

Introducing personalized communication at your fingertips

NoteRouter is the Association's new communication system that gives LAR members the ability to personalize their communication preferences.

Members can now indicate if they'd like to receive communications from LAR through their email, by text message or both! Want to get information about education classes at LAR through your email but want notices regarding TREPAC sent

via text? Easy! You can choose how you want LAR to send important Association information.

An email was sent out today with instructions on how to set your communication preferences (it's easy, we promise!) You can update your preferences at any time.

If you have any questions, or need help, please contact LAR at 806-795-9533.

What's Inside

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2020 Turkeys for TREPAC

Just a few days left to help us reach our goal! Invest today!

Page 5

Classes and Events

Several new classes have been added for 2021!

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2020 Holiday Hours

Find out when the LAR Office will be closed this holiday season.

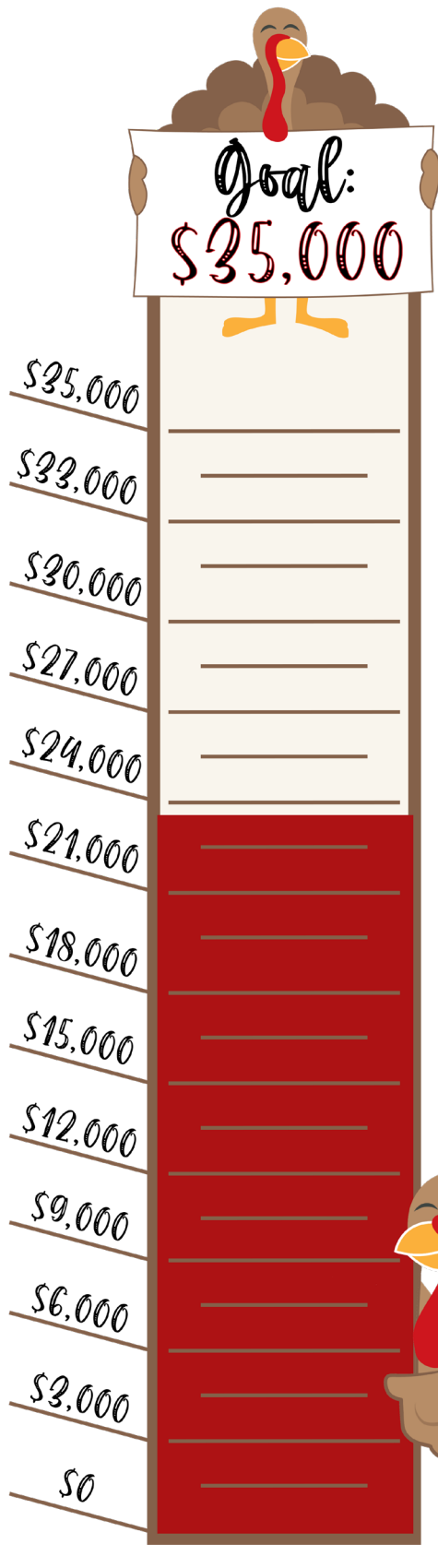
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Newsletter Survey

We need your input! Take the short Newsletter Survey today!

THAT'S WHO WE

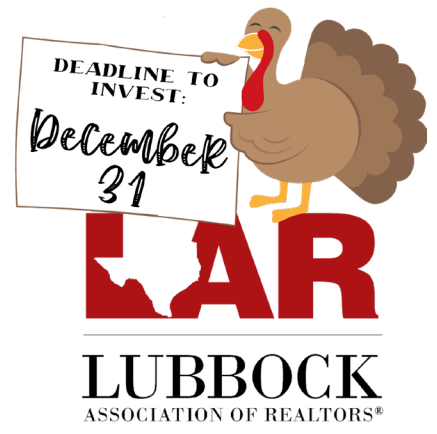
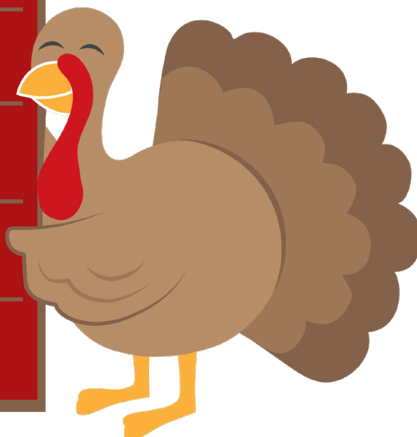
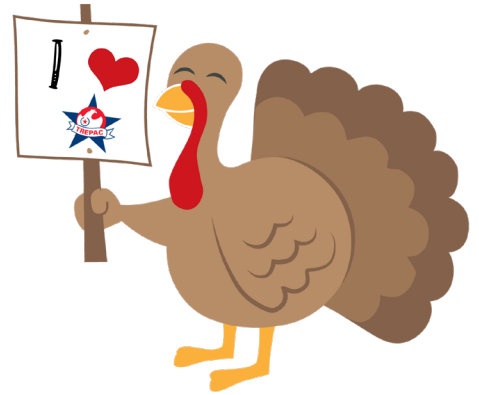




