

# REAL ESTATE LEADER

THE OFFICIAL PUBLICATION OF THE MISSOURI ASSOCIATION OF REALTORS®

Winter 2011

## Set the Stage

**Scenes from 2010**  
**2011 legislative preview**  
**2010 MAR award winners**

HOLLYWOOD

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**In this issue: Special MARPAC section**



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# Thank you!

*Thank you to 2010 MAR Committee Chairs and Vice Chairs for a job well done*

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Chair—Adam Watkins, Hattiesburg  
Vice Chair—Keith Henley, Tupelo

**Professional Development Committee:**

Chair—Lisa Hollister, Ocean Springs  
Vice Chair—Corie Haynes, Hernando

**Legislative & Regulatory Affairs Committee:**

Chair—Dee Denton, Jackson  
Vice Chair—Noggin Wild, McComb

**Leadership MAR Trustees:**

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Vice Chair—Trish Fleming, McComb

**Member Services & Technology Committee:**

Chair—Sandy Richardson, Olive Branch  
Vice Chair—Phield Parish, Greenville

**Standard Forms Committee:**

Chair—Lee Garland, Jackson  
Vice Chair—Karen Glass, Gulfport

**Grassroots Involvement Committee:**

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**AE Forum:**

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Vice Chair—Jo Usry, Jackson





*Real Estate LEADER* is the official publication of the Mississippi Association of REALTORS®. The quarterly magazine provides Mississippi real estate professionals with timely information on trends and best practices, tools and resources for professional development, and news about innovative business and community leaders.

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# REAL ESTATE LEADER

A PUBLICATION OF THE MISSISSIPPI ASSOCIATION OF REALTORS®



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**On the cover:**

MAR President Dee Denton gives direction for the new year. Read all about her vision for the association as she sets the stage for teamwork and success.

## VETERANS' HOME PURCHASE BOARD

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## PRESIDENT'S PERSPECTIVE

**H**appy New Year! I am so excited to be serving as your president along with a well-trained cast of REALTOR® leadership ready to set the stage for a successful 2011. To read a preview of my plans for leading Mississippi REALTORS® in the coming year, see page 20.

In the movie *Gladiator* it was said that "what we do in life echoes in eternity." This quote seems to describe the accomplishments of so many of our REALTORS® in the past year. In this issue these award-winners are the stars as we highlight the achievements of our Hall of Fame inductee, our committee chairs and co-chairs, MARPAC contributors and others. These leaders have helped shape our association through their hard work and commitment, producing a strong association for our membership.

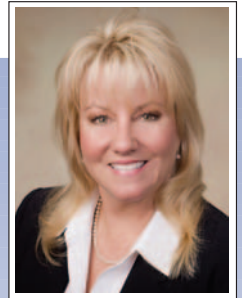
This issue of *Real Estate LEADER* is intended to spotlight our members for their hard work throughout 2010 and to also give a glimpse of an exciting 2011. Read MAR's legislative priorities for the 2011 Legislative Session on page seven. As in years past, our legislative success has been directly tied to the involvement of REALTORS® through their MARPAC contributions as well as their involvement in both calls to action and a united voice at the state capitol. Mark your calendars now to be a part of REALTOR® Day at the Capitol on February 3.

Please feel free to call on me, members of your leadership team or the staff this year. We are anxious to serve you in any way we can in 2011. Your MAR leadership is anxious to make this a banner year for the real estate profession. It's show time!

Sincerely,



Dee C. Denton  
President



## WORD ON THE STREET REAL ESTATE NEWS BRIEFS

### NAR Praised for Managing Oil Spill Fund

Kenneth Feinberg, appointed administrator of the \$20 billion BP escrow fund in the aftermath of the Deepwater Horizon drilling rig explosion recently spoke to those in attendance at the 2010 REALTORS® Conference & Expo in New Orleans. Feinberg touched on the successful demonstration of reimbursement need among real estate practitioners in the Gulf, and NAR's competence in fair and equitable distribution of funds.

Feinberg decided to set aside \$60 million specifically for real estate professionals' claims. In a creative move, he turned the management of the funds over to the Louisiana, Mississippi, Alabama, Florida, and Texas REALTOR® associations and NCA, an independent claims adjustment firm.

"I took a pot of money out of the \$20 billion escrow fund and walked out on a limb," said Feinberg, who pointed out that no one else has better knowledge and credibility when it comes to the real estate industry than NAR.

"You've got people on the ground and in the field examining these claims," Feinberg said of the state associations and NCA. "The program's effectiveness and efficiency has been proven over the past three months".

Initial claims for emergency payments had a November 23rd filing deadline in Mississippi, and adjustment of those claims is ongoing. Claimants may also go online now to amend their claims to show lost income for the months of August, September and October. Claimants may be eligible for additional emergency payments if

money remains from Mississippi's allotment of funds after all 6-month payments have been made. As of November 29th, 243 Mississippi agents and brokers have received \$1,139,921.20 in payments from Mr. Feinberg's real estate fund.

### NAR releases ad on Capitol Hill concerning mortgage interest deduction

On December 1, the bipartisan deficit-reduction commission appointed by President Obama released its final plan for cutting the U.S. deficit which included suggestions to pare back the mortgage interest deduction. Following the release of the Deficit Reduction Commission's report, the National Association of REALTORS® placed an ad in several prominent Capitol Hill publications in an effort to warn Congress of the devastating effects of such change on American families and the economy. It reads as follows:

- Repealing the mortgage interest deduction (MID) is a form of tax increase. Families with children would bear more than half of the total increase.
- IRS data show that taxpayers in the 35 - 45 age group take the largest MID on average compared to any other age group of taxpayers.
- First time home buyers would be hurt the most if the MID is curtailed.
- Current data from the IRS show that 65% of the taxpayers who have claimed the MID made less than \$100,000.
- The housing market has not emerged from the crisis that began in 2007.





# LEGAL EASE

## **“The Good, the Bad and the Ugly:” How to Make 2011 “It’s a Wonderful Life”, Not “Risky Business”**

*Ron Farris, Esq., MAR General Counsel*

2010 has had its curtain call, and 2011 has taken the stage. A new year is the traditional time to make a list of resolutions, and it’s a great time for REALTORS® to take a serious look at their risk management plan. Here’s a short, simple list of resolutions that will hopefully have you riding the “Happy Trails” a year from now . . . or at least “Singin’ In The Rain:”

### **“Back to the Future” ~ Look back at the basics before moving ahead**

Now is the right time to look back at the past year to count mistakes and lessons learned. What was the biggest mistake an agent made this year concerning proper disclosure? What about completion of all forms in a timely manner? What happened this past year that should never happen in your office? What scared you or worried you over and over again? Make a list of the things that you know you’ve been putting off involving your forms, your policies (or lack thereof), your training, education and other burrs in your saddle.

### **“The Whole Nine Yards” ~ Going the extra mile**

Attorneys need clients who need attorneys for sure, but attorneys love clients who go the extra mile to ask questions or seek input before the feathers hit the fan. “An ounce of prevention is worth a pound of cure” is doubly true with risk management for REALTORS®. Set aside a full day to look hard at your systems in place, the forms you use and the knowledge you and others around you have concerning the important elements of risk management. Then, retain a good lawyer who knows what REALTORS® do. Use a retainer arrangement so that you and yours can call and ask questions when they come up without worrying about nickel and dime billing. Skimp now and you’ll pay a lot more later.

### **“Crouching Tiger / Hidden Dragon” ~ It’s the little things that get you**

Don’t forget to be comprehensive in your review of your risk management plan. Do you have a confidentiality policy? Is an internet use policy in place? Do you know how email use in your office can make you liable to people outside your office? What are the “dos” and “don’ts” on advertising and marketing yourself? How can gifts or services to clients cost you your license? Does your liability coverage really protect you if something goes wrong? The list goes on and on. Remember: It’s the little things that bite you . . . usually when you least expect it.

### **“The Money Pit” ~ Be safe, not sorry**

Things happen in every REALTOR’S® office. The important thing is to think about what you are doing, what mistakes can happen, and what the cost could be before those things happen. In addition to preventing some bad things from happening, you can minimize the chaos and cost that comes when the train does jump the track. Good risk management policies include

back-up plans and crisis plans that you can put into play when others are starting to panic. Just remember how things were the day after Hurricane Katrina came through if you need inspiration.

### **“The Exorcist” ~ Out with the bad . . .**

Having perfect policies and procedures and checklists means nothing if they sit on a shelf. No risk management plan is self-executing – it’s only as good as the people who carry it out. Once you decide to get serious about managing risk and have a plan, you will have wasted your time and money until you put that plan into place and rid your office of bad habits, bad forms and – sometimes – bad people. To borrow a line from Shrek: “Better out than in, I always say.”

### **“Walking Tall” ~ Lead by example**

Don’t ask those around you to do something you don’t do yourself. You are the best example of how things should be done for your peers. If you use bad habits, why shouldn’t they? If you go the extra mile to be correct, why won’t they do that too?

### **“12 Angry Men” ~ Plan for the worst, hope for the best**

A courtroom is the last place non-lawyers want to be, and that makes good sense. The simplest lawsuit today can cost thousands of dollars. A sound risk management plan costs money too, but its primary purpose is to keep you out of court. Beyond that, a complete plan makes sure that you are protected if you do end up in court – through proper documentation, record retention protocols and the like. The time to make changes in your office is not while you’re looking at a judge or a jury. It’s yesterday, or today at a minimum.



*Ron Farris, Esq. is General Counsel to the Mississippi Association of REALTORS®, and available to Association members through the Legal Hotline. For non-HotLine matters, he can be reached at Farris Law Group, P. O. Box 1458, Madison, MS 39130-1458, or by email: ron@farrislaw-group.net.*



**Call MAR’s Legal Hotline**  
**800-747-1103, ext 25**

MAR’s Legal Hotline offers free and confidential legal information relevant to broad-based real estate practices and applications, including MAR Standard Forms and Contracts, to MAR members, and is available Monday through Friday, 8:00 a.m. – 5:00 p.m. Calls received after 3:00 p.m. will be returned the following business day.



# REALTOR® Day at the Capitol

Save the Date February 3, 2011

**Alan Lange**

**Author and founder of YallPolitics  
featured lunch speaker**



Lange

A native of Jackson, Mississippi, Alan Lange is the founder of YallPolitics, one of the largest political interest websites in the Southeast. YallPolitics became ground zero for documenting the Scruggs and Minor scandals. He also is the president of Kinetic Staffing, a southeast regional legal and accounting recruiting firm. Alan and his firm work with law firms around the southeast and he primarily focuses on lateral partner recruitments. He is actively involved in a variety of business and community interests.

In 2009, Alan co-authored the book, *Kings of Tort*, the true story of Dickie Scruggs, Paul Minor and two decades of political and legal manipulation in Mississippi. He is married to Holly Powell Lange of Austin, Texas and they have

two children, Ford and Jake. They live in the Fondren neighborhood, not far from their alma mater, Millsaps College.

## Events at the Mississippi State Capitol

**8:30 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 Alan Lange, author and founder of YallPolitics

**1:00 p.m. - 3:00 p.m.**

MAR Board of Directors Meeting



**Register by Jan. 31 to attend at [msrealtors.org](http://msrealtors.org)**

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# CAPITOL WATCH

UPDATE ON LEGISLATIVE ISSUES IMPORTANT TO YOUR BUSINESS

## 2011 MAR Legislative Priorities Announced

by Derek Easley

The Mississippi Association of REALTORS® legislative agenda for the 2011 state legislative session includes several items that are new for 2011 and ongoing issues carried over from the 2010 legislative session. Also included will be key issues that the association's legislative team will closely monitor for possible action.

