



Office Update

April 30, 2010

Appointment Desk Hours Extended!

Good News - Beginning Monday, May 3rd, showings for your listings can be set-up with The Appointment Desk from **8:00 AM to 8:00 PM Monday through Saturday**, and **9:00 AM to 6:00 PM on Sunday!** They also cover almost all holidays (except Thanksgiving and Christmas Day).

These extended hours and services will be offered at *no additional cost to the agent*

We have been using The Appointment Desk software for the last 4 years during our regular office hours and have been very pleased with their service. Appointment Desk has proven itself the leader in this type of real estate service, and they now handle the showings for 170 Middle TN companies. We are extending our contract with them to include all the hours of coverage they offer.

There is no change in the showing instructions procedures. Just as before, hand in (or fax or email) the one-page Showing Instructions form and we'll take care of the rest. You will also continue to receive automated feedback emails and text message notification of showings.

Be sure to use this in your listing presentations!

Appointment Desk Hours:

8 AM to 8 PM Monday - Saturday

9 AM to 6 PM Sunday

363 Days a Year! (every day of the year except Thanksgiving and Christmas!)



The office will be closed Monday, May 31 2010 in honor of Memorial Day.

Understanding Federal Short-Sale Rules: HAFA (Home Affordability Foreclosure Alternatives)

[14-minute video](#)



OFFICE: (615) 385-9010
FAX: (615) 297-6580





Realty Association Training

Tuesday Noon, March 2nd

The Realty Association's Pro-Series:

RESPA Changes and the New HUD-1 Settlement Statements

Come learn about the recent RESPA changes, the new Good Faith Estimates, and the new Settlement Statements. Free training this coming Tuesday Noon at The Realty Association.



Guest speaker:

Attorney Mary Frances Rudy

- 1) The key changes and differences of the new laws.
- 2) What your clients can expect from lenders and title companies.
- 3) What REALTORS need to know when writing offers.

Tuesday March 2nd at 12:00 Noon!
Invite a friend to the training! (see below)



Don't forget about our new Recruiting Incentive!

Refer a friend, make \$50 a month!
Not just once, but every month!

That's right, our recruiting incentive makes it very profitable for you to refer your friends to The Realty Association. You will receive \$50 **every month** that they are here! ***That's each and every month, on each and every friend.*** Recruit 2 friends, get \$100 **every month**. Recruit 3 friends, get \$150 **every month**. You get the idea. And it's not tied to anyone's personal (and private) production. Don't forget to tell your friends about the \$6,000 cap!



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Commission Cap is now \$6,000!

We have a new annual commission cap of \$6,000. This means that once the company's 10% portion of your commissions adds up to a total of \$6,000, you will be on 100% for the rest of the year! This is effective as of January 1, 2010, so many of you are already well on your way.

We love to write 100% checks!



***Bring a friend, make \$50 a month!
Not just once, but every month!***

That's right, our new recruiting incentive makes it very profitable for you to refer your friends to The Realty Association. You will receive \$50 **every month** that they are here! ***That's each and every month, on each and every friend.*** Recruit 2 friends, get \$100 **every month**. Recruit 3 friends, get \$150 **every month**. You get the idea. Don't forget to tell them about the new cap!

The Realty Association... 90/10 with a \$6,000 cap!

Plus \$50 a month for every agent you recruit!



"It's getting better all the time..."

--- The Beatles

The Independent Contractor's Agreement is being modified as quoted below:

\$6,000 Cap (effective Jan 1, 2010):

Once an individual Licensee has contributed a cumulative calendar-year total of **\$6,000** to The Realty Association (company dollars) from the 10% portion of each commission, that Licensee will be paid **100%** of all subsequent commissions received until the end of that calendar year. The applicable year for this commission cap will be determined by the settlement date on the HUD-1. For teams or partners, the cap will be calculated on a per Licensee basis. For new recruits, the cap will be prorated on a quarterly basis for the first partial calendar year that the recruit is with The Realty Association.

Recruiting Incentive (effective Feb 11, 2010):

A recruiting commission of **\$50 per month** will be paid to any Realty Association Licensee **for each recruit** that the Licensee successfully refers to The Realty Association.

1. The recruit must be "new" to The Realty Association. Recruits that were with The Realty Association or our sister company Realnet in the past would not qualify.
2. The recruit must meet the requirements and standards of The Realty Association's Independent Contractor's Agreement.
3. The recruit will determine and name the referring Licensee that is to receive the recruiting commission.
4. Recruiting commissions may be divided evenly between multiple referring Licensees, if agreed to by the recruit. A recruit may not receive a recruiting commission on themselves.
5. The recruiting commission will be paid on the first business day of each calendar month following any qualifying month.
6. A qualifying month is a month when both the recruit and the referring Licensee were affiliated with The Realty Association for that entire calendar month. Recruiting commissions are based on a complete calendar month and are not prorated.
7. The recruiting commission is paid out at 100%. It is not related to the recruit's or the referring Licensee's sales production.
8. The recruiting commission will continue for as long as both the recruit and the referring Licensee have a continuous uninterrupted affiliation with The Realty Association.



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