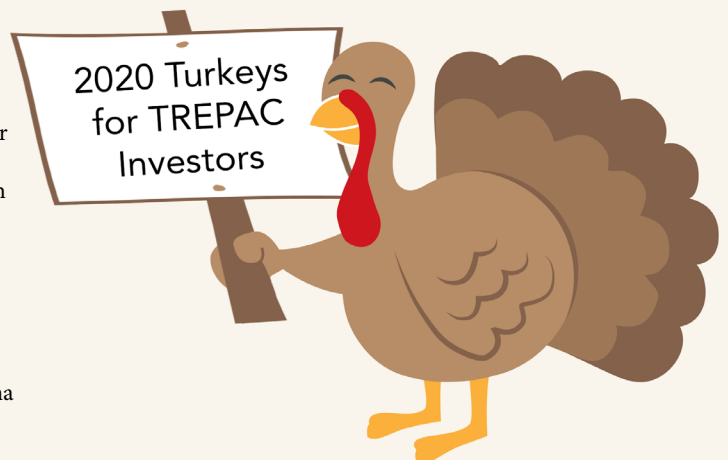
Turkeys for TREPAC



Click [HERE](#) to make your investment today!



Casey Adams	David Deason	Connie Hust	Matt Moreland	Jim Rosson	Wayne Walton
Dilyn Addis	Rusty DeLoach	Denae Hutson	Melody Mullen	Terry Rucker	Connie Watson
Jan Alexander	Laci Demster	Haylee Hutto	Randy Mulsow	Lia Saa	Tucker Wentz
Josh Allen	Rose Donaldson	Michael Hutton	Bob Muzyka	Sarah Salazar	Amy Westenrieder
Randy Andrews	Brenda Driver	Vanessa Hyde	Kristy Navarrette	Ruan Samuels	Kathy Whatley
Rex Andrews	Rose Duncan	Mark Irwin	Hailey Nave	Sandra Saucedo	Donna Westfall
Oscar Armendariz	Andi Dunlap	Cheryl Isaacs	Charles Nell	Cameron Seale	Kathy Whatley
Cynthia Arriaga	Brenda Dunlap	Mike Ison	Ethan Noble	Becky Seaman	Cole Whisenhunt
Dewayne Askins	Carroll Dunn	Brittany Johnson	Vickie Noyola	Kyla Sell	Mary Whitby
Jeremy Backus	Alex Eberhardt	Judy Johnson	Al-Souki	Susan Shakespeare	Chanda White
Justin Backus	Rich Eberhardt	Trajen Johnson	Mark Oatman	Frank Sikes	Robert Whitfield
Susan Backus	Monty Edwards	Jaclyn Jolley-Valentine	Candace O'Dell-Woods	Winn Sikes	Cindy Wilkinson
Wayne Backus	Dan Ellington	Christy Jolly	Rick Olson	April Sizemore	Willims and Co. Real
Zac Backus	Clay Enger	Clint Jones	Marianne Overton	Heather Smith	Estate
Jack Bains	Eva Estrada	Sarah Jones	Trevor Paradoksi	J. Larry Smith	Dan Williams
David Baldner	Bill Evans	Nathan Jordan	Steve Parker	Judy Smith	Joe Williams
Diane Barnett	Moe Evans	Michelle Kauffman	Celeste Patterson	Melissa Smith	Keeli Wilson
Stacey Barrett	Barry Ezra	Crystal Kennell	Kari Payne	Stacy Smith	Heather Womack
Lindsey Bartley	Linda Ferguson	Jason Kennell	Justin Pearson	Teresa Smith	Scott Womack
Stuart Bartley	Kim Flenniken	Kerry Kern	Debora Perez-Ruiz	T.J. Smith	Melissa Workman
Stephen Bearden	Lilian Flores	Ted Kingsbery	Charlotte Perkins	Lesli Spears	Jana Wuthrich
Nacole Beeson	Marsha Flud	Jerry Kitten	Roy Phelps	Amber Stafford	Dwight Yarbrough
Dylan Bennett	Kevin Foley	Jonathan Klein	Cisti Pinkert	Amy Stephens	Charles Young
Kamie Beversdorf	Gena Forehand	Gretchen Koen	Makala Pinkston	Julianne Stephens	Rania Zeitouni
Shari Bigham	Chad Fortenberry	Ken Lackey	Stacie Polozola	Robinett	Kelsey Zickefoose
Katie Billingsley	Cade Fowler	Karisa Langley	Debbie Powell	Tom Stone	Lynn Zickefoose
Aubry Bishop	Elizabeth Fowler	Lori Lee	Jeff Prather	Denise Stout	
Carol Bishop	Kay Fowler	Larry Leivas	Brent Preston	Johnny Stringer	