MAR serves as the voice of real estate in Mississippi by continuously working side-by-side with state legislators to foster pro-REALTOR®, pro-business and pro-homebuyer legislation. Throughout the session, watch your e-mail for legislative updates and occasional calls to action where REALTORS® will be asked to contact their representatives to personally encourage them to support the REALTORS® position on key issues.

### Compensation for performing Broker Price Opinions (BPO)

- MAR Supports legislation allowing compensation for Broker Price Opinions consistent with applicable federal guidelines. A motion was passed at the December Board of Directors meeting to add the previous statement to MAR's Legislative/Regulatory Advocacy Positions in our Policy & Procedure Manual.

### Provide oversight and regulation of Appraisal Management Companies

- MAR will support legislation that provides the Appraisal Board with oversight and regulation of Appraisal Management Companies doing business in the state of MS.

### State Income Tax Credit for First Time Homebuyers

- REALTORS® will support efforts to provide a state income tax credit for first time homebuyers. Such an incentive would help more Mississippians turn the dream of homeownership into a reality.

### Health Insurance Exchange Program

- MAR supports legislation which will create a Health Insurance Exchange Program in order to allow employees to purchase a policy with pretax dollars and allow a policy to move with its owner to another business. Health insurance affordability and availability are top concerns for REALTORS®, most of whom are independent contractors.

### Sunshine Legislation

- This legislation will bring oversight and accountability to contracts the attorney general's office enters into with private attorneys. Provisions include requiring the attorney general to get proposals from three law firms before signing a contract with a firm to represent the state and requiring the State Personnel Services Contract Review Board to review legal contracts.

### Tax Incentives for Green Building

- MAR will support establishing a tax incentive program that provides for tax credits or incentives when building to standards that are deemed to be energy efficient and end/or environmentally friendly. Also, allow for tax incentives for the purchase of energy efficient appliances. For example, permitting that no sales tax is due when purchasing solar and geothermal equipment. Also, establish that the equipment is not subject to real property tax.

### Section 42 Housing Ad Valorem Issues

- Work with other interested parties to find a compromise to the property valuation method with regards to ad valorem taxes of Section 42 Housing. Section 42 is a tax credit system set up for owners and developers of low-income housing developments to encourage them to build and maintain housing for lower income families.

### Education Initiatives

- It is the stated position that public education is a priority of the Mississippi Association of REALTORS®. MAR

evaluates opportunities as they present themselves that support pro education/school initiatives pertaining to the betterment of quality of life in Mississippi Communities.

### Eminent Domain

- MAR will oppose any Eminent Domain legislation that could have a negative effect on future economic development projects. MAR believes that an exemption for the Mississippi Major Economic Development Act (projects such as Nissan and Toyota) should be contained in any Eminent Domain Legislation.

*Derek Easley is MAR's Governmental Affairs Director. Email him at [deasley@msrealtors.org](mailto:deasley@msrealtors.org).*







# FOR THE COURSE OF YOUR CAREER



BY JOHN PHILLIPS

## The value of an NAR designation

Along with your other New Year's Resolutions, why not make one that will pay big dividends for the rest of your real estate career. The simple decision to choose and attend a National Association of REALTORS® designation or certification course might literally make the difference in your being prosperous and successful in your chosen profession or being a casualty of this difficult economy and moving to a different line of work. Surveys show that 95 percent of homebuyers say that they highly value agent knowledge, and I don't know anything that demonstrates a commitment to professionalism more than taking the time to learn how to serve your clients and customers better.

There is a course of study for just about every real estate specialty. Some of the REALTOR® designations and certifications are:

- Accredited Buyer's Representative / ABR
- Accredited Land Consultant / ALC
- Certified Commercial Investment Member / CCIM
- Certified Residential Specialist / CRS
- Counselor of Real Estate / CRE
- General Accredited Appraiser / GAA
- NAR's Green Designation / GREEN
- Graduate, REALTOR® Institute / GRI
- Residential Accredited Appraiser / RAA
- Seniors Real Estate Specialist / SRES
- At Home With Diversity / AHWD
- REALTOR® Business Technology / e-Pro
- Short Sales & Foreclosures Resource / SFR

As you know, the road to real estate prosperity is deciding which specialty area you prefer, then becoming the recognized expert in that area. In a difficult real estate market, it is even more important to differentiate yourself from the crowd so you can be the agent of choice. Does this actually work? Take a look at the following table. REALTORS® who have at least one designation or certification have almost twice as much income than those who don't.

### REALTORS® with Designations Earn More!

The following table, based on data compiled by NAR Research, demonstrates that the average gross income for members with designations and certifications is considerably higher than for those who do not pursue additional real estate education.

I'm not telling you that you are going to make twice as much money simply because you sit a few hours in a classroom. No matter how much you know, it will not help you if you don't put the new knowledge to work. The reason holders of designations and certifications make more money is the additional knowledge gives them more confidence and self esteem

#### Personal Gross REALTOR® Income

Designations	2007 Survey 2006 Gross Income	2008 Survey 2007 Gross Income	2010 Survey 2009 Gross Income
No Designations	\$40,000	\$35,000	\$29,700
ABR®	\$77,000	\$67,900	\$54,600
CRB	\$96,000	\$102,000	\$75,900
CRS	\$91,300	\$90,500	\$66,200
GREEN			\$40,000
GRI	\$75,900	\$69,800	\$51,000
SRES®			\$51,800
Certifications	2007 Survey 2006 Gross Income	2007 Survey 2006 Gross Income	2010 Survey 2009 Gross Income
No Certifications	\$42,400	\$37,500	\$37,500
At Home with Diversity	\$46,700	\$51,700	\$51,700
e-Pro	\$62,800	\$61,00	\$61,00

when dealing with buyers and sellers, and the public and other real estate licensees perceive them as being more knowledgeable and professional.

The investment of time and money to obtain REALTOR® designations has been repaid many, many times over the years. It is easy to make a referral, but how do you choose a referral agent in an area where you don't know a licensee? I guess you could choose an agent at random from the phone book, but you know that choosing the right agent greatly increases your chances of getting a referral commission. The best way to choose a real estate licensee in an area where you don't know one personally is to be sure to select someone who is professionally trained in that specialty. If it is a listing on residential property, choose a CRS designee because they have demonstrated that they have been willing to become more knowledgeable in that area of expertise. If it is commercial, choose a CCIM, land an RLI, and for a buyer, choose an ABR, etc. In my experience, referrals made between holders of REALTOR® designations and certifications have a higher success rate than those made inside national real estate franchise companies. If you want to make money, do business with a professional. How do you know who is professional? They have those funny little letters after their name like M.D., Ph.D., LL.D., CCIM, CRB, ABR, etc.

Let 2011 be the year you get a REALTOR® designation or certification and join the ranks of the real estate professionals. If you already have one, consider getting another. You can never know too much, and knowledge in our business is both power and money. The Mississippi REALTOR® Institute will be offering several of these courses during the year at a location near you. Check the opportunities at [www.realtorinstitute.org](http://www.realtorinstitute.org).

*John Phillips, a Hall of Fame inductee and Past President of MAR, is the Vice President of Professional Development for the Mississippi REALTOR® Institute. E-mail him at [jphillips@realtorinstitute.org](mailto:jphillips@realtorinstitute.org).*



## The Northwest Mississippi Association of REALTORS® celebrates 50 years



Congratulations to NWMAR who was chartered with the National Association of REALTORS® on November 15, 1960. 50th Anniversary events began with a dinner supporting the success of real estate professionals and RPAC Major Donors on November 15, 2010 in Southaven. The 50th anniversary celebration will continue into 2011 with additional events.

## Local Board leadership conference



*Stribling*

A local board leadership conference was held in December at the 2010 MAR Convention in Jackson. The conference served as training for incoming 2011 local board and MAR leadership and administrators. Keynote speaker for the conference was WLBT's Assistant News Director Wilson Stribling who led a session on spokesperson training. Stribling shared information on how news stories are chosen, written and reported. In addition, he gave valuable recommendations on protocol, content and responding to the media.

## Mississippi REALTORS® share New Year's Resolutions



*J Mark Tucker, Laurel*

I would like to remember that we are in business for our clients best interests not our own. We are here to serve and calm the fears of our clients as well as make our buyer clients dreams a reality. I want to keep the public informed of market conditions and how these changes effect the sell and purchase of real estate and particularly their real estate transactions. I want to always remember how privileged we are as REALTORS® to work in this profession.



*Bethany Culley, Madison*

This year I plan to use all the tools I've already been paying for such as "Top Producer" for more than databases. I also plan to use the CRS website, the Coldwell Banker website and the MAR online information more. I also plan to work very hard to help MAR reach the RPAC goal!



*Kay Jefferies, Southaven*

I am going to be more focused on client relationships and am going to step up my social media skills.



*Karen Glass, Gulfport*

I am planning to have more substantive and informative sales meetings for my agents. I am also planning to assist my agents in reaching (and hopefully surpassing!) their individual sales goals and monitoring them each month to ensure they are on track. I also plan on learning to say "no" more often and not over-committing myself!



*Jackie Smith, Natchez*

My resolution is to realize that sometimes we deal with people or situations that are difficult. I need to realize it's OK to not be perfect. I want to work on my technology skills and learn something new every month. Working on organization is an ongoing resolution. I also want to try to smile more. It always makes everyone feel better if we smile more.



# HEADLINERS

Members in the news

## Lane installed as 2011 National President of the REALTORS® Land Institute



Lane

Jesse Lane of Jackson was recently installed as 2011 National President of the REALTORS® Land Institute (RLI) at the 2010 NAR Convention in New Orleans. The gala event was attended by 100 RLI members and past national officers from across the country and was held at the Omni Royal Orleans Hotel on November 5. Scott Brunner, CEO of the Virginia Association of REALTORS® served as Master of Ceremonies and Lane was installed by fellow Mississippian and 2003 National RLI President John Dean of Leland.

## Northwest Mississippi Association member places third in NAR contest



Sharp

NWMAR member and Crye-Leike agent Mary Sharp recently performed at the 2010 NAR Convention in New Orleans. Sharp was one of only six national finalists in the REALTORS® Got Talent contest who opened for recording artists Earth, Wind & Fire. Sharp was awarded third place for her rendition of Donna Summer's "Last Dance." View her performance on youtube.com and search Mary W. Sharp's Got Talent.

## NAR Political Representative presents Ernie Clark with award

Kelly Smith of Madison, Mississippi Association of REALTORS® NAR Political Representative in Washington D.C., attended the 2010 MAR Convention in Jackson where she made a presentation to Ernie Clark of Brookhaven who recently became an RPAC President's Circle member. The President's Circle is a group of REALTORS® who contribute directly to REALTOR®-friendly candidates in response to requests from NAR and the RPAC Trustees. The President's Circle program allows REALTORS® to contribute beyond RPAC dollars and capture the attention of Capitol Hill.



