



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®

February 2010

REALTOR® Day at the Capitol February 4, 2010

Events at the Mississippi State Capitol

9:00 a.m. - 9:30 a.m.

Check in / Continental Breakfast
Mississippi State Capitol Rotunda, first floor

9:30 a.m. - 10:00 a.m.

Legislative briefing
MAR Governmental Affairs Director Derek Easley
Rm 216, Old Supreme Court Chambers
Mississippi State Capitol

10:00 a.m. - 10:30 a.m.

Guest speakers and Legislators of the Year
Awards presentation

10:30 a.m. - 11:30 a.m.

Meet with your legislators

Events at the MAR Office

4274 Lakeland Drive, Jackson

11:30 a.m. - 1:00 p.m.

Political Advocacy Luncheon
Keynote speaker Moe Veissi,
2010 NAR First Vice President



1:00 p.m. - 1:30 p.m.

General Membership Meeting

MAR committees to meet February 3, 2010

MAR's recently-appointed 2010 committees will meet in Jackson at the MAR Building on Lakeland Drive. The schedule will be as follows:

10:00 a.m. MARPAC Trustees

Member Services & Technology

11:30 a.m. Legislative & Regulatory Affairs

Professional Development

1:00 p.m. Professional Standards

2:00 p.m. Standard Forms

Association Operations
Grassroots Involvement

3:45 p.m. AE Forum

Executive Committee

What's new & now

2010 Lunch & Learn webinar series



Where can you get FREE training and timely information delivered straight to your desk in less than an hour? All you need is a

telephone, a computer and an internet connection! Tailgate in your office or gather with other team members offsite. Whether you order out, brown-bag it or have it delivered, convenience is the name of the game.

Here's how to participate:

- To join a FREE Lunch & Learn webinar, on the day of the event simply go to <http://msrealtors.ilinc.com> as early as 15 minutes prior to start time.
- Click "Join" from the menu on the left.
- Find the session you want to join from the list and click "Join".
- After you get logged in, you will see the telephone number and PIN number you need to call in to hear the presenter.

If you have questions, contact Autumn Calhoun at 601.932.5241, ext. 27 or acalhoun@msrealtors.org.

February 17 / Noon – 1:00 p.m.

2010 Kick-off: Tackling technology & social media

Autumn Calhoun, MAR Information Technology Director

Here's your chance to hear the tech trainer call the plays on getting the most out of technology and social media to earn more in your real estate career.

April 21 / Noon – 1:00 p.m.

Score the latest economic stats from NAR
Lawrence Yun, NAR Chief Economist

NAR's Chief Economist Lawrence Yun brings us 2010 trends and predictions affecting our economy and what they mean to consumers and real estate practitioners.

June 16 / Noon – 1:00 p.m.

Legal defense and intercepting risk

Oliver E. Frasca, Esq., GRI

Nationally-recognized Colorado real estate attorney and REALTOR® shares can't-miss legal information and answers your most pressing risk management and pro-standards questions.

August 18 / Noon – 1:00 p.m.

MAR's Legal Hotline coaching session

Ron Farris, MAR General Counsel

You can't afford to miss this risk reduction webinar featuring MAR's legal hotline attorney as he answers the hotline's most commonly asked questions.

October 20 / Noon – 1:00 p.m.

Huddle up to hear the 2010 NAR President's perspective

Vicki Cox Golder, 2010 NAR President

Save the date to be present to greet our current NAR President as she shares with us her state-of-the-association report. Golder offers a rare opportunity to share with Mississippi REALTORS® her insight and vision for 2010.

December 15 / Noon – 1:00 p.m.

Legislative play-by-play

Derek Easley, MAR Governmental Affairs Director

MAR's Governmental Affairs Director joins us for a look back at 2010's legislative issues and discusses the upcoming 2011 elections.

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Accredited Buyer Representative course scheduled

ABR course

March 16-17, 2010 9:00 a.m. to 6:00 p.m.
\$249 if registered by 3/10/2010
\$300 if register after 3/10/2010



Short Sale and Foreclosure Resource Certification (SFR) and ABR elective

March 15, 2010 9:00 a.m. to 6:00 p.m.
\$99

Can be taken as simply the SFR Certification OR as the elective course to fulfill the ABR requirements.

