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Thank you to 2013
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Chairs and
Vice Chairs for a job
well done

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Real Estate LEADER is the official publication of the Mississippi 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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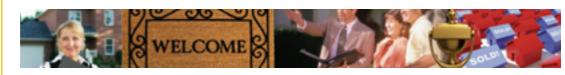
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On the cover:

MAR President Janice Shows gives insight into why "It's Time" for professionalism and education for Mississippi REALTORS®.

Stay updated on MAR's latest news and events. Visit us on:











PRESIDENT'S PERSPECTIVE

With the beginning of each New Year, we all resolve to improve ourselves, to undo bad habits and to set goals in both our professional and personal lives. I am so excited to begin the year as your 2014 MAR President and look forward to traveling across the state and meeting with our members.

William Penn once said that "Time is what we want most, but what we use worst". My theme for 2014 is "It's Time!" and it is my desire to lead Mississippi REALTORS® to focus on the importance of education and professionalism. I believe that Mississippi REALTORS® are all focused on making 2014 their most successful year yet, and with the help of the 2014 MAR Executive Committee, I am committed to service and hard work in order to positively impact our industry and association this year. On page 18 of this issue, I share with *Real Estate Leader* my thoughts on how our focus on being better prepared real estate practitioners begins right now. Also in this issue we take a glimpse back to the 2013 MAR Convention at the Beau Rivage in Biloxi to highlight the achievements of 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 not only intended to spotlight our members for their accomplishments throughout 2013, but also to give a glimpse of an exciting 2014. In this issue, you'll find a preview of upcoming legislative priorities, educational opportunities, upcoming events and new affinity programs designed just for you. 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 6, 2014.

It is my desire that MAR members feel comfortable in calling on me, members of your MAR leadership team or the MAR staff throughout the year. We are anxious to serve you in any way we can to help make this a banner year for the real estate profession. It's Time!

Sincerely.

Janice Shows

Janice Show: President

NAR launches new health care awareness initiative

NAR recently launched a new health care awareness initiative that brings information and knowledge to members in an easy and accessible way. A new health insurance topic page has been created on REALTOR.org (www.realtor.org/topics/health-insurance) featuring:

- articles
- info graphics
- link to the Affordable Care Act website
- link to the REALTORS® Insurance Marketplace, a REALTOR Benefits® program supported by partner SASid (Smart and Simple Insurance Development)

Go to www.msrealtors.org/PDF/healthcaresheet.pdf for a Fact Sheet outlining the health insurance awareness initiative and its benefits to members. For questions please contact those listed in the "Contact Information" section of the Fact Sheet.

REALTORS® Applaud DeMarco for Leaving Government-Sponsored Enterprise (GSE) Loan Limits As Is

National Association of REALTORS® President Steve Brown recently applauded the Federal Housing Finance Agency (FHFA) for leaving the loan limits of government-sponsored enterprises as is.

"REALTORS® welcome the announcement from the Federal Housing Finance Agency that the current limits on conforming loans will remain in effect until further notice. As the leading voice for homeownership, NAR opposes lowering the ceiling on loans eligible for backing by the government-sponsored enterprises. Lower loan limits would increase costs for consumers and reduce their access to conventional mortgages.

"In September, when reports surfaced that FHFA Acting Director Edward DeMarco was considering using conservator authority to lower loan limits, NAR cautioned that such an experiment would jeopardize homeownership for many creditworthy buyers, especially first-time home buyers who are often less likely to meet the 20 percent minimum down payment requirement.

"There is already enough turbulence in the regulatory environment for mortgage lending. In January 2014, many changes stemming from the Dodd-Frank Act will go into effect, including the ability-to-repay requirement. In addition, risk retention regulations remain in flux, including the definition of a Qualified Residential Mortgage. Lowering loan limits at this time would create even more confusion and uncertainty, and we would run the risk of reversing the progress that's been made in the economic recovery."





LEGAL EASE

Keep an Eye on Risk in 2014

Ron Farris, Esq., MAR General Counsel

is the season when prudent Mississippi REAL-TORS® are wrapping up 2013 and planning for 2014. The best planning session includes a careful and comprehensive review of risk aversion practices and current trends in risk unique to licensees.

Agency issues remain the top-ranked concern of REALTORS® across the nation, according to the 2013 Legal Scan published by the National Association of REALTORS®. Over a third of REALTORS® responding to NAR's annual risk survey reported moderate to higher levels of disputes involving agency, with dual agency, fiduciary duty and buyer representation leading the list of trouble areas.

Nearly 80 percent of REALTORS® surveyed identified fiduciary duty as one of the top future issues, while nearly a third agreed that there is a significant need for more training. 2012 saw a nearly 30 percent increase over 2011 in reported cases involving

fiduciary duty, according to NAR. Many believe that licensees are widely unaware of their duties under common law, statutes or regulations both during transactions and after they are closed. Others perceive that too many licensees are giving in to the temptation to put their own interests above those of the consumers they serve — seeking to get to closing and get a commission. Still others see misconceptions among consumers of what they may expect from their REALTOR® and the propensity of lawyers to add breach of fiduciary duties counts to complaints in order to trigger E&O coverage as growing problems.

Dual agency remains a high risk concern among Legal Scan respondents, with more than 63 percent seeing a moderate or higher need for training. A considerable percentage of the survey participants object to dual agency simply on the basis of principle, while others perceive that REALTORS® not understanding dual agency end up embarking on "unintended representation." MREC Rule E, the MREC "Working With A Real Estate Broker" form and MREC's "Dual Agency Confirmation" form cover Mississippi's requirements for disclosure of agency relationships in detail, including the duty licensees have to fully inform consumers of the nature of the agency relationship. MREC Rule E. 2(f) stresses that "Brokers who practice disclosed dual agency should do so with the utmost caution to protect consumers and themselves from inadvertent violation of demanding common law standards of disclosed dual agency."

Buyer representation was a third risk factor identified by NAR where many believe there is a significant need for more training. Concerns included a lack of understanding by licensees of their responsibilities when representing buyers. MREC Rule B. 3 requires all exclusive buyer representation



agreements to be in writing, properly identifying the terms and conditions under which the buyer will rely on the broker for the purchase of real estate, including the sales price, the consideration to be paid, the signatures of the parties to the agreement and a definite date of expiration. MAR's Buyer Agency Contract (Standard Form F8), as recently revised, provides one tool to REALTORS® seeking to properly initiate representation of a buyer.

REALTORS® will also want to familiarize themselves with the new 3.8 percent tax adopted in 2010 as part of the federal overhaul of health care that goes into effect on January 1, 2014. The new tax does not apply to every real estate transaction and is fairly complicated. REALTORS® are encouraged to familiarize themselves with the new tax and how it may affect their clients in covered real estate transactions. NAR has published and made available on its website (www.realtor.org) an informational brochure and helpful FAQs explaining the tax along with various scenarios and examples. Visit www.ksefocus.com/billdatabase/client-

files/172/4/1609.pdf for more information.



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@farrislawgroup.net.

> Gall MAR's Legal Hobline 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. Messages are retrieved each day at 3:00 PM and will be returned the following business day.



Gwen James receives prestigious HUB award



-Iames

Hattiesburg REALTOR® Gwen James was recently one of only two recipients honored with the prestigious Hub Award during a gala dinner at the Hattiesburg Country Club. The honor was established in 1979 and was awarded to Gwen for her outstanding contributions to the community, commitment to excellence and dedication to public service.

Contributions honoring the recipients will be placed in the Hub Award Endowment at the Greater Pine Belt Community Foundation to benefit students attending The University of Southern Mississippi and William Carey University. Since 1979, the Hub Award has generated scholarship funds totaling over half-million dollars and has benefited more than 400 students.

James has been a REALTOR® for 38 years and holds the GRI, CRB and CNS

designations. She is co-owner and President of Coldwell Banker Don Nace Realty.

PRBR Association Executive Tracy McKay featured in USM publication



Pearl River Board of REALTORS® AE Tracy McKay and her daughter Amanda McKay were recently featured in an article in the University of Southern Mississippi's publication Southern Miss Now. The article featured the mother and daughter who both graduated from USM on December 13, 2013 with

degrees in tourism management. To read the article in its entirety go to www.usm.edu/news/article/mother-daughter-graduate-together-southernmiss..



ASSOCIATION NEWS

Brinda Boutwell retires from REALTOR® Institute



Brinda Boutwell, REALTOR® Institute Course Manager and MAR Receptionist retired as Mississippi REALTOR® Institute Course Manager on December 13th. For almost 10 years, Brinda managed the daily real estate school operations which included all classroom and online education, instructor coordination and course scheduling.

Boutwe

Allison Morris assumes MRI Course Manager position



Allison Morris, who previously served on the MAR staff as Executive and Sales Assistant began her duties as REAL-TOR® Institute Course Manager on December 16th. Allison brings a background in customer service, small-business and non-profit experience to the position.

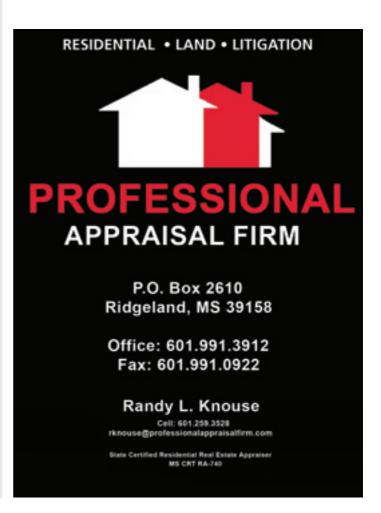
Morris

Amanda Griffin joins MAR staff



Amanda Griffin recently joined the MAR staff as Executive and Sales Assistant. Amanda will be providing support in the areas of administrative, sales and marketing assistance as well as event-planning.

Griffin





CAPITOL WATCH

UPDATE ON LEGISLATIVE ISSUES IMPORTANT TO YOUR BUSINESS

by Derek Easley

2014 MAR Legislative Priorities

he Mississippi Association of REALTORS® Board of Directors and the Legislative and Regulatory Affairs Committee have approved the following issues as legislative priorities for the 2014 Legislative Session.

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.

Legislative Priorities for 2014:

- *Trespassing Act* MAR supports legislation stating that a landowner does not owe any responsibility to a trespasser who is injured on their property. This legislation would help codify the case law concerning land possessors' duty of care regarding trespassers. Homeowners, companies, factories and farmers may all be at risk of liability for activities inherently out of their control.
- *Premise Liability Legislation* MAR supports legislation setting guidelines for court cases where a third party causes injury to someone at a business.
- *Commercial Broker Lien Law* MAR supports legislation that allows for a commercial real estate broker to obtain and foreclose upon a lien as a legal remedy against a property if the buyer/seller or lessee/lessor fails to pay the broker the agreed upon commission/fee.
- Implement A Financial Literacy Curriculum For Public Schools
- This would create a financial literacy agenda that will implement related curriculum into Mississippi schools (grades 10-12). The program includes instruction in the areas of personal business finance. This will include topics such as financial decision0-making, earning an income, saving and spending, use of credit and budgeting. Financial literacy is currently an elective in Mississippi high schools. Presently Mississippi law states that schools MAY teach their students financial literacy. The bill proposed would state that schools SHALL teach the curriculum.