## 2011 MAR Leadership team



President  
Dee Denton  
Jackson



Treasurer  
Adam Watkins  
Hattisburg



Immediate Past President  
Tony Jones  
Olive Branch



President-Elect  
Watkins "Noggin" Wild  
McComb



Central Vice President  
Michele Rumbley  
Jackson



Member-at-Large  
Lee Garland  
Jackson



First Vice President/Southern District  
Ken Austin  
Pass Christian



Northern District Vice President  
Norma Cother  
Tupelo

## 2011 MAR Committee Chairs and Co-chairs

### Association Operations Committee

Chair—Adam Watkins, Hattisburg  
Vice Chair—Lisa Hollister, Ocean Springs

### Legislative & Regulatory Affairs Committee

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### Professional Development Committee

Chair—Corie Haynes, Hernando  
Vice Chair—Stephanie Nix, Madison

### AE Forum

Chair—Jo Ursy, Jackson  
Vice Chair—Tracy McKay, Picayune



## MAR REALTOR® Hall of Fame Members

### 1994

Hugh C. Bailey, Sr., Jackson\*  
James A. Brewer, Senatobia\*  
W.P. Bridges, Sr., Jackson\*  
Edith D. Dantagnan, Gulfport\*  
Lavelle M. Dragula, Hattiesburg\*  
George Gilmore, Jackson  
Harry Joachim, Biloxi  
John H. McArthur, Hattiesburg  
Elaine H. Nix, Jackson\*  
Nelda B. Parrish, Corinth\*  
Simon A. Rosenbaum, Meridian\*  
James W. Underwood, Jackson

### 1995

H.C. Ashcraft, Jackson\*  
Moody Grishman, Biloxi\*  
J. Ed Turner, Hattiesburg\*

### 1996

Michael Stetelman, Hattiesburg\*  
W.P. Bridges, Jr., Jackson  
W.E. Tate, Tupelo\*

### 1997

Cecil Cost, Clinton

### 1998

Randall Craft, Jackson\*  
Don Grantham, Hattiesburg  
Thomas Gregg, Jackson

### 1999

Mark Cumbest, Pascagoula

### 2000

John Phillips, Gulfport

### 2001

Robert Praytor, Jackson  
Sue McCormack Tate, Tupelo

### 2002

Judy Glenn, Corinth  
B.E. "Corky" Grantham, Jackson\*

### 2003

Wallace Neal, Southaven\*  
Clarence A. Wilkinson,  
Pascagoula

### 2004

Brenda Berg, Montgomery, AL  
Sonja Dunaway, Jackson

### 2005

Sue Gallaspay, Hattiesburg

### 2006

Carlene Alfonso, Gulfport  
Tommy Morgan, Tupelo  
Bob Ridgway, Jackson

### 2007

Ernie Clark, Brookhaven  
Larry Edwards, Ridgeland  
Belva Pleasants, Greenwood

### 2008

John Dean, Leland

### 2009

Cynthia Joachim, Biloxi

### 2010

David Stevens, Clinton

*\*indicates recipient  
is deceased*



## PROFESSIONAL APPRAISAL FIRM

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**Randy L. Knouse**

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## MAR Tech Helpline – technical support with options!

Contact MAR's new Tech Helpline with your technical questions using the live chat feature at [msrealtors.org](http://msrealtors.org) during office hours or by e-mailing or calling Information Technology Manager Autumn Calhoun at [atacalhoun@msrealtors.org](mailto:atacalhoun@msrealtors.org) or 800-747-1103, ext. 27.



**MISSISSIPPI  
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OF REALTORS®**

**msrealtors.org**

The Mississippi Association of REALTORS® is proud to offer FREE technical support to its members in an effort to arm REALTORS® with cutting edge tools and timely solutions to technical questions.



Dee Denton and Tony Jones were all ears as the Real Estate Reimagined convention kicked off at the General Membership Meeting and Awards Presentation.



Ben Allen, President of Downtown Jackson Partners greeted attendees at the General Membership Meeting and Awards Presentation.

## Scenes from 2010 Convention & EXPO



Jimmy McKay of Madison greets Mississippi State Treasurer Tate Reeves at the Set the Stage gala.



Dee Denton's sister Dr. Linda Coleman of Cleveland and Moe Veissi NAR President-Elect share a moment prior to Denton's installation.



Drew Rambo of Realty Executives enjoys a massage in the Bancorp South booth in the EXPO.



2010 Executive Committee members Noggin Wild of McComb, First Vice President/Southern District Vice President; Adam Watkins of Hattisburg, Treasurer and Andrea Cummins of Oxford, Northern District Vice President at the General Meeting/Awards Presentation.



Kay Jefferies of Southaven; Ashley Endris of Gulfport; Vicky Reel of Southaven; Michelle Gilliam of Pass Christian; Joanne Fraser, CRS Regional Vice President of Los Altos, CA and Tony Jones of Olive Branch catch up at the Set the Stage gala.





Lee Garland of Jackson; Bill Hetrick, Marilyn Hetrick, Robyn Burgardt and Richard Burgardt of Clinton; Lisa Bourgoyne and Selena Lovejoy of Jackson at the Set the Stage gala and presidential installation.



Karen Glass of Gulfport and Trudy Bounds of Hattiesburg check in at the Jackson Association of REALTORS® welcome booth.



Patti Clark of PNP Therapeutic Jewelry in Osyka helps Jackie Smith of Natchez and Dianne Partridge of Meridian with a little Christmas shopping in her EXPO booth.



Carla Palmer, Mandy Gardner and Stephanie Nix of Jackson visit a few of the many vendors in the EXPO between classes.



Melinda Dees of Yazoo City shares a smile with Adam Black of Prime Lending in Ridgeland.



Melanie Mitchell and Audrey McBride of Starkville take advantage of continuing education classes while at the convention.



Michael Fowler of Broadband Voice shows a member the benefits of a new phone system.



Al Brock, Phield Parish and Robert Andrews of Greenville enjoy lunch in the EXPO.

Jackson Mayor Harvey Johnson gave members a rousing welcome to Mississippi's capitol city during the General Membership Meeting and Awards Presentation.

# Convention Sponsors and exhibitors

## Diamond Sponsorship



## Emerald Sponsorship



Mississippi Economic Council  
The State Chamber of Commerce  
www.mec.ms

## Sapphire Sponsorship



## Ruby Sponsorship



## Other Event Sponsors

Lunch in the EXPO:



Massage Booth:



Cyber Cafe:



Keynote Speaker:



Local Board Management conference



Installation Ceremony and Dinner



Leadership Dinner



Leadership Dinner Transportation



## Exhibitor

#1 Bonded Builders  
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American Home Shield  
America's Realty  
AmeriSouth Business Solutions, Inc.  
Bancorp South  
Blake Publishing  
Britt Kennedy Signs  
Broadband Voice  
Catylist  
The Clarion-Ledger

Cornerstone Home Lending / Energy Star  
Exit Realty  
First American Home Buyers Protection  
Girlie Boutique  
Grand Bank  
Great Products  
Hope Mortgage  
Ins/Mark of America, Inc.  
Liberty Bank  
Lowe's  
MDEQ Lead/Asbestos Certification Program

Mississippi Department of Environmental Quality (MDEQ)  
Mississippi Home Corporation  
Mississippi Valley Title Insurance Company  
Nationwide Insurance  
Natchez Convention Center  
Page, Kruger & Holland  
PNP Clark Therapeutic Jewelry  
Prime Lending  
Reactivity Pro  
Realty Executives Mid South  
Regions

Solar Control of Jackson  
Solid Earth  
Southern Ag Credit  
Taggart, Rimes & Usry Attorneys at Law  
Tennessee Valley Signs  
Terminator Pest Control  
t.pearls  
Trevor  
Trustmark  
Veterans Home Purchase Board  
Visualtour



# Local Board REALTORS® of the Year

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Biloxi-Ocean Springs Association of REALTORS®  
*Paula Clifford*



Cleveland Board of REALTORS®  
*Debbie Davis*



Four County Board of REALTORS®  
*Ron Renfrow*



Golden Triangle Association of REALTORS®  
*Dorothy Watson*



Greenville Area Board of REALTORS®  
*Dottie Collins*



Greenwood Board of REALTORS®  
*Sonny Bowie*



Grenada Board of REALTORS®  
*Cindy Ruth*



Gulf Coast Association of REALTORS®  
*Karen Glass*



Hattiesburg Area Association of REALTORS®  
*Joe Woullard*



Jackson Association of REALTORS®  
*Dorothy Thompson*



Laurel Board of REALTORS®  
*J. Mark Tucker*



Meridian Board of REALTORS®  
*Jamie Frye*



Mississippi Commercial Association of REALTORS®  
*Nancy Lane*



Mississippi Land REALTOR®  
*Rick Taylor*



Natchez Board of REALTORS®  
*Tabitha Wroten*



North Central Mississippi Board of REALTORS®  
*Harry Alexander*



Northeast Mississippi Board of REALTORS®  
*Tess Mason*



Northwest Mississippi Association of REALTORS®  
*Corie Haynes*



Pearl River Board of REALTORS®  
*Debbie Benoit*



Southwest Board of REALTORS®  
*Noggin Wild*



Vicksburg-Warren County Board of REALTORS®  
*Kellye Carlisle*

# Mississippi REALTOR® honored for leadership

## Stevens inducted into MAR Hall of Fame

Selected by his peers for his commitment, dedication and high standards of ethical business practices, David Stevens of Clinton became the 2010 MAR Hall of Fame inductee at the MAR Convention and EXPO in Jackson. Stevens has been a REALTOR® for thirty-seven years and has served both his local and state associations as president, was selected as Jackson Association of REALTORS® REALTOR® of the Year in 1994 and has served on an extensive list of local, state and national committees. Stevens has served in leadership positions in a variety of community organizations including United Way, Clinton Chamber of

Commerce, Clinton YMCA and Clinton Rotary Club. Clinton mayor Rosemary Altman shared this about Stevens, "His name is synonymous with any activity or program designed to improve the quality of life in our town. Every major committee in our area has benefited from his knowledge, expertise and above all, his love for his hometown."



*Stevens and family*



*Lane*



*Wilson*



## Lane selected as 2010 Mississippi REALTOR® of the Year

Nancy Lane of Jackson was named 2010 Mississippi REALTOR® of the Year at the MAR Convention and EXPO in Jackson. Chosen for her dedication to the REALTOR® Association as the epitome of tireless service to her local, state and national associations, Lane was recognized for her extensive credentials and lengthy service to her profession. Lane's service in 2010 as Chair of both the NAR Finance Committee and the NAR Real Property Operations Committee required extensive travel to Chicago and Washington D.C. as the Real Property Operations Committee undertook an ambitious window replacement project. Lane also served in 2010 on the state and local levels of her association by developing and teaching a continuing education course for MCAR and serving on MAR's Board of Directors, NAR Strategy Team, the Professional Development Committee and REALTOR® Disaster Relief Fund Board of Directors.

Doug Hinderer, one of the NAR staff liaisons who worked with Lane on NAR's Real Property Operations Committee said, "Your REALTOR® of the Year has spent the last year as the Chair of the Real Property Operations committee. In a normal year, this is not easy assignment but 2010 was not a normal year. We embarked on two very significant capital projects. We replaced all the windows in our Chicago building (over 1,000 of them) and undertook a very extensive renovation of the Plaza of the Americas which is adjacent to our Chicago building. These projects added considerable time demands on this outstanding REALTOR®. Not only was she always available when we needed her, she got involved in the details of the projects to the same degree as if she owned them herself. Thanks to her efforts, the REALTORS® of this country not only have real assets they can be proud of, but real assets that have grown in value."

## Wilson receives President's Award

2010 MAR President Tony Jones presented the coveted President's Award to Chris Wilson of Laurel for his support during Jones' presidency. "Chris continues to advocate for REALTORS®, to rally our members in support of MARPAC, and provide a steady, consistent example of leadership. He is always willing to serve, has been a source of great inspiration and education for me, and I've relied on his guidance often during this challenging year," said Jones.

