



BITS & PIECES



Dates to remember

- December 11
Ethics Training LIVE
Ethics Training VIDEO
- December 17
Ethics Training
- December 18
RealTracs Training
2 Sessions—Register @
www.RealTracs.net

Board of Directors
- December 22-23
SPECIAL HOURS
8:30AM—4:00PM
- December 24-26
CLOSED
- December 29-30
SPECIAL HOURS
8:30AM—4:00PM
- Dec. 31 & Jan 1
CLOSED
- January 2
SPECIAL HOURS
8:30AM—4:00PM

**CODE OF ETHICS TRAINING
MUST BE COMPLETED BY
ALL REALTORS® BY 12/31**

**Notice: Annual Dues
are due January 1st!**

**DON'T FORGET TO RENEW
YOUR E & O INSURANCE!!**

A Letter from Your President...

Written by: Ronald Lampley

Hello Everyone:

Can you believe the year is nearly gone? A lot has happened since I last wrote a newsletter. I recently attended the NAR Convention in Orlando, FL. I hope everyone who went had a great time and enjoyed the convention. I hope everyone had a great Thanksgiving. I think, in a economy like this, we tend to forget what all we have to be thankful for.

We now have a new President of the United States. I also think we need to pray. The new President has his hands full.

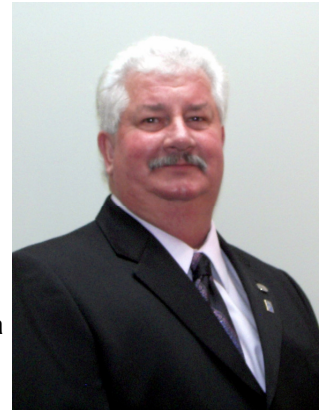
We also have a new President of the Southern Middle Tennessee Association of REALTORS® as of January 1, 2009; Mrs. Devon Montgomery. She also will have her hands full, but I know by working with her on the Board of Directors that she can and will do a great job.

We had our annual REALTOR® Celebration on December 6th. It was great! The Social Committee did a wonderful job.

Well, I have three weeks left as president. I have been so honored and humbled to have this opportunity to serve you. I want to thank everyone for giving me this chance. I want to thank the Board of Directors, for such a great job and all their hard work. By the way, our director, Jim Fullerton won the REALTOR® OF THE YEAR award. Congratulations to Jim for winning that award. I want to thank all the committees and their chairpersons for all their work. I want to thank, and I think all of us should thank, our staff Mary, Rebecca and Tammy for the great job they do everyday.

Thanks again for making this a year to remember, I hope to see you all soon.

Ron Lampley



2008 Board of Directors

Ron Lampley, President

Devon Montgomery, President-Elect

Vonya Goulooze, Secretary/Treasurer

Directors: Robert Counce, Jimmy Dugger (Past President), Jim Fullerton, Jonathan Hickerson, Melissa Pratt, Fay Robinson
Matt Collins, MLS Director

It Was a Night of Celebration!

If you missed the annual REALTOR® Celebration on December 6th, you missed a very BEAUTIFUL event. The theme: Reflections of Elegance was exemplified in the table decorations; the food was wonderful; music provided by DJ Dan Castillo was enjoyed by all - everyone had a tremendous time.

We offer special congratulations to the following:

REALTOR® of the Year – Jim Fullerton

Andy Akin Distinguished Service Award – Ron Lampley

Pioneer Award – Phil Comstock

Career Achievement – Fay Robinson

Student of the Year – Larry Frederick

President's Award – Matt Collins

Matt was also recognized for his two year term as MLS Director.

With our congratulations, we add THANK YOU for all that you do for SMTAR!!!

The Social Committee, Susan Neal, Chair; John Brown; Lori Carr; Sandra Gandee; Marcella Jones; Misty Seabolt and Lacey Sharp deserve a HUGE THANK YOU for a great job of planning this annual event. They worked very hard and it showed throughout the night.

If you missed the Celebration this year, we hope you will begin now to plan to attend next year.....

Quote of the Month

“Dig a well before you are thirsty.”
– a Chinese proverb



Money-Saving Tip!

In vacant properties with active water and power services, set the thermostat to 50—55 degrees to help prevent water pipes from freezing. Be sure to check each property after temperatures dip below freezing.