Elizabeth Boesch	Leslie Francis	Hillary Lemon	Landon Quigley	Andrea Sturdivant	
Becky Boggs	David Fuller	Han Li	Jennifer Randall	Kendra Sutherland	
Larry Boggs	John Fullerton	Tony Lloyd	Emily Ratcliff	Joel Swan	
Amber Bolen	Janet Garrett	Theresa Long	Jason Ratliff	Dane Swinburn	
Sarah Boling	Linda Gaither	Eddie Maddox	David Rayburn	Marie Talkmitt	
Debbie Bowen	Janet Garrett	Jamie Magar	Jeremy Reed	Nate Tauferner	
Michael Brian	Mike Garrett	Lori Manning	Jeff Reese	Julie Templeton	
Bruce Bridges	Tm Garrett	Terry Manz	Melanie Reyes	Alicia Terry	
Beth Brinson	Cayson George	Tonya Marley	Kendra Rieff	Leslie Thomason	
Leigh Anne Brazo	Lindsey George	Bobby Martin	Nan Riley	Kerri Thompson	
June Burks	Joseph Ghandour	Fil Martinez	Brenda Roberts	Tracy Thompson	
Toni Burns	Jeff Gilliam	Lee Mazurek	Amanda Robertson	Pam Titzell	
Kim Burrous	Rachael Givens	Lee McClure	Ginger Robertson	Maggie Trejo	
Danny Byers	Tim Grissom	Trish McClure	Jared Robertson	Debby Tullis	
Charley Champ	Tammy Hamersley	Brooke McCormick	David Rogers	Landon Turner	
Nicole Canales	Ken Harlan	Aaron McFadden	Kyle Rogers	Lisa Victor	
Aaron Cannon	Amy Harlien	Mary McGuire			
Shawn Cannon	Kelly Harp	Russell McGuire			
Aldo Chavira Marquez	Jim Harris	Trina Meadows			
Julie Childs	David Harrison	Leslie Mealem			
Danny Clark	Claire Hart	Cynthia Mears			
Donna Sue Clements	Jo Anna Harvey	Velma Medina			
Jef Conn	Brenda Hawkins	Michelle Melcher			
Laura Corbin	Cherie Hebison	Glenda Mercer			
Ty Craft	Max Hector	Cookie Meredith			
Dana Craig	Amie Henry	Gerald Miller			
Autumn Crawford	Peggy Hensley	Kara Miller			
Coby Crump	Amanda Hernandez	Karen Miller			
Todd Curtis	Noe Hernandez	Kelsey Miller			
Sherri Cypert	Rebecca Hicks	Lynn Miller			
Ellie Daneshfar	Karen Higgins	Billy Mitchell			
Brant Daniel	Rose Hoeve	Ann Marie Molina			
Joy Daniel	Hacee Hughes	Marsha Moore			
Eve Darling	Robin Hurlbut	Russ Moore			



2021 Dues Billing

Pay your state and national dues by December 31, 2020 to avoid late fees and other penalties. And don't forget to do your TREPAC Investment and donate to the John Walton Education Foundation.

2021 dues billing notices for state and national dues have been mailed and emailed out to each REALTOR® Member. **The due date for dues is December 31, 2020.** If dues remain unpaid after January 31, 2021, a \$50 late fee will be added to your dues billing and you will be inactivated on February 1, 2021.

