



MEMPHIS
AREA ASSOCIATION OF
REALTORS®

www.maar.org

MAAR This Month

MAAR Member Appreciation Week Kicks-off This Weekend with the Nationwide Open House!

Access all the resources you'll need for a successful open house at www.maar.org/openhouse. You'll also benefit from paid advertising in the Commercial Appeal and on local radio stations.

Keep the momentum going after Open House Weekend and stop by the MAAR office all week long for themed days, daily snack breaks, discounts, gimmicks and a canned food drive to benefit the Memphis Food Bank.

Here's what we've got planned! Be sure to visit www.maar.org/thankyou for all the details.

Monday

REALTOR® Pin & REALTOR® Safety Day
Salty Snack Attack from 2 – 4 p.m. with MMDC

Tuesday

FREE! CE Day
Build Your Own Sundae Bar from 2 – 4 p.m.
with WCR

Wednesday

Cool Tools Tech Day
Rise and Shine Coffee and Doughnuts from
8:30 – 10:30 a.m. with CRS

Thursday

Health Day
Donate blood between 2 – 5 p.m.!
Happy Hour from 5 – 7 p.m. with MYPN and MYBA



REALTOR NATIONWIDE
OPEN HOUSE
REALTOR WEEKEND JUNE 4-5, 2011

Friday

Meet MAAR Day
Lunch grill-out & brews from 11 a.m.
– 2 p.m. with the Affiliate Council



JUNE 2011



MAAR News and Events

NAR Approves RPPSI \$40 Dues Increase

The NAR Board of Directors overwhelmingly approved the REALTOR® Party Political Survival Initiative (RPPSI) at its May 14 meeting and to raise NAR dues to \$120, from \$80, to pay for it. Under the initiative, the \$40 in new dues revenue will help fund and provide assistance to local, state and national political and issues campaigns. Although some of the funds will be used to strengthen political independent expenditures, a majority of the funds—73 percent—will be used for bolstering grassroots action. RPAC contributions are still critical, said former NAR President Cathy Whatley, who presented the initiative to the directors.

Commercial Council Charity Golf Tournament

The MAAR Commercial Council held its first annual charity golf tournament to benefit Make A Wish, presented by Acre Restaurant. The Council reached their goal to provide three deserving children with a "wish." Held at Windyke Country Club on Thursday, May 12, more than 130 golfers participated in the four-man scramble, many of them local commercial REALTORS®. At the dinner following the tournament, 5-year old Elijah of Brighton, Tenn. Learned his big wish would be coming true- Elijah and his family are going to Walt Disney World Resort®! The other two wishes were granted at another time.

Looking For a Few Good Leaders

The 2011 Nominating Committee seeks input from the membership regarding potential candidates to run for a position on the 2011-2012 MAAR Board of Directors. If you or someone you know displays leadership qualities suitable for serving on the Board of Directors, we'd like to hear from you. All recommendations will be shared with the Nominating Committee, who will contact only those persons selected to run for a Director position. Please submit recommendations to carol.culpepper@maar.org no later than **Friday, June 10**, including an overview of the potential candidate's qualifications and a confirmation that they are willing to run, if asked to do so.

Preferred Partner Spotlight

MAAR is pleased to highlight one of its top sponsors this month. This Preferred Partner sponsor is committed to the Association and our members. Look for MAAR's Preferred Partners at events throughout the year.



Wendy Thompson

Wendy Thompson has been in the field of Real Estate Financing for over 10 years. Integrity is the foundation of her business. One of her principal assets is her understanding of the many facets of the real estate transaction. Her attention to detail, strong work ethics, and honesty are the driving forces behind her many years of success. She strives to exceed client expectations by providing her clients and referral partners with the highest level of service possible while ensuring a smooth and timely closing.

Patriot Bank opened in Millington in 2001 and has grown to six full-service banks in Shelby and Tipton County. Patriot Bank consistently ranks as one of the Top Lender's in Shelby County. Patriot Bank has extremely competitive interest rates and offers in-house underwriting, closing and funding which makes for a smooth and efficient loan process and on time closings.