## Windham named Instructor of the Year

Nancy Windham of Jackson was named the 2010 Instructor of the Year. Having earned this award for the second time, Windham was chosen by her students through instructor evaluation as having the highest student evaluation scores for the year. Windham teaches Salesperson Pre-Licensing and Post-Licensing and well as various continuing education subjects.



*Nancy Windham was presented the 2010 Instructor of the Year award by 2009 winner Dee Denton (left) and Lisa Hollister (right), 2010 Chair of MAR's professional Development Committee.*



# during convention awards presentation

## Affiliates of the Year honored for their support

Brandy Shulz of Wells Fargo in Tupelo was awarded the Northern District Affiliate of the Year Award. Shulz was recognized for her support for REALTORS® by assisting her local board with events and organizing a luncheon that gave REALTORS® a chance to meet with mortgage lenders and ask questions about their market. Her innovative approach to community networking helps REALTORS® build their profile in the community and strengthen their business.

Darby Helm from The First, A National Banking Association and a member of the Gulf Coast Association of REALTORS® was honored as the Mississippi Association of REALTORS® Affiliate of the Year. Helm is a 26 year veteran of the mortgage industry, and shared that helping people with the purchase of a home makes her career very rewarding. Helm described herself as a member of a team, working with REALTORS® to make the home buying process as stress-free as possible for clients. She has sponsored education events for her local board, helping REALTORS® receive the latest information impacting the industry. Jon Ritten, 2010 President of the Gulf Coast Association of REALTORS® presented her award.



Ritten

Helm



Schultz

## Morgan and Praytor join MARPAC Hall of Fame

Tommy Morgan of Tupelo and Lynette Praytor of Jackson were the 2010 inductees into the MARPAC Hall of Fame. The MARPAC Hall of Fame recognizes major donors who have invested more than \$10,000 to MARPAC.

### 2009 Inductees:

Jean Amos, Starkville  
Ernie Clark, Brookhaven  
Mark Cumbest, Moss Point  
John Dean, Jr., Leland  
Lavelle Dragula, Hattiesburg\*  
Larry Edwards, Ridgeland  
Joan Ferguson, Hernando

Jody Glenn, Corinth  
Chester Harvey, Ocean Springs  
Marshall Holyfield, Gautier  
Gwen James, Hattiesburg  
Cynthia Joachim, Biloxi  
Bruce Kammer, Picayune  
Nancy Lane, Jackson  
Pam Powers, Oxford

C.R. (Bob) Ridgway, Jackson  
Charlotte Sadler, Pascagoula  
Ellen Short, Tupelo  
Janice Shows, Madison  
David Stevens, Clinton



Morgan



Praytor

*\*Indicates members who are deceased.*



At the Board of Directors meeting, Jones was presented a limited-edition bronze sculpture of a white tail deer by Marc Pierce entitled “Gone in a Flash” to commemorate his 2010 MAR presidency.

## Jones recognized in special send-off

Tony Jones, 2010 MAR President enjoyed a special video tribute during the General Membership Meeting and Award Presentation. A “Where’s Waldo” themed compilation of photos from Jones’ extensive travels across the state during his presidency highlighted his dedication to meeting personally with members and boards all over Mississippi. The video, set to the music of Willie Nelson’s “On the Road Again”, ended with a photo depicting Jones fishing with his grandson Mason and Jones was presented with a “Where’s Waldo?” hat, two cane fishing poles and a cricket box. Jones was honored with a standing ovation by the membership for his hard work and achievement as MAR’s president.



(At top) Jones is pictured with a “Where’s Waldo?” hat and glasses in a photo from send-off video. (Left) Jones is pictured with fishing poles, hat and cricket box.

# Mississippi REALTORS® receive 2011 NAR Committee appointments

Congratulations to 18 Mississippi REALTORS® who received appointments to serve on 2011 NAR Committees. Those appointed to NAR Committees are:

Ken Austin	Professional Standards Committee	Member, State Representative
Amy Brown	Appraisal Committee	Member, At-Large
Ric Corts	Research Committee	Member, At-Large
John Dean	Global Business and Alliance Committee	Member, Affiliate Representative RLI
Dee Denton	Professional Development Committee	Member, At-Large
Ashley Endris	State and Local Issues Committee	Member At-Large
Benton Gibson	Public Policy Coordinating Committee	Member, Affiliate Representative RLI
Karen Glass	Communications Committee	Member, At-Large
Tony Jones	Risk Management Committee	Member, State Representative
Bruce Kammer	State Leadership Forum	Member, Sub-Forum Vice Chair
Bruce Kammer	Small State Sub-Forum	Vice-Chair
Jesse Lane	Institute Advisory Committee	Affiliate President/RLI
Nancy Lane	Finance Committee	Member, At-Large
Nancy Lane	Real Property Operations Committee	Member, Immediate Past-Chair
John Praytor	Research Committee	Member, Appraiser
John Praytor	Appraisal Committee	Member, At-Large
John Praytor	Multiple Listing Issues & Policies Committee	Member, State Representative
Sherry Pullens	Communications Committee	Member, At-Large
Paul Shahan	Association Executives Committee-Forum	Member, At-Large
Janice Shows	Membership Policy & Board Jurisdiction Committee	Member, State Representative
Noggin Wild	Housing Opportunity Committee	Member, State Representative
Chris Wilson	Smart Growth Program Advisory Group	Chair
Nancy Lane	NAR Board of Directors	State Allocated Director
Bruce Kammer	NAR Board of Directors	State Allocated Director
Dee Denton	NAR Board of Directors	State President
Jesse Lane	NAR Board of Directors	Affiliate President/RLI

## Federal Political Coordinators (FPC)

District 1, Alan Nunnelee – Tony Jones  
 District 2, Bennie Thompson – Carla Palmer-Adams  
 District 3, Gregg Harper – Russell Wilcox  
 District 4, Steven Palazzo – Andy Stetelman  
 Senator Roger Wicker – Ellen Short  
 Senator Thad Cochran – Larry Edwards  
 State Representative to RPIC – Ellen Short  
 State Representative to RPAC Major Donor Council – Ric Corts





*Denton delivered an impressive acceptance speech following her installation as MAR's President by NAR's President-Elect Moe Veissi. In her presentation she played brief quotes from actual famous movies to effectively illustrate her commitment to leadership to Mississippi REALTORS®. Here are some passages from her creatively crafted speech based on her yearlong theme "Set the Stage."*

## 2011 MAR President Dee Denton gives inspiration and direction with inaugural address

*As we go through the year, we'll be drawing some inspiration from some of the great voices in the entertainment industry. I'm hoping we can set the stage for a stellar year in 2011.*

*First of all, there's not a person in this room who hasn't noticed that our business has been pretty challenging for the past several years. The real estate business is down – no doubt about it. But in the immortal words of that great character, the Terminator, "I'll be back". The real estate business is going to come back. And as our business improves, we've got to be ready. Preparing for an Academy Award-winning performance as a real estate agent in a new economy is going to require education. Our Mississippi REALTOR® Institute is gearing up to deliver the highest-quality education available in our state, and I'd like to encourage you to look to MRI as your primary source of new knowledge and skills.*

*It was said in Cool Hand Luke, "What we have here is a failure to communicate." The last thing you need is a failure to communicate in this day and age! Since there are a lot of new communication tools out there and the technology landscape seems to change from one minute to the next, MAR will continue to provide you with training and tools in 2011 that will expand your opportunities to stay in touch, to reach out to new colleagues and work more effectively with your clients.*

*Obi-Wan Kenobi had it right when he said "Use the Force, Luke!" When you've got a big task ahead of you, you have to focus, use your resources wisely, and be determined to succeed. We'll be electing a new slate of state-wide officials in November 2011. We're also faced with some enormous legislative challenges on both the state and national levels. We have some political assets in place, and we need to use them well in 2011. Your contributions to MARPAC, your answers to calls for action and your personal participation with our elected officials will help us increase our political influence in Mississippi and in DC.*

*Here's another great quote from the immortal Wizard of Oz: "There's no place like home!" One initiative that you're going to hear a lot about from our National association this year is Homeownership Matters. We'll be joining with NAR in their campaign to protect the Mortgage Interest Deduction and to promote the many benefits of homeownership provides to our communities and our families.*

*We have a great script in our hands and we've assembled a first-rate cast of characters – we're ready to set the stage for a box office smash in 2011.*

Denton  
prepares to

“Set the Stage”  
with

command  
performance  
for 2011





## CREDITS:

### President Dee C. Denton Broker, Keller Williams New Beginnings

- President of Jackson Association of REALTORS®, 2006
- Jackson Association of REALTORS® REALTOR® of the Year, 2007
- President of the Jackson Home Builder's Association, 2010
  - Graduate of LeadershipMAR, 2005
  - Graduate of LeadershipMAR Honors Class, 2008
  - Graduate of NAR's Leadership Academy, 2009
  - Instructor for the Mississippi REALTOR® Institute
- NAR Professional Development and Fair Housing committees
  - MARPAC Sterling R

2011 Mississippi Association of REALTORS® President Dee C. Denton of Jackson was installed on December 8 at The South during MAR's annual convention in Jackson. Denton's theme "Set the Stage" creatively directs a cast of 5,700 Mississippi REALTORS® for the challenging year ahead. As she readies to produce the successful scenes of 2011, Denton shared her thoughts with *Real Estate Leader*.

#### **REL: Tell us about your theme "Set the Stage" and how it came about.**

**DD:** I am a movie buff and love to relate business to a creative source. I chose "Set the Stage" as a theme to creatively get the message out that we must take action to succeed in this business now more than ever. We have to throw out the old dog-eared scripts that we have been following these past decades and write some new scripts about how to perform as REALTORS® in this brand new business model we have found ourselves auditioning for.

#### **REL: What do you think will be the most difficult challenge agents will be facing in 2011?**

**DD:** I think we all will have to stay focused on the basics. The cast of characters that make up the real estate profession have no choice but to return to the fundamentals of salesmanship and production that many of us sort of grew complacent in practicing in our businesses when success was easier to achieve. We've all got to rehearse our scripts so that we can make a difference in our local market place and to capture our fair share of the market.

#### **REL: What are some things members can look forward to in 2011 from MAR that will help them in their businesses?**

**DD:** Our Mississippi REALTOR® Institute is gearing up to deliver the highest quality education available to better prepare our members for Academy Award-winning performance in their careers. We all know that technology is changing faster than ever, and MAR will be aiding our members with the most up-to-date and cutting-edge issues and training out there. MAR leadership will be advocates on their behalf to on the local, state and national levels to protect their profession and the interest of homeownership. In addition, we will be focusing on the production of a star-studded class of 2011 *LeadershipMAR* who will be directing our organization in future years.

#### **REL: What are the coming attractions from MAR's political arena?**

**DD:** We are staging our Political performance and calling on all REALTOR® members to participate. We cannot afford to stand by and let others set the business landscape that we must perform in. All MAR members must take an active role in designing our political and economic stage. NAR and MAR will be calling on each of you this year to respond to the all-important Calls to

Action. If real estate is your profession, politics is your business!

