

MARCH EVENTS

6-8

New Agent
Orientation
NWMAR
Offices

9

RSC Board
NWMAR
Offices, 9 a.m.

14

Directors
Meeting
NWMAR
Offices, 10 a.m.

22

Major RPAC Do-
nor Reception,
MAR Offices,
Jackson, 6 p.m.

29

General Member-
ship Meeting
(Lunch)
MAR President
Chris Wilson
Attending
NWMAR
Offices, 12
Noon;
Sterling 'R' Re-
ception (by In-
vitation)

The

Disclosure

A Publication of the Northwest Mississippi Association of REALTORS®

MARCH 2007

MREC Approves Innovative Approach to Post-License CE Requirement

An innovative approach to providing newly licensed real estate agents with Mississippi's required 30 hours of post-license continuing education in combination with NWMAR's New Member Orientation program received approval of the Mississippi Real Estate Commission.

The course, free to NWMAR members, is a product of planning by NWMAR and the Real Estate Institute and is offered to any practitioner holding a temporary Mississippi sales license. NWMAR Directors approved the initiative in January, with approval by the MREC on Feb. 13.

"New Mississippi licensees have one year to meet the post-license continuing education requirement, but there is information that needs to get to these agents sooner," said NWMAR Officer Paul Shahan in explain-

ing the rationale for the Executive course.

"We are making it possible for them to have a broader base of knowledge sooner and more economically. With this program, new agents can get a significant jump on meeting their requirements for post-license education. "We appreciate the cooperation of the MREC in expediting their approval of the program."

NWMAR President Vicky Reel said, "We have so many agents who get their licenses in Tennessee and then immediately get a Mississippi license. The laws are different from state to state, and we want to facilitate new agents' understanding of those differences to help them succeed.

"This course will help new agents, and others who may need the course, meet the state requirement in a timely and cost-effective manner."

The 30 hours of post-license

continuing education is offered within four 8-hour classroom days for a total of 32 hours. The curriculum offers NWMAR an opportunity to use the excess time for localized instruction of Multiple Listing Service or association-specific information. NWMAR's 2 1/2-day, monthly orientation program for new members will be combined with two additional days every three months to provide the 30 hours necessary for the post-license course. For example, March 6-8 is the next new-member orientation, and classes on March 21-22 will enable new licensees to fulfill the post-license requirement. The 30 hours of study are available at a fee to any temporary licensee in Mississippi who is not a member of NWMAR.

Registration is available at www.nwmar.net/edu.

2007 NWMAR Strategic Planning Goals

NEW MEMBER EDUCATION - Develop an Orientation process that brings the knowledge level of new licensees to the point that they are familiar with the basics needed to practice real estate in the Mississippi market.

BROKER MEETINGS - Improve communications with Brokers and bring higher quality content to Broker meetings, while improving attendance and information-sharing with their Agents.

LEADERSHIP - Develop and implement a local leadership program, to prepare members for Director participation and consideration of Leadership MAR participation.

COMMUNITY INVOLVEMENT

Increase communications to the public telling them what Realtors and the Association do for the community, as well as market statistics. Get the message out that Realtors are essential to the real estate transaction.

EDUCATION - Bring designation classes to NWMAR and promote awareness of the value to members of professional development to their incomes.

COMMUNICATIONS - Consolidate messages to members into a less frequent communication with more content.

MLS Dues

Invoices Mailed
March 1

Payment Due by
April 1

Watch for Your
Statement Soon!

And Remember,

You Can Pay
Online at

www.nwmar.net

PRE- LICENSING COURSE

Taught by the
Real Estate
Training Institute
at NWMAR's
Education Facil-
ity April 16-25,
8:30 a.m. - 4:30
p.m.

Cost: \$595 in Ad-
vance; \$625 for
Walk-Ins.

Registration by
Phone at 866-788-
RETI (7384) or at
[www.msrealtycou-
rse.com](http://www.msrealtycou-
rse.com)

A link from
www.nwmar.net



NWMAR Well Represented at Capitol Hill Day

Fifteen NWMAR members participated in the Mississippi Association of REALTORS® Capitol Hill Day in Jackson in early February.

They met with Senators and Representatives to convey concerns on important legislation affecting the fast-growing real estate industry in the five counties represented by the Association.

“The meetings with members of the Northwest Mississippi delegation are important to the Association and to the development of the real estate industry in our region of the state,” said NWMAR President Vicky Reel. “We are for-

tunate to have a delegation that is very responsive to our industry’s interests, and they were very receptive to our views concerning issues on the Association’s legislative agenda.”

First District Senator Doug Davis (R-Southaven) assisted in arranging meetings with members of the district delegation. NWMAR members visited with Sen. Merle Flowers (R-Southaven), Vice Chair of the Business and Financial Institutions Committee, and Representatives Larry Baker (R-Senatobia), who represents DeSoto and Tate counties; Wanda Jennings (R-Southaven), Vice Chair of the Education Com-

mittee; Forrest Hamilton (R-Olive Branch); Ted Mayhall (R-Southaven); John Mayo (D-Clarksdale), representing Coahoma, Tunica and DeSoto counties and Vice Chair of the Corrections Committee; and Thomas Woods (R-Byhalia), representing DeSoto and Marshall counties and Chair of the Interstate Cooperation Committee.

