



# Opportunity Knocks



MISSISSIPPI  
ASSOCIATION  
OF REALTORS®

Unlock YOUR potential by taking advantage of the tools, resources, programs, products and services highlighted in this monthly bulletin distributed to Mississippi's 21 local boards of REALTORS®.

A door-opening newsletter from the Mississippi Association of REALTORS®

## Spokesperson and parliamentary procedure training open to local board leaders January 8


Join your fellow local board leaders, the MAR Executive Committee and MAR Committee Chairs and Vice Chairs on Friday, January 8 at this one-day intensive training session aimed at sharpening your spokesperson, media relations, interviewing, parliamentary procedure and meeting leadership skills. Speakers will be Lucien Savant, NAR Managing Director Public Relations and Communications and Nancy Worley, former Alabama Secretary of State. Training is limited to 2010 Local Board Presidents, Presidents-Elect and AEs and will be held at the MAR building in Jackson and will be held from 10:00 a.m. to 4:30 p.m. Cost is \$10.00. Register before January 5, 2010 by calling 601-932-5241 or online at [www.msrealtors.org](http://www.msrealtors.org).

### Save the dates!

Mark your calendars now for these important upcoming MAR events to be held in Jackson.

- February 3—MAR Committee meetings
- February 3—Sterling R Reception
- February 4—REALTOR® Day at the Capitol
- February 4—MAR Board of Directors meeting

### MAR takes top RPAC honors

 MARPAC, MAR's Political Action Committee was recognized by NAR last month at the 2009 NAR Convention in San Diego. MARPAC received the following awards for 2009: first to reach goal, most money collected, highest percentage of participation, most major donors, most new major donors, 1% of members are major donors and reached 233% of goal.

### Mississippi call for action response exceeds national average

Mississippi REALTORS® exceeded the national response rate on the NAR call for action to expand and extend the homebuyer tax credit with 20.6% of our members responding.

## What's new & now

### Over 500 REALTORS® attend 2009 MAR Convention and Expo

REALTORS®, exhibitors and guests recently invaded the Mississippi Gulf Coast in full force to attend the annual MAR Convention and EXPO. The Beau Rivage served as a beautiful backdrop to what proved to be a very successful, informative and enjoyable convention. REALTORS® took advantage of the opportunity to attend all of their continuing education classes taught by nationally recognized instructors and to relax and network with fellow REALTORS® from across the state.

Local board leaders participated in a day-long Local Board Management Conference taught by Cindy Butts, Maine Association of REALTORS® CEO.

*Buy Now Mississippi* video contest winners were announced at the general session with third place and a Flip Mino video camera going to David Johnson, Crye-Leike Properties, Columbus. Second place and \$500 went to Caroline Upthegrove with Bob Langner Realty, Tupelo. Patricia Fleming, ReMax Southland Real Estate, Columbus took first place and \$1,000.

2009 MAR President-Elect Tony Jones was escorted into the Camellia ballroom by the Ocean Springs High School drum line prior to being installed as 2010 MAR President. After the passing of the gavel by past MAR presidents, Jones unveiled his 2010 theme *It's a Whole New Game*. Following the installation, REALTORS® danced to the sounds of *Meet the Press*.




2009 Convention & EXPO  
Dec. 1-3 • Beau Rivage • Biloxi, MS

### Northwest Mississippi Association of REALTORS® wins NAR Game Changer award



Congratulations to the Northwest Mississippi Association of REALTORS® for being one of 12 associations who won a Game Changer competition NAR held to challenge boards to develop innovative ideas that help in association management. Their Game Changer entry entitled *Realtime Membership Communications* is a multi-choice messaging dashboard created to allow a single message to be instantly delivered to all members through the channel of their choice, which is the key to acceptance and participation. Functions in the dashboard will include a log of messages sent by association staff, alert messaging for emergencies, and information on key issues.

### REALTORS® Federal Credit Union announces new limited-time Freedom Loan special

 The National Association of REALTORS® is pleased to share some exciting news exclusively for their members from REALTORS® Federal Credit Union (REALTORS® FCU). REALTORS® FCU is pleased to offer a new limited-time Freedom Loan Special. With this loan, REALTORS® get up to \$5,000 cash at a fixed rate as low as 9.49% APR\* and make no payments for 90 days\*\*.

