

New member benefit!



# Mark your calendar! Save the dates!

March 19 • Noon - 1:00 p.m.  
*Boost Consumer Confidence*

**Iverson Moore, Senior Associate, NAR Public Affairs**



Home buyers and sellers are hearing a lot of distracting information about the real estate market today, especially from the national media. Reports that prices are too high, there are too many houses on the market, loans are difficult to get and housing just isn't the investment it used to be all discourage consumers from entering the market. Get the facts straight and help your customers and clients separate myth from reality.

April 16 • Noon - 1:00 p.m.  
*ZipForm Functionality 101*

**REALTOR® Eric Bradley, MAR Standard Forms Task Force Member**



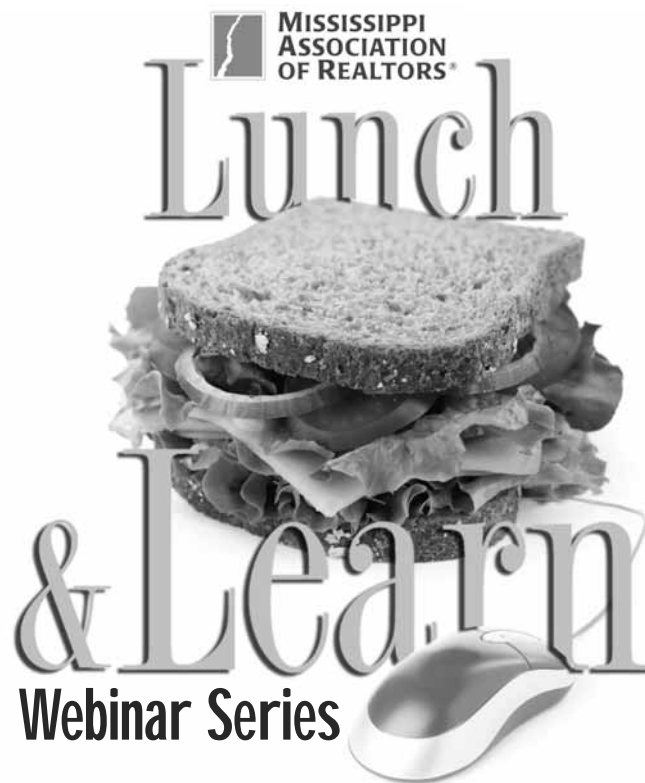
This how-to session will help you use ZipForm software, the state association's official standard forms and contracts platform, to its fullest potential. Reduce your stress – and your risk – by taking advantage of this powerful REALTOR® tool. This webinar will focus on functionality of the electronic version of these forms, not content.

May 21 • Noon - 1:00 p.m.  
*Mississippi Real Estate Commission Update*

**Robert Praytor, Administrator**



Learn what's happening in Mississippi real estate from the man in the know! He'll discuss trends and what they may tell us about the future of our profession and what activities are causing licensees to face disciplinary action by the Mississippi Real Estate Commission.



**Grab a sandwich, sit down at your computer and get FREE training & information in one hour or less!!!**

**All you need to participate is a telephone, a computer and an internet connection!**

**Running March through August – Third Wednesday of Each Month**

*Here's how to register/participate:*

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

*Note: You can join a session as early as 15 minutes prior to start time. It's generally a good idea to log in early the very first time you participate in a webinar so that the software can be installed onto your computer. If you have any questions, contact Mike Delamater, MAR IT Manager, 601-932-5241, ext. 27 or [mdelamater@msrealtors.org](mailto:mdelamater@msrealtors.org)*

June 18 • Noon - 1:00 p.m.  
*Procuring Cause:  
Show Who the Money?*

**John Phillips, Vice President of Professional Development, Mississippi REALTOR® Institute**



Learn what you need to know to be sure you are the procuring cause of the sale. Not understanding the process can lead to a situation where you do all of the work – and someone else gets the commission.

July 16 • Noon - 1:00 p.m.  
*Risk Reduction:  
A Legal Hotline Lowdown*

**MAR General Counsel Ron Farris**



Get our legal hotline attorney's answers to the most commonly asked questions that come in on the association's hotline. Help protect yourself – and your customers and clients – by taking advantage of this risk reduction webinar.

August 20 • Noon - 1:00 p.m.  
*Go Where the Consumers Are:  
Cyberspace*

**Keith Garner, Managing Director,  
NAR Center for REALTOR® Technology**



Increasingly, consumers are getting their real estate information from blogs and sites like My Space, Facebook & Craig's List. The days of REALTOR® as the information gatekeepers are almost over. Have you taken your business where the consumers are? Learn how to embrace the latest technology tools that could enhance your business.

# Lunch & Learn Webinar Series



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*What is a webinar? A webinar is an interactive web conference where a speaker presents to an audience with the possibility of audience interaction. A webinar can be very collaborative, and include polling and question & answer sessions to allow full participation between the audience and the presenter. The presenter will speak over a standard telephone line, pointing out information being presented on screen, and the audience can respond over their own telephones, preferably a speakerphone, or via live chat options over the internet.*

*Mark your calendar! Participate in one of the following FREE webinars being offered by your Mississippi Association of REALTORS®:*

## **Webinar Schedule\***

*March 19 - Boost Consumer Confidence  
Iverson Moore, Senior Associate, NAR Public Affairs*

*April 16 - ZipForm Functionality 101  
REALTOR® Eric Bradley, MAR Standard Forms Task Force Member*

*May 21 - Mississippi Real Estate Commission Update  
Robert Praytor, Administrator*

*June 18 - Procuring Cause: Show Who the Money?  
John Phillips, Vice President of Professional Development, Mississippi REALTOR® Institute*

*July 16 - Risk Reduction: A Legal Hotline Lowdown  
MAR General Counsel Ron Farris*

*August 20 - Go Where the Consumers Are: Cyberspace  
Keith Garner, Managing Director, NAR Center for REALTOR® Technology*

*\*All webinars will begin at noon.*

*Is there a topic of interest that you don't see listed? Please contact MAR with any ideas or suggestions for future webinars. Note: No CE credit will be given for participation in webinars.*



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