Ask us about our 8 Day Closing Guarantee and Buyer Assisted Closing Costs Program.

You may contact Wendy directly at 901.461.8858 or visit her website www.REAgentMarketingSolutions.com which offers Free Marketing Strategies and tips for Real Estate Agents.

A'MAAR'ican Idols Needed!

The fourth annual A'MAAR'ican Idol RPAC fundraiser is planned for Thursday, June 16 and we



need idol-worthy talent! Bring your best talent - it doesn't have to be singing- and you may be rewarded with a prize for Top Female, Top Male, Top Group, Most Original, Best Costume, or even the coveted A'MAAR'ican Idol award! [Entries for acts](#) must be submitted by Friday, June 3. [Get all the details.](#)



MAAR News and Events

CHAPTER MEETINGS:

The Women's Council of REALTORS® (WCR) are gonna geek you up at their Tech Fair featuring Best Buy. The fair is at their monthly luncheon on **Thursday, June 9** at 11:30 a.m. at the Memphis Hilton. Reservations must be made in advance by contacting April McDowell, april@closetrak.com.

IREM Memphis Chapter will hold its monthly membership meeting **Thursday, June 9** at 12 p.m. at Memphis Marriott at Thousand Oaks. Speaker and topic TBA. RSVP to irem20@bellsouth.net.

The Memphis Young Professionals Network (MYPN) monthly networking event is **Thursday, June 16** from 5:30 – 7:30 p.m. Network and bring a friend in the real estate industry! Dutch treat-food is on us, drinks are on you. Get more info at www.maar.org/mypn.

Memphis Metro CCIM Chapter will hold its monthly membership meeting **Tuesday, June 21** at 11:45 a.m. at the University of Memphis Holiday Inn. The meeting will feature Dr. Richard Janikowski from the University of Memphis to speak about crime in Memphis. Guest fee is \$25. For more information and to RSVP, email ccimmemphis@gmail.com.

NAR Chief Economist Yun to Speak in Nashville

The Williamson County Association of REALTORS® (WCAR) is hosting an Economic Outlook luncheon on **Tuesday, August 16** at 11:00 a.m. NAR Chief Economist Lawrence Yun is the featured speaker. WCAR has reserved a large space and is welcoming all REALTORS® in the area to attend. Location is the Brentwood United Methodist Church, Franklin Road in Brentwood, TN. Cost is \$25.00 per guest. Please call the WCAR office at 615.771.6875 to make your reservation.

Growl Towelin'

MAAR Members: The Memphis Grizzlies would like to thank you for your support throughout the 2010-2011 season. What an exciting time for our city and our team! To show our appreciation for your support, the Grizzlies are offering a special gift to the first 50 MAAR Members who purchase season tickets. There is no better time to get your seats for next season! Contact Martin Taggart, mtaggart@grizzlies.com, 901.205.1459 - and make sure to tell him you're a MAAR member.

Take Me Out to the Ballgame!

The Memphis Redbirds are offering MAAR members, your friends and families special ticket prices this season! Attend three great games in June – on the 3rd, 17th and 30th – with great tickets at discounted prices. To reserve seats, contact [Alex Pelletier](mailto:Alex.Pelletier), 901.722.0271 and tell him you're a MAAR member! [Get the flyer](#) with ticket prices.

MAAR In the News – April 13, 2011 to May 12, 2011

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.

