



## JUNE EVENTS

- 1** FREE First Friday Education, 9 a.m., NWMAR Offices
- 5** MLS Training and New Member Orientation, 8:30 a.m.
- 6** New Agent Orientation and Day 1 of Post-License Course, 9 a.m.; HOMES Magazine July Ad Deadline, 5 p.m.
- 7** Day 2 of Post-License Course, 9 a.m.
- 13** HOMES Magazine July EZ Ad Deadline, 3 p.m.
- 21** General Membership Meeting (Lunch), 11:30 a.m.
- 27-28** CRS Elective Course, 8:30 a.m.; Days 3 & 4 of Post-License Course, 9 a.m.

# The Disclosure

A Publication of the Northwest Mississippi Association of REALTORS®

JUNE 2007

## GRI Courses Coming to NWMAR

Earning the Graduate REALTOR® Institute designation while also gaining the hours required to sit for the Broker's licensing exam just got easier.

NWMAR, in cooperation with the Mississippi REALTOR® Institute, is offering the 90 hours of coursework required to earn the GRI designation in its own facility with courses in August, September and October.

"This is the first time the GRI courses have been offered in DeSoto County, and it's a great opportunity for agents to improve their skills and marketability without having to travel," said NWMAR President Vicky Reel.

"The region is fortunate to serve as one of the five sites in the state where these courses are being offered this year."

GRI I, Rookie Agent Boot Camp, is scheduled Aug. 20-24; GRI II, Broker pre-licensing and the Quadrennial Code of Ethics, is scheduled Sept. 10-14; and GRI III, Broker

**GRI I Rookie Agent Boot Camp** also satisfies the salesperson's post-license requirement. Aug. 10-24, \$295. Topics include business planning, client interview processes, writing contracts, agency relationships, handling difficult transactions, prospecting, financing methods and RESPA, pricing property and CMAs, risk management and avoiding license law and ethics violations.

**GRI II** satisfies 30 hours of Broker pre-licensing and the Quadrennial Code of Ethics. Sept. 10-14, \$305. Real estate technology, contract mine fields and forms, real estate finance, brokerage management and REALTORS® code of ethics are among the topics covered.

**GRI III** satisfies 30 hours of Broker pre-licensing. Oct. 8-12, \$305. Coursework delves into investment analysis, property management, risk management and buyer representation.

pre-licensing, runs Oct 8-12. On-line registration is available at [www.realtorinstitute.org](http://www.realtorinstitute.org), with early bird enrollment by Aug. 19 for GRI I, Sept. 9 for GRI II and Oct. 7 for GRI III netting substantial savings. Enrollment is limited to 50 for the first course and 25 for each of the other two courses.

The 2005 National Association of REALTORS® member profile indicated that the average commissions earned with the GRI designation was \$84,500 while the average earned with no designation was \$35,500.

Check NWMAR's web site at [www.nwmar.net](http://www.nwmar.net) for more information.

## Quarterly Membership Meeting

With Sens. Merle  
Flowers and Stacy  
Pickering

11:30 a.m., June 21

NWMAR Offices

Reserve Your Place

On Line at

[www.nwmar.net/events](http://www.nwmar.net/events)

## Convention Host Committee Gears Up

NWMAR is the local association host for the 2007 Mississippi Association of REALTORS® 2007 State Convention and EXPO, and the host committee has launched efforts to secure sponsorships, exhibitors, advertisers and association participation for various events.

"Coloring Outside the Lines — the Rules Have Changed. Have You?" is the theme for

the convention, scheduled Dec. 5-7 at the Grand Convention Center in Tunica. MAR expects 750 to 1,000 REALTORS® to attend.

"It's a great opportunity for our association to gain visibility and show the state membership the exiting growth that is occurring in this region," says Corie Haynes. She and LaSonya Blankenship serve on the state (*Please see Host, P. 2*)

## Short Takes

While residential inventory for April climbed to a record 2,927 homes for sale in the NWMAR market area, average days on market is only 7 days above April 2006. Units sold for April were about 17% behind 2006, but average sales prices are up 2% for 2007.