- Eliminating The 5% Tax On The Gross Proceeds Or The Gain Realized By An Out-Of-State Seller To An In-state Buyer Doing away with or amending the code section which requires the buyer of real property owned by a nonresident to withhold a portion of the amount realized by the seller on the sale when the sale is not considered an exchange or trade of property and results in gross proceeds greater than \$100,000.
- Appointment of all School Superintendents Requires the appointment, rather than election, of all local school superintendents by their local school boards, unless voters in a county have voted to retain the office of elected superintendent. At the expiration of the term of any county superintendent of education elected in the November 2011 general election, the superintendent of said county shall not be elected but shall thereafter be subject to appointment by the local school board. A county-wide referendum on the question of retaining the office of elected superintendent will be held if at any time prior to January 1, 2015, a petition for referendum is filed and signed by not less than 20% or 1,500, whichever is less, of registered voters in a county, excluding municipal separate school district boundaries.
- Amending the Charter School Bill MAR will support legislation deemed by the Legislative & Regulatory Affairs Committee to improve the Charter School Legislation supported by MAR during the 2013 Legislative Session.
- Changes to REALTOR® License Law MAR will work with the Mississippi Real Estate Commission prior to the 2014 Session to discuss potential amendments to Real Estate License Law that would benefit the profession and the general public.



Derek Easley is MAR's Governmental Affairs Director. Email bim at deasley@msrealtors.org.



My REALTOR® Party is designed to leverage our association's best asset – our grassroots. REALTORS® do so much more than list and sell property. They are community
builders dedicated to improving their towns, cities, states and America. They do this
because it's good for the economic and social well-being of all citizens. They do this
because it's good for business.

* VOTE *

* ACT *

* INVEST *

To ensure that each and every REALTOR® Association has the opportunity to implement a successful community or political outreach initiative in 2014, NAR is supplying a wide range of services and tools. All are available to order free of charge.

To know more go to www.myrealtorparty.org



FOR THE COURSE OF YOUR CAREER



BY JOHN PHILLIPS

Commercial Real Estate 101

ew real estate licensees are often advised to try many different disciplines of real estate to determine which specialty they like best. This should, of course, be done under the supervision of their broker or an expert in the specialty in which they are practicing. Once the agent finds the type of real estate they enjoy, they should become the best they can be in that field. Agents know that they have achieved success when their name is automatically associated with their chosen field of endeavor.

Any real estate licensee who has been in the business for a while knows that real estate is fraught with endless opportunities to get in trouble. The real estate license law, rules and regulations of the real estate commission, antitrust, fair housing, do-not-call, asbestos, lead-based paint and underground storage tanks are just a few of the concerns. When an agent chooses a specialty and becomes well-versed in that specialty, they can reduce their exposure and liability by knowing the dangers associated with what they do and taking precautions to avoid predictable problems.

Unfortunately, because of the need to survive in a bad economy or a desire to increase their income, many agents step outside their area of expertise to engage in a field of real estate in which they have little or no experience or skill.

Licensed real estate professionals are expected to have more knowledge of real estate and a real estate transaction than the consumers with whom they work. The common law of agency carries with it the fiduciary duty of exercising reasonable care, skill and expertise required of agents to protect the interests of their clients. Article 11 of the REALTOR® Code of Ethics states that the services REALTORS® provide to their clients and customers shall conform to the standards of practice which are reasonably expected in the specific real estate disciples in which they engage.

Most real estate licensees settle into the practice of listing and selling single-family residential real estate, and some agents become very good at it and make lots of income from it. From time to time, residential agents have an opportunity presented to them to engage in a commercial transaction in which the sales price and the commercial commission rate make the deal so attractive that they just can't turn it down. Many do so at their peril. There are a number of items in a commercial transaction that are considered standard, normal and necessary that are often unfamiliar to residential agents.

Several years ago, one of my residential salespeople called me at home to tell me that she had written an offer for a developer on a large parcel of commercial acreage. After I congratulated her on her achievement, she went on to say that the purchaser had requested for her to put in the offer a due diligence period of 180 days. She then asked me what due diligence was. It should be noted that if you write something into a legal contract that you can't define and don't understand, this is a transaction that you

better hope does not have any problems in the future. It would be very difficult to convince a judge or a disciplinary hearing panel that you were exercising reasonable care and expertise to protect the interests of your client when you didn't understand the terms and conditions you are writing into a contract form.

There are several ways to learn how to do transactions correctly in unfamiliar real estate disciplines. One way is to get an expert in that field of real estate to walk you through enough of those kinds of transactions until you develop the skills you need to do them yourself. Another way to learn new skills is the same way you learned your basic skills. There are almost unlimited sources of online and classroom education in just about any real estate discipline. Some are, of course, better than others. First of all, you will need to be sure why you want the education. Do you want to specialize in commercial real estate or do you want to remain in residential real estate and rarely do a commercial transaction? If you intend for commercial real estate to be your core business, there are several great courses available from the National Association of REALTORS®. I can highly recommend the CCIM designation courses which prepares you for commercial and development projects. If you just want to obtain the necessary information to practice safe commercial transactions from time to time, the Mississippi REALTOR® Institute's new course COMMERCIAL REAL ESTATE 101 might be the course for you.

COMMERCIAL REAL ESTATE 101 is designed to teach commercial definitions and terminology, introduces the P&L (profit and loss) Statement, the APOD (annual property operating data), financial calculators and other tools. The student will get a basic understanding of what investors want and how to determine market value and return on investment. The course will remove the confusion associated with rent vs. buy, value of cash flows, NOI (net operating income, cap rate, GRM (gross rent multiplier), capital gains, depreciation, 1031 exchanges and sale/leaseback.

This 4-hour continuing education class is available at any local board in the state and at any real estate company in which the broker is a REAL-TOR®. The information presented in the class can also be used by individual real estate licensees in their own investments.

If you want this class in your area or at your company, ask your local board Association Executive or your broker to book it. You can find this and other classes offered by MRI at 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.



GRI III (BROKER B)

Mississippi REALTOR® Institute 2014 schedule

SALESPERSON PRE-LICENSE

Jackson	Jan. 10 - 31	(Weekend)
Jackson	Feb. 17 - 27	(Day)
Jackson	Mar. 21 - Apr. 11	(Weekend)
Jackson	April 14 - May 12	(Night)
Jackson	June 16 - 26	(Day)
Jackson	July 25 - Aug. 15	(Weekend)
Jackson	Sept. 22 - Oct. 2	(Day)
Jackson	Oct. 17 - Nov. 7	(Weekend)

STATE EXAM REVIEW

Jackson	January 26	(Weekend)
Jackson	Februaray 26	(Day)
Jackson	April 6	(Weekend)
Jackson	May 7 - 8	(Night)
Jackson	June 25	(Day)
Jackson	August 10	(Weekend)
Jackson	October 1	(Day)
Jackson	November 2	(Weekend)

GRI I (SALESPERSON POST-LICENSE) GRI II (BROKER A)

Jackson	Jan. 27 - 30	Jackson	Feb. 10 - 14
Jackson	July 21 - 24	Jackson	June 2 - 6
Jackson	Oct. 20 - 23	Jackson	Aug. 18 - 22

BROKER POST-LICENSE

Jackson	April 7 - 10	Jackson	Mar. 17 - 21
Jackson	July 28 - 31	Jackson	July 7 - 11
Jackson	Dec. 15 - 18	Jackson	Nov. 10 - 14

GRI II & GRI III (60 HOUR BROKER PRE-LICENSING)

MRI will teach any class offered at any board location or individual broker office by request.

Additional Pre- and Post-License courses are being scheduled for other parts of the state. Please visit realtorinstitute.org for an updated list of available courses.

Continuing Education Schedule

Agency, License & Contract Law Concepts, Forms & Disclosures *Electives (TBD)	January 15, 2014 9A-6P January 16, 2014 9A-6P	Jackson Jackson
Agency, License & Contract Law Concepts, Forms & Disclosures *Electives (TBD)	March 12, 2014 9A-6P March 13, 2014 9A-6P	Jackson Jackson
Agency, License & Contract Law Concepts, Forms & Disclosures *Electives (TBD)	May 21, 2014 9A-6P May 22, 2014 9A-6P	Jackson Jackson
Agency, License & Contract Law Concepts, Forms & Disclosures *Electives (TBD)	July 9, 2014 9A-6P July 10, 2014 9A-6P	Jackson Jackson
Agency, License & Contract Law Concepts, Forms & Disclosures *Electives (TBD)	September 17, 2014 9A-6P September 18, 2014 9A-6P	Jackson Jackson
Agency, License & Contract Law Concepts, Forms & Disclosures *Electives (TBD)	November 18, 2014 9A-6P November 19, 2014 9A-6P	Jackson Jackson
Agency, License & Contract Law Concepts, Forms & Disclosures *Electives (TBD)	December 10, 2014 9A-6P December 11, 2014 9A-6P	Jackson Jackson
Military Relocation Professional Certification Core Course Military Relocation Professional Certification Core Course Military Relocation Professional Certification Core Course Military Relocation Professional Certification Core Course	December 4, 2013 9A-6P January 9, 2014 9A-6P February 13, 2014 9A-6P February 21, 2014 9A-6P	Columbus Jackson Hattiesburg Meridian

www.realtorinstitute.org

Check the website for up-to-date information as classes are added frequently.



A pictorial review of MAR's 2013 Convention & EXPO in Biloxi



The 2014 MAR Executive Committee were sworn in at the Installation Gala at the Beau Rivage in Biloxi.



Levi McRaney of Greenville did a little business between classes.









Representative Greg Haney of Gulfport, Mississippi House District 114 Representative Jeff Guice of Ocean Springs and **Gulfport Mayor Billy Hewes** helped open the General Membership meeting.



MAR CEO Beth Hansen presented 2013 MAR President Ken Austin with a stunning watercolor of the Pass Christian harbor by Gulf Coast artist Sherry Phillips Carlson as a momento of his 2013 Presidency.



The enthusiastic Ocean Springs High School cheerleaders kicked off the General Membership Meeting.



The Mississippi Real Estate Commission commissioners held a Mississippi Real Estate License Law forum providing 2 hours of required License Law continuing education.



