



www.maar.org

MAAR This Month

Summer Membership Luncheon & CE Core Course

Wednesday, June 23

11:45 a.m. – 1:00 p.m. Luncheon

1:00 p.m. – 5:00 p.m. CE Core Course

University of Memphis Holiday Inn

Let's get together! We've got a lot to talk about and celebrate these days, since it is our centennial year! Remember that [time capsule](#) we found earlier this year? Well, we're going to show you what's inside. MAAR's brand new website will be unveiled, and you'll get to try it out. We've also asked Dan Conaway to tell us some stories about the good ol' days in the Bluff City and present-day Memphis that will remind us what we love about this great place. Check out Dan's Memphis, a series of articles in The Daily News that spotlight what makes Memphis different- and wonderful because of it. This event is generously supported by Wendy Thompson at Patriot Bank Home Mortgage.

Directly following the luncheon we're offering a TREC Core Course for 4 hours CE credit. Monica Neubauer will instruct, and we're offering this must-have class for half the price it is normally offered! Cost is \$20 for members, \$30 for non-members. No shows for the class will be billed. Space is limited, so sign up now!

Bring school supplies and/or dollars to donate to our two partner schools: Springdale Elementary and Southwind Elementary.

Note that you must register separately for the luncheon and class if you wish to attend both.

[Register for the luncheon](#) by Monday, June 21 at 5:00 p.m. Non-members, no shows and walk-ups for the luncheon will be charged \$15.

[Register for the class](#). Note: no shows for the class will be billed an additional \$15.

JUNE 2010

A'MAAR'ican Idol

MAAR members, it's time to get your acts together! MAAR is hosting its premier [RPAC fundraiser](#) on Friday, June 11 and we need Idol-worthy talent. Awards will be given away in the following categories:

- Top Female Talent
- Top Male Talent
- Top Group Talent
- Most Original
- Best Costume
- A'MAAR'ican Idol



Come one, come all to enjoy a night filled with fun, food, and entertainment!

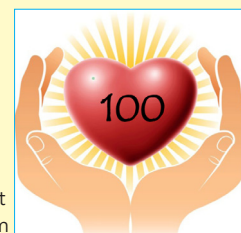
[Registration forms](#) must be turned in by May 28.

[Register online](#).

Contact Aubrie Kobernus at 818-2423 or aubrie.kobernus@maar.org if you have any questions.

MAAR Members Made an Impact in May!

- Congratulations, members! YOU have received the Shelby County Education Association's Bill Colvard Friend of Education Award! The Association received this award in the group category for its work with Southwind Elementary. The school has been so touched by what MAAR members have done for them over the past two years that they nominated MAAR by submitting a portfolio on our partnership. MAAR was recognized at a banquet on May 13 honoring the recipients of this and other awards. Congratulations, and keep supporting our Seahawks at Southwind Elementary- your dedication to them has not gone unnoticed!
- A big thumbs-up for the big hearts at Keller Williams Realty! They took the initiative to organize KW Red Day on May 13, when the Memphis agents spent a day away from the office to support the Porter-Leath campus. REALTORS® donated books for the children and helped their senior citizen's group by doing projects and repairs around their homes. Way to go!
- Kudos to Denise Martin at Keller Williams for coordinating donations to the families in Millington who were hit so hard by the flooding in early May. Good job!



If your office has done something for the community, let us know so we can brag about you!



MAAR News and Events

How will YOU Make a Difference This Month? This is how you can help.

VESTA Home Show

Volunteer at the VESTA Home Show and help Habitat raise money! That's right—a portion of the proceeds from the show benefit Memphis Habitat if they provide volunteers to work the event. This year's show is in Germantown at the corner of Neshoba and Cordova Rd. The Preview Party is **Friday, June 18** and the show will be open to the public **Saturday, June 19** through **Monday, July 5** (closed July 4).

Volunteer shifts throughout the show are:

- 9:30 a.m. to 1 p.m. (Monday- Saturday)
- 1 p.m. to 4 p.m. (Sunday- Saturday)
- 4 p.m. to 7 p.m. (Sunday- Saturday)

Volunteers will be assisting with ticketing, parking and guest relations. The strongest need is on weekdays, during normal business hours. Set your own schedule and sign up for shifts [online](#). Click on "June 2010" at the top of the page and scroll down to June 19 to see available shifts for the home show. Choose the days you can work and click "sign up" to select the shifts you want.

