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Register now to shoot, sponsor or do both

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# 2021 TREPAC

## Major Investors

**PLATINUM R**

★ **Jef Conn\*** ★

**GOLDEN R**

★ **Cade Fowler\*** ★  
**Tony Lloyd\***  
**Lisa Pearce\*\***

**CRYSTAL R**

★ **Donna Sue Clements\*\*** ★  
**Vanessa Dirks\*\***  
**Michael Martinez**  
**Teresa Smith\*\***

**STERLING R**

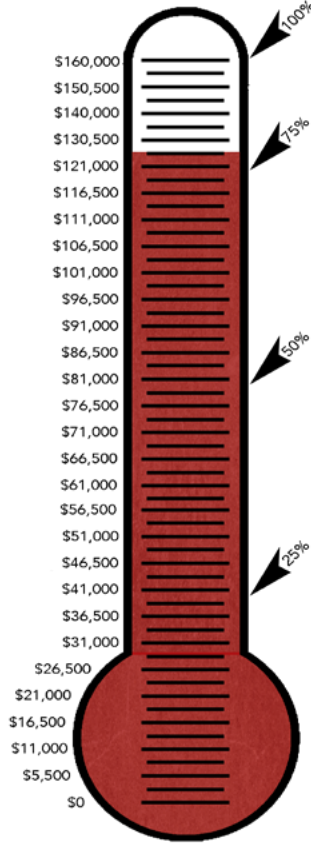
<p>★ <b>Joe Bellar</b> ★  <b>Chris Brooks</b>  <b>Tom Couture</b>  <b>Christine Covington</b>  <b>Amy Cox</b>  <b>Coby Crump</b>  <b>Bryce Daniel</b>  <b>Rusty DeLoach</b>  <b>Rich Eberhardt**</b>  <b>Tim Garrett</b>  <b>Tim Grissom</b>  <b>Ken Harlan</b>  <b>Tammy Hamersley</b>  <b>Amie Henry</b>  <b>Jacky Howard</b>  <b>Vanessa Hyde</b>  <b>Michael Hutton</b>  <b>Cheryl Isaacs</b>  <b>Nathan Jordan</b></p>	<p>★ <b>Cindi Lea</b> ★  <b>Lori Manning</b>  <b>Joe Murfee</b>  <b>Mark Nanny</b>  <b>Colby Norris</b>  <b>Vickie Noyola Al-Souki</b>  <b>Jason Ratliff</b>  <b>Kyle Rogers</b>  <b>Crystal Sanchez</b>  <b>Winn Sikes***</b>  <b>Denise Stout</b>  <b>Jeremy Steen</b>  <b>Andrea Sturdivant</b>  <b>Amy Tapp</b>  <b>Renee Taylor</b>  <b>Pam Titzell</b>  <b>Sharla Wells</b>  <b>Dan Williams*</b>  <b>Keeli Wilson</b></p>
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**CORPORATE MAJOR INVESTORS**

★ **Benchmark Mortgage** ★  
**City Bank Mortgage**  
**Fairway Independent Mortgage**  
**LBK Roofing**  
**Lubbock National Bank**  
**Peoples Bank**  
**PrimeWest Mortgage**  
**Spirit Mortgage**  
**Texas Tech Federal Credit Union**

\* President's Circle and Hall of Fame | \*\* President's Circle | \*\*\*Hall of Fame

# 2021 TREPAC Fundraising Goal






## \$125,262

As of 7/28/2021  
44% Member Participation

2021 TREPAC Year goes from  
Oct. 1, 2020 to Sept. 30, 2021



Click here to

# INVEST IN TREPAC

# SAVE THE DATE



## TREPAC SPORTING CLAY SHOOT

**Friday, August 27, 2021**

LUBBOCK SHOOTING COMPLEX  
1475 CR 1  
(TAKE HWY 87 SOUTH TO CR 1)

