



# 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®

## Housing and lending leaders gather for real estate-banking summit

More than 225 Mississippi REALTORS®, lenders, homebuilders and appraisers gathered last month in Jackson for a day-long real estate-banking summit focused on the regulatory changes impacting their respective businesses. The fast-paced program gave attendees a better understanding of the challenges and opportunities facing the housing and lending industries in Mississippi and offered hope for the future. The summit was hosted by the Mississippi Association of REALTORS®, Mississippi Association of Mortgage Brokers, Mortgage Bankers Association of Mississippi, Home Builders Association of Mississippi and the Mississippi Economic Council. Speakers included: State Treasurer Tate Reeves; Mississippi Economic Council Executive Director Blake Wilson; Scott Shoemaker, 2009 President, Homebuilders Association of Mississippi; Leslie North, Mississippi Appraisal Board; Traci McCain, Mississippi Department of Banking and Consumer Finance; and Darin Webb, PhD, Senior Economist/Forecast and Analysis, Mississippi Institutions of Higher Learning. For more information and to view photos of the event, go to [www.msrealtors.org](http://www.msrealtors.org).



## Deadline for MAR committee nominations is November 6

Nominate yourself or someone you know by November 6th to be considered for an MAR committee appointment. Committees are a great way to give back to your profession and make great statewide business connections. The time commitment is minimal; the rewards are many.

A registration form is included with this newsletter for convenience.

## What's new & now

### 2009 MAR Convention and Expo is only a month away!

#### Take advantage of hotel rate discount before November 9

Make plans now to join us in Biloxi Dec. 1-3. Convention attendees can earn all required and elective CE while learning from nationally recognized instructors.

Instructors include Chandra Hall, Mary Ann Bush, and Cynthia Joachim who will guide attendees through such topics as foreclosures, short sales, REOs, and working with buyers and sellers in addition to the required continuing education courses.

PLUS get EXPO admission, two lunches, two receptions and a dinner/dance for the low price of \$179 for REALTORS® and only \$129 for Rookies. Register online at [www.msrealtors.org](http://www.msrealtors.org) or call 800-747-1103.

A block of rooms has been reserved for Mississippi REALTORS® at the Beau Rivage. Room rate is \$119.00 per night, single or double occupancy. A \$20.00 surcharge (subject to change) will apply per night, to each additional third and fourth person occupying the same room. For room reservations, call the Beau Rivage Reservation Department directly at 888-383-7037 and ask for the MAR Convention rate



MISSISSIPPI ASSOCIATION OF REALTORS®  
2009 Convention & EXPO  
Dec. 1-3 • Beau Rivage • Biloxi, MS

### The latest on NAR's efforts in Washington D.C.

In a recent press release from NAR's 2009 President Charles McMillan, McMillan shares that momentum is building in Congress and the Administration to support extending and possibly expanding the \$8,000 first-time homebuyer tax credit. Senate leaders of both parties and key Senate Finance Committee members and staff, and tax credit sponsors Dodd-Lieberman-Isakson have agreed on extending and expanding the housing tax credit. However, there is no agreement on how to attach this tax credit to the pending Unemployment Insurance bill, whether to offer the tax credit agreement on another bill, or whether to bring the agreement to the Senate floor for a vote as a separate, stand alone bill.

REALTORS® should keep responding to the Call For Action by calling and writing members of congress to support the tax credit extension. Respond to the call for action at: [http://takeaction.realtoractioncenter.com/campaign/hbtc?qp\\_source=dotorg&LID=RONav0019](http://takeaction.realtoractioncenter.com/campaign/hbtc?qp_source=dotorg&LID=RONav0019).

In addition, NAR First Vice President Ron Phipps has also been on Capitol Hill to testify before the Senate Banking Committee on the need to extend the tax credit and to address several remaining challenges in the real estate market.

NAR also has continued to actively engage in the debate over healthcare reform. NAR leadership has been meeting with key lawmakers and urging them to make sure the needs of small business owners and employees are a priority. When a final bill emerges, NAR will take a position and explain exactly how the provisions will impact NAR membership.

