



The DISCLOSURE

Come Celebrate Paul's 50th Birthday & Raise Money for RPAC!

Thursday, April 29th 6-9 p.m.
Boiling Point in Southaven

Finger foods · Karaoke · Donations for RPAC!

Contact Leigh Ann for more details 901.550.8892



RSC By-Law Change

RSC By-Law Change

In keeping with this ever evolving market and to protect the Realtor®, the RSC Board of Directors has added onto current bylaw regarding the MLS:

Section 1.F: Participants and subscribers shall not place any electronic information (i.e. websites), company, personal contact names, numbers, or information in "remarks", **on photos or virtual tours.** (rule only applies to the MLS)

Effective June 1st All MLS properties must comply

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It's Time to



Join the Construction

Check out the NWMAR Blog
<http://nwmar.blogspot.com/>



What?
Click here
for NWMAR
FAQ's



Newsletter Highlights



NWMAR Leadership

2010 NEW NWMAR Leadership will be different from past years. It consist of 4 separate modules that focus on **Leadership Involvement, Teamwork, Individual and Leadership in Real Estate.**

See Page 3 for Details



NWMAR Young Professionals Network is a growing group of young, career-minded real estate professionals who want to stay abreast of the latest tools, resources, & networking opportunities.

See Page 4 for Details

BETHE ONE

ONE Life Changing Day. NWMAR participates with others around the country in the Chick-fil-a Leadercast featuring 10 speakers such as Tony Dungy on **May 7th**

Registration Deadline: Monday, May 3rd

www.nwmar.com/leadercast.htm

See Page 3 for Details

www.NWMARonline.com

NWMAR has partnered with McKissock to bring our members the best online courses available at the best prices available. **MS, TN & Appraisal CE**

See Page 2 for Details



MAY 2010



EDUCATION & EVENTS

The DISCLOSURE

May 2010

Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1
2	3	4	5 New Member MLS Training 9:30	6	7 Chick-fil- A Leadercast 8:00-3:00	8
9 <i>Mother's Day</i>	10	11	12	13	14	15
16	17 CE Req'd Miss. Law 8:30-5:00	18 CE Electives 8:30-5:00	19	20	21	22
23	24 CE-CYA: Cover Your Assets	25	26	27	28	29
30	31 Memorial Day NWMA Closed					

Online Continuing Education

NWMA has partnered with McKissock to bring the best online courses available at the best prices available. There are a wide variety of courses plus 8 & 16 hour packages.



- Mississippi CE Courses
- Tennessee CE Courses
- Appraiser CE Courses

www.NWMAOnline.com

Contact Joyce for Information
Joyce@nwmar.com • 662.449.3553

MAY 5—NEW MEMBER MLS TRAINING

All new members must attend Class time: 9:30—12:00 To register go to www.nwmar.net/edu

MAY 7—CHICK-FIL-A LEADERCAST

See page 3 for details

MAY 17—CONTINUING EDUCATION

Required Miss. Law (Agency, License & Contract Law) 8 Hr. CE Credit Class time: 8:30—5:00 Cost: \$25 Class taught by James Williams & sponsored by BankPlus To register, MUST go to www.trei.ms

MAY 18—CONTINUING EDUCATION

Electives (Multi Media Mktg. & Ethics) 8 Hrs. CE Credit Class time: 8:30—5:00 Cost: \$25 Class taught by James Williams & sponsored by BankPlus. To register, MUST go to www.trei.ms

MAY 24—CYA: COVER YOUR ASSETS

Smart Realtors® learn from other's mistakes. John Phillips from MAR will discuss complaints to the Real Estate Commission & Stewart Prather from Rice Insurance will discuss E & O insurance claims. 2 Hrs. Elective CE Credit Class time: 9:00—11:00. Cost: \$25 To register go to www.realtorinstitute.org or email Brinda Boutwell at bboutwell@realtorinstitute.org

MAY 2010



NEWS TO USE

The DISCLOSURE

NWMAR is Proud to announce the NEW Leadership 2010

The 2010 Leadership program will be different from past years. In 2010, the program will consist of four separate modules. Each one unique and when you complete all four, you will have completed the 2010 NWMAR Leadership program.