The coming automotive and entertainment projects in Northwest Mississippi are getting people more excited about real estate. . . .

Is there an accurate way to measure the square footage of a house? Yes, and Mike Orman with Statewide Appraisal Service will teach a class at NWMAR June 1 on how to do it. It's FREE First Friday Education. All members, including MLS-Only members, are welcome to attend.

*CRS Elective Course  
"Personal Skills  
for Professional Excellence,"  
July 24, 8:30 a.m.—4:30  
p.m.  
NWMAR Education  
Center  
Register at  
[www.nwmar.net/edu](http://www.nwmar.net/edu)*

## liveinmississippi.com Pin Number a Convenient Feature

Make searching the NWMAR public web site easier than ever for your clients!

With a click of a button, your prospecting system in the MLS allows you to generate a pin number. The system then automatically sends your prospects the number with instructions to log into the site. This process bypasses the step of prospects having to set up an account and makes it much easier for them to log in and start saving property searches. Once they save a search or a property it will automatically be placed into your prospect area under their name. This makes it convenient for you, the agent, to view their choices.

To generate a pin number for your client you will need to log in to your MLS. Then you will need to click on the "Prospects" tab. To generate the pin number, the prospect has to be entered into the system. To enter a prospect click on the "New Prospect" button. In the Main tab enter all of the contact information. Please remember to enter their email address correctly since most of your correspondence will be via email. At the bottom right hand corner there will be a button that says "Generate Pin." When you click on this button it will automatically assign a pin number to your prospect and email them the pin number with instructions on how to login to the system.

There are many more features that work with the NWMAR's public site. If you have any questions please call 662.449.3553 and ask for MLS Support. Watch for future articles in the Disclosure detailing more of the liveinms.com features.

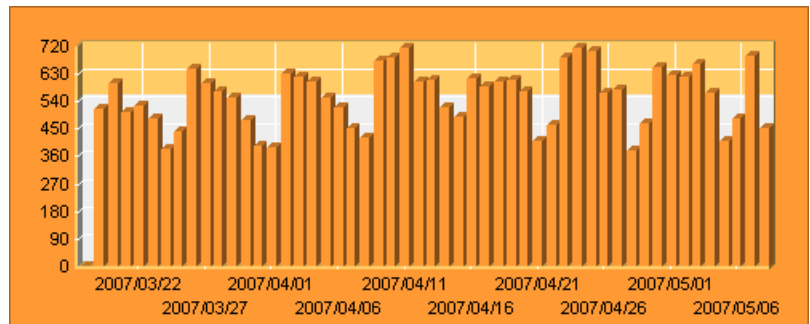
### Host, from Page 1

planning committee for the convention..

A golf tournament and a skeet shooting tournament are scheduled on Dec. 4.

NWMAR will sponsor a Delta Blues Bash at Horseshoe Casino's Bluesville on Dec. 6.

To volunteer to inquire about sponsorships, contact Corie at [coriehaynes@aol.com](mailto:coriehaynes@aol.com).



*NWMAR's public web site, liveinmississippi.com, attracted 28,295 unique visits during the period March 18-May 8, an average of 555 per day. The graph depicts the daily visits for the period. The site provides many features for agents to interact with prospects, speeding the process of finding and visiting listed properties.*



*Agents attend recent free Continuing Education Classes in NWMAR Education Center. Go to [www.nwmar.net/edu](http://www.nwmar.net/edu) to register for upcoming classes.*

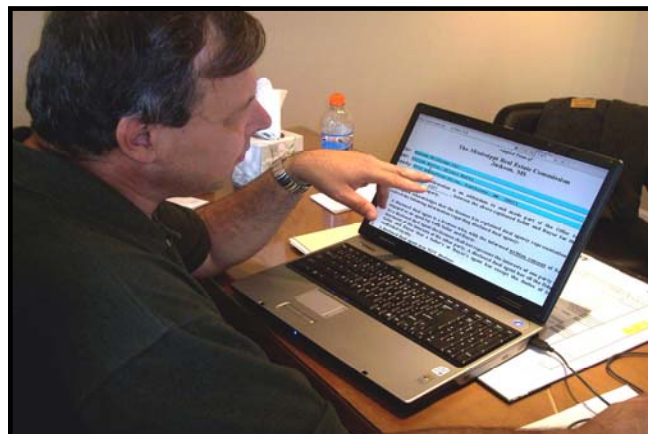
## *Vision-Impairment no Hindrance to Reeves-Williams' Steve Terry*

