



## BITS & PIECES



### Dates to remember

- January 14  
Professional Standards  
Training for Mediators
- January 15  
Board of Directors Retreat
- January 15  
Broker/Owners Mtg.  
2P-4P  
Topic: TAR Forms Changes
- January 19  
Association Office  
CLOSED
- January 21  
Ethics Training  
9A-12P
- January 22  
RealTracs Training  
Register @  
[www.RealTracs.net](http://www.RealTracs.net)
- February 2  
Deadline to return Supra  
Keys to SMTAR
- February 11  
Deadline to register for  
Supra Equipment Conver-  
sion (Exchange Supra Lock-  
boxes)
- February 16  
Special Training for Staff  
Association Office may be  
CLOSED or observe special  
hours this day
- February 18  
Ethics Training  
9A-12P

### Lockbox Headaches.....Again Here's What You Need to Know

What better way to bring in a new year than with yet another lockbox/key conversion?!

Yes, we are trying to make light of the situation. We know that this is an inconvenience for everyone, but we assure you that it is with YOUR best interests in mind. Here are THE MOST IMPORTANT THINGS YOU NEED TO KNOW:

1. If you have a Sentrilock Keycard and are a member of SMTAR, YOU MUST EXCHANGE IT FOR A NEW REALTRACS SENTRICARD. Why? Because your Board of Directors elected to move the billing process to RealTracs. With RealTracs handling the database for the keys and the billing process, your Association staff can spend more time on other tasks (the most-important of which is providing you with quality service). This will also correct errors that the Sentrilock system has faced over the past two years with the import of data from RealTracs to their system.
2. IF YOU HAVE ANY SUPRA KEYS OR CRADLES YOU MUST TURN THEM IN. If you don't, SUPRA will bill you for the keys and cradles at a cost of at least \$250 per key/cradle set. If you don't have any SUPRA lockboxes, you can return your key & cradle to SMTAR by February 2nd. After that, you'll have to take it to the EQUIPMENT CONVERSION in Nashville or Smyrna. You will have to have an appointment to attend the EQUIPMENT CONVERSION.
3. IF YOU HAVE SUPRA LOCKBOXES, YOU MAY BE ABLE TO EXCHANGE THEM FOR A NEW SENTRILOCK LOCKBOX. You can get 1 Sentrilock box for every 3 gray SUPRA boxes, or 1 Sentrilock for every 1 blue SUPRA box that you own. The SUPRA boxes MUST be assigned to you, and you MUST make an appointment and attend the EQUIPMENT CONVERSION in either Nashville or Smyrna to make this happen. SMTAR WILL NOT ACCEPT YOUR SUPRA BOXES.
4. **YOUR CURRENT SENTRICARD WILL STOP WORKING AT SOME POINT IN THE NEAR FUTURE. PLEASE BE SURE TO EXCHANGE YOUR CARD DURING THE EQUIPMENT OR CARD ONLY CONVERSION TO ENSURE THAT YOUR SERVICE IS NOT INTERRUPTED.**
5. If you DO NOT have any SUPRA equipment to exchange, you will be able to get your new RealTracs Sentricard at SMTAR on March 10th or 11th. There will be no Sentricard training on these dates (unless requested by members), so you will only spend a short amount of time completing the exchange process. To speed the process along, we recommend that you pay in advance either online or at the association office.

If you have any questions over the next few weeks, please do not hesitate to call or e-mail us:

931.381.5556 SMTAR@realtracs.com



This is the new generation of the REALTOR® Lockbox from Sentrilock. You will begin to see these locks in our area after the conversion!

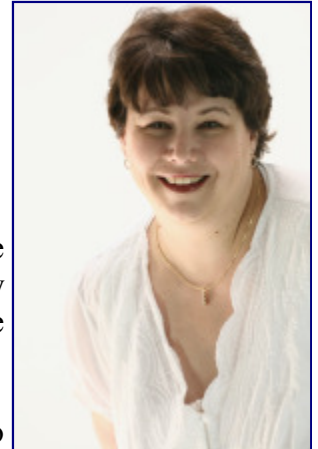
#### 2009 Board of Directors

Devon Montgomery, President

Fay Robinson, President-Elect Melissa Potts, Secretary/Treasurer

Directors: Della Beyer, Jim Fullerton, Debra Griggs, Jonathan Hickerson, Ron Lampley (Past President), Melissa Pratt  
Matt Collins, MLS Director

## From the President's Desk.... Devon Montgomery, 2009 SMTAR President



Happy New Year!!! It is hard to believe that 2008 is only a memory and 2009 is here.