Among the issues reviewed with the legislators were mortgage fraud, impact fees, eminent domain, Safe City initiatives, wind-pool legislation and the Open Lawyer Fees Act.

Personal Safety: It’s Not Negotiable

The Southern Crime Prevention Task Force in Atlanta will present its Real Estate Agent Safety Training Seminar at NWMAR offices April 26 at 9 a.m., covering 25 topics on agent safety.

“The latest statistics show that 1 in 4 real estate agents, male or female, will be involved in a criminal encounter or face harassment during their career,” says A.J. Gwyn, commander of the Atlanta-based SCPTF. “Most agents think

that it could never happen to them, until they find themselves in a confrontation with a criminal.”

Gwyn’s seminar introduces ideas and strategies that agents can use to minimize risk and protect themselves against robbery, sexual assault and criminals who try to isolate agents prior to attacks.

Among topics he covers are: Why criminals target real estate agents; the primary motive behind most crimes committed

against agents; two reasons why it is important to meet people the first time at the office and not the house; three pieces of information agents need from prospective buyers before showing them any homes; what to do in the event of a carjacking; and what instinct agents have that is right 85 percent of the time.

The 60-minute seminar is free and seating is limited. Please reserve your place on line at www.nwmar.net/edu.

Vicky Reel Heads Fast-Growing NWMAR

When Vicky Reel relocated to Olive Branch 20 years ago, a snapshot of the DeSoto County real estate market showed about 200 houses for sale, 5 builders and less than 200 members of the Northwest Mississippi Association of REALTORS®.

When she stood before the January membership meeting of NWMAR as its new president, Reel represented the state's second largest real estate association with a membership of more than 1,400 that is growing at a rate of more than 30 new members each month and a housing market that at any given time offers 2,600 homes for sale.

"When we went before the Planning Commission in those days, we always heard that if we don't watch out every bird-hunting and rabbit-hunting field in this county is going to be planted with houses," she says. "And sure enough, they are planted with houses today."

As the principal of Reel & Associates Realty, Vicky has been heavily involved in the changes that have seen DeSoto County's population mushroom from about 68,000 in 1980 to more than 150,000 today. "By the early '90s," she says, "growth was a sign of the times. It was upon us, and it was not going away. And members of the real estate and building industries are very grateful that county leadership is in tune with that growth. The decision makers embraced the vision for the future and kept the growth going in a positive direction."

Vicky's priorities as president include familiarizing new agents with the state's licensing laws; professional courtesy and ethics; a you-gain-the-association-gains leadership awareness program; and building an awareness of the importance of involvement in the political process.

"A priority is to integrate elements of the Mississippi licensing law into our new-member orientation program. The laws are different from state to state, and we want to facilitate new agents' understanding of them to help them



NWMAR President Vicky Reel and Executive Officer Paul Shahan review priorities ahead of the February Executive Committee meeting.

Succeed in their business."

Reel says increasing leadership awareness among members is critical, not only for the benefit of the association but also for the individual.

"Particularly we want younger members to see and understand that involvement helps them and their business while strengthening the association."

2007 NWMAR Committees

Grievance/Professional Standards - Members must meet yearly education requirement and will review forms used at local level for complaints and/or disputes as well as complaint lodged against a REALTOR® or a dispute over a commission. May be called upon to sit on a hearing panel. **Members:** Sandra Mehler (chair), Clare Maness, Marsha Taylor, Diane Senger, Rebecca White, Steve Brice, Alicia Bomar, Greg Ryan, Rhonda Baldwin, Terry Boyd, Bill Pass.

RPAC - Responsible for promoting RPAC awareness; informing and involving members of legislation affecting the real estate business (speak at different office sales meetings); soliciting donations; suggesting fund raisers; expected to attend REALTOR® Day at state capitol; work with association office to host potential candidates prior to elections. Chairperson will be responsible for giving RPAC update at all quarterly meetings. **Members:** Corie Haynes (chair), Terry Thomas, Sandy Williams, Ginger Britt, Edie Weems, Haley Carlson, Katie Johnson, Jennifer Southern, Lisa Farmer-Walker, Lisa Bryant.

Finance - Responsible for reviewing and researching any major expenditures relating to NWMAR, determining need and cost feasibility of any project, compiling a report and presenting to NWMAR Board of Directors. **Members:** John Harrison (Treasurer), Roger Palmer, Bob Leigh.