Contact the Lubbock Association of REALTORS® for more information  
806-795-9533



2021

### SPORTING CLAY SHOOT

August 27, 2021

LUBBOCK SHOOTING  
COMPLEX  
1475 CR 1

CLICK  
HERE  
TO  
REGISTER



2021

### SPORTING CLAY SHOOT

August 27, 2021

LUBBOCK SHOOTING  
COMPLEX  
1475 CR 1

CLICK  
HERE  
TO BECOME  
A SPONSOR



# July Membership Stats

## LAR Membership count as of July 31, 2021

There was a 12.66 percent increase from July 2020

1,593 — Total LAR Members  
1,353 — REALTORS®  
167 — Designated REALTORS®  
44 — Appraisers  
29 — REALTOR® Emeritus

### MLS Only Participants/Subscribers

70 — MLS Only Designated REALTORS®  
55 — MLS Only REALTORS®  
15 — MLS Only Appraisers

## REALTOR® Membership Applications\*

Amanda Cox, Amy Tapp Realty  
Ernie Buelna, Exit Realty of Lubbock  
Troy Bassett, II, Century 21 John Walton, REALTORS  
Ginny Owens, Keller Williams Realty  
Trey Culver, Progressive Properties  
Codi Armstrong, The WestMark Companies  
Hollie Edgett, Madewell Real Estate Company  
MaKieley Bigelow, Keller Williams Realty  
Kendra Martin, Lyons Realty  
Austin Brown, eXp Realty LLC  
Andrew Albares, eXp Realty LLC  
Rusty Durham, Keller Williams Realty  
Ashley Wright, All Real Estate LLC  
Marsha Reed, The WestMark Companies  
Jeanette Camp, Exit Realty of Lubbock  
Kathy Brown, Keller Williams Realty  
Sean Miller, Better Homes and Gardens Blu Realty

Kelsey Emerson, Aycock Realty Group, LLC  
Kalli Moore, Flatland Realty LLC  
Tonya Cozart, Keller Williams Realty  
Clarissa Lopez, Novus Real Estate  
Callie Noland, Keller Williams Realty  
Micah Vasquez, Keller Williams Realty  
Josh Lashaway, Keller Williams Realty  
Jessica Vaughan, Texas Home and Land Connection  
Amy Poole, Andi Dunlap Realty  
Susan Sell, The WestMark Companies  
Laurn Truesdell, Andi Dunlap Realty

## New Affiliates

Browne, Walker - Representative Walker Home Inspections  
Bulls, Jason - Representative Be4ore Home Inspections  
Thorp, Steve - Representative Sigma Inspection Services

## Transfers

Micah McNutt, Keller Williams Realty, to Madewell Real Estate Company  
Elizabeth Belmares, eXp Realty LLC, to Bray Real Estate Group  
Ashley VanAtta, Kearney & Associates, REALTORS, to Nest Finders  
Steven Bishop, Taylor Reid Realty, to Brick & Loft Realty  
Sarah Jones, Keller Williams Realty, to Chaney Realty  
Mark Benavides, eXp Realty LLC, to Progressive Properties  
Adrian Reimer, Keller Williams Realty, to Exit Realty of Lubbock  
Kinsley Scott, Keller Williams Realty, to Amy Tapp Realty  
Alissa Gilvin, Keller Williams Realty, to Fathom Realty

## Cancellations

Lindsey George, 5 Point Star Realty, LLC  
Courtney Jordan, Coldwell Banker Trusted Advisors  
Erika Hickey, Exit Realty of Lubbock  
Adriana Urquidi, eXp Realty LLC  
Corey Kiattitananan, eXp Realty LLC  
Summer Caffey, Exit Realty of Lubbock  
Shae Griminger, Halley Road Real Estate  
Jamie Cofer, Progressive Properties  
Taryn Skoumal, Keller Williams Realty  
Nancy Ormon, Keller Williams Realty  
Helen Bayer, Helen Bayer, REALTORS

## Miscellaneous Changes

Jessica Cano reinstated with West Sage, REALTORS  
Joe Hall reinstated with West Sage, REALTORS  
Summer Caffey reinstated with L3 Brokers  
Adriana Urquidi reinstated with Fathom Realty  
Lindsey George reinstated with 5 Point Star Realty



# THAT'S WHO WE





*Thank you to our 2021*  
**PRIME BUSINESS  
PARTNERS**



## MLS Matters

### Driving Directions

Why is adding driving directions important when everyone has GPS on their phone?