You can also volunteer to work the Preview Party on June 18 from 5 p.m. to 8 p.m. at GPAC. Habitat will need about 10 people to help sell tickets, direct guests to parking, etc. If you're interested, contact Erica Gorman at (901) 761-4771 ext. 217 or egorman@memphishabitat.com.

Tickets for the show will be available for sale at the MAAR office again this year.

Habitat for Humanity Father's Day Car Show

Sunday, June 20

11:00 a.m. – 4:00 p.m.

Hilton Worldwide, 755 Crossover Lane

The 9th Annual Exotic Italian Car Show will feature dozens of the rarest and most breathtaking automobiles on the road today. Drawing everything from vintage Ferraris to state-of-the-art Lamborghinis and Maseratis, this Father's Day event is always a hit! All proceeds raised will benefit Habitat in its efforts to eliminate substandard housing in the Memphis Area. Make plans to attend with the fathers in your life, or volunteer for an hour or two to help with set-up, vendor/driver assistance or check-in. For more information or to volunteer, contact Erica Gorman at (901) 761-4771 ext. 217 or egorman@memphishabitat.com.

School Supply Drive

Bring school supplies or a dollar to go toward the purchase of school supplies to the Membership Luncheon on **Wednesday, June 23**. Our partner schools will need things like crayons, notebook paper, pencils, glue sticks and folders when they get back in their classrooms in August. Let's support our students and teachers at Southwind and Springdale Elementaries and show that we care about education!



MAAR In the News: April 16 through May 17 2010

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)
04/23/2010	Memphis Business Journal	CCC: Downtown Memphis Condo Sales Rebound in First Quarter
04/24/2010	Commercial Appeal	Cutoff for Housing Credit Looms
05/04/2010	Memphis Business Journal	MAAR: Tax Credit Pushes March Home Sales Higher
05/04/2010	Commercial Appeal	Memphis Area Home Sales Jumped Dramatically in March
05/05/2010	Memphis Daily News	March Home Sales Up 4.9 Percent
05/07/2010	Memphis Daily News	Home Sales Decline in April but Market Leaders Optimistic
05/07/2010	Memphis Business Journal	Economic Indicators Signal a Rebound in Spite of Pessimism
05/09/2010	Commercial Appeal	2,000 on the Run: \$78,000 Raised by Volunteers for Charity



MAAR News and Events

Chapter News & Events

IREM Memphis Chapter will hold its regular monthly luncheon at noon on **Thursday, June 10**, with a special sneak preview of the upcoming Social Media class by Joe Spake. The luncheon will be held at the Memphis Marriott, 2625 Thousand Oaks Boulevard. Guest fee is \$25. RSVP to irem20@bellsouth.net.

IREM Memphis Chapter is offering a class on Social Media on **Tuesday, June 22** from 9 a.m. to 12 p.m. \$20 for IREM members and MAAR members, \$40 for non-members. Call (901) 515-8221 for more information or e-mail irem20@bellsouth.net.

Memphis Metro CCIM Chapter will hold its monthly Chapter meeting at 11:45 a.m. on **Tuesday, June 15** at the University of Memphis Holiday Inn. Guest fee is \$25. RSVP to memphisccim@comcast.net.

The Appraisal Institute's Memphis Chapter will host a two-day educational event at the MAAR Education Center on **Thursday, June 24 and Friday, June 25**. This is required continuing education for AI designated appraisers. The first day is required for residential (SRA) and both days are required for general (MAI, SRPA). [Click here](#) for more information and to register for this class. Attendance at the first day provides 7 hours continuing education with the TN Real Estate Appraiser Commission; complete attendance on both days will provide 15 hours continuing education with the TN Real Estate Appraiser Commission. Please call the Chapter Office at (901) 218-0782 if you need further assistance.

An Old Friend Gets a New Look

MAAR is pleased to announce the arrival of the new Sentrilock™ NXT Lockboxes. While they may have a sleek new appearance, the functionality and Sentricard are the same. The NXT box also comes with some great [enhancements and improvements](#) at no extra cost to you. Come by MAAR to get a quick preview and hands-on tutorial anytime. You should expect to start seeing them around the beginning of June.