Kenny Parcell, 2013 NAR Liaison for REALTOR® Party Member Involvement addressed the members in attendance at the General Membership meeting.



MAR Vice President of Professional Development John Phillips visited with keynote speaker Terry Watson.



Janice Shows of Madison was installed as 2014 MAR President by 2009 MAR President Lynette Praytor.



2014 NAR President Elect Chris Polychron of Arkansas addressed the Board of Directors meeting.



Alice Smith of Madison won the drawing for the Apple Macbook Air given away by the Veterans Home Purchase Board as well as the phone given away by MAR sponsor C Spire.



Janice Guckert of Jackson and Seth Touchstone of Jayess caught up between sessions.



 $2014~\mathrm{MAR}$ President Janice Shows is pictured with family and co-workers from ERA Real Estate Professionals in Ridgeland.



Mississippi REALTORS® danced to the sounds of Meet the Press at the Installation Gala.



The EXPO was one of MAR's largest due to generous vendors and sponsors.



A convention Welcome Booth was provided by the Biloxi-Ocean Springs and Gulf Coast Associations of REALTORS®.

Mississippi REALTORS® take the stage at MAR's 2013 Convention & EXPO to honor their achievements

Harry J. Joachim honored during Hall of Fame recognition

Established in 1994, the Hall of Fame honors Mississippi REALTORS® who have made extraordinary and distinguished contributions to the real estate profession in Mississippi over a period of at least 20 years. There was no 2013 inductee to the MAR Hall of Fame, but a special presentation was made to honor Harry J. Joachim who passed away on November 21, 2012. Harry J. Joachim served the REALTOR® family in Mississippi for several decades and was also a proud US Army Air Corp veteran, and spent many years championing the U.S. Military. Upon his death, a Harry J. Joachim Real Estate Education Fund was set up at the request of his family, and MAR received contributions in his memory. During the summer of 2013, NAR launched a new certification program, the Military Relocation Professional, offering special training and valuable instruction on how to best counsel U.S. service members and their families to find housing and financing solutions that best suit their needs. It was announced during the MAR Convention General Membership Meeting and Awards Ceremony that the Mississippi REALTOR® Institute, along with the Harry J. Joachim Real Estate Education Fund would be offering a Road Show featuring the Military Relocation Professional course.

Glass honored as 2013 MAR REALTOR® of the Year

Karen Glass of Gulfport was recognized as MAR's 2013 REALTOR® of the Year. Glass is a graduate of LeadershipMAR and served as President of the Gulf Coast Association of REALTORS® in 2012. She has

served the state association on the Board of Directors and on various committees. She has served on an NAR committee and is a Sterling R.





Hollister

Wilson

Hollister and Wilson receive President's Award

Lisa Hollister of Ocean Springs and Chris Wilson of Laurel were recognized by 2013 MAR President Ken Austin as co-recipients of the President's Award, honored for their contribution to his presidency. During 2013, Hollister and Wilson traveled across the state, visiting as many local boards as possible to promote the importance of MARPAC and the election of REALTOR®-friendly candidates. Hollister and Wilson specifically stressed the importance of fair share contributions by Mississippi REALTORS® and worked diligently to help achieve a 51 percent statewide fair share participation level.

Carlton chosen as REALTOR® Institute Instructor of the Year

Lonnie Carlton of Clinton was named the 2013 Mississippi REALTOR® Institute Instructor of the Year. Carlton was chosen by having the highest instructor evaluations from his students for the year. The award was presented by 2013 Professional Development Committee Chair, Brenda Estes.



Carlton

Estes







Three inducted into MARPAC Hall of Fame

Three Mississippi REALTORS® were inducted into the MARPAC Hall of Fame for their contribution of over 10 thousand dollars to MARPAC. The inductees were Ric Corts of Hattiesburg, Cathy Feltenstein of Meridian and Melanie Mitchell of Starkville.

Corts

Feltenstein

Mitchell

Affiliates of the year recognized for their support

MAR members annually recognize affiliates from across the state who go above and beyond the call of duty in assisting REALTORS® by their service, sponsorship and political involvement in the real estate industry. Margaret Peel of M & F Bank in Tupelo, Harry Piascik with Community Bank in Gulfport and Sinnana Jones of Deep South Title in Hattiesburg were selected as Regional Affiliates of the Year. Chan Vessell of First American Home Buyers Protection in Jackson was selected as the 2013 Mississippi Affiliate of the Year.









Peel

Piascik

Iones

Vessell



LeadershipMAR class of 2013 graduates

After completing a year-long curriculum of retreats, team-building activities, spokesperson training, personality profiling and a class project producing a short video promoting the new Mississippi REALTORS® branding campaign and it's tagline "Property Professionals—Community Champions," the ten members of the 2013 *Leadership* MAR class took the stage to graduate during the MAR Convention in Biloxi. Deborah Tierce of Tupelo served as their spokesman at the graduation recognition, presenting a speech on their behalf. Members of the LMAR class are Barrilleaux, Madison; Carole Davis, Ridgeland; Kathy Elias, Gulfport; Greg Gillespie, Tupelo; Summer Inman, Ocean Springs; Darian Pierce, Hattiesburg; Michele Rumbley, Madison; Debbie Stovall, Summit; Deborah Tierce, Tupelo and Lynn Wade, Ocean Springs.

Under 40 Award winners announced

This year the MAR Board of Directors voted to establish a new award, the Under 40 Award. Up to four REAL-TORS® under 40 years of age may be honored each year for their excellence, professionalism and extraordinary contributions to Mississippi REALTORS® at the local and state level. The 2013 recipients of the Under 40 Award that were recognized at the MAR Convention Awards



Carkeet

Ceremony were Leigh Ann Carkeet of Southaven, Ashley Endris of Gulfport, Megan Hall of Pelahatchie and Wesley Webb of Tupelo.



Hall Endris

Webb

Many thanks to our 2013 MAR Convention Sponsors and Exhibitors whose generous support makes our convention possible.

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Local Board Management Conference



Installation Gala

















Leadership Dinner

Jackson/Association

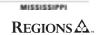
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NOLA Lending Group FBT Mortgage

Britt Kennedy Signs

Adams Homes, LLC

SouthGroup/TelaMedPlus Cornerstone Home Lending

Local Board REALTORS® of the Year



Biloxi Ocean Springs Meg Dengler



Greenwood Sonny Bowie



Laurel Karen Rasberry



Northeast MS Sue Golman



Cleveland Mary Taylor Jackson



Grenada Bonnie Hankins



MCAR William F. Hankins



Northwest MS Robert E. Leigh



Four County Diane Ables



Gulf Coast Karen Glass



Meridian Margaret Nelms Taylor



Pearl River County Mike Hindman



Golden Triangle Kristyn Davis



Hattiesburg Barbara Sellers



Natchez Barbara J. Winkworth



Southwest MS Seth Touchstone



Greenville Ray Millwood



Jackson Megan Hall



North Central MS Betty Wiseman



Vicksburg Andrea Upchurch



Land REALTOR® Wesley Webb



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Mississippi REALTORS® receive 2014 NAR Committee Appointments

Congratulations to these Mississippi REALTORS® who were appointed to 2014 NAR Committees

Ken Austin	Professional Standards Committee	Nancy Lane	Research Committee
Andrea Cummins	Housing Opportunity Committee	Nancy Lane	Reserves Investment Advisory Board
Larry Edwards	RPAC Trustees Federal Disbursement Committee	Bob Leigh	Broker Involvement Council
Lee Garland	Multiple Listing Issues and Policies Committee	Stephanie Palmer	Cummins Young Professionals
Judy Glenn	Legal Action Committee		Network Advisory Board
David Griffith	Real Property Valuation Committee	Joe Parker	Commercial Committee
Megan Hall	Federal Financing & Housing Policy Committee	Lynette Praytor	Risk Management Committee
Beth Hansen	AEC-RCE Certification Advisory Board	Cynthia Pritchard	Professional Standards Committee
Beth Hansen	Board of Directors	Ellen Short	REALTOR® Party Member Involvement
Beth Hansen	Leadership Academy Advisory Group		Committee
Lisa Hollister	RPAC Participation Council	Janice Shows	Board of Directors
Cynthia Joachim	Chair, Meeting and Conference Committee	Janice Shows	Membership Policy & Board Jurisdiction
Martin Jones	Multiple Listing Issues & Policies Committee		Committee
Bruce Kammer	Board of Directors	Dorothy Thompson	Diversity Committee
Bruce Kammer	Multiple Listing Issues & Policies Committee	Noggin Wild	Business Issues Policy Committee
Jesse Lane	Business Issues Policy Committee	Noggin Wild	Real Property Valuation Committee
Nancy Lane	Board of Directors	Chris Wilson	RPAC Major Investor Council
Nancy Lane	Commercial Committee	Chris Wilson	RPAC Trustees Fundraising Committee

2014 MAR Leadership Team



Nancy Lane

President Janice Shows, Ridgeland



President-Elect Andrea Inman Cummins,Oxford



First Vice President/Southern District VP Lisa Hollister, Ocean Springs

Vice Chair, Commercial Economic Issues & Trends Forum



Central District Vice-President Dorothy Thompson, Jackson



Northern District VP Kris Davis, Columbus



Treasurer David Griffith, Cleveland



Immediate Past President Ken Austin, Pass Christian



Member-At-Large Ex-Officio Bob Leigh, Hernando

Federal Political Coordinators (FPC)

District 1, Alan Nunnelee-Tony Jones District 2, Bennie Thompson-Carla Palmer-Allen

District 3, Gregg Harper–Russell Wilcox District 4, Steven Palazzo-Andy Stetelman

Senator Roger Wicker-Ellen Short Senator Thad Cochran-Larry Edwards

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 J. 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.F. 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 Gallaspy, 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

2011

Jim Conerly, Jackson

2012

Jerry Brewer, Senatobia

*indicates recipient is deceased

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2 Mississippi REALTORS®. A REALTOR® for over 25 years, Shows has been involved in her association since the very beginning of her career while selling real estate, managing agents and coordinating her company's relocation department. In addition, she holds numerous NAR designations including GRI, ABR and SRS, but also has found time to be a part of professional enrichment programs like *Leadership*MAR, *Leadership*MAR Honors class and NAR's Leadership Academy. An active member and past president of the Jackson Chapter of Women's Council of REALTORS®, Shows was awarded REALTOR® of the Year by the Jackson Association of REALTORS® on

two different occasions. A Golden R Major Donor to MARPAC, Shows is also a member of the MARPAC President's Circle.

As if her professional life isn't impressive enough, Shows is a charter and life member of the Junior Auxiliary of Madison-Ridgeland and proudly shares that the charter documents for the organization were signed on her dining room table. With such an extensive professional and service-oriented resume, it is no surprise that Shows has chosen a yearlong emphasis on professionalism, REALTOR® education and service to the community.