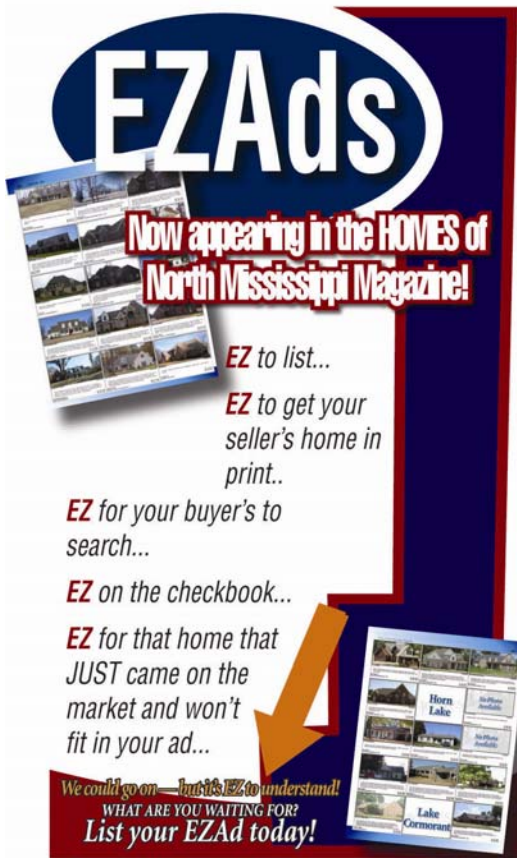
Charities - Responsible for seeking out needs in our communities and proposing fund raising projects to supply funds/materials for special needs; generally promoting goodwill between REALTOR® and communities. Projects: Support the Troops (motorcycle run, Christmas party and gifts to servicemen's families); Angel Tree; Habitat for Humanity (members bring food items to meetings); Disaster Relief; Field of Dreams (ball field for the disabled); benevolence. **Members** - Diane Senger (chair), Leslie Sullivant, Jessica Brown, Marsha Taylor, Steve Brice, Gale Harrison, Idella Haynes, Henrietta Roland, Derwood McCormick, Margie Collins, Hanah McCollugh, Angela Irving, May McCollugh.

Affiliates - Responsible for soliciting Affiliate membership to NWMAR and sponsorship of Board events. **Members:** Jessica Brown, Gale Harrison, Linda White (1st Tenn), Marsh Pearce (Pulaski), Norma Owens (1st Trust).

LeadershipP - Responsible for developing a local leadership development program and encouraging participation in Leadership MAR. **Members:** Lisa Burnett (chair), Angela Deskewies, Katie Johnson, Brian Couch, Corie Stewart, Katie Johnson, Joan Ferguson, LaSonya Blankenship, Drew Ballard.

MLS - LaSonya Blankenship (chair), Alicia Bomar, Christi Simmons, Todd Campbell, Roxanne McIngvale, Cheryl McCormick, Lea Jones, Ricky Lewis, Chad Acree.

MAGAZINE - Kevin Briscoe, Avis Brown, Leigh Ann Mehr, C.F. Moore, Sandy Richardson.

The graphic features a dark blue background with a large white oval containing the text 'EZAds' in a bold, sans-serif font. Below this, a red banner with white text reads 'Now appearing in the HOMES of North Mississippi Magazine!'. To the left, a stack of magazine pages is shown. To the right, a grid of EZAd listings is displayed, with a large orange arrow pointing from the text below towards it. The text is arranged in a list of benefits, each starting with 'EZ' followed by a description. At the bottom, a red banner contains the text 'We could go on — but it's EZ to understand! WHAT ARE YOU WAITING FOR? List your EZAd today!'.

EZAds

Now appearing in the HOMES of North Mississippi Magazine!

EZ to list...

EZ to get your seller's home in print..

EZ for your buyer's to search...

EZ on the checkbook...

EZ for that home that JUST came on the market and won't fit in your ad...

*We could go on — but it's EZ to understand!
WHAT ARE YOU WAITING FOR?
List your EZAd today!*

Convenient, Consumer Friendly, EZ

The new Homebuyer's Guide section in NWMAR's HOMES of North Mississippi magazine not only is a convenient way for agents to showcase individual listings, but its appeal to consumers results in more value for the ad-buying dollar.

"EZAds makes it easy for consumers to go to an organized presentation of available properties," says NWMAR Customer Service Representative Sarah Barlow.

"Because the ads are organized by city and arranged from lowest price to highest, it is convenient for homebuyers to find listings within a specific location and within the price range of interest."

By filling out a simple data form in MLS Maintenance, agents can easily submit, online, specific listings. The cost is a very reasonable \$30 per listing per month, and listings are accepted right up until shortly before press time. - one week after the normal deadline for display ads.

The service was introduced with a small sample of ads in the January issue of HOMES, and the February issue included 103 EZAds.

"Placing the listings is easy, and it reduces the time spent each month coming up with ad material," Barlow says. "However, they must be requested each month."

For more information on this convenient, consumer-friendly service, contact Barlow at 662-449-4548 or at homes@nwmr.com for more information.

NWMAR
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NESBIT, MS 38651