Module One: Focus on Leadership & Involvement
May 7th—Chick-fil-a Leadercast at NWMAR \$87

Module Two: Focus on Teamwork
July 22nd— Rope Challenge Program at Parkwood Hospital \$75

Module Three: Focus on the Individual
September 23— Personality Profiles \$75

Module Four: Focus on Leadership in Real Estate
November 18th- Open forums with NWMAR Staff, Board of Directors, MAR & NAR Leaders *Free*



NWMAR Leadership

[Leadership Outline](#)

[Leadership Application](#)

ONE Life Changing Day.

Developing leaders at all levels, positions and stages.

Friday, May 7th · \$87 per person* · Breakfast & Lunch Materials Included · ONE Unforgettable Experience

The Chick-fil-A Leadercast is a one-day leadership event featuring the world's best leaders speaking about the leadership principles that matter most. Broadcast LIVE from Atlanta to NWMAR and hundreds of locations around the world, Leadercast is a catalyst for new ideas and better leadership practices.

Our focus for this year's event is to help you be the one leader to make a lasting impact in the lives of those you lead. Join us on **May 7, 2010**, and set your sights on being the one to make all the difference by living out the leadership principles that guide your decisions and

**Registration Deadline:
Monday, May 3rd**

BE THE **ONE**

www.nwmar.com/leadercast.htm

[Register Here](#)

*group rates available

Jim Collins

Author of Good to Great, How the Mighty Fall, and co-author of Built to Last

Tony Dungy (Pre-Recorded)

Retired head coach for the Indianapolis Colts

John C Maxwell

Leadership expert and best-selling author of The 21 Irrefutable Laws of Leadership

Steve Uzzell

Award-winning corporate photographer and former staff member of National Geographic

Mark Sanborn

Best-selling author of The Fred Factor

Connie Podesta

Expert in the psychology of human behavior and leadership development

Jim Goodnight

CEO of SAS Institute, Inc.

Ed Bastian

President of Delta Air Lines

Ben Carson

Neurosurgeon and Professor of Pediatric Neurosurgery at the Johns Hopkins School of Medicine, recipient of Presidential Medal of Freedom

Chip Heath

Author of Made to Stick, Columnist for Fast Company, and Stanford Professor

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NEWS TO USE

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Northwest Mississippi Association of Realtors® Young Professionals Network

NWMMAR YPN is a growing group of young, career-minded real estate professionals who want to stay abreast of the latest tools, resources, & networking opportunities. The group focuses on the positives of the market, move forward and grow their business.

Key Member Benefits:

- Exclusive invitations to YPN events.** YPN events are a fun way for members to meet other real estate professionals from around the country, build a referral network, and learn about new and free resources from the NATIONAL ASSOCIATION OF REALTORS®.
- Stay abreast of industry happenings.** Through a lively blog, an information-packed Web site, and networking events, members stay in the loop on hot issues facing the real estate industry. YPN also has special educational sessions at REALTOR® conferences that address strategies for success in real estate.
- Have your own sounding board.** Young professionals have unique challenges in real estate—and they also face challenges shared by all practitioners. By belonging to a network of peers who face similar issues, they can bounce ideas off of one another and provide support to each other.
- Get involved.** Many people who are new to the industry want to get involved with their local, state, or national association of REALTORS®, but they either don't know how to go about it or they find it too intimidating. YPN encourages them to explore leadership opportunities across the board.

NWMMAR YPN Kick Off Event

June 22nd @ 7:05 p.m.
Memphis Redbirds Party Deck

Event includes: game ticket, 2 hour buffet, beverages, & great networking with other young real estate professionals.