MAR's *Real Estate LEADER* had the opportunity to visit with Shows and talk with her about her 2014 Presidential theme "It's Time!"

RL: Do you mind sharing with our members about how you got started in real estate and some other interesting things about yourself?

JS: My interest in real estate began in 1987. My younger daughter was playing softball and her coach/sponsor was a REALTOR*. Spending the best part of the spring and summer with this person around the ball fields, I started investigating this business. As for interesting things about my life--I am the mother of two daughters, the wife of a physician, and I am better known as "YaYa" to my two-year-old grandson. Spending time with family, travelling and volunteering are what I enjoy most.

RL: Describe the meaning of your Presidential theme "It's Time!"

JS As I was considering a 2014 Presidential them, there were a few areas that kept coming to mind that were important to me. The theme "It's Time!" was intended to focus on three areas I want to encourage Mississippi REAL-TORS® to consider when investing their time. The first is to consider quality education over and above the minimum requirements and there is no better place than our own Mississippi REALTOR® Institute to obtain that. I have always believed that quality real estate education is imperative to elevate our performance and cultivate the trust of our clients, family and friends in showing that we are indeed professional. The second area where I would like members to have a renewed commitment is adherence to our founding document, the REALTOR® Code of Ethics, which reached its 100th birthday this past year. Our Code is broken down for us in Articles and Standards of Practice and should be continually reviewed and read to remind us of our responsibilities and commitments as REALTORS®. The third area of emphasis is for REALTORS® to use 2014 as an opportunity to be more involved in service in their communities. Many of our members are already very involved in their communities and my hope this year is to encourage others to do the same.

RL: Why do you feel these issues need to be spotlighted this year? JS: We often get so wrapped up in daily activities that we forget the oath that

we took when we became REALTORS®. When we are bogged down in the details and responsibilities of working in real estate it is easy to forget that we are professionals and that we are to treat each other in the spirit of the Golden Rule. As for the emphasis on education, I find that there are some REALTORS® who view education strictly as the minimum requirement to keep their license and others who are only interested in finding the cheapest education options available. I hope to challenge Mississippi REALTORS® to invest in quality education through our Mississippi REALTOR® Institute and to seek education as a means of becoming a better real estate professional.

RL: You shared with members at the MAR Convention in Biloxi that you would like to focus on the guidelines in NAR's "Pathway to Professionalism." Why is that particular issue important to you?

JS: In addition to the Code of Ethics, Mississippi REALTORS® should adhere to essential core business practices and common courtesies that are profoundly important to building good relationships with clients and fellow REALTORS®. These basic business etiquettes are important not only to new REALTORS® entering the profession, but serve as a reminder to veteran REALTORS® in dealing with peers and the public. The "Pathway to Professionalism" guidelines which were established by NAR are voluntary, but following them is not only an excellent way to build a professional and respected reputation from other real estate professionals, but will foster respect for REALTORS® among consumers.

The common thread that runs throughout "Pathways to Professionalism" is respect for the public, property and our peers. I have included a copy of "Pathways to Professionalism" at the end of this article.

RL: How do you think the re-commitment to professionalism by REALTORS® would impact the real estate industry?

JS: By re-committing to professionalism, we would gain respect of those we serve now and hope to serve in the future.

RL: How do you plan to incorporate your vision of promoting professionalism with Mississippi REALTORS® this year?

JS: I want Mississippi REALTORS® to know that our association is there for them. We, as an association, should stay abreast of what is going on in our industry. I plan to stay focused on the three core items for the year by talking to our members and making board visits across the state.

RL: What would you most like Mississippi REALTORS® to know about you and your vision to serve the members in 2014?

JS: I am humbled to serve as their President this year, but I will need their help to make 2014 a success. This position isn't about just one person getting the job done, but takes a team effort with each member promoting our Mississippi REALTOR® Institute, adhering to and promoting NAR's "Pathways to Professionalism" and giving back to our local, state and national associations as well as our communities. I look forward to working with and visiting our members throughout the year.

Pathways to Professionalism

While the Code of Ethics and Standards of Practice of the National Association establishes objective, enforceable ethical standards governing the professional conduct of REALTORS®, it does not address issues of courtesy or etiquette. Based on input from many sources, the Professional Conduct Working Group of the Professional Standards Committee developed the following list of professional courtesies for use by REALTORS® on a voluntary basis. This list is not all-inclusive, and may be supplemented by local custom and practice.

Respect for the Public

- Follow the "Golden Rule" Do unto others as you would have them do unto you.
- Respond promptly to inquiries and requests for information.
- Schedule appointments and showings as far in advance as possible.
- Call if you are delayed or must cancel an appointment or showing.
- If a prospective buyer decides not to view an occupied home, promptly
 explain the situation to the listing broker or the occupant.
- Communicate with all parties in a timely fashion.
- When entering a property, ensure that unexpected situations, such as pets, are handled appropriately.
- Leave your business card if not prohibited by local rules.
- Never criticize property in the presence of the occupant.
- Inform occupants that you are leaving after showings.
- When showing an occupied home, always ring the doorbell or knock and announce yourself loudly – before entering. Knock and announce yourself loudly before entering any closed room.
- Present a professional appearance at all times; dress appropriately and drive a clean car.
- If occupants are home during showings, ask their permission before using the telephone or bathroom.
- Encourage the clients of other brokers to direct questions to their agent or representative.
- Communicate clearly; don't use jargon or slang that may not be readily understood.
- Be aware of and respect cultural differences.
- Show courtesy and respect to everyone.
- Be aware of and meet all deadlines.
- Promise only what you can deliver and keep your promises.
- \bullet Identify your REALTOR $^{\circ}$ and your professional status in contacts with the public.
- Do not tell people what you think tell them what you know.

Respect for Property

- Be responsible for everyone you allow to enter listed property.
- Never allow buyers to enter listed property unaccompanied.

- When showing property, keep all members of the group together.
- Never allow unaccompanied access to property without permission.
- Enter property only with permission even if you have a lockbox key or combination.
- When the occupant is absent, leave the property as you found it (lights, heating, cooling, drapes, etc). If you think something is amiss (e.g. vandalism) contact the listing broker immediately.
- Be considerate of the seller's property. Do not allow anyone to eat, drink, smoke, dispose of trash, use bathing or sleeping facilities, or bring pets. Leave the house as you found it unless instructed otherwise.
- Use sidewalks; if weather is bad, take off shoes and boots inside property.

Respect for Peers

- Identify your REALTOR® and professional status in all contacts with other REALTORS®.
- Respond to other agents' calls, faxes, and e-mails promptly and courteously.
- Be aware that large electronic files with attachments or lengthy faxes may be a burden on recipients.
- Notify the listing broker if there appears to be inaccurate information on the listing.
- Share important information about a property, including the presence of pets; security systems; and whether sellers will be present during the showing.
- Show courtesy, trust and respect to other real estate professionals
- Avoid the inappropriate use of endearments or other denigrating language.
- Do not prospect at other REALTORS®' open houses or similar events.
- Return keys promptly.
- Carefully replace keys in the lockbox after showings.
- To be successful in the business, mutual respect is essential.
- Real estate is a reputation business. What you do today may affect your reputation and business for years to come.

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2014 MAR President Janice Shows shares her vision in inaugural address

2014 MAR President Janice Shows shared a charge to REALTORS® to begin now to focus on professionalism, education and service following her induction as 2014 MAR President. Shows was sworn in by 2009 MAR President Lynette Praytor during the 2013 Installation Gala at the Beau Rivage in Biloxi.

As you can see behind me and on your tables, our theme for 2014 is "It's Time!!" William Penn, the famous statesman and founder of the Pennsylvania colony, once said, "Time is what we want most, but what we use worst." I think we all find that to be true on a regular basis. So this year I'd like for us to focus on Time, and making the very best use of the Time that we'll be given.

There are many ways to use Time wisely, but I'd like to focus on three tonight.

First of all it's Time for Education! The opportunities for formal real estate education are more numerous and easier to find than ever. And with the pace that things are changing, the need for education has never been

greater.

When you received your real estate license, you stepped on the first rung of a ladder, but that first rung just serves to hold one foot so that you can stretch the other to a higher rung. I'd like to challenge you to elevate your focus — aspire to learn more than just the basics, to continue to expand your knowledge of this business and to never stop learning new ways to serve your clients. Plan this year to start working on a new designation — to learn how to be more tech-savvy — to devote some significant time to being a student again.

Just one final reminder about education -- your Mississippi REALTOR® Institute remains your best source for education in our state, not only because it only uses instructors licensed in Mississippi who know Mississippi real estate, but also because it is YOUR real estate school. When the REALTOR® Institute prospers, our association prospers as well.

The second thing that I'd like to focus on is Professionalism — It's Time for us to focus some effort on elevating our performance, on cultivating the trust of our clients and our neighbors and friends. We've spent 2013 celebrating the 100th anniversary of the REALTOR® Code of Ethics, and complying with the Code is one of the core responsibilities of a REALTOR®. But even beyond the Code of Ethics there are professional courtesies, behaviors which demonstrate honesty and trustworthiness that inspire our clients and fellow REALTORS to a greater confidence in us as agents. The future of this profession depends on how we conduct ourselves and how we treat each other and consumers today. It's Time right now, individually and as an association, to build a reputation for excellence and professionalism.

And finally, it's Time for Service. First, your REALTOR® Association needs your participation, we need your innovative ideas, your thoughtful suggestions and we need your leadership. And beyond MAR, our Mississippi cities and towns need your involvement and action too. There is an old Chinese proverb that says, "If you want happiness for an hour, take a nap. If you want happiness for a day, go fishing. If you want happiness for a year, inherit a fortune. If you want happiness for a lifetime, help somebody." We truly are at our best when we are focused on the success of others. It's a privilege to spend time in service to a great cause. I hope that you'll find Time this year to serve.

So - It's Time! Time for Education, for Professionalism and for Service. The opportunities are before us, distractions are plentiful, and our Time together, just for a year, will fly by. But collectively, Time well-spent this year will benefit our association and our profession. And I think we'll all get a lot of personal benefit from it too. Again, thank you for your commitment to real estate and to MAR. I'm very much looking forward to spending my Time with all of you this year.



FOR THE TECH OF IT



BY CHRIS ADCOCK

What CryptoLocker taught us about viruses

ast year, I wrote an article about viruses and tried to dispel some common misconceptions. Firstly, I discussed how virus scanners are often unprepared for new viruses, as they do not yet have a defini-

tion for the virus. If you get infected with a virus within the first few months of its creation, your virus scanner might not give you any protection or notification that you are infected.