Adding driving directions is a field in listing details. Directions are important when phone service is not available or if Google hasn't mapped the property or subdivision yet.

- 1 Phone service isn't always available, especially in rural areas
- 2 Not everyone knows how to get driving directions on their phone
- 3 Siri and Alexa don't always know the best route
  - 3a Sometimes the fastest isn't the best route
  - 3b It can't provide directions to unmapped areas (new developments, unmarked private roads, etc.)

Did you know LAR has an

**MLS**

*Tips and Tricks*

YouTube playlist?

[Click here to check it out](#)

**LAR LUBBOCK**  
ASSOCIATION OF REALTORS®

**AUGUST MLS FORUM**

THURSDAY, AUGUST 5, 9 A.M.  
ALLIANCE CREDIT UNION  
6219 TX-327 SPUR





## August Membership Meeting with Leigh Brown

**L**eigh Brown - REALTOR, Speaker, Trainer and Author brings her infectious energy to the LAR at the Overton Hotel on August 19th.

Leigh will teach a two hour CE class, "Turn Down the Noise, Turn Up the Volume" from 9 a.m. to 11 a.m.

This class will get you fired up to revamp your messaging to reach buyers and sellers in today's market! Leigh will cover a broad range of topics including today's business/market conditions, technology updates, creating engaging messaging, content strategy and more!

At 11:30 a.m. the August

Membership Luncheon begins.

Leigh Brown will be giving a key note presentation titled "Igniting the Passion". You're not going to want to miss this.

Register now for the CE class and the August Membership luncheon by clicking [HERE](#).



### United Way Campaign Fundraising Tips



#### Thank You Notes

Partner with kids from a United Way partner agency (there are 23!) and have them draw "thank you" cards for employees who have donated.



#### Marshmallow Driving Range

Set up your own driving range, but use marshmallows instead of actual golf balls - to make it more manageable. Award prizes for the longest and most accurate drives.





# Classes and Events

## Maximizing Your CMA Using RPR

Friday, August 6  
9 a.m. to Noon  
Click [HERE](#) to register

## Free CE - Understanding the National Flood Program

Wednesday, August 11  
9 a.m. to 11:30 a.m.  
This class is FREE but you must Click [HERE](#) to register

## New Member Orientation

Wednesday, August 11  
8:30 a.m. to 1 p.m.  
Click [HERE](#) to register

## TREC Legal Update 1

Monday, August 16  
1 p.m. to 5 p.m.  
Click [HERE](#) to register

## TREC Legal Update 2

Monday, August 16  
1 p.m. to 5 p.m.  
Click [HERE](#) to register

## Free CE - Learning to Love Affordable Housing

Tuesday, August 17  
10 a.m. to 11 a.m.  
This class is FREE but you must Click [HERE](#) to register

## August Membership Luncheon

Thursday, August 26  
11:30 a.m. to 1 p.m.  
Click [HERE](#) to register

## TREPAC Sporting Clay Shoot

Friday, August 27  
8:30 a.m. to 5 p.m.  
Click [HERE](#) to register

## 25 Real Estate Marketing Principles

Thursday, September 2  
10 a.m. to Noon  
Click [HERE](#) to register

## Let the Seller Beware: 32 Buyer outs in Texas

Wednesday, September 8  
8:30 a.m. to 5 p.m.  
Click [HERE](#) to register

## NAR Code of Ethics

Tuesday, September 14  
1 p.m. to 4 p.m.  
Click [HERE](#) to register

## The Forms you Need to Know

Tuesday, September 21  
9:30 a.m. to 12:30 p.m.  
Click [HERE](#) to register

## Free CE - Using Texas REALTORS Market View in your Business

Monday, September 27  
1 p.m. to 2 p.m.  
This class is FREE but you must Click [HERE](#) to register

## GRI Marketing - Business Skills

October 11-14, 2021  
8:30 a.m. to 5 p.m.  
Click [HERE](#) to register



## The Forms You Need to Know

Wednesday, August 4, 2021

Click [HERE](#) to register

CE hours: 3

(This course is a qualifying contracts class for licensees in their second renewal on.)