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REALTORS® FCU, a proud partner in NAR's REALTOR Benefits® Program offers fast, flexible financing. The Freedom Loan is designed to ensure an extra special holiday, a home improvement project, consolidating higher interest debt, or a vacation. For more information or to apply, go to <https://realtorfcu.org>.

**MAR honors members at 2009 convention awards ceremony**

Mississippi REALTORS® were honored by their peers for achievement at the General Membership meeting and Awards Ceremony at the recent convention in Biloxi. The following members were recognized:

- 2009 President's Award* – Charlotte Sadler, Gulf Coast Association of REALTORS®
- Affiliate of the Year* – Tonya Hensley, Community Bank of North Mississippi
- Affiliate of the Year* – Chris Davis, Davis Title
- Mississippi Affiliate of the Year – Lori Parkman, The First, A National Banking Association
- Instructor of the Year* – Dee Denton, Jackson Association of REALTORS®
- Mississippi REALTOR® of the Year* – Ken Austin, Gulf Coast Association of REALTORS®
- Hall of Fame* – Cynthia Joachim, Biloxi-Ocean Springs Association of REALTORS®

**MARPAC Hall of Fame inducts first members**

MARPAC inducted 18 outstanding major donors who have invested more than \$10,000 to MARPAC. The inductees were:

- Jean Amos, Starkville
- Ernie Clark, Brookhaven
- Mark Cumbest,
- John Dean, Leland
- Larry Edwards, Jackson
- Judy Glenn, Corinth
- Joan Ferguson, Hernando
- Chester Harvey, Ocean Springs
- Marshall Holyfield, Gautier
- Bruce Kammer, Picayune
- Gwen James, Hattiesburg
- Nancy Lane, Jackson
- Pam Powers, Greenwood
- David Stevens, Clinton
- Bob Ridgeway, Jackson
- Charlotte Sadler, Gulfport
- Janice Shows, Jackson
- Ellen Short, Tupelo

**2009 LeadershipMAR graduates honored at MAR Convention**



Members of the 2009 LMAR class were recognized for their achievement in completing a year-long curriculum and training in leadership and MAR involvement. Graduates were:

- Deborah Benoit, Picayune
- Paul Blacksmith, Ocean Springs
- Richard Corts, Hattiesburg
- Norma Cother, Tupelo
- Amanda Edwards, Starkville
- Tony Jones, Olive Branch
- Tess Mason, Tupelo
- Brandon Morris, Corinth
- Pam Schaefer, Ocean Springs
- Corey Smith, Picayune
- Tanya Gollott-Swoope, Biloxi

**Upcoming classroom opportunities from the Mississippi REALTOR® Institute**

Learn from the best by taking advantage of upcoming MRI continuing education and licensing classes.

Dec. 9	Columbus	Quadrennial Code of Ethics	1:15 to 5:00
Dec. 10	Jackson	RE Professionals & Veterans	9:00 to 12:00
Dec. 14	Nesbit	Short Sales & Foreclosures	8:00 to 5:00
Dec. 14	Jackson	GRI III Broker B Pre-License	9:00 to 6:00
Dec. 15	Jackson	Agency Law	9:00 to 1:00
Dec. 15	Jackson	License Law	2:00 to 4:00
Dec. 15	Jackson	Contract Law	4:00 to 6:00
Dec. 16	Jackson	Buying & Using Digital Cameras for Real Estate Professionals	9:00 to 1:00
Dec. 16	Jackson	Contract to Closing	2:00 to 6:00

**Or get all of your required and elective CE online at [www.recampus.com](http://www.recampus.com)**

*To register visit [www.realtorinstitute.org](http://www.realtorinstitute.org)*

**MAR encourages you to join REALTORS® from across the state on these social networking opportunities.**

**facebook** [www.facebook.com](http://www.facebook.com) and search Mississippi Association of REALTORS®

**twitter** [www.twitter.com/msrealtors](http://www.twitter.com/msrealtors)

**You Tube** [www.youtube.com](http://www.youtube.com) and search MSAssocof REALTORS®