#### **REL: What are some things agents need to have to survive in this economy?**

**DD:** For agents to excel in this economy they need to commit to participating in education that will sharpen their skill sets and then they need to put those skills into practice. I believe that REALTORS® have the obligation to be out front in their performance. The best example I can give is from the movie "Jaws." If you have seen the movie, you remember what the music sounds like when the shark is coming and someone is in danger of getting eaten! Every time you hear the music, you know that the killer shark is on its way! I believe as REALTORS® that we should be the music for our clients. It is our job to know what is ahead, what is coming and to be proactive on their behalf. So I challenge Mississippi REALTORS® to get their musical score together and to be the best prepared for their personal movie this year. MAR leadership will be prepared to assist you in the process!

#### **REL: What actor, actress or movie character best exemplifies the message you want to convey to Mississippi REALTORS® in 2011?**

**DD:** Mississippian Morgan Freeman recently played the role of Nelson Mandela in the movie "Invictus". The movie was based on true events in which President Mandela enlists the captain of South Africa's rugby team in an effort to win the World Cup, believing that victory would help unite their country which was racially and economically divided in the wake of apartheid. There are a couple of quotes that Nelson Mandela made that I feel ring true for us today. "If I can't change when circumstances demand it, how can I expect others to?" and "Education is the most powerful weapon which you can use to change the world". Morgan Freeman's portrayal of Mandela and these powerful quotes communicate my commitment to leading Mississippi REALTORS® this year.





# FOR THE TECH OF IT

BY AUTUMN CALHOUN



## There's an app for that

A study conducted by the International Data Corporation this December predicts that annual mobile app downloads will increase from 10.9 billion in 2010 to nearly 76.9 billion in 2014. Whether you're app addict-

ed or app-athetic, the trend is here to stay. Make sure you're up to speed with the most popular apps.

Name	Platform(s)	Price	Description
TweetDeck	Android, iPhone/Pad	Free	Update Twitter, Facebook, MySpace, LinkedIn, Google Buzz and Foursquare from one client. TweetDeck uses columns to manage realtime social media information with a clean interface.
RedLaser	iPhone	Free	RedLaser is a barcode and QR code scanner that is owned by Ebay. It includes Ebay and Half.com for more results when searching for a barcode or QR code.
Pulse	Android, iPhone/Pad	Free	Pulse is an elegant news reading application. It incorporates colorful panning story bars and fills them with content from your favorite sources, including subscriptions from your Google Reader.
GoodReader	iPhone/Pad	\$2.99	GoodReader is one of the best PDF readers available for the iPhone or iPad. Not only can it view local files on your phone and transferred from iTunes, but you can download files from a URL or connect to a web server (like Google Docs).
iWork (Pages,Keynote)	iPad	\$9.99 ea	Pages, Numbers, Keynote are sold separately. Easy and intuitive Numbers, and productivity system from Apple. You can create new documents or open up existing document types.
Evernote	Android, Blackberry, iPhone/Pad	Free	Chances are, if you can see it or think of it, Evernote can help you remember it. Type a text note. Clip a web page. Snap a photo. Grab a screenshot. Evernote will keep it all safe. Everything you capture is automatically processed, indexed, and made searchable.
Drive Safe.ly	Android and Blackberry,	Free	When turned on with its simple one-touch activation, this app will iPhone read text messages and emails out loud to you so that you can put your phone down.
Expensify	Android, Blackberry, iPhone/Pad	Free	"Expense reports that don't suck" is their tagline and their mission. Add expenses and mileage on the go with one of our mobile apps, or even via SMS text message. Never lose a receipt again! Simply snap a picture of a receipt and upload it directly to your account. Or use the Guaranteed eReceipts – simply import expenses from a bank account. Next to the listed expense, Expensify will generate a PDF receipt for most purchases under \$75.
Barcode Scanner	Android by ZXing	Free	Scan barcodes on CDs, books and other products, then look up pictures and reviews, or search for a word in a book and find where it occurs. You can also scan QR Codes containing URLs, contact info, calendar events and more.
Google eBooks	Android, iPhone/Pad	Free	Google eBooks are stored in the cloud, so there is no file to download if you want to read on your computer, phone or tablet. Once you open your book using the mobile reader apps, your book will sync to your device and you can continue reading it online or offline. The app also saves your page positions and syncs across all the devices as you continue reading.
LogMeIn Ignition	Android, iPhone/Pad,	\$29.99	With LogMeIn Ignition, you're just a touch or Windows devices click away from all your computers. Remotely control your Mac or PC, all your programs and all your files with a simple touch. To Get Started: 1. Create a free account at LogMeIn.com 2. Download LogMeIn Free software to your PC/Mac 3. Purchase LogMeIn Ignition from the App Store 4. Log in from your Apple device to access your computer

*Autumn Calhoun is MAR's Information Technology Manager. Contact her at [acalhoun@msrealtors.org](mailto:acalhoun@msrealtors.org)*



# Cool Tech Tools for 2011

By Shane Singh

## Never Miss a Word

It's possible that this pen really is mightier than the sword. The Echo Smartpen has a built-in microphone that captures every word of client meetings, lectures, and important conversations. It holds up to 800 hours of audio and includes a speaker and a standard headphone jack for playback. Connect the pen to your computer with a micro USB connector to transfer your audio as well as any written notes and drawings that you make on your Livescribe Dot Paper. Want to share your notes and recordings? Pencasts can be sent as an e-mail or embedded on Facebook or on a Web site or blog. \$169.95 for the 4-gigabyte version; \$199.95 for the 8-gigabyte version. Livescribe; Oakland, Calif.; 877-727-4239; [www.livescribe.com](http://www.livescribe.com).



Note: Prices are the vendors' suggested retail prices and are subject to change. The NATIONAL ASSOCIATION OF REALTORS® and REALTOR® Magazine don't evaluate or endorse these products and aren't responsible for changes in company information. Monthly rundown of the latest gadgets to help you succeed in real estate.

## Do-It-Yourself PR

Looking for new ways to publicize yourself and your real estate services? The PR Toolkit for Real Estate Professionals is a collection of customizable templates, tips, and instructions that will help you create a real estate-specific public relations campaign.

Learn how to write press releases, implement social media strategies, boost your search-engine results, and become a trusted contact for newspaper reporters. The kit, which can be downloaded from the Web immediately after purchase, also includes a free PR consultation via the phone, e-mail, or Skype. \$49.99. JW Public Relations; Kalamazoo, Mich.; 269-274-4071; [www.jwprtoolkits.com](http://www.jwprtoolkits.com).



## Track Your Miles

Quickly and easily record your tax-deductible miles driven for business with MileBug, a mobile app available for the iPhone and Android and Symbian smartphones. The app breaks your records into detailed reports by vehicle or by business. Tailor the interface with frequent destinations, choose kilometers or miles, or set up custom rates. When tax time comes, all your mileage is in one paper-less location, which can be e-mailed or printed as an Excel file from your computer. Available through the iTunes App Store. \$2.99. Izatt International; American Fork, Utah; <http://milebug.com>.



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Ernie Clark  
Brookhaven

John Dean Jr.  
Leland

Larry Edwards  
Ridgeland



Judy Glenn  
Corinth

John Praytor  
Jackson

Charlotte Sadler  
Gulfport



Janice Shows  
Madison

David Stevens  
Clinton

## Crystal \$2500

## Sterling \$1000



Andrea Cummins  
Oxford

Lisa Hollister  
Biloxi

Tony Jones  
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Tommy Morgan  
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Corie Haynes  
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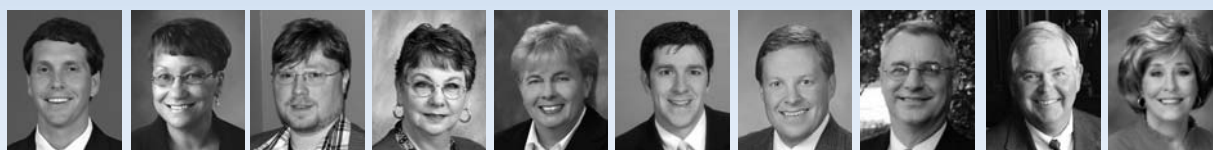
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## Local Board MARPAC participation levels

As of November 18, 2010

MARPAC has reached 93.9 percent of its 2010 goal with \$186,936.23 and 45.2 percent of its 50 percent fair share participation goal.

<b>Biloxi-Ocean Springs</b>	<b>39.1%</b>
<b>Clarksdale</b>	<b>44.4%</b>
<b>Cleveland</b>	<b>36.8%</b>
<b>Four County</b>	<b>39.3%</b>
<b>Golden Triangle</b>	<b>41.4%</b>
<b>Greenville</b>	<b>57.6%</b>
<b>Greenwood</b>	<b>50.0%</b>
<b>Grenada</b>	<b>69.0%</b>
<b>Gulf Coast</b>	<b>41.3%</b>
<b>Hattiesburg</b>	<b>42.9%</b>
<b>Jackson</b>	<b>38.7%</b>
<b>Laurel</b>	<b>61.5%</b>
<b>Meridian</b>	<b>57.5%</b>
<b>MCAR</b>	<b>65.5%</b>
<b>Natchez</b>	<b>27.9%</b>
<b>North Central</b>	<b>27.8%</b>
<b>Northeast</b>	<b>54.2%</b>
<b>Northwest</b>	<b>57.6%</b>
<b>Pearl River</b>	<b>65.1%</b>
<b>Southwest</b>	<b>49.0%</b>
<b>Vicksburg</b>	<b>60.8%</b>
<b>Total Participation</b>	<b>45.2%</b>



**MARPAC**  
MARPAC. Our power. Our protection.

## 2011 Fair Share Investment Form

### Amount:

☐ Other ☐ \$1,000 (Sterling R)  
☐ \$25 (Fair Share, Salespersons) ☐ \$2,500 (Crystal R)  
☐ \$99 (Fair Share, Brokers) ☐ \$5,000 (Golden R)  
☐ \$250 (Magnolia Club)

**Mail this form with payment to your local board/association or contribute online at [msrealtors.org](http://msrealtors.org).**

Name (print clearly) \_\_\_\_\_

Firm Name \_\_\_\_\_

NRDS# \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Zip \_\_\_\_\_

Work Phone \_\_\_\_\_

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### FOR CREDIT CARD CONTRIBUTION

☐ VISA ☐ MC Amount \$ \_\_\_\_\_

Card# \_\_\_\_\_

Exp. Date \_\_\_\_\_

Signature (required) \_\_\_\_\_

Contributions are not deductible for Federal income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. The amount indicated is merely a guideline and you may contribute more or less than the suggested amount. The Association will not favor or disadvantage anyone by reason of the amount of their contribution, and you may refuse to contribute without reprisal by the Association. Seventy percent of each contribution is used by the State PAC to support state and local political candidates. The other thirty percent is sent to the National RPAC to support Federal candidates and is charged against your limits under 2 U.S.C. 441a.