Secondly, I mentioned that just updating your virus scanner's definitions is not enough to remove viruses you may already have infected you. As your scanner gets new definitions, it will typically discover and attempt to stop viruses from infecting your computer, but if your com-

puter is already infected with a virus, it is less likely to discover it without running a full scan with the new definitions. To really ensure your computer is clean, you need to do regular scans. Some virus scanners have scheduled full scans that automatically run once a week or so, though most require you to run a scan manually. I recommend full scans every two to three weeks.

Finally, I went over some of the more common ways viruses get on your computer. Often, virus infections come from executable attachments in emails (like .exe, .zip, .bat, and .src files). You can also get a virus by visiting an infected website, which is why you have to be careful clicking suspicious links in emails or on Facebook.

This year we discovered the now infamous CrypoLocker virus. Once this particular virus infects your computer, it secretly starts encrypting all of your files. After it is finished, it pops up a message telling you that you are infected with the virus, and informing you that all of your files have been encrypted. If you do not pay a "ransom" of about \$300 within a short window of time, you will be unable to recover your files. Many virus scanners can remove the CryptoLocker virus, but none can recover your encrypted files. Without the encryption key (provided by the attacker), your documents, pictures, etc. are unrecoverable. We've seen "ransomware" viruses before, but none that actually encrypted files, which makes it practically impossible for you to recover.

Most virus scanners have since updated with definitions that should block CrypoLocker, but you shouldn't let your guard down. Rewriting of the virus, or simply another virus maker utilizing the same file encryption strategy, would produce viruses that would likely be able to infect your computer even with protection.

The real lesson from CryptoLocker is that there is no substitute for backups. No matter how good your protection, all it takes is one virus infection for you to lose all of your data. Luckily, this is not extremely common. But that could quickly change as other virus creators mimic CryptoLocker's success. Having an up-to-date backup is a good fall-back if you lose access to your files. Of course, there are lots of other reasons to have backups: hard drive failure, lost/stolen computer, natural disas-

ters, etc. CryptoLocker was a wakeup call for many who do not have a good backup solution.

How do currently handle backing up your data? Hopefully you have

some type of backup. If you do the most basic backup solution, you likely have an external hard drive hooked into your computer where you manually or automatically backup critical files. But if this drive is always plugged in, this drive could be vulnerable to CryptoLocker or a similar virus. If it is plugged into your computer, a virus could easily encrypt the files on your external drive also. If you were to become infected with CryptoLocker, or anoth-

er virus, you could lose access to the files on your computer and the ones on your backup drive. To really protect yourself, you need to leave external drives disconnected when not making a backup, or only use an external drive in addition to an off-site backup. There are many offsite backup solutions, with Carbonite and Mozy being two of the more well known. Most of these services will allow you to recover your files after being deleted or encrypted. You want to make sure the service you choose has a feature to recover files deleted or modified for a period of time. For example, with Carbonite, if you accidentally delete or modify a file, you can recover a previous copy for up to 30 days. If you were to become infected with CryptoLocker, encrypted files might be uploaded, but you would still have 30 days to download your previous unencrypted files.

E-mail is still one of the most common carriers for viruses. CryptoLocker would send itself as an attachment, disguising itself as something else. The file might be Report.PDE exe. Users opening the file would assume it was a PDF document, when it was really an executable file. You should never open an unknown file ending in .exe, .bat, .src, or .com from an E-mail attachment.

Social media has brought new challenges for virus protection. Viruses are able to spread rapidly and take advantage of the window of time it takes for definitions to be written and distributed to users. Viruses are now posting on infected users' Facebook walls and Twitters account with malicious links. Be cautious of suspicious posts on social media sites, even if posted by someone you know.

To make sure your 2014 isn't wrecked by a virus, make sure you have an anti-virus that is updating. Ensure you have backups other than just an external hard drive always plugged in. Run a full virus scan every two to three weeks. And be cautious about links you click on social media sites and email, and avoid executable email attachments.

Chris Adcock is MAR's Information Technology Manager. Contact bim at cadcock@msrealtors.org



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Pam Pybas



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Noggin Wild McComb

Jackson

Chris Wilson Laurel

Nell Wyatt Ridgeland









of REALTORS*

Corinth Gulfport **Crystal \$2500**



Tony Jones Olive Branch

























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Local Board MARPAC participation levels

As of October 29, 2013 MARPAC reached 110.5% of its 2013 goal with \$221,023.50 and 51.1% of its 51% Fair Share participation goal.

Biloxi-Ocean Springs	52.7 %	
Clarksdale	66.7%	
Cleveland	38.1%	
Four County	21.2%	
Golden Triangle	54.9%	
Greenville Area	59.5%	
Greenwood	60.5%	
Grenada	105.9%	
Gulf Coast	53.5%	म
Hattiesburg	59.8%	05 n
Jackson	40.4%	Fair Share Participation Goa
Laurel	60.8%	rticip
Meridian	70.9%	e Par
MAR	600.0%	Shar
MCAR	72.9%	air.
Natchez	36.8%	"
North Central	32.5%	
Northeast	56.8%	
Northwest	65.1%	
Pearl River	54.5%	
Southwest	68.2%	
Vicksburg	30.2%	
Total Participation	51.1%	100%



REALTOR® Day at the Capitol

Save the Date / Thursday, February 6th

Join with other REALTORS® at the Mississippi State Capitol to meet face to face with your state lawmakers, hear a legislative update and help honor MAR's 2013 Legislators of the Year.

The Capitol events will be followed with our annual Legislative luncheon at the MAR Building on Lakeland.

State Capitol, Downtown Jackson

Check-in/Doughnuts and Coffee 8:30 am - 9:30 am9:30 am -10:00 am Legislative Briefing Old Supreme Court Chambers, Rm 216

10:00 am −10:30 am Guest speakers and Legislators of the Year Awards Presentation Old Supreme Court Chambers, Rm 216

10:30 am −11:30 am Meet with your Legislators

MAR Building, Lakeland Drive in Jackson

11:30 am – 12:45 pm Political Advocacy Luncheon

To join us for REALTOR® Day at the Capitol, please register by Monday, February 3rd at http://msrealtors.org/Events/REALTORDay.php. There is no charge for this event.

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Rita Holley, Meridian Gloria Holliday, Tupelo Geraline Holliman, Columbus Deanna Hollinger, Oxford Lisa Hollister, Pascagoula Jeanette Hollowell, Olive Branch Philip Holman, Jackson Bonnie Holmes, Brookhaven Edwin Holmes, Madison Iames Holmes, Hattiesburg Margaret Holmes, Pascagoula Cindy Holt, Ridgeland Gerald Honea, Magnolia Andy Hood, Madison Carl Hoover, Olive Branch Paul Hopper, Ridgeland Jessie Hornback, Yazoo City Carol Horne, Tupelo Kristi Horne, Madison Ellen Horton, Clinton Dick Houghton, Ocean Springs Brenda Housley, Hattiesburg Debbie Houston, Grenada Kelly Howard, Madison Frank Howell, Columbus Mary Jo Howes, Biloxi Ashley Howie, Flowood Christine Hudson, Vancleave Lana Hudson-Cole, Brandon Royce Hudspeth, Columbus Sharon Hudspeth, Columbus George Hughes, Booneville Geri Hughes, Gulfport **Iill Hughes, Summit** Sue Humphreys, Brandon Julie Hunger, Picayune Bailey Hunt, Senatobia Eva Hunter, Madison Thomas Hurdle, Oxford Tommye Hurtt, Flowood Charles Hutcheson, Meridian Marie Hutcheson, Meridian Mary Lou Hutchinson. Collinsville Tamara Hutton, Brandon Jane Hyde, Ridgeland Nancy Iles, Natchez Cheryl Infante, Ocean Springs Joey Ingram, Flowood Randy Inman, Brandon Sandra Irby, Brandon Betty Jo Ison, Hattiesburg Alicia Jackson, Vancleave Eric Jackson, Meridian Irene Jackson, Madison James Jackson, Greenwood Mary Jackson, Cleveland Sheila Jackson, Jackson Teresa Jackson, Ridgeland Trev Jackson, Flowood Virginia Jackson, Meridian Judith Jacobs, Pearl Dawne Jakubik, Ocean Springs Charisa James, Byram Gwen James, Hattiesburg Bryan Jameson, Madison Pat Iefcoat, Hattiesburg John Jenkins, Jackson Lee Jenkins, Ocean Springs Marshall Jenkins, Saltillo Martin Jenkins, Meridian

Nan Jenkins, Southaven Rita Jensen, Brandon Cynthia Joachim, Biloxi Elizabeth Joachim, Ocean **Springs** Warren Johansen, Hernando Beverly Johnson, Magnolia Cecil Johnson, Carriere Chris Johnson, Ocean Springs David Johnson, Holly Springs Elizabeth Johnson, Brookhaven Harold Johnson, Ridgeland Hugh Johnson, Jackson James Johnson, Laurel Jean Johnson, Laurel Joseph Johnson, Hattiesburg June Johnson, Ridgeland Karen Johnson, Ocean Springs Patricia Johnson, Columbus Rita Johnson, Olive Branch Wanda Johnson, Hernando Gregory Johnston, Ridgeland Ronnie Johnston, Vicksburg Titus Johnston, Horn Lake George Joiner, Oxford Alese Jones, Flowood Angela Jones, Hattiesburg Betty Jones, Biloxi Dana Iones, Ocean Springs Donald Jones, Gulfport Herbert Jones, Vicksburg Jeremiah Jones, Jackson Jimmy Jones, Southaven John Jones, Pascagoula Kenneth Iones, Gulfport Kevin Jones, Hernando Lea Jones, Southaven Mary Jo Jones, Gulfport Paulette Jones, Diamondhead Ron Jones, Ridgeland Samuel Jones, Hernando Sinnana Jones, Hattiesburg Stephen Jones, Columbus Tony Iones, Olive Branch Trey Jones, Hattiesburg Willie Jones, Columbus Cecil Jordan, Collierville Heather Jordan, Ocean Springs Richard Jordan, Tupelo Peggy Joyner, Tupelo Burt Juneau, D'Iberville Andrew Kalinowski, Columbus Joseph Karr, Oxford James Kavitz, Brookhaven Estus Kea, Bay Saint Louis William Kearney, Bay St. Louis Christopher keebler, Ocean Springs Glenda Keenan, Oxford Tommye Keith, Flowood Amber Kellev, Biloxi Maggie Kate Kelly, Ridgeland Dorris Kendrick, Gautier Guy Kennedy, Southaven Jim Kennedy, Meridian Karen Kessling, Carriere Thomas Ketchings, Hattiesburg Melissa Kev. Sumrall Tracy Key, Hattiesburg J.R. Keys, Jackson Saira Khan, Walls Barbara Kidd, Meridian