Rather than dwell on the negatives of a situation that took most of his vision as a preemie in a Michigan hospital, Steve Terry decided long ago to look at his situation from a more positive perspective.

Terry, a REALTOR® Associate with Reeves-Williams Realty in Southaven after retiring from a 30-year career in public broadcasting production and management, is legally blind as the result of a detached retina. Doctors think the impairment may have resulted from the dispensation of too much oxygen during the early days of his fight to survive in that incubator.

"I'm not dwelling on the fact that the doctor gave me too much oxygen in the incubator," Steve says. "His goal was to save my life, and I'm thankful for that. So I've got an inconvenience; hey, I'm alive."

Steve joined Reeves-Williams nine months ago, representing the realty side and now the builder side of the company as well as in the subdivisions, after interviewing with several companies. "Most were not comfortable with the idea of a vision (*Please see Steve Terry, page 4*)



*"Reeves-Williams had the impression that I could get the job done," says Steve Terry, "and that's what I'm doing. We're selling houses for our stockholders."*

## *New Members and Affiliates*

### **MEMBERS**

Callicutt, Andrew, Callicutt Realty  
 Callicutt, Jane, Callicutt Realty  
 Davidson, Tess, New Century Realty  
 Guy, Nancy, Crye-Leike of TN Exeter  
 Scott, Jackie, Re/Max at Mallard Creek  
 Anderson, Gordon, Keller Williams Realty  
 Barksdale, Vickie, Crye-Leike Of MS-Olive Branch  
 Bies, Shelly, Keller Williams Realty  
 Bolton, Clint, Re/Max Advantage-Hernando  
 Braswell, Bennie, Century 21 #1 Realty Group  
 Cable, Sabra, Keller Williams Realty  
 Carroll, Niki, Fowler Realty  
 Cox, Kelly, Crye-Leike of MS-Olive Branch  
 Dixon, Wynne, Bb Leigh & Associates  
 Hampton, Angela, e/Max Advantage  
 Hampton, Myra, Crye-Leike of MS-Olive Branch  
 Harris, Amy, Reeves Williams  
 Havens, Cyndi, Coldwell Banker-Northwest Realty  
 Jones, Ashley, Crye-Leike of MS-Olive Branch  
 Malone, Michelle, Re/Max Advantage  
 Marshall, Chante, Coldwell Banker-Northwest Realty  
 Murdock, Jeanna, Keller Williams Realty  
 Parker, Samantha, Keller Williams Realty  
 Polk, Ginger, New Century Realty  
 Prestage, Kim, Keller Williams Realty  
 Rogness, Sharon, Austin Realty Group  
 Russell, Chris, Vintage Realty  
 Sparks, Sharon, Austin Realty Group  
 Swan, Jackie, Crye-Leike of MS-Olive Branch  
 Thompson, Lachoya, Keller Williams Realty  
 Wilson, Wendy, Bob Leigh & Associates  
 Williams, Wanda, Keller Williams Realty