If your dues and the late fee are not received within 10 business days, you will be subject to a \$50 reinstatement fee plus any back board dues.

If you have questions about 2021 dues billing, please contact Holly McBroom at 806-795-9533.



"May you never be too grown up to search the skies on Christmas Eve."



November 15, 2020

2020 OFFICERS

Ken Harlan
President

Teresa Smith
President Elect

Rich Eberhardt
Secretary/Treasurer

Vanessa Dirks
Chairman of the Board

2020 DIRECTORS

Cynthia Arriaga

Danny Clark

Donna Sue Clements

Jef Conn

Amy Cox

Coby Crump

Jacky Howard

Michael Hutton

Jacoby Madewell

Mark Nanny

Gary Owen

Jason Ratliff

Lisa Sellers

Chanda White

Association Executive

Cade Fowler

Dear fellow LAR Members,

Most of us would agree that it's good to see the end of 2020 on the horizon! While it may not be a year we want to repeat, as REALTORS®, we have been blessed to be deemed essential workers. I am hopeful that you will consider two opportunities we have blessed our community.

First, you can help the South Plains Food Bank with a \$35 TREPAC investment. All investments received from dues statements will be donated to the South Plains Food Bank through TREPAC. Just \$35 will provide 105 meals to those in need. The Food Bank has seen a 70% increase in food needs this year, and approximately 40% of these families have never needed Food Bank support before.

The second is a \$25 Education Foundation donation. These funds go to provide scholarships to full-time students attending Texas Tech University, Lubbock Christian University, Wayland Baptist and South Plains College through the John Walton Educational Foundation. In 2020, the Foundation was able to give seven \$1,000 scholarships and with your help, we can give even more in 2021!

The real estate market has been very good throughout this pandemic but many in our community are struggling. Let's use this opportunity to help those not as fortunate. I wish you all a safe and prosperous 2021!

Sincerely,

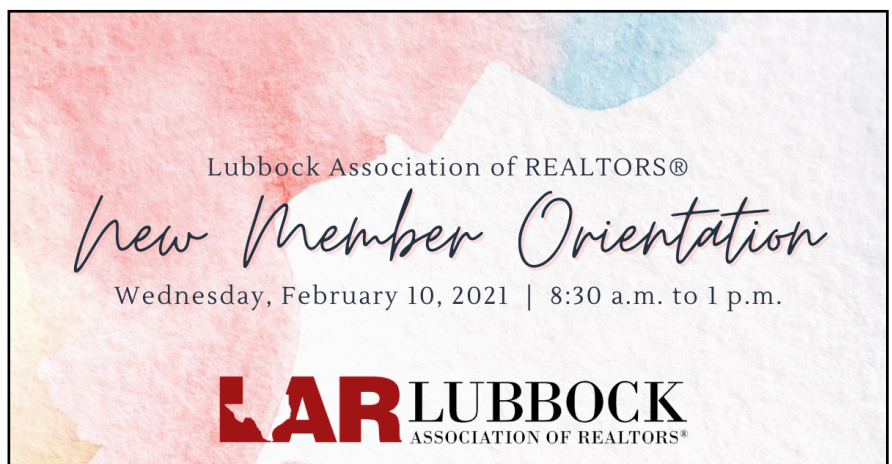
Teresa Smith
Lubbock Association of REALTORS®
2021 President

PAY ONLINE at www.lubbockrealtors.com. Log in, click on "Broker Pay Your Office Fees." Under Account Information, click on "Pay My Dues and Fees." Click on the box to the right of the invoice dated 11/15/20 to select, then click the "Choose Payment Options" button at the bottom.

Or, you may pay with check/money order made payable to LAR, 5015 Knoxville Ave, 79413. Exact cash payments are accepted as well.

Please call if you have questions regarding TAR/NAR dues statements, how to pay online or if you'd like to pay over the phone.

Thank you,
Holly McBroom
Administrative Assistant
Lubbock Association of REALTORS®



Classes and Events

The Forms You Need to Know

Tuesday, January 8

9 a.m. to Noon

Click [HERE](#) to register

Intro to the CMA

Monday, January 11

8 a.m. to 11 a.m.

