



# Opportunity Knocks



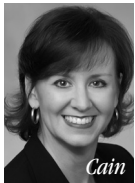
MISSISSIPPI  
ASSOCIATION  
OF REALTORS®

Unlock YOUR potential by taking advantage of the tools, resources, programs, products and services highlighted in this monthly bulletin distributed to Mississippi's 21 local boards of REALTORS®.

A door-opening newsletter from the Mississippi Association of REALTORS®

March 2010

## Cain resigns as CEO after seven years of service to MAR



Cain

Mississippi Association of REALTORS® CEO Angela Cain has resigned her position effective April 1, 2010. Cain has served MAR for seven years, including five years as CEO and leaves behind a solid fiscal foundation for the organization. She has accepted a position as President/CEO of CoreNet Global, the world's leading professional association for corporate real estate (CRE) executives, service providers and economic developers headquartered in Atlanta, GA. 2010 MAR President Tony Jones will be appointing a search committee to conduct a CEO search and to provide a recommended candidate to the Board of Directors for approval.

## REALTOR® Day at the Capitol draws over 120

Over 120 Mississippi REALTORS® gathered at the Mississippi State Capitol on February 4, 2010 to make their voices heard to their lawmakers. REALTORS® were briefed by MAR Governmental Affairs Director Derek Easley on several important legislative issues currently before Mississippi lawmakers, and key lawmakers shared brief remarks.

Senator Walter Michel, R-Jackson, District 25—Hinds/Madison, was awarded the MAR Outstanding Senate Legislator Award for 2009, and Representative Warner F. McBride, D-Courtland, District 10—Lafayette/Panola/Tallahatchie was awarded the MAR Outstanding House Legislator Award for 2009.

Following REALTOR® Day at the Capitol, Mississippi REALTORS® convened at the MAR Building on Lakeland Drive for a Political Advocacy Luncheon. They were motivated for political involvement and MARPAC contribution by keynote speaker NAR First Vice-President Moe Veissi.

## What's new & now

### MAR and the Mississippi REALTOR® Institute are bringing the National Association of REALTORS® newest certification to you

*Complete the following NAR requirements for the SFR Certification prior to March 31 and save over \$190.00:*

- 8-hour SFR Certification course (\$115.00 through NAR)
- Three FREE 1-hour webinars ([www.realtorSFR.org](http://www.realtorSFR.org))
- SFR Certification application (\$175.00 fee waived until March 31)

MAR is bringing the 8-hour certification course to you during the month of March for only \$99.00!

• March 8, 2010	Gulfport	8:30 a.m. to 5:30 p.m.
• March 9, 2010	Picayune	8:30 a.m. to 5:30 p.m.
• March 10, 2010	Hattiesburg	9:00 a.m. to 6:00 p.m.
• March 11, 2010	McComb	8:00 a.m. to 5:00 p.m.
• March 12, 2010	Meridian	9:00 a.m. to 6:00 p.m.
• March 15, 2010	Jackson	9:00 a.m. to 6:00 p.m.
• March 16, 2010	Oxford	9:00 a.m. to 6:00 p.m.
• March 17, 2010	Starkville	9:00 a.m. to 6:00 p.m.
• March 18, 2010	Corinth	8:30 a.m. to 5:30 p.m.
• March 19, 2010	Tupelo	8:30 a.m. to 5:30 p.m.

Visit [www.realtorinstitute.org](http://www.realtorinstitute.org) and click REGISTER FOR A CLASSROOM COURSE to register or call Brinda Boutwell at 601.932.9325.



