



Lakeway



Life



Volume 2023 Issue 2

February 2023

**Lakeway Area
Association of REALTORS®**

400 N. Henry St
PO BOX 1815
Morristown, TN 37816

423-587-2266
info@laar.realtor

2023 Leadership Team

President
Matt Berger

Vice President
Lisa McBride

Secretary/Treasurer
Paul LeBel

Directors
Lisa Brown
Laura Dickerson
Don Fabrikant
Randy Meade
Kim Roberts

**TN REALTORS®
Division 3 Vice Presidents**

Ingrid Prather
Geoff Ramsey



Welcome New Members

**We would like to welcome the following new members to the
Lakeway Area Association of REALTORS®:**

Vic Presciti
Southern Homes & Farms

Renzo Huerta
Exit Realty Pros

Elyse Wolfe
The Real Estate Depot

Ginger Nixon
Greater Impact Lakeway

Traci Rodimon
Crye-Leike Premier

Rich Tierney
Keller Williams Signature

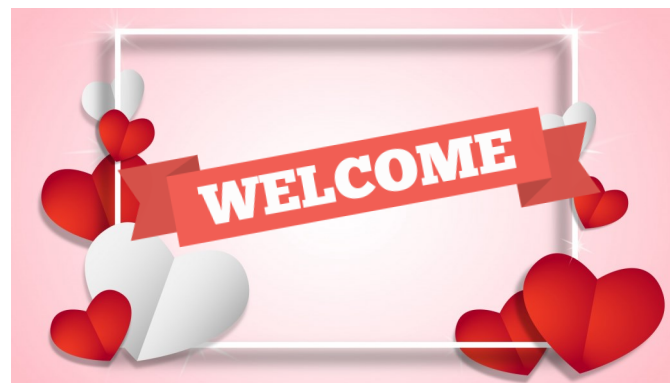
Janelle Webb
Crye-Leike Lakeway

Welcome New MLS Subscribers

Tammie Rouse
Realty Executives Assoc.

Welcome New Affiliates

Zach Garrison
Security National Mortgage



Gregory “Greg” Hurst

October 25, 1967– January 14, 2023



Remembering

The beauty of a memory
Is that it's always there.
Like a penny in your pocket,
You can take it anywhere.

And when your heart is heavy
And your eyes are filled with tears,
You can focus on a memory,
And travel through the years.

Your heart can visit happy times,
When laughter filled the air,
And the presence of your loved one,
Will lessen your despair.

So, as you travel on in life,
Take comfort as you go,
In a lifetime of “sweet memories,”
Of one who loved you so!

Author Unknown





Join Us
Wednesday
February 8, 2023

**Reserve your spot on
the bus now!**

Email: info@laar.realtor
**Free CE opportunity and
Breakfast**

Day *on the* Hill



For those that are already signed up or looking into the Day on the Hill, here is a little bit more information. Things are still being finalized with legislators so there will be some updates to this schedule. The bus will arrive in Morristown for a pick up at the West End Ingles at 5:30am on Wednesday February 8th and promptly leave at 6am for Nashville. From there attendees will receive 2 hours of CE from Gerald Jones with a stop for breakfast at Chick Fil A provided by LAAR. The bus is expected to arrive at 9:00am at Cordell Hull to jump right into meetings with legislators starting at 9:30am. At 11am we will make our way to the House Chambers where all members in attendance will get to hear from leadership from both the House and Senate. Following that lunch will be provided by LAAR and we will wrap up scheduled meetings with our legislators. As it stands right now we should be loading the bus to return back to Morristown no later than 2pm but could be sooner depending on timing of our meetings.

Below you will find a link to meeting etiquette and some reminders that everyone should familiarize themselves with. You are encouraged to wear comfortable shoes while maintaining business attire for our Day on the Hill.

Call the LAAR office at 423-587-2266 or email them at info@laar.realtor if you want to reserve a spot on the bus. This is a free to our members and open to all primary and secondary members.

Click for [Meeting Etiquette & Reminders](#)

Thanks,
Gary Roberts
2023 Legislative/RPAC Committee Chair



Please use the following links to learn more about RPAC. Get involved in protecting the real estate industry.

[TN REALTORS®](#)

[National Association of REALTORS®](#)

It is easier now than ever to make your RPAC donations. You can use the QR Code below to make your contribution. You can also visit our website at LAAR.REALTOR to make your investment, scroll to bottom of the Home page and click the [RPAC link](#).