4/13/2011	The Commercial Appeal	Coffee Break: Midtown Real Estate
4/13/2011	CoStarGroup.com	Memphis Brokers Recognized at MAAR Annual Awards
4/22/2011	Memphis Business Journal	Crye-Leike to sell Kemmons Wilson condos
4/25/2011	The Daily News	Daily Digest: MAAR to Host Affordable Housing Event
5/1/2011	The Commercial Appeal	My New Home: Empty nesters get chance to clean up, size down in move to Cheryhill
5/4/2011	The Daily News	Flood Stymies Homeowners, Homebuilders
5/6/2011	The Daily News	Memphis Area Home Sales Jump 2.6 Percent
5/9/2011	The Commercial Appeal	Memphis area Realtors report surprise increase in April sales
5/9/2011	Germantown-TN.gov	Memphis Area Association of REALTORS® to Host Community Real Estate Forum

Articles without digital links available

4/14/2011	ABC 24 Midday Show	How to get your home ready for spring and summer showings
5/1/2011	Memphis Business Quarterly	2011 Power Players - Jules Wade

[Get the full media recap report.](#)



MAAR News and Events

EDUCATION SCHEDULE

To register for education courses or to view course descriptions, visit www.maar.org/calendar.

DATE	TIME	CLASS	COST	CREDIT
Fri., June 3	8:30 a.m. – 5 p.m.	AI: The Lending World in Crisis	\$200 for AI members / \$225 non-members	7 hours
Tue., June 7	9 a.m. – 12 p.m.	If You Don't List, You Don't Last – How to Master Listings	FREE for members! / \$30 non-members	3 hours
Tue., June 7	1 p.m. - 4 p.m.	FSBOs, Expireds and Other Dirty Words	FREE for members! / \$30 non-members	3 hours
Wed., June 8 - Thurs., June 9	8:30 a.m. - 5:30 p.m.	Accredited Buyer's Representative	\$260 members / \$280 non-members / \$80 ABR designees	16 hours
Wed, June 8	9 a.m. to 12 p.m.	Transaction Desk Advanced	\$30	3 hours
Fri., June 10	8:30 a.m. – 5:30 p.m.	ABR Elective – Real Estate Marketing Reboot	\$115 members / \$135 non-candidates / \$50 audit	8 hours
Tues., June 14	1 p.m. – 5 p.m.	How to List and Sell Small Multi-Family Properties Successfully	\$40 members / \$60 non-members	4 hours
Fri., June 17	9 a.m. – 4 p.m.	 Closings: From Start to Finish	FREE for members / \$30 non-members	3 hours
Wed., June 22	9 a.m. – 11 a.m.	Starting Point – Best Practices	FREE!	2 hours
Wed., June 22	1 p.m. – 5 p.m.	RESPA Really Matters	\$40 members / \$60 non-members	4 hours
Mon., June 27	9 a.m. – 4 p.m.	'11 – '12 TREC Core Course: Commercial Track	\$60 members / \$80 non-members	6 hours
Tue., June 28	8 a.m. – 5 p.m.	IREM Ethics for the Real Estate Manager	\$175-200 for IREM members / \$220 non-members	5 hours
Wed., June 29	8:30 a.m. – 5 p.m.	AI: Learn the Ins and Outs of the New UAD Form	\$175 for AI members / \$200 non-members	7 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/calendar.

DATE	CLASS	TIME
Wed., June 1	MLS Refresher	2 p.m.
Tue., June 7	Running the Numbers! Quick Statistical Reports WEBINAR	3 p.m.
Wed., June 8	Setting Up My Free Agent Web Page	3 p.m.
Mon., June 13	Let the System Do the Searching for You	3 p.m.
Tue., June 14	Quick Ways to Make the Most of MAARdata WEBINAR	3 p.m.
Wed., June 15	MLS Refresher	10 a.m.
Mon., June 20	Setting Up My Free Agent Web Page	2 p.m.
Fri., June 24	Running the Numbers! Quick Statistical Reports WEBINAR	2 p.m.
Wed., June 29	Let the System Do the Searching for You	10 a.m.