Click [HERE](#) to register

Understanding the Nature of a Farm and Ranch Contract

Tuesday, January 12

9 a.m. to 1 p.m.

Click [HERE](#) to register

Getting Started with RPR

Tuesday, January 12

3 p.m. to 4 p.m.

Click [HERE](#) to register

TACS1: Introduction to Commercial Real Estate (Days 1 & 2)

Thursday, January 14 & Friday, January 15

8:30 a.m. to 5 p.m.

Click [HERE](#) to register

TACS1: Introduction to Commercial Real Estate (Days 3 & 4)

Thursday, January 21 & Friday, January 22

8:30 a.m. to 5 p.m.

Click [HERE](#) to register

GRI: Contracts to Closing

Tuesday, February 2 thru Friday, February 5

8:30 a.m. to 5 p.m.


Click [HERE](#) to register

New Member Orientation

Wednesday, February 10

8:30 a.m. to 1 p.m.

Click [HERE](#) to register



CE CLASS

OF THE WEEK

Getting Started with RPR

Tuesday, January 12
3 p.m. to 4 p.m.

Click [HERE](#) to register

What is RPR? What does it do? Should I be using it? If you've had these questions, read on!

RPR stands for Realtor Property Resource, and is only available to NAR members - which is YOU.

It gives you a variety of information including MLS information but LOTS of other public information too. You can use it for your buyers and sellers. YES! You should absolutely use RPR!

Come to this in person class to learn more about how to use the basics of RPR for your buyers and sellers. This class will cover:

- RPR Settings
- Working with a buyer
- Preparing for a Listing Presentation

This class is approved for 1 CE hour.
Due to social distancing, space is limited.



JOHN WALTON
EDUCATIONAL
FOUNDATION

WE DON'T JUST FUND SCHOLARSHIPS WE MAKE DREAMS HAPPEN FOR LUBBOCK YOUTH

Since 1981, the John Walton Educational Foundation has helped Lubbock area youth realize their dream of higher education. Each year, the Foundation gives out college scholarships to local high school seniors who plan to attend college at Texas Tech University, Lubbock Christian University, Wayland Baptist University, and South Plains College





JOHN WALTON
EDUCATIONAL
FOUNDATION

CLICK HERE

TO DONATE



December 16-22, 2020 Membership News

REALTOR® Membership Applications

(Subject to successfully completing Association Orientation)

Micah McNutt, Keller Williams Realty
Whitney Pendergrass, Keller Williams Realty
Michael Fernuik, Coldwell Banker Trusted Advisors

Transfers

Liz Carver, Triangle Realty, to Keller Williams Realty
Katie Billingsley, Lyons Realty, to Our Texas Real Estate Group, LLC
Tonya Hons, Amy Tapp Realty, to Keller Williams Realty

Cancellations

Randall Fuller, McDougal, REALTORS

Miscellaneous Changes

Edward De La Cerda, Novus Real Estate, change to non-MLS member



January MLS Forum

The January MLS Forum will feature a demonstration of Offer Manager, a communications and management platform built within the ShowingTime platform. Among many other features, Offer Manager allows buyer's agents to automatically receive notifications when offers are received, and again when offers are viewed.

Listing agents can manage all offers and easily communicate with buyer's agents right from their ShowingTime mobile app. Offer Manager brings a boost of efficiency and improved communication to a critical part of the real estate process.

It is designed to increase industry professionalism and helps agents better serve their clients, regardless of their communication style or transaction management platform.

We encourage you to attend to give your feedback on the program as the MLS Committee will consider it as an additional benefit to the ShowingTime system.



**This is your chance to be heard!
Bring your ideas and concerns
to the MLS Committee**

All MLS members are invited and encouraged to attend the MLS Forum that is held prior to every MLS Committee Meeting from 9 a.m. to 9:30 a.m. on the first Thursday of each month

There is no need to register, just show up! The next forum and committee meeting will be held on January 7th.



LAR Newsletter Survey



Click **HERE** to take the survey or scan the QR code with your phone



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Congratulations!

To the winners of the 2020 Lubbock Area United Way drawing!
A huge thank you to everyone who donated this year.

\$25 = 1 entry
\$100 = 6 entries

\$250 - Rick Canup
\$250 - Tony Lloyd
\$250 - Velma Medina
\$500 - Amie Henry
\$500 - Aaron Garrett
\$500 - Rick Canup
iPad Pro - Velma Medina



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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.