Mandatory Ethics Training

All REALTORS® must complete an SMTAR-Approved course on the REALTOR® Code of Ethics by December 31, 2008. A list of members who need this course has been posted on our website.. Failure to complete this requirement will result in termination of REALTOR® membership.

Thanks for a Great Year!

**Merry Christmas and many thanks to all of you
for a great year from the staff of the
Southern Middle Tennessee Association of REALTORS®.**

Short Sale Workflow Provided by NAR

The term “short sale” is being used more and more in today’s real estate market. “A short sale is one where title has transferred; where the sales price was insufficient to pay the total of all liens and costs of sale; and where the seller did not bring sufficient liquid assets to the closing to cure all deficiencies.” NAR has provided its members with some great information on the short sale process at:

<http://www.realtor.org/mempolweb.nsf/pages/ShortSales?OpenDocument&Login>

Because this area is “members only” you will need to log in to view the document.

While you’re online, check out this link on short sales, as well:

<http://rismedia.com/wp/2008-09-18/the-short-sales-series-a-recap-from-top-to-bottom>

Notice on Website Advertising

We’d like to remind everyone that the Internet Data Exchange policy, which governs how listing data of your competitors (from RealTracs) is displayed on your website, is very specific as to how this information should be displayed. Please take a moment to review the following excerpt from this policy, paying particular attention to section 13.8(e):

13.8 Any web page displaying the details of another Participant’s individual listing, regardless of the number of data fields in the detail,

- (a) shall display the Participant’s company name in the same type face, color and median size as the other listing data on the page;
- (b) shall display the MTRMLS-approved logo;
- (c) shall display “Information Is Believed To Be Accurate But Not Guaranteed.”;
- (d) shall display “Copyright [insert year] MTRMLS, Inc.”; and
- (e) may not include any contact information or branding of the Participant whose web site it is, or any of its agents, within the “body” of the Listing Content (defined as the rectangular area whose borders are delimited by the utmost extent in each direction of the Listing Content).

Important Contacts:

Tennessee Real Estate Commission
www.state.tn.us/commerce/boards/trec
1-800-342-4031

Tennessee Association of REALTORS
www.tarnet.com
615-321-1477

National Association of REALTORS
www.REALTOR.org
800-874-6500

Your 2008 Association President
Ronald Lampley
RLampley@RealTracs.com
931-364-5111

Your 2008 MLS Director
Matt Collins
Matt@GroverCollins.com
931-359-6231





Get Well Wishes

Best wishes and prayers for a quick recovery to these who need it the most!

For those of you who are ailing that we are not aware of, we hope that you will feel better soon!

Herb Miller—Re/Max Real Estate Partners in Lewisburg, recovering from heart surgery

Bonnie Hickman—White/Woodard Realty in Columbia, recovering from surgery for kidney stones

Patricia Gardner—White/Woodard Realty in Columbia, recovering from bladder surgery

Sgt. Brian Owens—son-in-law of Janice Muncy with Crye Leike Columbia. Sgt. Owens was shot in the line of duty and is in serious but stable condition. He faces further surgeries in the days ahead.

GET WELL UPDATE:

Jo Jo Simms, 10 year old grandson of Wayne Simms at Century 21 AAA in Fayetteville has recovered from his cancer surgery. On November 19, Wayne reported that Jo Jo is now cancer free and he and his family extend their many thanks for all the well wishes and prayers that they received.

SMTAR At Your Service

When you need assistance, we are always just a phone call or an e-mail away. If you reach our voicemail, this means that we are assisting other members, so please leave a message so that we can return your call. Let us know how we can serve you!

We're on the Web!
www.SMTAR.com

With Our Deepest Sympathies...



We honor the memory of those that we have lost, and we send our prayers to those left behind who loved them.

Ott McCain—father of Teresa Benderman with White/Woodard Realty in Columbia

William Ronnie Hart—spouse of Carol Hart with Marshall County Title & Escrow

Marie Rice—mother of Linda May with Century 21 AAA in Fayetteville

James Albert Rose—father of Clark Rose with ERA Crunk in Clifton

Travis Banks—brother of Ken Banks with Crye Leike Columbia



Your Voice for Real Estate in Southern Middle Tennessee.

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