Allen, Victoria, Benchmark at Southwind  
 Blakely, William, Eagle Appraisals  
 Bobo, Donna, East Coast Realty  
 Bolton, Brooks, Elite Realtors  
 Brumley, Terry, Keller Williams Realty  
 Carr, Elbert, Crye-Leike of TN-Hickory Ridge  
 Crutcher, L. Ann, Appraisal Associates Inc.  
 Earnest, Sharon, Jennae Inc.  
 Elkins, Jana, Century 21 Family Realtors  
 Evans, Phillip, Re/Max at Mallard Creek,  
 Ferguson, Tedra, Weichert Realtors Chapman  
 Folda, Andrea, Crye-Leike of TN-Germantown,  
 Fox, Heather, Crye-Leike of TN-Germantown,  
 Hitchcock, Brian, Benchmark at Southwind,  
 Jackson, Neal, Crye-Leike of TN-Quail Hollow,  
 King, Linda, Faxon Gillis Homes  
 Lamar, A.J. Jr., Lamar Brokerage Firm  
 Lynch, Timothy, Crye-Leike of TN-Quail Hollow  
 McFerren, Ken, Destiny Realty Co.  
 Payne, Trina, Performance Realtors  
 Phillips, Molly, Re/Max Elite-Collierville  
 Prewitt, Ann, Prudential Ann Prewitt Realty  
 Robinson, Tom, Re/Max On-Track,  
 Roser, George, Keller Williams Realty  
 Stackhouse, Shelly, Vintage Realty  
 Swift, Michael, Swift Appraisal Service  
 Thomas, Wonda, Destiny Realty Co.  
 Watson, Adam, The Carter Group Realtors  
 Williams, Lillie, Re/Max Elite LLC

### **AFFILIATES**

#### **STAR**

Terminator Pest Control  
 Chandler Reports

#### **GOLD**

A&J Home Improvements & Mold Inspection,  
 Citizens National Bank  
 Community Mortgage Corp.  
 Countrywide Home Loans  
 Eagle Mortgage and Funding  
 Edward Jones Investments  
 First Tennessee Home Loan  
 Home Loan Corporation  
 Wells Fargo Home Mortgage

#### **AFFILIATES**

Advantage Mortgage Corp.  
 Amerispec Home Inspections  
 Attaway Home Inspections  
 Baskin, McCarroll, McCaskill, Campbell, P.A.  
 Bullseye Home Inspections, LLC  
 Commercial Bank and Trust Mortgage  
 Chambliss Builders  
 DeSoto County Bank  
 DeSoto Home Inspection Services  
 DeSoto Home Mortgage  
 First National Financial Title Svcs.  
 First Trust Bank  
 George B. Ready, Atty.  
 Home Market Magazine  
 Mitchell's Home Inspections  
 Neshoba Escrow Company, LLC  
 Pulaski Mortgage Company  
 Renasant Bank  
 Southpoint Financial Services

*Steve Terry, from Page 3*

impaired person working as an independent contractor. Reeves-Williams, however, had experience with another vision-impaired agent, and the company knew it wasn't a problem. "They didn't ask the usual questions, and took into account my previous sales experience," says Steve. "The attitude was, 'Come join us. Here's a chair. Come learn.' It was refreshing."

Steve can see people, but he cannot drive and must hold items close for reading. All of the paperwork he needs is stored on his laptop, which is equipped with special magnifying software.

Following his retirement from WYPL, the public library station in Memphis, Steve, 53, completed the coursework for his real estate license at Northwest Mississippi Community College, sat for the exam and completed his post-license requirement through the program at NWMAR.

Working presently as a substitute agent, his objective is "to take advantage of every educational opportunity to advance to a permanent subdivision position."

Steve says he can reach the educational goals through NWMAR, "which is right on target with its program of educational offerings and its great training facilities."

As for the job situation, Steve says, "I could not have planned a better situation. Reeves-Williams does a great job of helping me understand the product I'm selling, and being involved with a builder allows me to see the coop side of the business as well as the subdivision side. My biggest problem in getting to this point was finding a broker who understood what I wanted to do and worked with me to get there. They accepted me based on my background, my previous experience and my communications skills."

**NWMAR**  
**PO Box 7**  
**NESBIT, MS 38651**



*The Signature Realty team of (from left) Curt Spencer, Ed Schreiner, Blake Peebles and Dave Maness won the NWMAR Habitat for Humanity golf scramble at the Olive Branch Country Club. In addition, Maness won the 50-50 Pot in a drawing, worth \$805 to him and an equal amount to Habitat for Humanity; Schreiner won the closest to the pin competition; and Peebles won the longest drive contest.*