Upcoming Education at LAAR

February

Transaction Desk Basic

Instructor: Karen Randolph

3 CE hours

February 21st 9am-12:00pm

VA Myth Busting

Instructor: Don Warren

2 CE hours

February 28th 10:00am-12:00pm

Transaction Desk Advanced

Instructor: Karen Randolph

3 CE hours

February 21st 12:30pm-3:30pm

VA Property Requirements

Instructor: Don Warren

3 CE hours

February 28th 12:30pm-3:30pm

Estates & Wills

Instructor: 7 Title

1 CE hours

February 23rd 12:00pm-1:00pm

March

Understanding Credit

Instructor: Kim Carman

0 CE hours

March 8th 12pm-1pm

Great Choice Mortgage

Instructor: Josh McKinney

4 CE hours

March 16th 9am-1pm

Courthouse Retrieval System

Instructor: Michelle Longdue

3 CE hours

March 22nd 9am-12pm

*Net Proceeds from classes go to the REALTOR Aid For Troubled Times (RAFTT) Fund.

*Classes have sponsors that provide food, so we ask that you register early so that we can give them an accurate head count.

*To register, go to Navica and click on Association Events or call our office at 423-587-2266.

*We are no longer offering refunds or credits for our classes.

CE Broker Reminder

CE Broker is a third party company that TREC is using to track your continuing education hours. The TN Verify and Core sites that TREC previously used to check your education hours are no longer being updated (have not been updated since the end of May). You will need to go to the website below to set up your CE Broker account to keep track of your CE hours. Make sure you click on the Basic (FREE) plan. **Do not do the free trial!** You will need to enter your license number to register.

<https://cebroker.com/tn/plans>

Start tracking your official Tennessee CE/CME requirements now

Wrong state? Select your location ▼

Basic	Professional	Concierge
Essential CE toolbox	Automated compliance calculator	Full reporting service
Free	\$39.99 / year	\$124.99 / year
Get Basic	Start free trial	Get Concierge
<ul style="list-style-type: none"> ✓ Connect with your licensing board ✓ See your complete course history ✓ Take courses within your account ✓ Report hours manually ✓ Check your compliance status anytime 	<ul style="list-style-type: none"> ✓ Everything in Basic ✓ Personalized compliance transcript ✓ Detailed view of missing requirements ✓ Track for multiple licenses ✓ Store all certificates & heart cards ✓ View and export past transcripts ✓ Know when each requirement has been met 	<ul style="list-style-type: none"> ✓ Everything in Professional ✓ Dedicated account manager ✓ One-on-one help to stay on track ✓ We do all the reporting for you ✓ We find approved courses for you ✓ We make sure you're compliant

- ◆ You can check your CE hours by using the basic CE Broker account, which is free to you.
- ◆ Elizabeth is no longer reporting your CE hours to TREC. Each class provider is now responsible for turning in your CE hours to CE Broker.
- ◆ Elizabeth does prepare the class rosters and sends them to the class providers.
- ◆ LAAR staff can no longer check your CE hours for you. We can see if your license is active and what office you are in, but we do not have access to your CE hours. Make sure you use the above link to register for a free CE Broker account.
- ◆ Once the transition was made to CE Broker, the TN Verify and Core sites were no longer being updated to reflect your CE hours. Your CE should be showing up in CE Broker.
- ◆ If you have any issues with CE Broker, your continuing education, or license renewal you will need to contact TREC at 1-800-342-4031 or CE Broker at 1-877-434-6323.
- ◆ LAAR staff cannot help you with your CE Broker account or tell you how many hours you lack in order to renew your license. Please contact TREC with those questions.

- ⇒ **TREC Zoom rules** must be strictly followed. Click [HERE](#) to see TREC zoom rules. Failure to do so will result in you not receiving CE credit and if you are causing distractions you will be removed from the zoom class.
- ⇒ **If you registered for a class**, please attend as we have sponsors who cater and it is not fair to the sponsors to provide food and drinks and people not show up. We understand that sometimes there will be emergencies come up that will prevent you from attending.
- ⇒ **If you need to cancel** a class, please do so at least two days before the class so that we can give an accurate headcount to our sponsors.
- ⇒ **Please be respectful** of the instructor and your fellow participants: keep phones on silent and be attentive and quiet during class.
- ⇒ **Please clean up after yourself**: if you spill something: clean it up, throw trash away, empty cups and bottles before placing them in the trashcans.
- ⇒ **You must sign up for a free CE Broker** account to keep track of your education credits. Do not do the trial, sign up for the free basic account.
- ⇒ **You can register** for classes by clicking on Association Events in Navica.
- ⇒ **Anyone can attend** our classes. If a non-member wants to attend, they just need to call our office at 423-587-2266.
- ⇒ **You must always sign** the attendance sheet when you come to class, otherwise, you will not get credit for the class.
- ⇒ **Please complete** the education surveys and evaluations that are sent out because this helps us to provide you with a better educational experience.
- ⇒ **Always feel free** to send Elizabeth an email at Elizabeth@laar.realtor to make a suggestion on the classes you would like to see us offer or if you know of a good instructor.
- ⇒ **If you ever encounter a problem** during a class, please reach out to Elizabeth because we want everyone to have a great and positive learning experience.