THDA First-Time Buyer Class: June FREE CE Course Series

The THDA "First-Time Homebuyer Class" will cover the THDA mortgage loan programs from a Realtor's perspective. How does a buyer obtain a THDA loan? Does a veteran have to be a first time homebuyer to obtain a THDA mortgage? What are the guidelines for a THDA loan, and who sets those guidelines? How does a Realtor benefit from a buyer obtaining the THDA Great Rate loan? All these questions, along with many others, will be answered in this class. THDA will be offered on **Thursday, June 10** from 8:30 to 12:30 p.m. for 4 hours of CE. [Register Online](#).

Technology Webinars

Short on time but long on questions about the MLXchange? Try one of the many webinars being offered for busy agents on the go. Sign up and sign on to the latest technology designed to help you save time while teaching you the ins and outs of the MLXchange, in whatever location you choose. There are webinars being offered on quick MAARdata tips, MLS Refresher courses, and Searching tutorials to help you become an MLX-pert!

Meet WCR National President Deborah T. Gilmore

The Memphis Chapter of the Women's Council of REALTORS® is honored to



welcome 2010 national President Deborah T. Gilmore. We will be hosting a welcome reception **Wednesday, June 9** from 5:30 p.m. – 7:30 p.m. in the MAAR Education Center. The event is free and open to everyone. Join us again the next day, **Thursday, June 10** from 11:30 a.m. – 1:00 p.m. at the Hilton Ridgeland Memphis. Deborah Gilmore will be presenting "Are You Ready?" Cost for the luncheon is \$18 per person, and all are welcome to attend. Reservations should be made in advance by contacting Christy Stokes at cstokes@firstam.com.



MAAR News and Events

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
Thurs., June 10	8:30 a.m. to 12:30 p.m.	THDA First-Time Homebuyer Class	FREE for members/ \$60 for non-members	4 hours
Mon., June 14	2 to 5 p.m.	Professional Standards in the 21st Century (Ethics Course)	\$30 for members/ \$50 for non-members	3 hours
Tues., June 15 - Wed., June 16	8:30 a.m. to 5 p.m. both days	Accredited Buyer's Representative	Members: \$235 through June 1/\$285 after Non-members: \$255 through June 1/\$305 after	16 hours
Thurs., June 17	8:30 a.m. to 5 p.m.	Short Sales and Foreclosures: What Buyer's Representatives Need to Know	\$80 for members/ \$100 for non-members	8 hours
Friday, June 18	8:30 a.m. to 5 p.m.	How to List and Sell Multi-Family Property Successfully	\$129 for members/ \$149 for non-members	8 hours
Wed., June 23	1 to 5 p.m.	TREC Core Course (following Membership Luncheon)	\$20 for members/ \$30 for non-members	4 hours
Wed., June 23	1 to 4 p.m.	Opportunities and Advantages of Home Warranty	FREE for members/ \$15 for non-members	3 hours
Thurs., June 24	1 to 4 p.m.	TransactionDesk Basic Training	\$30 for members/ Not available for non-members	3 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
Wednesday, June 2	One-Line CMAs Made Easy	10:30 to 11:30 a.m.
Wednesday, June 2	MLS Refresher	2 to 3:30 p.m.
Monday, June 7	Setting Up My Free Agent Web Page	1:30 to 2:30 p.m.
Wednesday, June 9	Let the System Do the Searching for You	2 to 3 p.m.
Thursday, June 10	One-Line CMAs Made Easy	10:30 to 11:30 a.m.
Friday, June 11	Quick Ways to Make the Most of MAARdata WEBINAR	9:30 to 10:30 a.m.
Wednesday, June 16	MLS Refresher	2 to 3:30 p.m.
Friday, June 18	Setting Up My Free Agent Web Page	9:30 to 10:30 a.m.
Monday, June 21	MLS Refresher WEBINAR	10 to 11:30 a.m.
Tuesday, June 22	Let the System Do the Searching for You WEBINAR	1:30 to 2:30 p.m.
Wednesday, June 23	One-Line CMAs Made Easy	10:30 to 11:30 a.m.
Thursday, June 24	Quick Ways to Make the Most of MAARdata	9:30 to 10:30 a.m.
Monday, June 28	Quick Ways to Make the Most of MAARdata	2 to 3 p.m.
Tuesday, June 29	Setting Up My Free Agent Web Page	1:30 to 2:30 p.m.
Wednesday, June 30	Let the System Do the Searching for You	9:30 to 10:30 a.m.