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*As of December 15, 2010*



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 Janie Bass, Ridgeland  
 Suzanne Batey, Picayune  
 Judy Batson, Brandon  
 Greg Baucom, Purvis  
 Gregory Baumgartner, Biloxi  
 Erin Baxter, Clinton  
 Cindy Beard, Batesville  
 Bridget Beck, Biloxi  
 Barry Becker, Madison  
 David Becker, Brookhaven  
 Cecilia Beckman, Olive Branch  
 Mary Marr Beckman, Ocean Springs  
 Tracy Beebe, Jackson  
 John Beith, Poplarville  
 Tracy Bell, Meridian  
 Jo Ann Benison, Taylorsville  
 Patricia Bennett, Hattiesburg  
 Rhonda Bennett, Gulfport  
 LyndaBernhardt, Southaven  
 Tracy Berry, Sallito  
 Debbie Best, McComb  
 Robbie Bexley, Lucedale  
 Vickie Biggers, Madison  
 Michael Bilbo, Ridgeland  
 Robert Bilbrew, Canton  
 Stacy Billings, Collinsville  
 Janell Billiot, Picayune  
 Kimothy Billiot, Booneville  
 Sheila Bingham, Madison  
 Julie Bishop, Ridgeland  
 Cindy Black, Sallito  
 Paul Blacksmith, Gulfport  
 Brenda Blackwell, Hattiesburg  
 Don Blackwell, Brandon  
 Vicki Blackwell, Memphis  
 Gary Blair, Brookhaven  
 Janie Blaize, D'Iberville  
 LaSonya Blankenship, Olive Branch  
 Susan Blanton, Southaven  
 Alanna Bledsoe, Nesbit  
 Deborah Blocker, Meridian  
 Harold Blossman, McComb  
 Janice Blue, Ridgeland  
 Marvin Bobinger, Lucedale  
 Jane Bobitt, Cleveland  
 Larry Bobo, Senatobia  
 Bill Boggan, Brandon  
 Gail Boggan, Madison  
 Lydia Boggan, Jackson  
 Renee Boice, Southaven  
 Marquitta Bolden, Madison  
 Shauna Bolin, Biloxi  
 Brian Bolis, Gulfport  
 Clint Bolton, Southaven  
 Alicia Bomar, Southaven

Shelly Bookwalter, Olive Branch  
 Angie Bott, Meridian  
 J. Bounds, Madison  
 Lisa Bourgoyne, Brandon  
 Kevin Bourn, Jackson  
 Jackie Bowman, Grenada  
 Lori Box, Greenwood  
 John Boyd, Summit  
 Leigh Anne Boyd, Olive Branch  
 Terry Boyd, Olive Branch  
 Cynthia Boyer, Southaven  
 Deborah Braden, Hernando  
 Lisa Bradley, Sallito  
 Lex Brame, Biloxi  
 Raye Brandon, Ocean Springs  
 Richard Brandt, Ocean Springs  
 Gentry Brannon, Southaven  
 Darla Branton, Leland  
 Susan Brashier, Laurel  
 Maureen Breakfield, Columbia  
 Robin Breazeale, Petal  
 Melissa Breedlove, Brandon  
 Brian Breithaupt, Vicksburg  
 Harlyn Breland, Picayune  
 Stacy Breland, Gulfport  
 Lincoln Brent, Greenville  
 Barbara Brewer, Gulfport  
 Brittany Brewer, Starkville  
 Harriet Brewer, Ridgeland  
 Arthur Brickey, Olive Branch  
 Billy Bridges, Coldwater  
 David Bridges, Jackson  
 Barry Bridgforth, Olive Branch  
 Brian Bridgforth, Olive Branch  
 Rebecca Briggs, Madison  
 James Briscoe, Jackson  
 Kevin Briscoe, Hernando  
 Becky Brister, Ridgeland  
 Bettie Britt, Hernando  
 Craig Britt, Olive Branch  
 Diana Britt, Brandon  
 Ginger Britt, Southaven  
 Cynthia Britton, Biloxi  
 Joseph Britton, Waynesboro  
 Al Brock, Greenville  
 Becky Brooks, Gulfport  
 Teresa Brooks, Starkville  
 Catherine Broussard,  
 Adrian Brown, Vicksburg  
 Brad Brown, Brandon  
 Brandon Brown, Jackson  
 Ericia Brown, Brandon  
 Fosta Brown, Memphis  
 John Brown, Ridgeland  
 Ronald Brown, Hattiesburg  
 Ryan Brown, Jackson  
 Sammy Brown, Tupelo  
 Sunni Brown, New Albany  
 Beverley Browning, Pearl  
 Marilyn Brummitt, Amory  
 Kathy Bryan, Madison  
 Joe Bryant, Hattiesburg  
 Karen Bryant, Columbus  
 Sharon Bryant, Picayune  
 Linda Bryson, Southaven  
 Niles Buchanan, Jackson  
 Corinne Buehler, Greenville  
 Don Buisson, Waveland  
 Alaina Bullock, Gulfport  
 Cheryl Bullock, Pascagoula  
 Kim Bullock, Clinton  
 Kathryn Bumgarner, Ridgeland  
 Frank Bunnell, Germantown  
 Jo Bunnell, Sallito  
 Bernita Burden, Greenville  
 Michelle Burford, Ridgeland  
 Robyn Burgardt, Clinton  
 Darlene Burge, Poplarville  
 Rosiland Burge, Lumberton  
 Julie Burks, Hattiesburg  
 Brad Burleson, Brandon  
 Lisa Burnett, Southaven  
 Martha Burnett, Oxford  
 Rhonda Burnett, Madison

Cambi Burnham, Jackson  
 Kathleen Burns, Long Beach  
 Jake Burris, McComb  
 Patricia Burton, Greenville  
 Susan Burton, Ridgeland  
 Danny Busby, Laurel  
 Alice Busick, Ocean Springs  
 Marilyn Butcher, Germantown  
 Hugh Byrd, Taylorsville  
 Stacey Byrd, Hattiesburg  
 Sabra Cable, Southaven  
 Myrtle Cain-Berry, Hattiesburg  
 Richard Caldwell, Vicksburg  
 Marion Califano, Gulfport  
 Angel D Callahan, Meridian  
 Jane Callicut, Holly Springs  
 Harris Callum, Ridgeland  
 Christine Cameron, Flowood  
 Paula Campa, Biloxi  
 Betty Campbell, Sallito  
 Greyson Campbell, McComb  
 Judith Campbell, Southaven  
 Margaret Campbell, Tupelo  
 William Campbell, Madison  
 Yolanda Campbell, Columbus  
 Lisa Cannon, Pascagoula  
 Carole Cantrell, Brandon  
 Jacob Cantrell, Tylertown  
 Kim Cargill, Hattiesburg  
 Jacqueline Carlisle, Vicksburg  
 Jeanette Carlisle, Olive Branch  
 Alan Carlson, Sumrall  
 Timothy Carlson, Gulfport  
 Ann Carlton, Natchez  
 Frederick Carlton, Oxford  
 Laura Carman, Madison  
 Peggy Carman, Madison  
 Deberay Carmichael, Vicksburg  
 Patti Carmichael, Meridian  
 Diane Carpenter, Gulfport  
 Jamie Carpenter, Biloxi  
 Dianna Carr, Horn Lake  
 Sybil Carraway, Vicksburg  
 Carl Carson, Vicksburg  
 Jennifer Carson, Starkville  
 Janie Carter, Jackson  
 Nanette Carter, Pass Christian  
 Sonya Carter, Ocean Springs  
 Teleah Carter, Columbus  
 Ellen Carty, Hattiesburg  
 Bonni Cash, Jackson  
 Patricia Cash, Diamondhead  
 Chris Castleberry, Columbus  
 Pamela Caston, Southaven  
 Michael Cates, Natchez  
 Mara Cathey, Olive Branch  
 Valice Cathey, Hattiesburg  
 Jennifer Catledge, Olive Branch  
 Jan Cauthen, Oxford  
 Gene Cavaco, Biloxi  
 Janis Cavanaugh, Columbia  
 Terry Caves, Laurel  
 Donald Chambliss, Southaven  
 Rosemary Chambliss, Southaven  
 Karen Chance, Ocean Springs  
 Jamie Chandler, Laurel  
 Jonathan Chandler, Flowood  
 Loretta Chapman, Flowood  
 Ron Chapman, Ridgeland  
 Cynthia Chappelle, Madison  
 Brenda Chapuis, Saucier  
 Millicent Charbonnet, Long Beach  
 Colleen Cheatham, Southaven  
 Gail Chellino, Diamondhead  
 Amanda Childers, Holly Springs  
 Kevin Childers, Amory  
 Sharon Chiniche, Gulfport  
 Miriam Chong, Biloxi  
 Chris Chrestman, Olive Branch  
 Whitson Christy, Waveland  
 Patrick Chubb, Gulfport  
 Kay Chudy, Madison  
 Marty Clapton, Jackson  
 Brian Clark, Ocean Springs