Tennessee Among Fastest-Growing States in the U.S.

Tennessee has been named one of the fastest-growing states in the U.S., [according to data provided by the U.S. Census Bureau](#).

According to the report, Tennessee increased by 82,988 people from July 2021 to July 2022. The total state population is now 7,051,339.

Texas, which ranked No. 1, joins California as the only states with a resident population above 30 million.

The South was the fastest-growing region, growing by more than 1.3 million residents.

Top 10 States That Saw the Most Numeric Growth*

1. Texas - 470,708
2. Florida - 416,754
3. North Carolina - 133,088
4. Georgia - 124,847
5. Arizona - 94,320
6. South Carolina - 89,368
7. **Tennessee - 82,988**
8. Washington - 45,041
9. Utah - 41,687
10. Idaho - 34,719

*as of July 2022

RPR

The biggest hits on the RPR® blog in 2022 will help you elevate multiple facets of your business, from best practices in presenting local market stats to building a neighborhood database.



Get ready for a new year of fitness with the [Active & Fit Direct](#) program!

Save with [Active & Fit Direct's](#) New Year's promo – there is NO enrollment fee for their standard network until March 31, 2023. Join any of the 11,900+ fitness centers and studios nationwide with no long-term contracts. Plus, access 8,700+ guided workout videos in the comfort of your home. Get the flexibility you need in a fitness routine.

Home and Office Savings

Prep for success in 2023! Get great savings up to 58% off when you shop online for office, school, and home essentials, like notebooks, paper clips, planners, coffee, and more. Use SDP# 80124613243 to unlock your [discount](#) today!

Prep for Success in 2023 with these great savings!

odp BUSINESS SOLUTIONS™

Get up to 58% off!

A collection of office supplies including a blue and red spiral notebook, several silver paper clips, a black stapler, a whiteboard with a brown eraser, and a red stapler.

CE Shop Savings

Save 35% on all real estate and mortgage products with The CE Shop on **Wednesday, February 8th** when you visit <https://LAAR.TheCEShop.com> and use the promo code **SOAR** at checkout.

A person is seen from behind, standing on a grassy hill and reaching up to fly a large, colorful kite. The background features a vast mountain range under a warm, golden sunset sky.

FLY EVEN HIGHER

35% OFF

TODAY ONLY

PROMO CODE
SOAR

Supra eKey Training Calendar

Supra provides brokers and agents with multiple opportunities to obtain training. Please check out their [calendar](#).

Transaction Desk

- ♦ Transaction Desk is a service provided by TN REALTORS®.
- ♦ Association staff does not have access to Transaction Desk; therefore, they can not fix issues with Transaction Desk.
- ♦ If you are having trouble with Transaction Desk, please call them at 1-800-668-8768.
- ♦ The Transaction Desk link in Navica can be found by clicking on the SEARCH tab. It is in the middle of the page.
- ♦ We are offering multiple classes on Transaction Desk Training, so please take advantage of these classes.
- ♦ Transaction Desk Basics: February 28th 10am-12pm.
- ♦ Transaction Desk Advance: February 28th 12:30am-3:30pm.
- ♦ Transaction Desk Timesavers: April 19th 9:30am-12:30pm



400 N. Henry St
PO BOX 1815
Morristown, TN 37816

423-587-2266
info@laar.realtor

Office Hours
9:00 am—5:00 pm
Monday—Friday

Staff:

Vardell Curtis
Interim Association Executive
ceo@laar.realtor

Elizabeth Southerland
Education Coordinator
Elizabeth@laar.realtor

Joy Hodges
Member Service Coordinator
joy@laar.realtor



February Birthdays

- 1 Lindsay Moore
- 1 Ginger Nixon
- 3 Carol Ann Rivera
- 4 Lesley Howard
- 5 Janie Ragland
- 10 Leslie Deaderick
- 10 Patti Osucha
- 10 Kim Shinlever
- 10 Tyree Jeffries
- 11 Andy Jans
- 13 Kathy Oakes
- 13 Rick Waugh
- 14 Leander DeGuise
- 14 Kelvin Rone
- 15 Brittany Fultz
- 18 Glenn Longmire
- 21 Roberta Whitaker
- 21 Rachel Harbin
- 22 Coty Burton
- 22 Cassie Crespo
- 24 Mike Hartzog
- 24 Beth Kenely
- 24 Priscillia Melo
- 24 Mattie Griffin
- 25 Jimmy Dodson
- 25 Angela Miller



February 20, 2023