MAAR Calendar of Events

June 2010

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
May 31 <ul style="list-style-type: none"> •MAAR Office Closed in observance of Memorial Day 	1	2 <ul style="list-style-type: none"> •Commercial Council Broker Forum (8:30 a.m.) •Grievance Committee (9 a.m.) •One Line CMA's (10:30 a.m.) •MMDC Board of Governors (11:30) •Benevolent Fund Committee (2 p.m.) •MLS Refresher (2 p.m.) 	3 <ul style="list-style-type: none"> •MAARket Masters (7 a.m.) •MLS Committee (10 a.m.) •Centennial Task Force (2 p.m.) 	4 <ul style="list-style-type: none"> •Commercial Council Board of Directors (8:30 a.m.) •FAAH Committee (10 a.m.) •June Free Forum: Home Staging (10 a.m.) •IREM Committee (11:30 a.m.)
7 <ul style="list-style-type: none"> •Rookie Resource: Contracts 101 (9 a.m.) •Agent Web Page Set Up (1:30 p.m.) 	8 <ul style="list-style-type: none"> •Millington Tipton Realty Group Meeting (8:30 a.m.) •New Member Orientation (9 a.m.) 	9 <ul style="list-style-type: none"> •NAR Broker Involvement Program Forum (9 a.m.) •New Member Orientation (9 a.m.) •Let the System Do the Searching for You (2 p.m.) •WCR Board Meeting (4 p.m.) •WCR Reception (5:30 p.m.) 	10 <ul style="list-style-type: none"> •MAARket Masters (7 a.m.) •THDA (8:30 a.m.) •Bylaws Committee (9 a.m.) •One Line CMA's (10:30 a.m.) •WCR Luncheon (11:30 a.m.- Hilton Ridgelake) •IREM Luncheon (12 p.m.- Marriott Thousand Oaks) •New Member Orientation (1:00 p.m.) 	11 <ul style="list-style-type: none"> •Governmental Affairs Forum (9 a.m.) •New Member Orientation (9 a.m.) •Make the Most of MAARdata Webinar (9:30 a.m.) •A'MAAR'ican Idol (5:30 p.m.)
14 <ul style="list-style-type: none"> •MLS Orientation (8 a.m.) •Professional Development Committee (10:30 a.m.) •Professional Standards in the 21st Century (2 p.m.) 	15 <ul style="list-style-type: none"> •CCIM Luncheon (11:45 a.m.- U of M Holiday Inn) •New Member Orientation (2 p.m.) 	16 <ul style="list-style-type: none"> •Commercial New Member Orientation (9 a.m.) •Designated Realtor Orientation (11:30 a.m.) •MLS Refresher (2 p.m.) 	17 <ul style="list-style-type: none"> •MAARket Masters (7 a.m.) •ABR Elective: Short Sales and Foreclosures (8:30 a.m.) •Board of Directors (8:45 a.m.) 	18 <ul style="list-style-type: none"> •How to List and Sell Multi-Family Property (8:30 a.m.) •Mid-South CRS Chapter (9 a.m.) •Setting Up Agent Web Pages (9:30 a.m.) •Education Foundation Trustees (11:30 a.m.)
ABR (8:30 a.m. both days)				
21 <ul style="list-style-type: none"> •MLS Refresher (10 a.m.) 	22 <ul style="list-style-type: none"> •Introduction to Social Media (9 a.m.) •New Member Orientation (9 a.m.) •Let the System Do the Searching for You Webinar (1:30 p.m.) •GAPI Political Forum (3:30 p.m.) 	23 <ul style="list-style-type: none"> •RPAC Committee (9:15 a.m.) •One Line CMA's (10:30 a.m.) •Membership Luncheon (11:45 a.m. - U of M Holiday Inn) •TREC Core Course (1 p.m. - U of M Holiday Inn) •Opportunities and Advantages of Home Warranty (1 p.m.) •Benevolent Fund Committee (2 p.m.) •New Member Orientation (2 p.m.) 	24 <ul style="list-style-type: none"> •MAARket Masters (7 a.m.) •Make the Most of MAARdata (9:30 a.m.) •TransactionDesk Basics (1 p.m.) 	25
			Appraisal Institute Educational Event (8 a.m.)	
28 <ul style="list-style-type: none"> •Make the Most of MAARdata (2 p.m.) 	29 <ul style="list-style-type: none"> •Setting Up Agent Web Pages (1:30 p.m.) 	30 <ul style="list-style-type: none"> •Let the System Do the Searching for You (9:30 a.m.) 	July 1	2



2010 RPAC Contributors



2010 Goal: \$65,000 • Total Raised to Date: \$33,331

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