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## **Congratulations to 2010 NAR committee appointees**

NAR recently announced the appointment of 23 Mississippi REALTORS® to various committees. Those appointed were:

**Ken Broom**, Professional Standards Committee

**Amelia Lovorn Brown**, Appraisal Committee

**Ric Corts**, Research Committee

**Mark Cumbest**, Land Use Property Rights and Environment Committee

**Andrea Cummins**, Federal Taxation Committee

**John Dean**, International Operations Committee, Public Policy Coordinating Committee

**Dee Denton**, Professional Development Committee

**Derek Easley**, State and Local Issues Committee

**Larry Edwards**, REALTOR® Party Coordinating Committee

**Judy Glenn**, REALTOR® Relief Foundation Director

**Keith Henley**, Communications Committee

**Kay Jefferies**, Federal Housing Policy Committee

**Tony Jones**, Housing Opportunity Committee

**Bruce Kammer**, Public Policy Coordinating Committee, Land Use Property Right and Environment Committee

**John Praytor**, Appraisal Committee, Research Committee, Multiple Listing Issues and Policies Committee

**Lynette Praytor**, Risk Management Committee

**Ellen Short**, REALTORS® Political Involvement Committee

**Janice Shows**, Membership Policy and Board Jurisdiction Committee

**Noggin Wild**, Housing Opportunity Committee

**Cynthia Joachim**, Immediate Past-Chairman of Legal Action Committee

**Jesse Lane**, Affiliate President-Elect RLI, Business Issues Committee

**Nancy Lane**, Chairman of Real Property Operations Committee, Chairman of Finance Committee

**Chris Wilson**, Vice-Chair of Housing Opportunity Committee, Vice-Chair of Smart Growth Program Advisory Group

**Angela Cain**, Finance Committee, Chairman of the AEC-State EO Forum, REALTOR® Relief Foundation Director.

## **NAR seeking applicants for REALTOR® Magazine's "30 under 30" feature**



Each June, *REALTOR® Magazine* features 30 rising young stars in the real estate industry. NAR is looking for candidates who are successful in the real estate business, have demonstrated ingenuity, creativity, innovation, unique personal stories, leadership in their community and diversity in their careers. Applications are due by Jan. 31, 2010. Any REALTOR® member of NAR who is under age 30 as of May 31, 2010, and who has not been profiled in a previous "30 Under 30" feature, is eligible for the 2010 feature. For more information or to register online, go to <http://www.realtor.org/rmosurv2.nsf/StartApp30U30?openform&login>.

## **Mark your calendar for upcoming November webinars**

Log in on Tuesday, November 17th at 9:00 a.m. for Virtual Sales Meeting for education on a timely topic related to real estate. Wednesday, November 18th offers Lunch & Learn from 12:00 to 1:00. Join us on Monday, November 23rd at 9:30 a.m. for MAR's Coffee Talk to share ideas and discussion related to today's real estate profession

For assistance on any of these webinars, contact Autumn Calhoun at [acalhoun@msrealtors.org](mailto:acalhoun@msrealtors.org) or 601-932-5241. If you can't join our webinars live, then be sure to visit MAR's Multimedia Library page on [www.msrealtors.org](http://www.msrealtors.org) for past presentations from each webinar series.

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

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



Nov 2	GRI I - Rookie Boot Camp (Salesperson Post-License)	9:00:00 AM	Jackson
Nov 2	GRI III Broker B Pre-License	9:00:00 AM	Gulfport
Nov 4	State Exam Review (Evening)	6:00:00 PM	Jackson
Nov 9	Property Management for the Residential Agent	9:00:00 AM	Gulfport
Nov 16	GRI II Broker A Pre-License	9:00:00 AM	Jackson
Nov 18	Agency Law	6:00:00 PM	Jackson
Nov 19	License Law	6:00:00 PM	Jackson
Nov 19	Contract Law	8:00:00 PM	Jackson
Dec 9	Quadrennial Code of Ethics	1:00:00 PM	Columbus

**To register visit [www.realtorinstitute.org](http://www.realtorinstitute.org)**

**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 MSAAssocof REALTORS®