SHORT SALES AND FORECLOSURE  
RESOURCE CERTIFICATION

## Commercial REALTOR® featured in Mississippi Business Journal



Nancy M. Lane, president of Nancy Lane Commercial Realty in Jackson and 2005 MAR President was recently featured in an article in the Mississippi Business Journal. Lane discussed topics including the current state of commercial real estate in Mississippi, warranties, property damage, broker's fees and zoning ordinances. You can read the entire article at

[www.msbusiness.com](http://www.msbusiness.com)

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**Bill allowing compensation for Broker Price Opinion dead for the 2010 Legislative Session. NAR warns of efforts at State Level to restrict BPO's**

During the 2010 REALTOR® Day at the Capitol, the House of Representatives voted in favor of allowing licensed real estate professionals to receive compensation for performing BPO's. Since the bill was held on a motion to reconsider by one of the bill's opponents, those opposed to the bill were able to convince the Chairman of Judiciary B, Willie Bailey, and House Leadership to let the bill die on the calendar as it faced a Monday deadline to be transmitted to the Senate.

Mississippi is one of just a few states that does not allow licensed real estate professionals to be compensated for performing a service they are already legally allowed to perform. At the national level, the National Association of REALTORS® has become aware of several state legislatures that are considering enacting laws and regulations that would place limits on the ability of REALTORS® to deliver or be compensated for broker price opinions (BPOs). NAR opposed legislation at the federal level limiting BPOs, but states have the capacity to limit REALTORS® authority to provide BPOs. NAR is encouraging state associations to consider opposing these measures and to take steps to clarify the permissible uses for BPOs at the state level.

**NAR launches new consumer web site HouseLogic**

NAR recently launched their new consumer Web site  houseLogic.com which offers everything home owners need to increase, maintain and protect the value of their home. The site provides free information and tools to help home owners with home improvements, maintenance projects, taxes, finances, insurance, and even community involvement. HouseLogic helps consumers make confident decisions about what is often their largest investment – their home.

NAR has been a champion of homeownership rights and opportunities for more than a century. Helping consumers become more informed, responsible home owners is important to the stability and value of the housing market.



**Upcoming classroom opportunities from the Mississippi REALTOR® Institute**

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

Salesperson Pre-License (Night Class)	3/1/2010	6:00 PM	Jackson
Professional Standards Seminar	3/2/2010	1:00 PM	Oxford
Professional Standards Seminar	3/3/2010	9:30 AM	Gulfport
SFR Certification	3/8/2010	8:30 AM	Gulfport
SFR Certification	3/9/2010	8:30 AM	Picayune
SFR Certification	3/10/2010	9:00 AM	Hattiesburg
SFR Certification	3/11/2010	8:00 AM	McComb
SFR Certification	3/12/2010	9:00 AM	Meridian
SFR Certification	3/15/2010	9:00 AM	Jackson
SFR Certification	3/16/2010	9:00 AM	Oxford
ABR - Accredited Buyer Representation	3/16/2010	9:00 AM	Jackson
SFR Certification	3/17/2010	9:00 AM	Starkville
SFR Certification	3/18/2010	8:30 AM	Corinth
SFR Certification	3/19/2010	8:30 AM	Tupelo
Salesperson Pre-License	3/22/2010	9:00 AM	Hattiesburg
Quadrennial Code of Ethics	3/24/2010	1:00 PM	Laurel
State Exam Review	3/24/2010	6:00 PM	Jackson
Professional Standard Seminar	3/25/2010	9:30 AM	Grenada
State Exam Review	3/31/2010	9:00 AM	Hattiesburg

**Online pre-licensing, post-licensing, required and elective courses also available at [www.realtorinstitute.org](http://www.realtorinstitute.org) or call Brinda Boutwell at 1-800-747-1103. To register visit [www.realtorinstitute.org](http://www.realtorinstitute.org)**

**Upcoming Webinars**



*Virtual Sales Meeting*  
Tuesday, March 23  
9:00 a.m.



*Lunch & Learn*  
Wednesday, April 21 12:00 noon  
Special guest: NAR Chief Economist,  
Lawrence Yun



**MAR encourages you to join REALTORS® from across the state on these social networking opportunities.**

**facebook** [www.facebook.com](http://www.facebook.com) and search Mississippi Association of REALTORS®

**twitter** [www.twitter.com/msrealtors](http://www.twitter.com/msrealtors)

**You Tube** [www.youtube.com](http://www.youtube.com) and search MSAssocof REALTORS®