Joan Killingsworth, Flowood Rickey Kimble, Tupelo Janet Kinard, Grenada Wallace Kincaid, Madison Debbie King, Petal Doyle King, Madison Gail King, Mccomb Jeff King, Brookhaven Lynn King, Madison Metra King, Southaven Jane Kingsafer, Hattiesburg Addie Kinney, Vancleave Wylene Kirk, Madison Tracy Kirkley, Olive Branch Jerome Kittrell, Meridian Brenda Knight, Jackson Kevin Knight, Tupelo Randy Knouse, Ridgeland Keith Knowles, Tupelo Terence Koontzy, Ridgeland Marvin Koury, Gulfport Slade Kraker, Starkville Anna Kral, Gulfport Kathleen Kranz, Gulfport Margaret Krayer-Lucado, Hernando Nessa Kreps, Ridgeland Brenda Kretschmar, Greenville Danae Kubicki, Hattiesburg Patricia Kurtz, Tupelo Marjorie Kusser, Diamondhead Annice Kyle, Southaven Carmen Kyle, Southaven Frank Lacey, II, Kosciusko Aimee Lacy, Meridian Tronnie Lacy, Clinton Jane Ladner, Ridgeland John Ladner, Poplarville Lisa Ladner, Picayune Patricia Ladner, Gulfport Lois Laird, Columbus Colleen Lally, Magnolia Betsy Landers, Madison Marcia Landers, Flowood Phil Landers, Flowood Deborah Landry, Gulfport Debi Lane, Mendenhall Jesse Lane, Jackson Nancy Lane, Jackson Pat Lane, Starkville Shawn Lane, Biloxi Margaret Laney, Oxford Mary Lang, Greenville Regina Langlinais, Ocean Springs Lisa Langston, Pearl Gary Lankford, Gulfport Carl LaRosa, Pass Christian Jennifer Larson, Long Beach Angela Laster, Columbus Ann Lauman, Jackson Denise Lawler, Ocean Springs Janet Lawrence, Gulfport Max Lawson, Osyka Sallie Lawson, Biloxi Tarzan Lawson, Memphis Hoang Le, Gulfport Brooke LeBlanc, Mc Comb Margarita Leblanc, Olive Branch Philip LeBlanc, Long Beach Stephanie LeClair, Grenada

Beverley Lee, Gulfport D. Danny Lee, Waveland Jason Lee, Tylertown Jimmie Lee, Meridian Linda Lee, Biloxi Martha Lee, Hattiesburg Stephanie Lee, Ocean Springs Leigh Anne Leech, Brandon Gave Leggett, Mchenry Peggy Leigh, Batesville Robert Leigh, Southaven Alex Lenoir, Madison Fonda Lester, Madison Jimmy Levy, Gulfport Andrea Lewis, Vicksburg Sheila Lewis, Laurel Tracy Lewis, Olive Branch Mun Lian, Hattiesburg Kayla Libiszewski, Diamondhead Jan Liles, Grenada Gloria Lindsey, Southaven Scott Lindsey, Smithdale Gail Litchliter, Jackson Julie Little, Corinth Vickie Lizana, Gulfport Sidney Lloyd, Jr., Ocean Springs Dan Loflin, Jackson Dean Loftis, Columbus Rose Loftis-Yates, Southaven Libbi Logan, Cleveland Donna Lombardo, Southaven Jane Long, Gulfport Karen Long, Tupelo Phillip Long, Columbus Tiffany Longo Butcher, Waveland Diane Lott, Hattiesburg Dionne Loudenslager, Mc Comb Roy Loudenslager, Mccomb Rebecca Love, Olive Branch Amelia Lovorn, Olive Branch Bea Luckett, Tupelo Monte Luffey, Gulfport Judy Lundy, Grenada Deborah Luster, Clarksdale Chet Lutkins, Ocean Springs Mallory Mackey, Biloxi Cliff Magee, Mccomb Dawn Magee, Flowood Jarrett Magee, Southaven Kristy Magee, Gulfport Lola Magee, Meridian Carol Magers, Diamondhead Sherry Maggio Flynn, Walls Kim Magoun, Madison Kerri Mahan, Pass Christian Susie Maier, Madison Jared Makamson, Long Beach Parrish Malouf, Ridgeland Clare Maness, Hernando Mandy Mangrum, Ridgeland Carl Manning, Gautier Louis Mapp, Hattiesburg Sheryn Maricle, Hernando Terry Marks, Flowood Bob Marsh, Ocean Springs Jeanelle Marshall, Madison Jonathan Marshall, Gulfport Richard Marshall, Gulfport Tammy Marshall, Picayune Dean Martel, Gulfport

Loretta Martello, Ridgeland Barbara Martin, Moss Point Benjamin Martin, Tupelo Joanna Martin, Ellisville Susie Martin, Laurel Suzanne Martin, Gautier Vickie Martin, Brookhaven Allie Martin, Jr., Tupelo Doug Maselle, Flowood Monique Maselle-Kelly, Flowood Elleen Mashburn. Diamondhead Pat Mashburn, Diamondhead Carol Massey, Olive Branch Helen Massey, Southaven Pamela Mathis, New Albany Janice Matthews, Columbus Wil Matthews, Oxford Margie Matthews-Mays, Southaven Mike Maxfield, Greenville Betty Maxwell, Diamondhead Linda Maxwell, Southaven Area Mays, Hernando Aaron McAdams, Hattiesburg Caitlin McAdams, Hattiesburg Ashley McAdory, Flowood Connie McAlister, Summit Rickey McAlister, Mccomb Barry McArthur, Sumrall Michelle McAuley, Tupelo Gregory McCaffrey, Gulfport Robin McCaffrey, Hattiesburg Michael McCaleb, Ocean Springs Robin McCaleb, Gulfport Rebecca McCann, Southaven James McCarthy, Memphis Melton McCarty, Columbus Sara McCaughan, Brandon Rick McCay, New Albany Patrick McClay, Walls Charl McCloud, Tupelo Cynthia McCool, Madison Matthew McCool, Kosciusko Cheryl McCormick, Olive Branch Durwood McCormick, Olive Branch Tara McCoy, Madison Ruth McCraney, Greenville Michael McCreary, Corinth Micah McCullough, Jackson Dianna McCutcheon, Horn Lake Greg McCutcheon, Horn Lake Linda McDaniel, Hernando Robin McDaniel, Mccomb Robin D. McDaniel, Hazlehurst Lynn McDerment, Lucedale Kelly McDonald, Madison Suzie McDowell, Flowood Carol C. McElroy, Meridian Brenda McFall, Gulfport Margie McFarland, Gulfport Nancy McGill, Ocean Springs Delayne McGowan, Flowood Fave McGuffee, Clinton J. D. McIntosh, Flowood Rita McIntosh, Flowood Pam McKay, Grenada Jeff Mckelroy, Hernando

April McKenna, Gulfport Emeldia McKey, Biloxi Tonja McKim, Southaven Anthony McLaughlin, Southaven Codi McLellan, Kosciusko Larry McMahan, Hattiesburg Maggie McMichael, Petal Nicole McMichael, Madison Brent McMillan, Liberty Jay McMiller, Olive Branch Jennifer McMinn, Oxford Judith McMurphy, Biloxi Loralee McMurphy, Biloxi Mike McMurray, Gulfport Shannon McNair, Gulfport Susan McNamara, Jackson PATRICK MCNAUGHTON, Southaven John McNeese, Columbia Debbie McNeil, Bay Saint Louis Joann McPherson, Collinsville Brenda McRae, Southaven Lena McRae, Meridian Bill McWilliams, Olive Branch Debbie McWilliams, Mccomb Grace Meadows, Flowood Terry Medley, Gulfport Judy Melancon, Picayune Donna Melton, Saucier Sandi Menendez, D'Iberville Abraham Menhel, Greenville Patrick Merrill, Ocean Springs William Merritt, Natchez Jacki Metcalf, Southaven Henry Michel, Jackson Walter Michel, Jackson Julie Middleton, Flowood Trenton Milam, Jackson Bruno Milanese, Ocean Springs Linda Miles, Southaven Bryan Miller, Tupelo Kim Miller, Magee Linda Miller, Ocean Springs Marian Miller, Clarksdale Mary Miller, Picayune David Milling, Jackson Francis Minnehan, Gulfport Joseph Mistilis, Oxford Anne Mitchell, Pass Christian Clint Mitchell, Oxford Dana Mitchell, Madison Harry Mitchell, Picavune Hayden Mitchell, Hattiesburg Kathryn Mitchell, Ocean Springs McNeil Mitchell, Tylertown Melanie Mitchell, Starkville Sandra Mitchell, Lucedale Jerry Mixon, Marks John Mixon, Jackson Annette Mize, Greenwood Shelli Mohan, Biloxi Yasmin Mohiuddin, Gulfport Angela Mohr, Tupelo Kandace Monsivais, Laurel Donna Monsour, Meridian Mark Montet, Waveland Bettina Montgomery, Oxford Thomas Montgomery, Oxford Doris Moody, Columbus Janet Moody, Olive Branch Barbara Mooney, Columbus Eric Moore, Quitman

John Moore, Olive Branch Melvin Moore, Greenville Sabrina Moore, Ridgeland Sara Moore, Ocean Springs Crystina Moran, Gulfport Anita Morgan, Greenwood John Morgan, Madison Thomas Morgan, Mccomb Tommy Morgan, Tupelo Cindy Morgan-Fancher, Olive Branch Aiax Morris, Cleveland Bill Morris, Flowood James Morris, Gulfport Marlon Morris, Jackson Patricia Morris, Florence Kelly Moses, Gulfport Judy Mosley, Bruce Linda Mote, Brandon Gale Mueller. Southaven Jan Munn, Ocean Springs William Murdock, Hernando Edna Murray, Crosby Jackye Murray, Mccomb Annabel Musgrove, Picayune Anne Myers, Jackson Pat Myers, Laurel Robert Myers, Oxford Tena Myers, Flowood Shelia Myles, Flowood Billie Myrick, Ocean Springs Donald Nace, Hattiesburg Winnie Nace, Hattiesburg Savita Nair, Jackson Farokh Nanavaty, Brandon David Napier, Southaven Connie Necaise, Waveland Guy Necaise, Gulfport Edwin Neelly, Tupelo Carolyn Nelson, Brookhaven Teresa Nelson, Gautier Kay Newman, Mccomb Summer Newman, Gulfport Chris Newsom, Hernando Karen Newsom, Jackson Sam Newsom, Leland Susan Newton, Ridgeland Christy Nguyen, Biloxi Hue Nguyen, Gautier Sheila Nicholas, Ridgeland Katherine Nichols, Corinth Sharon Nichols, Hattiesburg Donna Nigro, Ridgeland Stephanie Nix, Byram Betsy Nolan, Diamondhead Carlene Noone, Madison Joyce Noone, Madison Susan Norris, Biloxi Teresa North, Corinth Carrie Northam, Brookhaven Fred Nosef, Greenville Ronnie Nowell, Jackson Stephanie Null, Meridian James Nutt, Madison Tammy Nutt, Madison Michael Oakes, Biloxi Gloria Oakley, Hernando Emily O'Beirne, Natchez Cara O'Bryant, Hernando Paul Ockmand, Lumberton Cliff O'Conner, Senatobia Beverly Odom, Collinsville