\$10.00 for members
\$15.00 for non members
(2 ticket limit)

Register here for Kick-Off Event

MAY 2010

Join Online: www.NWMMARYPN.com
If you are interested in joining NWMMAR YPN or more information, contact Amanda@nwmmar.com



NEWS TO USE

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Northwest Mississippi Association of Realtors®

Helping Hands Award



NWMAR wants to recognize Realtors® who are active in the community and charities. Each quarter, NWMAR will award one Realtor® the Helping Hands Award and make a donation to the Realtor's® chosen charity. The Realtor® receiving the award will be honored at the quarterly meeting and featured in the newsletter.



Sandy Williams awarded Helping Hands Award on March 18, 2010
A \$250 donation has been made to Tunica Humane Society in Sandy's name thanks to our sponsor Grant & Co. Homes.

www.nwmar.com/helpinghands.htm

Next Award Application Deadline:
 June 1st

Apply or Nominate someone Now
[Click for Application](#)

EXCLUSIVE LIMITED MEDICAL INSURANCE RATES AND PLANS FOR NAR MEMBERS



NAR is pleased to introduce REALTOR5® Core Health Insurance (RCH) – an affordable and guaranteed-acceptance limited medical insurance program designed exclusively for REALTORS® under 65



www.RealtorsCoreHealthInsurance.com/AE
[Click here for more information](#)

MAR Announces Enhanced & Updated Version of ZipForms
[Click here for more information](#)



2010 NWMAR Scholarship Fund

5 area high school students will be selected and awarded a \$1,000 scholarship for the Fall 2010 Semester



Application Deadline:
 April 30, 2010

[Click here for Application](#)

NWMAR is Currently Buying Used Lockboxes in Good Condition 662-449-3553
 *subject to need & inventory



March 2010 Residential Sales Report

NWMAR March Residential Sales Statistics	2010	2009	% Change
Total Home Sales	264	192	+37.5%
Median Sales Price	\$129,500	\$127,950	+1.2%
Average Sales Price	\$137,757	\$139,138	-1.0%
Monthly Sales Volume	34.4 million	26.7 million	+36.3%

Home sales reported for February showed reductions in median and average sales prices, plus the total sales for the month. Months to sell existing inventory in February is better than January, and slightly lower than February 2009. Listing Inventory for February went slightly up from January, with the decline slowing to 14% of a year ago (20.5% in Jan.). Days on Market average dropped from 122 in January to 98 in February.

Way to Go!
Great Job!!

MAY 2010



NEWS & MLS NEWS

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Planning Ahead - Next Years Taxes

Having just flipped the calendar past April 15th, the last thing taxpayers want to think about are income taxes. However, the mistake I see many of my clients make regarding their taxes is initiating tax planning too late in the tax year. Whether it's keeping records or making estimated tax payments, the earlier in the year taxpayers begin their tax planning, the better. The rest of this article will focus on the most common questions/planning items I discussed with my Real Estate clients this past tax season.

Deducting Mileage Expense: As a self-employed Realtor, one of the largest deductible expenses is for the business use of your car. There are two ways to compute this tax deduction: actual expenses or the standard mileage rate.

Realtors who use the actual expenses method need to carefully track the many costs associated with their vehicle, including (but not limited to) gas, oil, licenses, repairs, insurance, lease payments, or depreciation. If the car is also used for personal reasons, the self-employed Realtor will also need to track the number of miles driven for personal as opposed to business use. Then the expenses are then prorated, to compute the business vehicle deduction.

Taking the standard mileage rate is the easier way out, although a mileage log is still required. Currently, the applicable mileage rate for business miles was 55 cents per mile.

Limited Gift Deductions: Many Realtors present clients with a gift when a home sale closes. The limit on the deductibility of such gifts is \$25 per client per year.

Business and Entertainment Expenses: Self-employed Realtors may also deduct the cost of business and entertainment expenses on Schedule C. Travel away from home for seminars and conventions is also deductible. Good record-keeping is just as important as tax planning, since a lost receipt basically translates into a lost tax deduction under audit. It's also important to note the purpose of any entertainment expenses, including who was present and the purpose of the entertainment. While such records are not necessary when filing your tax return, they are needed in case of an audit.

