor

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

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

### Bronze R (\$500 - \$999)

Dianne Milner

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