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Lisa Clark, Lucedale	Sonny Daniels, Hernando	Belinda Elder, Flowood	Cathy Franks, Tupelo	Stacie Griffin, Vicksburg
Marion Clark, Oxford	Jeffery Daughdrill, Mccomb	Sherri Elenz, Olive Branch	Tiffany Franks, Tupelo	Susan Griffin, Tupelo
Patti Clark, Jackson	Bill Daves, Greenwood	Kathy Elias, Gulfport	Charlotte Fransted, Hattiesburg	William Griffith, Cleveland
Roger Clark, Pickwick Dam	Althea Davis, Flowood	Sandra Ellard, Natchez	Ed Frazier, Jackson	Yvonne Griffith, Bay St. Louis
Robert Clay, Hernando	Anissa Davis, Biloxi	Caffie Ellis, Vicksburg	Patsy Frederick, Amory	Frances Grimes, Pascagoula
Gina Clement, Ocean Springs	BEN DAVIS, Hernando	Shannon Ellis, Jackson	Judy Freeman, Gulfport	Jackie Grimes, Gulfport
Barry Clemmer, Jackson	Debbie Davis, Cleveland	Sue Elmore, Oxford	Vicki Freeze, Ridgeland	Julia Grimes, Tupelo
Paula Clifford, Ocean Springs	Jill Davis, Madison	Patricia Elrod, Southaven	Mary Frelux, Columbia	Brandi Grissom, Lucedale
Betty Cline, Crystal Springs	Julie Davis, Madison	Bowdre Emerson, Hernando	Theresa Friday, Flowood	Rick Grubbs, Tupelo
Emma Clingan, Tupelo	Kristyn Davis, Columbus	Chad Engelke, Southaven	Nell Frisbie, Bay Saint Louis	Valerie Grubbs, Collins
Mary Clisby, Ocean Springs	Mae Beth Davis, Southaven	Ed Engelke, Southaven	MaryAnn Frisella, Gulfport	Helen Guerra, Bay Saint Louis
Betty Cloar, Laurel	Mary Davis, Memphis	Jim Engle, Madison	Kimberly Fritz, Ocean Springs	Patti Guerry, Columbus
Mary Clopton, Brookhaven	Michael Davis, Columbus	Becky English, Hattiesburg	Martha Fryar, Ripley	James Guest, Oxford
Gloria Clyatt, Meridian	Robert Davis, Booneville	Phyllis Enis, Columbus	Jamie Frye, Meridian	Thomas Guest, Oxford
Shirley Coakley, Pascagoula	Sherry Davis, Brookhaven	Rachel Espinoza, Ocean Springs	Tangela Fuller, Flowood	Marcella Guidroz, Picayune
Betty Cobb, Pascagoula	William Davis, Corinth	Andy Estes, Saltillo	Susan Fulton, Ridgeland	Malinda Gullick, Horn Lake
Curtis Cobb, New Albany	Summer Davis-Inman, Ocean Springs	Brenda Estes, Tupelo	Lynn Gaddis, Terry	Becky Gunter, Columbus
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Vickey Cobb, Marion	Allen Deal, Biloxi	Christopher Evans, Clinton	Evelyn Galloway, Gulfport	Lisa Guy, Olive Branch
Robert Coburn, Greenville	Jean Deal, Long Beach	Deloris Evans, Vicksburg	Jerry Gardner, Clarksdale	Nancy Guy, Germantown
Louise Cockern, Picayune	Sue Deaton, Collierville	Leigh Ann Evans, Starkville	Monica Garner, Mc Comb	Emily Guyton, Saltillo
Charles Coggins, Saltillo	Evelyn Debardeleben, Bay St. Louis	Mitch Evans, Ridgeland	Stephen Garner, Gulfport	Kerri Guyton, Tupelo
David Coggins, Tupelo	Jackie DeCamp, Flowood	Nikki Evans, Madison	Greg Garraway, Hattiesburg	Orlando Guzman, Biloxi
Louise Cole, Tupelo	Carol Deegler, Memphis	Cynthia Everet, Pascagoula	Peggy Garrison, Southaven	Laurie Gwin, Holly Springs
Racheal Cole, Ridgeland	Melinda Dees, Ridgeland	Harriott Expose, Saltillo	Gloria Gasaway, Saltillo	Jacqueline Haarala, Meridian
Chassity Coleman, Jackson	Victoria Deihl, Lucedale	William Faggert, Oxford	Philip Gattuso, Hattiesburg	Irvin Hailey, Starkville
Chrystal Coleman, New Albany	Frances Dempsey, Tupelo	Anne Fair, Oxford	Olivia Gerald, Starkville	Sam Haire, Southaven
David Coleman, Columbus	Jerry Denham, Hattiesburg	Dolores Fairley, Hattiesburg	Valarie German, Clinton	Kenneth Hale, Byhalia
John Coleman, Southaven	Maribeth Denley, Oxford	Wesley Fairley, Hattiesburg	Debbie Germany, Jackson	Nancy Hallacre, Madison
Keith Coleman, Columbus	Doris (Dee) Denney, Columbus	Christopher Farm, Olive Branch	Alfredo Giacometti, Tupelo	Donald Hall, Laurel
Renae Collier, Gulfport	Keith Dennis, Brandon	Brenda Farr, Edwards	Gianna Giambelluca, Biloxi	Holly Hall, Sarah
Trisha Collier, Meridian	Patricia Dennis, Picayune	Sarah Farr, New Albany	Patricia Gibson, Biloxi	John Hall, Diamondhead
Margie Collins, Olive Branch	Timothy DeRossette, Vicksburg	Barbara Farris, Moss Point	Patrick Gibson, Gulfport	Mindy Hall, Vicksburg
Katina Comans, Vicksburg	Margaret Deserryberry, Brandon	Dottie Farris, Hattiesburg	Patrick Gibson, Mccomb	Vicki Hall, Ridgeland
Roy Conn, Natchez	Angela Deskevies, Olive Branch	Stella (Joan) Farrow, Byhalia	Helene Giles, Bay Saint Louis	Rita Hallum, Bartlett
Michael Conway, Picayune	Allison DeWitt, Laurel	John Fasler, Biloxi	Jennifer Gill, Biloxi	Barbara Ham, Brookhaven
Sandy Cook, Starkville	Edwin Diez, Madison	Carolyn Faust, Hernando	Maureen Gillespie, Germantown	Steve Ham, Tylertown
Barbara Cooley, Oxford	Anthony DiFatta, Madison	E Favre, Diamondhead	Jennifer Gilliland, Vicksburg	Pat Hamilton, Meridian
Gale Cooley, Laurel	Janice Dipaola, Madison	Pamela Fayard, Gulfport	Lee Gilliland, Brandon	Mike Hamm, Southaven
Charles Coombs, Blue Mountain	Leslie Dobbins, Ocean Springs	Rebecca Feder, Ocean Springs	Theresa Gillis, Brandon	Jerry Hanberry, Sumrall
Johnnie Coombs, Blue Mountain	Teena Dodd, Columbus	Cathy Feinstein, Meridian	Gale Gilpin, Gulfport	Denise Haney, Olive Branch
Sharon Coon, Picayune	Warren Doiron, Edwards	Caroline Felker, Oxford	Roger Glass, Gulfport	William Hankins, Jackson
Kimberly Cooper, Hattiesburg	Regis Domergue, Hattiesburg	Bronwen Fell, Long Beach	Kristi Glissen, Clinton	Kimberly Hanna, Southaven
Myssi Cooper, Flowood	Melanie Donald, Jackson	Denise Fell, Long Beach	Sue Golmon, Tupelo	Todd Hannaford, Tupelo
Rev. James C Cooper, Jackson	Janine Donelon, Gulfport	William Fell, Gulfport	Rebecca Goodell, Columbus	Richard Hansen, Biloxi
Robert Corey, Meridian	Tracey Dooley, Meridian	Kevin Felsher, Ocean Springs	Tish Goodman, Greenwood	Jan Kerr Hanson, Southaven
Steve Cork, Tupelo	ClaudeAnn Doolittle, Kiln	Barbara Ferguson, Senatobia	Taylor Goodnight, Southaven	Carol Hardison, Madison
Chanda Cossitt, Tupelo	Nancy Dorroh, Ocean Springs	Bridget Ferrucci, Ocean Springs	Kimberly Goodson, Brandon	Tripp Harkins, III, Ridgeland
Donna Costello, Meridian	B. Doty, Madison	Chris Fettingier, Meridian	Judy Goodwin, Grenada	Jan Harlow, Laurel
Brian Couch, Hernando	William Doughty, Jr., Starkville	Mark Fields, Jackson	Paul Goodwin, Madison	Debby Harmon, Tupelo
Eric Coulter, Vicksburg	Patsy Douglas, Starkville	Olivia Fight, Brandon	Tia Goodwin, Tupelo	Donna Harper, Meridian
Lee Countryman, Gautier	Kay Dowdle, Jackson	William Fincher, Madison	Janna Gordon, Olive Branch	Pearline Harper, Memphis
Kathy Courtney, Hattiesburg	Susan Dowdy, Hattiesburg	Willis Finley, Jackson	Karen Gordon, Vicksburg	Peggy Harper, Hattiesburg
Patricia Courtney, Ocean Springs	Carol Downing, Hattiesburg	Paul Fischer, Water Valley	Robert Gordon, Vicksburg	Linda Harper-Jones, Madison
Christian Cowan, Brandon	Helene Doxey, Bay St. Louis	John Fiser, Clarksdale	Peggy Gore, Biloxi	Alain Harpin, Biloxi
James Cowart, Oxford	Martha Drake, Jackson	Charles Fisher, Olive Branch	David Gosselin, Madison	John Harpole, Olive Branch
Stephanie Cowart, Gulfport	Sylvia Drake, Flowood	David Fisher, Indianola	Sharon Grace, Oxford	Judy Harrell, Vicksburg
Michael Cox,	Betty DuBard, Greenwood	Michael Flannes, Jackson	James Graeber, Clarksdale	Robin Harrigill, Madison
Samuel Craft, Moss Point	Ken Dubard, Greenwood	Mary Fleming, Carriere	Tiffany Gragg, Hattiesburg	Benjamin Harrington, Natchez
Melanie Crain, Starkville	Herbert Dubuisson, Bay St. Louis	John Fletcher, Pascagoula	Diane Graham, Ridgeland	Carolyn Harrington, Natchez
Shane Crausby, Tupelo	Jim Duckworth, Magnolia	Sally Fletcher, Jackson	Hazel Graham, Brandon	John Harris, Bay Saint Louis
Joel Craven, Hattiesburg	Kelly Duffy, Pass Christian	Peter Flood, Jackson	Kristy Graham, Meridian	Melanie Harris, Greenwood
Leon Crawford, Natchez	Kathryn Duncan, Hattiesburg	Harry Flouhouse, Tupelo	Mark Graham, Hattiesburg	Michael Harris, Tupelo
Maggie Crawford, Cleveland	Matthew Dunn, Tunica Resorts	Marilyn Flowers, Grenada	Mary Graham, Senatobia	Tammy Harris, Columbia
Reatha Crear, Vicksburg	Lynn DuPont, Picayune	Donald Floyd, Meridian	Cathy Grant, Olive Branch	Curtis Harrison, Biloxi
Mindy Creech, Germantown	David Durham, Batesville	Jennifer Flynn, Kiln	Johnny Grant, Ridgeland	Gale Harrison, Hernando
Ken Crill, Oxford	Sharon Durham, Jackson	Vinnie Flynn, Memphis	Candace Graves, Poplarville	Stacy Harrison, Hernando
Myra Crill, Oxford	Nancy Durkin, Natchez	Betsy Folmar, Madison	Leigh Graves, Southaven	Frank Harter, Kentwood
Patricia Crosby, Ocean Springs	Margaret Duval-Scharwath, Hattiesburg	Martha Fondren, Hernando	Curtis Gray, Laurel	Amy Hartley, Madison
Karen Crose, Ripley	Marshall Dye, Southaven	Glenn Ford, Picayune	Patricia Gray, Hattiesburg	Nora Harvey, Ocean Springs
Timothy Crose, Ripley	Susan Dye, Olive Branch	Sam Ford, Gulfport	Tanya Gray, Laurel	James Harwell, Meridian
Billy Cross, Madison	Janice Eason, Natchez	Gary Fordham, Hattiesburg	Terri Gray, Madison	Diane Haskett, Hernando
Stephanie Crosslin, Southaven	Gail Eason, Olive Branch	Julie Ford-Martin, Ocean Springs	Debra Grayson, Vicksburg	Teresa Hathorn, Brandon
Carrie Crowell, Southaven	Susan East, Nesbit	Cecilia Forster, Coldwater	Larry Grayson, Greenville	Cyndi Havens, Southaven
Donna Crump, Moss Point	Andrea Easterling, Vicksburg	Gerri Fortenberry, Columbia	Darren Green, Ripley	Marcus Hawkins, Greenville
Yvette Crump, Saltillo	Brenda Easterwood, Meridian	Merri Fortenberry, Columbia	Kellie Green, Hattiesburg	Pam Hayden, Ridgeland
Monica Cryer, Meridian	Macey Edmondson, Oxford	Helen Fortner, Diamondhead	P. Green, Natchez	Leatha Hayes, Ridgeland
Searcy Cunningham, Greenville	Amanda Edwards, Starkville	Win Foshie, Ridgeland	Marilyn Greene, Meridian	Susan Hayes, Southaven
Shirley Curry, Tupelo	Latunya Edwards, Edwards	Kimberly Foster, Ocean Springs	Cia Greenhaw, Olive Branch	Alyssia Healy, Gulfport
Todd Dabbs, Madison	Sandra Edwards, Ocean Springs	Andy Fowler, Columbus	Melissa Greer, Hattiesburg	Cynthia Heard, Madison
Jacki D'Alexander, Biloxi	Andrew Eiland, Pascagoula	Kelly Frady, Columbus	Melissa Heath, Tupelo	Michael Heath, Meridian
Doug Damico, Cordova	Gil Elam, Madison	Lindsey Francois, Jackson	Sue Gregory, Grenada	Terry Hedgepeth, Madison
Henry Damon, Meridian		Carrie Franklin, Gulfport	Danny Grehan, Horn Lake	Waurene Heflin, Tupelo

