



MEMPHIS AREA ASSOCIATION OF REALTORS®

www.maar.org

MAAR This Month

Bouncing Back with Coach Cal

Board Installation and Kick-off for 2009

Start the year off right by joining us on **Wednesday, January 14**, for the installation of Jon Albright and the 2009 Board of Directors and our speaker, University of Memphis Men's Basketball Coach John Calipari. Whether he is part of an elite group or holds the mark all his own, there is no question that Coach Calipari is among the best in the collegiate coaching profession. And he has the numbers to prove it. He has a 412-136 career record (.752 winning percentage), and in 2007-08, he joined North Carolina's Roy Williams as the only two coaches in NCAA Division I history to have over 400 wins in their first 16 years as a college head coach. The Tigers' head coach is releasing his second book, *BOUNCE BACK: Overcoming Setbacks to Thrive in Business and in Life*, co-written by David Scott, in the fall of 2008.



Wednesday, January 14

10 a.m. - Brunch | 10:30 a.m. - Program

University of Memphis Holiday Inn

Business Attire

Space is limited and we are anticipating maximum capacity, so make your reservations now! Members can [register online](#). On January 5 we will open registration to non-members and guests for \$20 per person, with all proceeds benefitting the Benevolent Fund. Register and pay for guests by calling (901) 818-2444. Registration deadline for all attendees is Friday, January 9, at 5 p.m. *Sponsored by Magna Bank.* ■

JANUARY 2009

Awards Ceremony and a Salute to John Snyder

Wednesday, January 21
11:45 a.m. at the Esplanade
Business Attire

Join us in honoring your colleagues for the presentation of the Affiliate of the Year, REALTOR-ASSOCIATE® of the Year, REALTOR® of the Year, Lifetime Achievement Award, and Presidential Awards.

The salute to 2008 MAAR President John Snyder is something you won't want to miss!

[Register online](#) or by calling (901) 818-2244 by Friday, January 16, at 5 p.m.

MAAR will accept no reservations after this date.

Non-members, no-shows, and walk-ups will be charged \$15.

Sponsored by The Daily News & Chandler Reports.

Are You Ready for Electronic-Only Billing?



In an effort to reduce costs and allocate resources to those services that provide the greatest member benefits, MAAR is eliminating printed statements and moving completely to electronic billing in 2009. While we have been notifying members of this change in several places since October, we want to reiterate the important things you need to know about this change:

- Electronic-only billing begins with the March-August MLS invoices on January 15 and January 2009 monthly statements on February 1.
- Members will receive an e-mail notice when they have a new statement. Members without an e-mail address on file will NOT receive any other type of statement notification.
- Payments can still be made securely online, in person, or by mail.
- Members can update their e-mail address [online](#).
- We have posted detailed instructions for [paying your bill online](#) and [updating your e-mail address](#) in MAAR's database.

c o u r s e s & s c h e d u l e s

2009 Brings You New and Improved Courses!

Whether you're interested in learning more about short sales, green real estate, maximizing your marketability, or real estate technology – we've got it ALL! 2009 presents a calendar filled with old favorites, revamped to fit your needs, and new additions, timely and current. As always, the MAAR Education Foundation is committed to fulfilling your real estate education with subjects both interesting and relevant. Visit www.maar.org/ce to view a complete list of courses for 2009. Always a work-in-progress, be sure to check back monthly for new additions. ■

MLXchange 5.0 will arrive in January

MLXchange will undergo its next upgrade on **Wednesday, January 7**. This enhancement to the system will provide many new features, including editing capabilities for co-listing agents, email notification of your soon to expire listings, publicly visible attachments, and much more! Visit www.maar.org for a complete list of the new features. Also, don't forget to keep your eye on the Weekly REALTOR® for upcoming tips on how to make the most of the MLXchange 5.0 enhancements! ■

Need Help Setting up Your MLXchange Site for Optimum Marketability?

Although every agent has the ability to create their own MLXchange Web site within MLXchange, MAAR Technology Services will create your site for you, ensuring the best marketability possible for this site! We also offer domain name services and will make changes to your site for you for a reasonable fee. Agents wishing to take advantage of these services have a variety of options. To read more about MAAR's MLXchange Agent Web Site Services, visit www.maar.org. ■

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
Thursday, Jan. 15	1 to 4 p.m.	TransactionDesk Basic Training	\$20	3 hours
Thursday, Jan. 22	9 to 11 a.m.	WHM: Down Payment Assistance	\$20 members/\$40 non-members	2 hours
Monday, Jan. 26	2 to 4 p.m.	WHM: Foreclosure Prevention	\$20 members/\$40 non-members	2 hours
Thursday, Feb. 5	2 to 4 p.m.	WHM: Home Maintenance and Repair	\$20 members/\$40 non-members	2 hours

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
Monday, Jan. 5	Getting to Know Your Digital Camera	2 to 4 p.m.
Thursday, Jan. 15	From Your Camera to MLS	10 a.m. to noon
Wednesday, Jan. 21	MLXchange Basics	9 a.m. to noon
Thursday, Jan. 22	Getting to Know Your Digital Camera	10 a.m. to noon
Wednesday, Jan. 28	MLXchange Prospecting	10 a.m. to noon
Thursday, Jan. 29	From Your Camera to MLS	10 a.m. to noon

calendar of events

January 2009

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
			JANUARY 1 <i>New Year's Day</i> MAAR Office Closed	2
<ul style="list-style-type: none"> •Getting to Know Your Digital Camera (2 p.m.) 5 	6	<ul style="list-style-type: none"> •MMDC Board of Governors (11:30 a.m.) 7 	<ul style="list-style-type: none"> •MLS Committee (10 a.m.) 8 •WCR Luncheon (11:30 a.m. – Hilton) •Committee Leadership Orientation (3:30 p.m.) 	<ul style="list-style-type: none"> •Commercial Council BOD (8:30 a.m.) 9
<ul style="list-style-type: none"> •Ambassadors Meeting (11:45 a.m.) 12 	13	<ul style="list-style-type: none"> •2009 Kick-off Event (10 a.m. – University Holiday Inn) 14 •YV5K Steering Committee (4:30 p.m.) 	<ul style="list-style-type: none"> •From Your Camera to MLS (10 a.m.) 15 •TransactionDesk Basics (1 p.m.) 	<ul style="list-style-type: none"> •Governmental Affairs Training (8 a.m.) 16
19	20	<ul style="list-style-type: none"> •Commercial Council New Member Orientation (9 a.m.) 21 •MLXchange Basics (9 a.m.) •MAAR Awards Luncheon (11:45 a.m. – Esplanade Memphis) 	<ul style="list-style-type: none"> •Board of Directors (8:30 a.m.) 22 •WHM: Down Payment Assistance (9 a.m.) •Getting to Know Your Digital Camera (10 a.m.) 	<ul style="list-style-type: none"> •Education Foundation Board of Trustees (8:30 a.m.) 23
<ul style="list-style-type: none"> •WHM: Foreclosure Prevention (2 p.m.) 26 	27	<ul style="list-style-type: none"> •MLXchange Prospecting (10 a.m.) 28 	<ul style="list-style-type: none"> •From Your Camera to MLS (10 a.m.) 29 •MYBA Forum (4 p.m.) 	30