Have you stopped by our CE Shop yet? TREC Core courses and many others are offered [online!](#)



MAAR News and Events

CHAPTER EDUCATION:

Meet The National AI VP at This Timely Seminar and Social Event

The Appraisal Institute's Memphis Chapter will host the organization's National Vice President, Rick Borges, MAI, as instructor for the **Friday, June 3** seminar offering "The Lending World in Crisis: What Clients Want Their Appraisers to Know Today". This seminar content is useful for both residential and general appraisers and is approved for 7 hours appraiser CE with the AI and the state of TN. The class will be held in the MAAR Education Center from 8:30 a.m. - 5 p.m. [Click here](#) to register for the class. A social event will follow the seminar for class attendees, Chapter members and their guests. Email aimemphis@comcast.net for more information about the class and/or event.

IREM to Hold Ethics Class

IREM Memphis Chapter will hold a one-day Ethics for the Real Estate Manager course on **Tuesday, June 28** from 8 a.m. – 5 p.m. in the MAAR Education Center. Former MAAR President John Snyder, CPM, is the instructor for this class. [Click here](#) to register for IREM's required Ethics course. For more information, call 901.515.8221.

Learn The Ins And Outs of the New UAD Form

On **Wednesday, June 29**, the Appraisal Institute's Memphis Chapter will present a training seminar on understanding and usage of the new REQUIRED Uniform Appraisal Dataset for Fannie Mae and Freddie Mac. Danny Wiley is the instructor for the 7-hour appraiser CE class to be held in the MAAR Education Center from 8:30 a.m. – 5 p.m. [Click here](#) to register for the class. Email aimemphis@comcast.net for more information.

CCIM to Host Intro Class Next Month

The Memphis Metro CCIM Chapter is proud to offer the CCIM Institute's Introduction to Commercial Investment Real Estate Analysis course in the MAAR Education Center on **Thursday, July 21** and **Friday, July 22**. This two-day course is designed to introduce real estate practitioners, commercial property owners, and other professionals that deal with Commercial Real Estate to the fundamentals of commercial real estate. For more information, please visit www.ccim.com, or contact [Shawn Massey](mailto:Shawn.Massey), 901.461.7070.