Diane Odom, Memphis Kurt Olivent, Southaven Canda Olmi, Bay Springs Courtney Olsen, Gulfport Susan O'Mara, Ridgeland Erica O'Neal Leidigh, Wiggins Eunice Ooi, Gulfport Tina O'Quinn, Tupelo Burgess Orgeron, Diamondhead Michael Oswalt, Madison Kane Overstreet, Starkville Virginia Overstreet, Gulfport James Overton, Natchez June Owens, Hattiesburg Anthony Pace, Gulfport Debra Pace, Hattiesburg Kassie Paddock, Flowood Travis Paige, Biloxi Christine Palmer, Ridgeland Dov Palmer, Mccomb Jeff Palmer, Purvis Kathy Palmer, Hattiesburg Stephanie Palmer Cummins, Ridgeland Carla Palmer-Allen, Ridgeland Ronald Panissidi, Nesbit Melissa Parish, Southaven Phield Parish, Greenville Gary Parker, Flowood Kelly Parker, Mccomb Olivia Parker, Saltillo Phyllis Parker, Jackson Samantha Parker, Olive Branch Linda Parks, Ocean Springs Yolanda Parris, Byram Diana Parrish, Brandon Steven Pascua, Gulfport Bradley Patano, Biloxi James Patano, Biloxi Jason Patrick, Hattiesburg Douglas Patterson, Amory Tina Pavlov, Gulfport Alicestine Payne, Memphis Barbara Pavne, Gulfport Neil Payne, Jackson Gerry Peak, Germantown Christopher Peaks, Olive Branch Brenda Pearce, Tupelo Joyce Pearson, Booneville Wendy Peavy, Biloxi Sonya Peck-Imomoh, Horn Lake Chris Peede, Brandon Margaret Peel, Tupelo Kenneth Peeples, Bude Jacqueline Pegues, Oxford Debbie Pennington, Coldwater Suzanne Pennington, Southaven Anika Perkins, Columbus Pete Perkins, Columbus Sally Perkins, Hattiesburg Tina Perkins, Ocean Springs Teena Perry, Hattiesburg Karen Peters, Gulfport Michael Peters, Jackson Mitchell Peters, Jackson Samuel Peters, Jackson Twila Peterson, Gautier Leslie Pettey, Tupelo Cecil Pettis, Hernando

Lynn Pfund, Germantown Elaine Phelps, Ridgeland Gerald Phillips, Laurel Hallie Phillips, Meridian Janice Phillips, Saltillo Mary Phillips, Gulfport Robin Phillips, Olive Branch Thomas Phillips, Columbus Tina Phillips, Gulfport Harry Piascik, Ocean Springs Lydia Pickard, Biloxi Marty Pickard, Hernando Sandi Pickard, Gulfport Tracy Pickett, Oxford Bettye Pierce, Hattiesburg Kevin Pierce, Tupelo Bob Pillow, Jr., Madison Susan Pinkston, Ridgeland Sheila Pinnix, Southaven Colleen Pitre, Carriere Mike Pittman, Clarksdale Linda Pitts, Brandon Penny Pitts, Flowood Hal Pleasants, Greenwood Sharon Plunkett, Ridgeland Yancy Pogue, Bay Saint Louis Amanda Polles, Ridgeland Sharon Pompelia, Meridian Josh Poole, Jackson Wanda Poole, Oxford Francis Poolson, Gulfport James Pope, Columbus Constance Portas, Gautier Cyndi Porter, Hernando Terri Posey, Madison Glenda Poulos, Gulfport Martha Powell, Olive Branch Zeke Powell, Hattiesburg Curtis Powell, Jr., Brandon Lynette Praytor, Flowood Joseph Presley, Kosciusko Ann Prewitt, Ridgeland Ronald Prewitt, Madison Beth Price, Olive Branch Debra Price, Southaven Terrie Price, Ocean Springs Virginia Primos, Jackson Mark Prince, Tupelo Cynthia Pritchard, Gautier Sherry Pullens, Hattiesburg Jill Pulliam, Hernando Victoria Pumford, Long Beach Chris Purser, Madison Pam Pybas, Madison Judy Quick, Madison Janie Quin, Ridgeland Jason Quinn, Jackson Becky Rader, Ridgeland Carol Rafferty, Pass Christian Monica Rainey, Olive Branch Sarita Rainey, Meridian Jim Raley, Madison Suzanne Raley, Meridian Jennine Ramage, Hernando Mindy Ramey, Corinth Brenda Ramm, Pascagoula Dero Ramsey, Starkville Doris Randall, Gulfport Patsy Randle, Starkville Jeff Rankin, Ridgeland Karen Rasberry, Laurel Leslie Ratcliff, Flowood

Kent Raulston, Gulfport Ginny Ray, Jackson Annette Rayburn, Jackson Barbara Rea, Meridian Diana Rea, Columbus Bobbie Ready, Tupelo Maxie Rebsamen, Greenville Cheryl Reed, Meridian Chris Reed, Grenada Clayton Reed, Nesbit Kimberly Reed, Columbus Lisa Reed, Collinsville Robin Reed, Starkville Vickie Reel, Brandon Katherine Regimbal, Columbus Sharon Register, Hattiesburg Betsy Rettig, Saucier Scott Rheams, Biloxi Gina Rhett, Columbus Kathryn Rhett, Columbus Emily Rhinelander, Biloxi Ronnie Rhoda, Southaven Edith Rhodes, Brooklyn Janice Rhodes, Starkville Melissa Rhodes, Madison Katherine Richard, Pass Christian Paula Richards, Collinsville Barbara Richardson, Jackson Lois Richardson, Biloxi W. Dillard Richardson, Saltillo Paula Ricks, Ridgeland Sarah Rider, Biloxi Keith Ridgeway, Laurel Bob Ridgway, Jackson James Ridgway, Madison Joyce Riley, Tupelo Alex Riser, Kosciusko Steve Rives, Clinton Kimberly Robbins, Collinsville Marley Roberson, Jackson Pamela Roberson, Oxford Joel Roberts, Petal Tracy Roberts, Jackson Cindy Robertson, Clinton Ervin Robertson, Ridgeland Julie Robertson, Hattiesburg Debbie Robinson, Brandon Jacqueline Robinson, Clinton Donna Robison, Olive Branch Rhonda Rodgers, Pontotoc Shirley Roe, Flowood Amy Rogers, Olive Branch Bennie Rogers, Laurel Debbie Rogers, Madison Pamela Rogers, Olive Branch Philip Rogers, Hattiesburg Robert Rollins, Mc Comb Brenda Rollinson, Mccomb Sonya Romero, Ocean Springs Viera Roseburgh, Jackson George Roser, Southaven Jordyn Rosetti-Favret, Gulfport Lawrence Ross, Ocean Springs Sheila Ross, Madison Kathy Rouchon, Brandon Lazaro Rovira, Pass Christian Karla Rucker, Saltillo Genev Ruesga, Biloxi Theda Ruff, Madison Michele Rumbley, Madison Heath Rushing, Tylertown

Jean Rushing, Madison Kathleen Rushing, Jackson Lonnie Rushing, Clinton Stephanie Russo, Picavune Cindy Ruth, Grenada Denise Rutherford, Waveland Kim Rutland, Hattiesburg James Ryals, Biloxi Ron Ryals, Columbia Jeremy Ryan, Collierville Amanda Ryle, Gulfport Charlotte Sadler, Biloxi Tommy Salmon, Olive Branch Dee Salvas, Gulfport Mark Samsel, Clinton Richard Sanchez, Gulfport Sandra Sanchez, Gulfport B.L. Sanders, Olive Branch Brandon Sanders, Madison Debra Sanders, Madison Larry Sanders, Madison Melanie Sanders, Greenville Sheila Sanders, Greenwood Leah Sandidge, Clinton Jimmie Sandifer, Jackson Joderick Sandifer, Jackson Marilyn Sappington, Pontotoc Barbara Sauls, Laurel Tracy Sauls-Mason, Ridgeland David Saulters, Hattiesburg Natalie Savell, Madison Reginald Savoie, Poplarville Jane Sawyer, Long Beach Betty Saxton, Madison Debbie Scairono, Gulfport Melissa Scheid, Saucier Susan Schneeflock, Ridgeland Linda Schonewitz, Saucier William Schonewitz, Biloxi Brandy Schulz, Tupelo Lindsey Scollard, Hattiesburg Charles Scott, Carriere Ereka Scott, Madison Virginia Scott, New Albany Sherry Scott-Chambers, Memphis Kimberly Seal, Long Beach Taravia Seals-Harris, Madison Steve Seaman, Pascagoula Linda Seifert, Hattiesburg Louann Sekul, Ocean Springs Barbara Sellers, Hattiesburg Larry Semski, Ocean Springs Teri Shaifer, Natchez Delphine Shanks, Jackson Monique Shannon, Brookhaven Richard Shapley, Ridgeland Kass Sharp, Starkville Stephanie Shaw, Gulfport Ron Sheets, Cordova Thomas Shelton, Vicksburg Estelle Sherer, Clinton Ginger Sheriff, Florence Ida Sherman, Ocean Springs Richard Shields, Jackson Carol Shippey, Bay St. Louis Clay Short, Tupelo Ellen Short, Tupelo Janice Shows, Ridgeland Sheri Shramek, Clinton Nancy Shroyer, Gulfport Barbara Shute, Picayune