Mississippi REALTOR® Institute
4274 Lakeland Drive
Jackson, MS 39232

Contact Brinda Boutwell at bboutwell@realtorinstitute.org or 601-932-9325 about either or both courses.

Short Sale and Foreclosure Certification (SFR) coming to a town near you

The National Association of REALTORS® reports that over one third of nation's real estate sales are now short sales or foreclosures. MAR and the Mississippi REALTOR® Institute will be bringing NAR's newest certification, the Short Sale and Foreclosure Certification (SFR) across the state during the weeks of March 8 and 15. MAR will be offering this eight-hour course for \$99.00, a fraction of the regular cost. This exciting new course will be taught by Larry Carroll, National Real Estate Instructor. Locations currently scheduled for the eight-hour certification course are Gulfport, Picayune, Hattiesburg, McComb, Jackson, Starkville, Oxford, Meridian and Tupelo. Be watching for additional information on dates and times. This course can be used as an elective for the ABR designation.

NAR Leadership Academy online application now open

The NAR Leadership Academy online application process is open for 2011 graduating class. NAR needs your assistance in encouraging your Leadership Academy students to apply.

The Leadership Academy is a nine month, five-stage training and development program. Ideal candidates are members who have served leadership roles at the state and local level, but have not yet been actively involved at the national level.

The deadline for submitting an online application is March 31, 2010. If you have any questions, please call Rita Baldwin at 312-329-8321 or email her at rbaldwin@realtors.org. You can get the application at www.realtor.org/leadacademy.nsf.

MAR offers speakers' bureau as new local board service

Need a speaker for a local board event? The staff at the Mississippi Association of REALTORS® can speak on a variety of topics offered to your local board free of charge. To request or schedule a speaker, contact William Fulton at 601-932-5241 or wfulton@msrealtors.org.



Kathy Adkins, Marketing & Communications Director
Getting the Most Out of realtor.org & msrealtors.org
ZipForm: Using MAR Standard Forms & Contracts

Angela Cain, Chief Executive Officer
Spokesperson/Media Training: A Crash Course
Making Your Membership Work for You: Key MAR Benefits & Services

Autumn Calhoun, Information Technology Manager
30 Tech Tips in 30 Minutes
Social Networking: The Risks & Rewards

Derek Easley, Governmental Affairs Director
Legislative Affairs or Statewide Election Briefing
Why REALTOR® Political Involvement & Investments Matter

William Fulton

Organizational Standards, Structure & Policies for Associations (Ideal for Officer Training)

Beth Hansen, Meeting & Specialty Group Director/Professional Standards Administrator
Understanding the Professional Standards Process
Alphabet Soup (CCIM, RLI, IREM, CRS, MCAR): A Recipe for Success

John Phillips, Vice President of Professional Development

Risk Management: How NOT to Lose Your License
Mississippi Real Estate Issues & Trends
Professional Standards Training for Grievance Committees & Hearing Panels*
(4-hour CE course taught jointly with Beth Hansen & John Phillips)



Upcoming classroom opportunities from the Mississippi REALTOR® Institute

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

Feb. 8	Jackson	GRI I - Rookie Boot Camp (Salesperson Post-License)	9:00 a.m.
Feb. 16	Jackson	Agency Law	9:00 a.m.
Feb. 16	Jackson	License Law	2:00 p.m.
Feb. 16	Jackson	Contract Law	4:00 p.m.
Feb. 17	Jackson	Relocation 101	9:00 a.m.
Feb. 17	Jackson	Risk Management	2:00 p.m.
Feb. 18	Greenville	Quadrennial Code of Ethics	1:00 p.m.
Feb. 22	Gulfport	Salesperson Pre-License	9:00 a.m.
Feb. 22	Jackson	Broker Boot Camp (Broker Post-License)	9:00 a.m.

Online pre-licensing, post-licensing, required and elective courses also available at www.realtorinstitute.org or call Brinda Boutwell at 1-800-747-1103. To register visit www.realtorinstitute.org