This course reviews the most widely used TREC and TAR forms needed to conduct real estate transactions. Included are various sales contracts and a wide range of addendum. This course teaches the proper use and completion of these forms and provides a comprehensive view of the types of contracts available for use in real estate transactions. It will also cover how to handle updates and changes to contract forms, along with other related documents and addenda.

This purpose of this course is to familiarize the real estate license holder with the most current and commonly used forms in a residential real estate transaction. Will learn to understand and use the proper form(s) for different real estate transactions so that they effectively serve their client. The course intent is to provide insight on the importance of using correct form(s) to ensure a successful transaction for the agent and client.

# How HOA Laws are Changing in Texas

New REALTOR®-supported laws passed in 2021 bring more balance between the rights of property owners and their property owners' associations. At least 6 million Texans are estimated to live in communities governed by property owners' associations. This number will only increase as new communities are built across the state to meet the needs of our growing population.

Property owners' associations are often necessary to create new housing, and they typically add value to the communities they serve.

Property owners' associations also have significant power over people's homes and their communities, and it is appropriate for the Texas Legislature to ensure that that power is executed with care.

The passage of monumental HOA reform legislation wouldn't have happened without Texas REALTORS®. During the legislative process, members advocated on behalf of homeowners and homebuyers to show lawmakers the scope of the issues being faced.

Texas REALTORS® sent representatives more than 12,500 messages supporting the bill—a record-high call-for-action response!

In addition, the website MyHOAStory.com has been a great tool for collecting real-world stories from homeowner and REALTORS® about challenges they've faced with HOAs.

Following are changes made by Senate Bill 1588 that are effective on Sept. 1, 2021.

**Texas REALTORS® proudly supported these pro-consumer changes.**

**FEES ARE CAPPED** for subdivision information (\$375), and updated resale certificates (\$75).

TREC will create a publicly accessible **CENTRAL DATABASE OF TEXAS HOAS** by Dec. 1, 2021. HOAs that have filed management certificates in county records before Dec. 1, 2021 are required to file with TREC by June 1, 2022.

HOAs are required to **MAINTAIN WEBSITES** with management certificates and meeting information and notifications.

HOAs are required to **FILE DEDICATORY INSTRUMENTS WITH THE COUNTY** and provide certain contact information on all dedicatory instruments and management certificates.

Property owners have new **PROTECTIONS FROM NEGATIVE CREDIT REPORTING** when a fine or fee is in dispute, and HOAs are required to give a detailed report of charges and offer a payment plan before reporting delinquencies.

Prevents some **CONFLICTS OF INTEREST** within HOA architectural review boards.

HOAs are barred from requiring access to **LEASE AGREEMENTS** and are only allowed to request tenant's contact info and lease beginning and end dates.

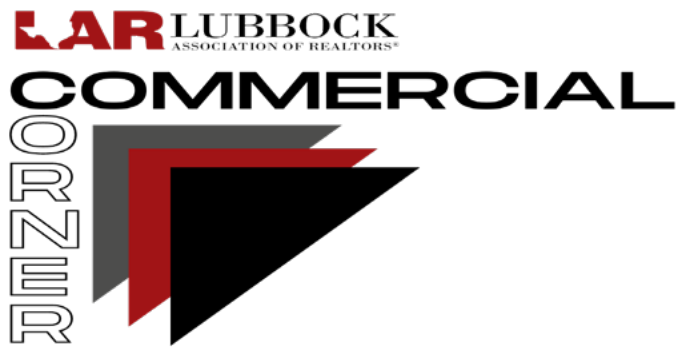
HOAs are required to **SOLICIT BIDS** for any contract for services over \$50,000.