MAAR Calendar of Events

June 2011

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<p>May 30</p> <p>Memorial Day MAAR Office closed</p>	<p>31</p> <ul style="list-style-type: none"> •Wendy Thompson Real Estate Marketing Clinic (9 a.m.) •Grievance Committee (9 a.m.) •MMDC Board of Governors (11:30 a.m.) •MLS Refresher (2 p.m.) 	<p>1</p> <ul style="list-style-type: none"> •Grievance Committee (9 a.m.) •MLS Refresher (10 a.m.) •MMDC Board of Governors (11:30 a.m.) •Setting Up My Free Agent Web Page (3 p.m.) 	<p>2</p> <ul style="list-style-type: none"> •MAARket Masters (7 a.m.) •Xceligent Meeting (8:30 a.m.) •Benevolent Fund Fundraising Committee (10 a.m.) •Bylaws Committee (1:30 p.m.) 	<p>3</p> <ul style="list-style-type: none"> •AI Class: The Lending World in Crisis (8:30 a.m.) •AI Class Reception (5 p.m.)
SAT/SUN				
<p>6</p> <ul style="list-style-type: none"> •REALTOR® Pin & Safety Day •MLS Orientation (8:30 a.m.) 	<p>7</p> <ul style="list-style-type: none"> •FREE CE Day •How to Master Listing Real Estate (9 a.m.) •FSBOs, Expireds & Other Dirty Words (1 p.m.) •Quick Statistical Reports (Webinar, 3 p.m.) 	<p>8</p> <ul style="list-style-type: none"> •Cool Tools Tech Day •Transaction Desk Advanced (9 a.m.) •Benevolent Fund Committee (10:30 a.m.) •MAARdata – the New MLS? (1 p.m.) •WCR Board (1:30 p.m.) •Setting Up My Free Agent Web Page (3 p.m.) 	<p>9</p> <ul style="list-style-type: none"> •Health Day •MAARket Masters (7 a.m.) •WCR Luncheon (Hilton; 11:30 a.m.) •IREM Luncheon (Marriott Thousand Oaks; 12 p.m.) •Happy Hour with MYPN (5 p.m.) 	<p>4-5</p> <p>Nationwide Open House Weekend!</p>
ABR (9 a.m. both days)				
Member Appreciation Week				
<p>13</p> <ul style="list-style-type: none"> •Let the System Do the Searching For You (3 p.m.) 	<p>14</p> <ul style="list-style-type: none"> •Millington Tipton Realty Group (Wells Country Kitchen, 8:30 a.m.) •How to List & Sell Multifamily (1 p.m.) •Make the Most of MAARdata (3 p.m.) 	<p>15</p> <ul style="list-style-type: none"> •Education Foundation (9 a.m.) •MLS Refresher (10 a.m.) •Money Laundering Forum (2 p.m.) 	<p>16</p> <ul style="list-style-type: none"> •MAARket Masters (7 a.m.) •Mid-South CRS Chapter (9 a.m.) •A'MAAR'ican Idol (5:30 p.m.) •Memphis YPN (5:30 p.m.) 	<p>17</p> <ul style="list-style-type: none"> •CC Board of Directors (8:30 a.m.) •GAPI Sub-Committee (9 a.m.) •Closings From Start to Finish (1 p.m.)
<p>20</p> <ul style="list-style-type: none"> •Setting Up My Free Agent Web Page (2 p.m.) 	<p>21</p> <ul style="list-style-type: none"> •CCIM Membership Meeting (U of M Holiday Inn, 11:45 a.m.) •Contracts 102 (1 p.m.) 	<p>22</p> <ul style="list-style-type: none"> •Starting Point CE Class (9 a.m.) •RPAC Committee (9 a.m.) •RESPA Really Matters (1 p.m.) 	<p>23</p> <ul style="list-style-type: none"> •MAARket Masters (7 a.m.) •Board of Directors (8:30 a.m.) 	<p>24</p> <ul style="list-style-type: none"> •Quick Statistical Reports (2 p.m.)
<p>27</p> <ul style="list-style-type: none"> •TREC Core Course (9 a.m.) 	<p>28</p> <ul style="list-style-type: none"> •IREM Ethics for the Real Estate Manager (8 a.m.) 	<p>29</p> <ul style="list-style-type: none"> •AI- UAD Forms Class (8:30 a.m.) •Let the System Do the Searching for You (10 a.m.) 	<p>30</p> <ul style="list-style-type: none"> •MAARket Masters (7 a.m.) 	<p>July 1</p>



2011 RPAC Contributors



2011 Goal: \$58,000 • Total Raised to Date: \$38,935

Golden R (\$5,000)

Martin Edwards
Rosemarie Fair
Bobbi Gillis
Fontaine Taylor

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

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

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Bill Stewart
David Tester
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Catherine Thomas
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Gil Uhlhorn
Theodore Uhlhorn
Robert Vaughn
Melody Wagner
Carolyn Whaley
Tommy Whitlock
Mary Williams
Steve Wood
Sam Zalowitz

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Mark Blevins
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Cyndi Craft
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Anna Welch
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Jack Werne
Peggy West
Joanie Whitaker
Katie Wiener
Bettye Williams
Cissy Willis
Michael Wooten
B.J. Worthy
Dennis Wozniak
Gay Young

Party Winners

100% Participation

Arlena Enos
CD Askew Co.
Coleman-Etter, Fontaine
Edwards Management, Inc.
Integra Realty Resources
Investec Realty Services
Office Locators
One Source Commercial
Uhlhorn, REALTORS

100% Goal

Belz Realty
Benchmark at Southwind
Crye-Leike, Arlington
Crye-Leike, East Memphis
Crye-Leike, Germantown
Crye-Leike, Forest Hill Irene
Fast Track Realty
Faxon Gillis Homes
Keller Williams, Germantown
McWaters and Associates
Prudential Collins-Maury, Collierville
Prudential Collins-Maury, East Memphis
Prudential Collins-Maury, Germantown
RE/MAX on Track
Southern Properties

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