Mack Heidelberg, Jackson	Irene Jackson, Madison	Rickey Kimble, Tupelo	Billy Joe Lewis, Meridian	Betty Maxwell, Diamondhead
Marie Hellums, Flowood	Jacqueline Jackson, Ridgeland	Janet Kinard, Grenada	Dana Lewis, Flowood	Billy Maxwell, Olive Branch
Laurie Hendrick, Olive Branch	James Jackson, Greenwood	Anji King, Gulfport	Mary Lewis, Ridgeland	Linda Maxwell, Southaven
Kelin Hendricks, Natchez	James Jackson, Ocean Springs	Gail King, Mccomb	Michael Lewis, Olive Branch	Doug May, Brandon
Lisa Hendrix, Byhalia	Kimberly Jackson, Biloxi	Jeff King, Brookhaven	Misti Lewis, Greenville	Raymond May, Biloxi
Becky Henley, Rossville	Marilyn Jackson, Natchez	John King, Canton	Ricky Lewis, Southaven	Area Mays, Hernando
Keith Henley, Tupelo	Teresa Jackson, Madison	Metra King, Southaven	Sheila Lewis, Laurel	Beth Mazzanti, Vicksburg
Susan Henslee, Brandon	Charisa James, Madison	Jane Kingsafer, Hattiesburg	Pat Lichterman,	Joahan Mc Dole, Gautier
Tonya Hensley, Tupelo	Robin James, Nesbit	Robert Kirk, Starkville	Jan Liles, Grenada	Ashley McAdory, Flowood
Penny Henson, Olive Branch	Bryan Jameson, Madison	Jerome Kittrell, Meridian	James Lilley, Hattiesburg	Rickey McAlister, Vicksburg
Thomas Herron, Biloxi	Pat Jefcoat, Hattiesburg	Vicki Klein, Madison	Dawn Lindley, Ocean Springs	Barry McArthur, Seminary
William Hester, Laurel	Marshall Jenkins, Saltillo	Carol Kloac, Saltillo	Gloria Lindsey, Southaven	Michelle McAuley, Tupelo
Bill Hetrick, Clinton	Martin Jenkins, Meridian	Marguerite Knight, Gulfport	Donna Lishen, Long Beach	Audrey McBride, Starkville
Marilyn Hetrick, Clinton	Nan Jenkins, Southaven	Patricia Knight, Picayune	Scotty Little, Corinth	Jennifer McBride, Perkinston
Beverly Hickey, Jackson	Rita Jensen, Brandon	Tara Knorr, Gulfport	Dean Loftis, Columbus	Robin McCaffrey, Hattiesburg
Charles Hicks, Columbus	James Jerden, Brandon	Keith Knowles, Tupelo	Frank Loftis, Columbus	Rebecca McCann, Southaven
Cristy Higdon, Ridgeland	Brynn Joachim, Biloxi	Paul Koehn, Macon	Libbi Logan, Cleveland	James McCarthy, Memphis
Charlene Hill, Ripley	Elizabeth Joachim, Ocean Springs	Sharon Kotecki, Olive Branch	Marlene Logan, Pass Christian	Melton McCarty, Columbus
Dustin Hill, Meridian	Harry Joachim, Biloxi	Marvin Koury, Gulfport	Sean Logan, Pass Christian	Patrick McClay, Southaven
Elaine Hill, Laurel	Grace Johansen, Biloxi	Juanita Kraft, Madison	Sharon Logan, Biloxi	Charl McCloud, Tupelo
William Hill, Hernando	David Johns, Hattiesburg	Anna Kral, Ocean Springs	Donna Lombardo, Southaven	Cheryl McCormick, Olive Branch
Patricia Hillyard, Ocean Springs	Andy Johnson, Madison	Kathleen Kranz, Gulfport	Jane Long, Gulfport	Durmon McCormick, Olive Branch
Jim Hobson, Vicksburg	Bettye Johnson, Holly Springs	Heather Krivanec, Biloxi	Rod Longino, Jackson	Janet McCoy, Jackson
Kay Hobson, Vicksburg	Beverly Johnson, Magnolia	Patricia Kurtz, Tupelo	Rhonda Longmire, Flowood	Phil McCoy, Ridgeland
James Hobson, III, Vicksburg	Carole Johnson, Southaven	Annice Kyle, Southaven	Dianne Looney, Nesbit	Ruth McCraney, Greenville
Mildred Hodge, Lucedale	Cecil Johnson, Carriere	Carmen Kyle, Southaven	Ruben Lopez, Southaven	Judy McCrary, Petal
Channing Hodges, Greenwood	Dalton Johnson, Jackson	Derek L & N Pest Control, Mantachie	Dionne Loudenslager, Mc Comb	Michael McCreary, Corinth
William F. Hoffman, Shubuta	David Johnson, Columbus	Brian Labat, Bay St. Louis	Rebecca Love, Olive Branch	Micah McCullough, Brandon
Beverly Hoge, Byram	David Johnson, Holly Springs	Virginia Lacey, Jackson	Faye Loveday, Columbus	Linda McDaniel, Hernando
Thad Hoke, Diamondhead	Harold Johnson, Ridgeland	Tronnie Lacy, Clinton	Selena Lovejoy, Brandon	Robin McDaniel, Mccomb
Julie Holcomb, Tupelo	Jean Johnson, Laurel	Jane Ladner, Ridgeland	Sandra Lovett, Ellisville	Robin D. McDaniel, Hazlehurst
Pamela Holcomb, Tupelo	Jeannie Johnson, Waynesboro	Lisa Ladner, Picayune	Rhes Low, Laurel	Jason McDerment, Lucedale
Carolyn Holderfield, Horn Lake	June Johnson, Ridgeland	Patricia Ladner, Gulfport	Bea Luckett, Tupelo	Matthew McDonough, Oxford
Connie Holifield, Laurel	Karen Johnson, Ocean Springs	Ronald Lafon, Hattiesburg	Monte Luffey, Gulfport	Suzie McDowell, Flowood
Jackie Holifield, Bay Saint Louis	Katie Johnson, Olive Branch	Angela Laiche, Brookhaven	Frank Lund, Biloxi	Delayne McGowan, Flowood
Sandy Holifield, Ellisville	Kim Johnson, Meridian	Lois Laird, Grenada	Judy Lundy, Grenada	Michelle McGuire, Madison
Tami Holley, Vicksburg	Lue Velma Johnson, Ridgeland	Ossiea Lake, Clinton	Carla Lunn, Pontotoc	Dara McIngvale, Hernando
Gloria Holliday, Tupelo	Mae Johnson, Madison	Sandra Lambert, Corinth	Deborah Luster, Clarksdale	J. D. McIntosh, Flowood
Jennie Holliday, Southaven	Natunya Johnson, Ridgeland	Wanda Lambert, Olive Branch	Rebecca MacDonald, Picayune	Pam McKay, Grenada
Peggy Hollier, Bay Saint Louis	Patricia Johnson, Columbus	Betsy Landers, Madison	Ginny Macken, Gulfport	Billy McKee, Jr., Terry
Geraline Holliman, Columbus	Wanda Johnson, Hernando	Marcia Landers, Flowood	Lola Magee, Meridian	Patricia McKeithen, Meridian
Sandra Hollingsworth, Vicksburg	Michele Johnston, Hernando	Phil Landers, Flowood	Carol Magers, Diamondhead	Jeff Mckelroy, Hernando
Kimberly Hollins, Hernando	Ronnie Johnston, Vicksburg	Martha Landis, Brandon	Sherry Maggio, Walls	April McKenna, Gulfport
Dave Holloway, Meridian	Titus Johnston, Horn Lake	Kathy Landry, Picayune	Kerri Mahan, Ocean Springs	Joyce McKenzie, Collierville
Debora Holloway, Columbus	Diane Jones, D'Iberville	Richard Landry, D'Iberville	Susie Maier, Madison	Tonja McKim, Southaven
Kenny Holloway, Biloxi	Herbert Jones, Vicksburg	Larry Lane, Starkville	Joan Malone, Olive Branch	L. McKinney, Holly Springs
Bonnie Holmes, Brookhaven	Jimmy Jones, Southaven	Pat Lane, Starkville	Mechelle Malone, Ridgeland	Robin McKnight, Cleveland
James Holmes, Hattiesburg	Marianne Jones, Vicksburg	Joe Lang, Ridgeland	Parrish Malouf, Jackson	Mary McLeod, Petal
Margaret Holmes, Gautier	Mary Jo Jones, Gulfport	Mary Lang, Greenville	Clare Maness, Olive Branch	Brent McMillan, Mccomb
Cindy Holt, Ridgeland	Mitch Jones, Madison	Kenneth Langlinais, Ocean Springs	Stephen Maples, Lucedale	Jay McMiller, Olive Branch
Gerald Honea, Magnolia	Paulette Jones, Diamondhead	Lisa Langston, Pearl	Louis Mapp, Hattiesburg	Beverly McMillin, Vicksburg
Gert Hoover, Jackson	Samuel Jones, Hernando	Sara Langston, Tupelo	Terry Marks, Flowood	Kenneth McMillin, Vicksburg
Gail Hopkins, Pearl	Sarah Jones, Brandon	Lance Langton, Hattiesburg	William Marks, Natchez	Jennifer McMinn, Oxford
William Hopper, Ripley	Stephen Jones, Columbus	Joe Lariccia, Clinton	Steve Marsh, Mendenhall	John McMinn, Oxford
Carol Horne, Tupelo	Terri Jones, Pearl	Carl Larosa, Pass Christian	Jeanelle Marshall, Madison	Jena McNeece, Clinton
Kristi Horne, Madison	Venus Jones, Jackson	Jennifer Larson, Long Beach	Richard Marshall, Gulfport	John McNeese, Columbia
Melissa Horst, Madison	Cecil Jordan, Collierville	Ann Lauman, Jackson	Tammy Marshall, Picayune	Joann McPherson, Collinsville
Ellen Horton, Ridgeland	Cheryl Jordan, Laurel	Steve Lawler, Picayune	Thomas Marshall, Oxford	Brenda McRae, Southaven
Dell House, Mccomb	Jay Jordan, Gulfport	Gretchen Lawson, Madison	Tonia Marshall, Hernando	Samuel McReynolds, Starkville
Debbie Houston, Grenada	Nancy Jordan, Brookhaven	Vicki Lawson, Southaven	Dean Martel, Biloxi	Amie Meador, Biloxi
Mary Howes, Biloxi	Richard Jordan, Tupelo	Carl Layton, Lucedale	Barbara Martin, Moss Point	Darryl Meadows, Ocean Springs
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## 2011 REALTOR<sup>®</sup> Institute Pre-License schedule

### SALESPERSON PRE-LICENSE

Nesbit	Feb. 21-Mar. 21 (N)
Jackson	Apr. 11-May 9 (N)
Gulfport	Apr. 11-May 9 (N)
Nesbit	June 20-30
Jackson	July 11-21
Gulfport	August 1-11
Nesbit	August 1-29 (N)
Jackson	Sept. 12-Oct. 10 (N)
Gulfport	Oct. 3-31 (N)
Jackson	Oct. 24-Nov. 3

### GRI I - ROOKIE BOOT CAMP (SALESPERSON POST-LICENSE)

Jackson	Feb. 7 - 10
Jackson	May 16 - 19
Hattiesburg	June 20 - 23
Gulfport	July 25 - 28
Jackson	Aug. 15 - 18
Jackson	Nov. 7 - 10

### GRI II (BROKER A)

Jackson	Mar. 14 - 18
Jackson	July 11 - 15
Gulfport	Aug. 22 - 26
Jackson	Oct. 10 - 14

### GRI III (BROKER B)

Jackson	Apr. 11 - 15
Jackson	Aug. 8 - 12
Gulfport	Sept. 19 - 23
Jackson	Oct. 31 - Nov. 4

### BROKER BOOT CAMP (BROKER POST-LICENSE)

Jackson	Feb. 21-24
Jackson	June 27-30
Jackson	Oct. 17-20

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