I am honored to serve as your 2009 Association President. The Presidents before me have set the bar high! My goal this year is to represent our association with integrity and grace so that all will have a great respect for those of us who are members of the Southern Middle Tennessee Association of REALTORS®.

All of us on the Board of Directors, as well as the SMTAR staff, are dedicated to helping our membership in anyway possible. Communication is of the utmost importance. Communications to you by way of e-mail, newsletter, education classes, Brokers meetings, Committee meetings, business luncheons, as well as this website, are an extraordinary way to gain the knowledge you need to succeed in the real estate business. That is our commitment to you --- to provide you with the information you need. Your commitment to get involved will allow you to become a stronger and more knowledgeable agent. We also value your communications to us! Let us know if you need something from your association that we have not provided.

Here's to 2009!! Let's all work to make 2009 a remarkable year!

Best wishes for an incredible new year,  
Devon

---

---

Thanks to all of you who completed your Code of Ethics Training by the December 31st deadline!!!!

***New TAR Forms for 2009 are available. Please discontinue use of the 2008 forms for new transactions.***

**Dues payments are now past due! Those of you who have not paid will be deleted from membership on January 16th!**

**Happy New Year**

Leadership Academy applications are now being accepted. Go to [www.SMTAR.com](http://www.SMTAR.com) and click on "Leadership Academy" to download the application.

## Have you “Googled” Yourself Lately?

On a weekly basis, we evaluate the statistics of the SMTAR website to see what people are doing on our site and what they did to get there. If someone clicks a link to our website after performing a search on a search engine like Google, we can see the search criteria they entered to find our website. Lately, we’ve noticed an increase in the number of folks who are searching for INDIVIDUAL MEMBERS rather than our association. This is good news for us because a person can type in the name of one of our members and be introduced to our website, but what does it mean for YOU? It means that it would be a good idea for YOU to put your name into the search bar every now and then just to see what comes up. This way, you know what websites are advertising you, as well as the content of that advertising. Some REALTORS® have found their names attached to websites that they never knew existed, and were not pleased with the results.

## Show Your Colors

Earlier this year over 2200 REALTORS® petitioned for TAR to work toward getting a REALTOR® License Plate approved through the state legislature. It was a successful effort.

However, in order for members to receive this special license plate (this will serve as your auto registration license plate), they must have 1,000 plates ordered in advance. These plates are priced at \$35 and \$70 for added personalization.

You can pre-order yours today by logging onto [www.tarnet.com](http://www.tarnet.com) and going to Member Login. At member login there will be a box that comes up telling about the plate; you can click there to get your plate ordered.

Let everyone know that you are a REALTOR® by registering your automobile with a REALTOR® License Plate!

## Important Contacts:

**Tennessee Real Estate Commission**  
[www.state.tn.us/commerce/boards/trec](http://www.state.tn.us/commerce/boards/trec)  
1-800-342-4031

**Tennessee Association of REALTORS**  
[www.tarnet.com](http://www.tarnet.com)  
615-321-1477

**National Association of REALTORS**  
[www.REALTOR.org](http://www.REALTOR.org)  
800-874-6500

**Your 2009 Association President**  
Devon Montgomery  
[Devon@DevonMontgomery.com](mailto:Devon@DevonMontgomery.com)  
931-364-5678

**Your 2009 MLS Director**  
Matt Collins  
[Matt@GroverCollins.com](mailto: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!

We also would like to extend special Get Well Wishes to our injured economy. Keep your chins up, gang, it can only get better!

## 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.

**John Allen Tackett** - Husband of Mary Ann Tackett with Farm & Home Realty in Fayetteville.

## 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**



**Your Voice for Real Estate in Southern Middle Tennessee.**

### MAIN CONTACT INFO:

www.SMTAR.com  
SMTAR@RealTracs.com  
931-381-5556

304 River Road  
Columbia, TN 38401

Mary E. Scott  
Executive Officer  
scottm@realtracs.com

Rebecca L. Head  
Office Manager  
rebeccah@realtracs.com

Tammy Brown  
Administrative Assistant  
tammyb@realtracs.com