HOAs are barred from prohibiting certain **POOL SAFETY ENCLOSURES**, the installation of certain **SECURITY MEASURES** on an owner's private property, or certain **RELIGIOUS DISPLAYS**.

HOA boards are required to provide members with **TIMELY NOTICE ABOUT MEETINGS**.

Improves **DUE PROCESS IN DISPUTE RESOLUTION** and provides additional legal avenues when seeking resolution from a dispute with an HOA.





## Six Ways to Overcome Public Speaking Fear

Public speaking is something many people dread. No matter if it's giving a sales presentation or a key note speech at a conference or meeting, it can be intimidating.

But it doesn't have to be. Here are six tips to help you overcome public speaking fear:



### 1. Be Passionate About Your Topic

IF YOU'RE NOT EXCITED ABOUT YOUR PRESENTATION, NO ONE ELSE WILL BE EITHER

### 2. Know Your Audience

MAKE SURE TO CRAFT YOUR REMARKS TO YOUR AUDIENCE TO GET THE BEST RETURN ON INVESTMENT

### 3. Outline and Then Write

START BY FOCUSING ON THE MAIN POINTS OF YOUR TOPIC AND EXPAND FROM THERE

### 4. Let your personality shine

REAL ESTATE IS ABOUT MORE THAN SELLING HOUSES, IT'S ABOUT SELLING YOU! LET YOUR PERSONALITY SHINE DURING PRESENTATIONS.

### 5. Slow Down

PEOPLE TEND TO TALK FASTER WHEN THEY GET NERVOUS. MAKE A CONSCIOUS EFFORT TO SLOW DOWN.

### 6. Practice and Then Practice More

PRACTICE MAKES PERFECT. MAKE SURE YOU GIVE YOURSELF ENOUGH TIME TO PRACTICE YOUR PRESENTATION BEFORE YOU STEP ON STAGE.







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**Amp up your career at [C2EX.realtor](https://C2EX.realtor)**

 **NATIONAL  
ASSOCIATION OF  
REALTORS®**



**\$40**  
for  
**40**  
years

For the last 40 years, the John Walton Education Foundation has been providing college scholarships to local youth. This year, as we celebrate John Walton's legacy and the 40th anniversary of the foundation, we are asking LAR Members to increase their contribution to the John Walton Education Foundation from \$25 to \$40.

Our goal in 2021 is to provide a record number of scholarships to youth in our community. We can't do that without the help of our Members.

Please help us support higher education in our community by making a contribution today.

**WE DON'T JUST FUND SCHOLARSHIPS,  
WE MAKE DREAMS HAPPEN**



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TREPAC DISCLAIMER: Contributions are not deductible for federal income tax purposes. Contributions to the Texas Association of REALTORS® Political Action Committee (TREPAC) and the Texas Association of REALTORS® Federal Political Action Committee (TAR FedPAC)—which makes contributions to the REALTORS® Political Action Committee (RPAC)—are voluntary and may be used for political purposes. The amount indicated is merely a guideline, and you may contribute more or less than the suggested amount. You may refuse to contribute without reprisal, and the National Association of REALTORS®, the Texas Association of REALTORS® (TAR), and its local associations will not favor or disadvantage anyone because of the amount contributed. Until the RPAC annual goal is met, 70% of an individual's contribution goes to TREPAC and may be used to support state and local candidates; the remaining 30% is sent to TAR FedPAC to support federal candidates and is charged against your limits under 52 U.S.C. 30116. (Exception: 100% of an individual's contribution goes to TREPAC if the individual is an employee of an affiliate member of TAR.) After the RPAC annual goal is met, 100% of an individual's contribution goes to TREPAC and may be used to support state and local candidates. You may contact the TAR political committee administrator at 800-873-9155 to obtain information about your contributions.