James Sills, Madison Amber Simmerman, Southaven Margaret Simmons, Gulfport Suzanne Simmons, Flowood Larry Simons, Flowood Collier Simpson, Madison Judith Simpson, Tupelo Kimberly Simpson, Gulfport Jean Sims, Gulfport Martha Sims, Laurel Casey Sipili, Hattiesburg Dolly Skelton, Southaven Heather Skelton, Potts Camp Dorothy Slade, Hattiesburg Alice Smith, Ridgeland Bo Smith, Jackson Cameron Smith, Brookhaven Carrie Smith, Picayune Charlie Smith, Greenwod Christine Smith, Jackson Cindy Smith, Flowood DeLois Smith, Hattiesburg Diane Smith, Madison Doris Smith, Holly Springs Dorothy Smith, Jackson Ellen Smith, Madison Jacquelyn Smith, Natchez Iane Smith, Columbus Iane Smith, Iackson Jeffrey Smith, Southaven Johnny Smith, Meridian Justin Smith, Brandon Kathryn Smith, Ellisville Lisa Smith, Southaven Monte Smith, Tupelo Patricia Smith. Gautier Ronald Smith, Tupelo Sharon Smith, Jackson Stephany Smith, Brookhaven Jim Smithson, Olive Branch Sharon Sofford, Pass Christian Carmen Sones, Poplarville Amy Sonnier, Ocean Springs Lori Sorenson, Powhatan Mike Soutullo, Pearl Janet Spain, Flowood Ramona Spann, Jackson Brenda Spencer, Tupelo Karen Spencer, Grenada Woody Spiers, Picayune Evelyn Spillers, Oxford Donna Spooner, Ridgeland Countina Spurlock, Mccomb Candace Spurzem, Flowood Lisa Stala, Gulfport Victor Stanfield, Gulfport Michelle Stanley, Columbia Patti Stark, Pontotoc Kelley Starnes, Brandon Linda Starns, Madison Kay Staten, Grenada Beth Stauffer, Tupelo Anna Stedman, Natchez Doe Steely, Flowood Christian Stefferud, Madison Edward Stephenson, Oxford Stephen Stetelman, Hattiesburg Penny Stettinius, Picavune David Stevens, Clinton Jonathan Stevens, Kosciusko Ronnie Stevenson, Greenwood Alahna Stewart, Flowood

Barbara Stewart, Byhalia Carol Stewart, Canton Gary Stewart, Brookhaven Jesse Stewart, Vaiden Julene Stewart, Jackson Maya Stewart, Hattiesburg Paula Stewart, Sardis Perry Stewart, Hattiesburg Stephanie Stewart, Oxford Susan Stewart, Ridgeland Vanessa Stinson, Laurel Darrell Stirewalt, Hattiesburg Richard Stockett, Crystal Pamela Stockstill, Picavune Bill Stoddard, Hernando Bobby Stokes, Ridgeland Christy Stokes, Lakeland Dawn Stolz, Bay St. Louis Charles Stone, Greenville Fav Stone, Greenville Christopher Stovall, Summit Rosemary Stovall, Madison Jacob Strait, Vicksburg William Strauss, Columbus Nancy Street, Hattiesburg Scott Stribling, Clarksdale William Strickland, Lucedale IoAnna Stricklin, Brandon Trov Stricklin, Gulfport Raymond Stronsky, Gulfport Debbie Stroo, Petal Annette Stroupe, Senatobia Martha Strum, Gautier Tracy Stubblefield, Hernando Roger Sturdivant, Brandon Basil Sullivan, Jackson Betty Sullivan, Jackson Jeanette Sullivan, Diamondhead Allan Summerlin, Madison Christy Sumrall, Laurel Sue Sunderland, Gulfport Richard Sutherland, Pascagoula Jane Swain, Ridgeland Edgar Sweatt, Gautier Linda Swinney, Tupelo Mary Swoope, Madison Angela Sylvester, Southaven Suong Tang, Biloxi Rachel Tate, Gulfport Kutenia Tate-Good, Ridgeland Debra Tatum, Ocean Springs Erik Tatum, Madison Ann Taylor, Ocean Springs Dottie Taylor, Grenada Jamie Taylor, Columbus John Taylor, Columbus Marsha Taylor, Holly Springs Richard Taylor, Mccomb Terry Taylor, Southaven Tim Taylor, Water Valley Vicki Taylor, Cleveland Philip Teel, Holly Springs Taffy Teeter, Madison Lynn Telano, Louisville Grace Templet, Picayune Cathy Terrell, Brandon Patrick Terrell, Byhalia Annette Terry, Biloxi Rita Tetzlaff, Picayune Terry Tetzlaff, Picayune Kellie Thames, Rayville

Dee Tharp, Germantown Barry Thomas, Grenada Cindy Thomas, Hernando Elizabeth Thomas, Hernando Iessica Thomas, Ridgeland Katie Thomas, Flowood Mary Thomas, Jackson Naomi Thomas, Pascagoula Rick Thomas, Gulfport Shirley Thomas, Tupelo Terrell Thomas, West Point Terry Thomas, Carthage Denise Thomas -Touchstone, Hattiesburg Dorothy Thompson, Jackson Gloria Thompson, Jackson Jesse Thompson, Jackson LaChoya Thompson, Olive Branch Martha Thompson, Oxford Matthew Thompson, Jackson Donna Thornton, Vicksburg Sherri Thornton, Pascagoula Deborah Tierce, Tupelo Vicki Tindall, Madison Sean Tindell, Gulfport Lisa Tingle, Beaumont Brent Tippitt, Southaven IAMIE TIPTON, Hernando Ann Tolbert, Brandon Ben Tolbert, Olive Branch Sally Toler, Natchez George Tomlinson, Oxford Terry Tomlinson, Southaven Charles Tompkins, Oxford Chad Toney, Liberty Lesly Toohey, Ridgeland Philip Torjusen, Pascagoula Seth Touchstone, Mccomb Richard Travers, Germantown Troy Trigg, Ocean Springs Ed Truett, Jackson Rick Truitt, Greenwod John Trusty, Greenwood J. Mark Tucker, Ellisville Katrina Turk, Hattiesburg James Turner, Madison Jane Ann Turner, Ellisville Jessica Turner, Oxford Sandy Turner, Tupelo Sarah Turner, Madison Dominic Tusa, Biloxi Mary Janita Tyree, Jackson Michael Ueltschev, Jackson Patricia Umberger, Sardis Marjorie Underwood, Jackson Caroline Upthegrove, Saltillo George Upton, Brookhaven Jo Usry, Jackson Lisa Utterback, Hernando Lvnda Vail, Columbus Tammy Valente, Carriere Helen Valentine, Meridian Martha Jo Vance, Jackson Melinda Vassalli-Clark, Gautier Cassandra Vaughan, Meadville Melissa Vaughn, Mathiston Sandra Vaughn, Laurel Chris Veal, Madison Sharon Vecchione, Olive Branch Cindy Vick, Hernando

Kathryn Vickers, Madison Mark Vinson, Ridgeland Jessica Virden, Germantown Gwenn Voigts, Pass Christian Emmett Wade, Hernando Lynn Wade, Ocean Springs Tiffiny Wade, Flowood Ruth Wadley, Madison Gay Waites, Ridgeland Brenda Waldrop, Columbus Justin Waldrop, Tupelo David Waldroup, Biloxi Debbie Walker, Flowood Deborah Walker, Jackson Grace Walker, Tougaloo Jason Walker, Gulfport Mary Walker, Jackson Vicki Walker, Madison Arlene Wall, Gulfport Gail Wallace, Southaven Teresa Wallace, Senatobia Linda Walsh, Ocean Springs Timothy Walter, Gulfport Mary Walters, Aberdeen Fred Walton, Memphis Robin Walton, Tupelo Danny Ward, Jackson Elsie Ward, Memphis Steve Ward, Columbus Betty Ware, Grenada Bobby Ware, Gulfport John Warner, Jackson Jason Warren, Tupelo Kathryn Warren, Ridgeland Letha Warren, Columbia Regina Warren, Long Beach Richard Warren, Natchez Rob Warren, Brandon Tina Warren, Ocean Springs Kara Washington, Flowood Janet Waterhouse, Ocean Springs Jeffrey Waters, Olive Branch Adam Watkins, Hattiesburg Bud Watkins, Terry Mary Watkins, Flowood Carla Watson, Vicksburg Catherine Watson, Ridgeland Sonett Watson, Ridgeland Michelle Way, Flowood Ernie Webb, Brandon Howard Webb, Madison Judy Webb, Starkville Larry Webb, Olive Branch Laurie Webb, Olive Branch Mary Webb, Gulfport Michael Webb, Columbia Robert Webb, Gulfport Sandy Webb, Gulfport Rita Webster, Madison Jodi Weeden, Tupelo Mona Weeden, Tupelo Edith Weems, Southaven Kyla Weems, Jackson James Weidlein, Oxford Barbara Weir, Collierville Zeno Wells, Gulfport Mauri Welzien, Ridgeland Kenneth West, Hattiesburg Vicki West, Tupelo Lorie Westbrook, Ocean **Springs**

Randy Westrick, Gulfport Theresa Weyland, Gulfport Brenda Wheeler, Biloxi April White, Ocean Springs Bart White, Baldwyn Jonathan White, Meridian Mae White, Oxford Rebecca White, Southaven Robert White, Gulfport William White, Olive Branch Candy Whitehead, Ridgeland Teresa Whitehead, Madison Debbie Whitfield, Saucier Dianne Whitfield, Oxford Glenn Whitfield, Madison Rachel Whitt, New Albany Angie Whitten, Columbus Patton Whitten, Columbus Sue Whitten, Columbus Kathy Whittington, Ocean Springs Rebekah Whittington, Brandon Patricia Whitton, Clinton Britt Wicker, Oxford Teresa Wieck, Ocean Springs Jay Wiegartner, Jackson Natalie Wiggins, Hattiesburg R.J. Wilbanks, Olive Branch Watkins Wild, Mccomb Brenda Wiley, Ridgeland Patsy Wilgus, Hattiesburg James Wilkerson, Madison Pam Wilkerson, Hattiesburg Harriett Wilkinson, Starkville Melinda Wilkinson, Jackson Rachelle Wilkinson, Olive Beth Williams, Tupelo Chance Williams, Senatobia Cherry Williams, Columbus Deborah Williams, Batesville Faye Williams, Gulfport Gregory Williams, Ocean Springs Hilbert Williams, Columbus Jeff Williams, Ecru Leslie Williams, Gulfport Stephanie Williams, Flowood Joyce Williamson, Gulfport Nenar Williamson, Hattiesburg Bradley Williford, Ridgeland Christy Willis, Madison Jesse Willis, Vicksburg Rosa Willis, Olive Branch Alex Wilson, Flowood Chris Wilson, Laurel Dimona Wilson, Flowood Judy Wilson, Olive Branch Keith Wilson, Southaven Matt Wilson, Southaven Michelle Wilson, Gulfport Pattye Wilson, Greenville Sandra Wilson, Pass Christian Sydney Wilson, Brookhaven Jeremy Winborne, Jackson Ronald Windham, Ellisville Rosemary Windham, Oxford Caitlin Wing, Madison Barbara Winkworth, Natchez Michele Winstead, Meridian Terry Winstead, Meridian Thellis Winstead, Meridian

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