Health Insurance Deduction: Self-employed Realtors are also entitled to a health insurance tax deduction. Deduct the full cost of health insurance you purchase for yourself, your spouse, and/or your dependents. But you can't deduct insurance costs for any months you were eligible to participate in a group health insurance plan through your or your spouse's employer.

Regular Tax Deposits: In addition to making the most of deductions and carefully tracking expenses, it's important for self-employed Realtors to make tax deposits on a regular basis. The best tax planning strategy is to set aside 20% of each commission check for taxes. Realtors with higher income should set aside more, and be sure to make quarterly deposits for both federal and state taxes. Failure to do so could result in a significant tax bill at year end, as well as interest and penalties on the underpayment of taxes. The dates for timely-filed quarterly filings are April 15th, June 15th, September 15th, and January 15th.

About the Author: James McIngvale is a Certified Public Accountant licensed in both Tennessee and Mississippi. James is a founding partner in Skinner & McIngvale, PLLC, located in Southaven, Mississippi and is an active real estate investor. James can be reached by phone at 662.349.3100 or by email at james@sm-llc.com.



Plus Click here to View our NWMAR Article & Video Archive including Extended Homebuyer Tax Credit information

MLS NEWS

One on One MLS Training now available by Appointment

MLS Training will be at NWMAR office

Available times: Thursdays

9:30-10:30 a.m. • 10:30-11:30 a.m.

1:00-2:00 p.m. • 2:00-3:00 p.m.

Amanda@nwmnar.com

MLS.. How?

- Prospecting
- Mapping
- Common MLS Rules
- Tips for Inventory

Set up your buyers with their OWN Website!

[click here](#)

MAY



AFFILIATES & NWMA

The DISCLOSURE

A LOOK Back at NWMA April 2010

Magazine Advertiser Meeting – April 1, NWMA Magazine advertisers got to see the new technology that has Buyers texting to see more information about all of the listings in our magazine, plus...were shown how to see who is actually looking at their listings on the Homes of NW Mississippi web page, and how to contact those new leads. Print advertising meets the web!

Brokers Roundtable – April 7, NWMA Brokers gathered with MA representatives to share what was going on in our area, and discuss the services MA is providing their agents. Watch for a report from MA soon summarizing the results of these meetings.

RSC Board – April 7, RSC Officers negotiated with Solid Earth to save money on our new Rentals category. Watch for it coming soon! Also in discussion are adding the word Foreclosure to drop down property detail choices, clarifying lockbox policies to state that a key to the listing must be in the lockbox, and policies that concern withdrawing listings only being allowed before a property is contracted for sale.

Board of Directors – April 14, Approved a grant application for an RPAC fundraising event, reviewed the new Leadership NWMA program, reviewed the new Under Our Roof Campaign to show members all the projects going on at NWMA, and reviewed the new NAR Economic Impact study done that shows that each house sold in Desoto County returns \$45,000-48,000 to the community.

RPAC – April, NWMA is at 62.1% of its goal with almost \$14,700 invested in the future of our careers and 54.9% Fair Share participation. Join the group who know that RPAC is fighting for the bottom line that keeps Realtors in business.

YPN – April, Something new and very exciting has started at NWMA...see page 4 and jump on!

Big 5-0 for the EO - April 29 – Boiling Point Restaurant...it only happens once in a lifetime... Were you there? See page 1...

2010 Affiliates

- Atmos Energy Corporation
- Citizens National Bank
- DeSoto Co. Economic Development Council
- Edward Jones Investments- Milton Davis
- Merchants & Farmers Bank
- National Property Inspections
- North MS Home Builders
- Trustmark Mortgage
- Synovus Mortgage
- SouthGroup Ins./Brown & Haynes, Inc.
- Fairway Mortgage
- DeSoto Bank
- Farmers Insurance Agency

MAY 2010



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