



RSVP now for virtual REALTOR® Day meetings

REALTOR® Day at the Texas Capitol is a cornerstone event in the association's advocacy efforts.

This event is usually held in person at the Texas Capitol during the legislative session; however, Texas REALTORS® is adapting this year's event by hosting virtual meetings with members of the 87th Texas Legislature in March and April.

The 2021 legislative session looks different than years past, and the need for REALTORS® to advocate for Texas real estate is greater than ever.

How to participate

Visit texasrealestate.com/realtorday to RSVP for meetings with your state senator and state representative and to add the Opening Session and Closing Session to your calendar.

March 15, 10-11 a.m.: Opening Session

March 15-April 9: Meetings with Texas legislators—Scheduling is based on each legislator's availability.
April 9, 2-3 p.m. Closing Session

When are the meetings?

Texas REALTORS® is scheduling meetings with the offices of all 181 legislators. Meeting times and dates will be based on the legislators' availability.

Who will lead the meetings?

REALTORS® who serve as Key Contacts on the Texas REALTORS® Legislative Contact Teams will lead the discussions with legislators.

Please contact [Jami Sims](#) for questions about scheduling meetings with legislators or [Joanna Ramirez](#) for questions about how REALTORS® can join a Legislative Contact Team.

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Class of the Week

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TRLP Applications

The deadline for the 2021 TRLP Applications is now March 26



What is TREPAC?

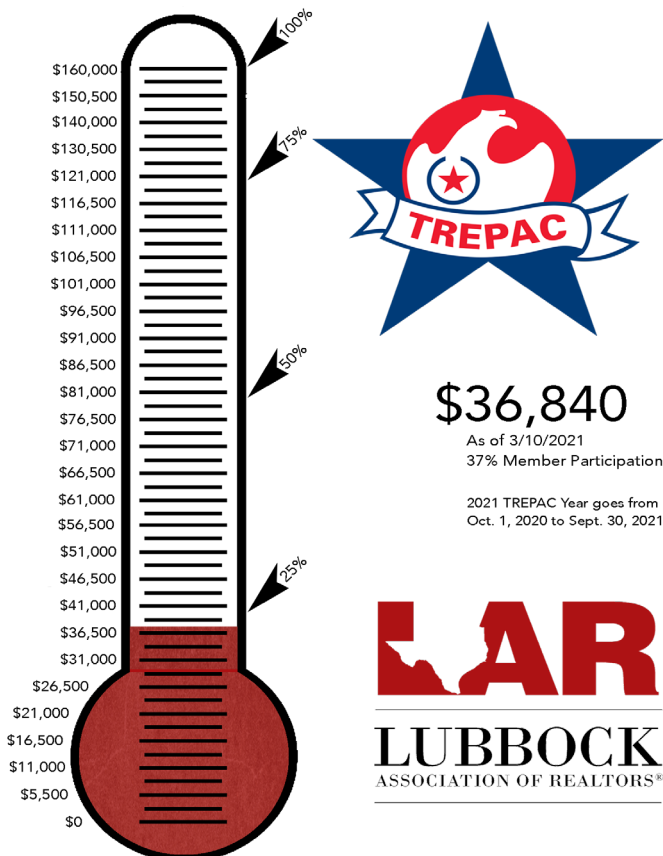
TREPAC is ESSENTIAL!

Throughout this pandemic, TREPAC helped ensure that real estate was categorized as an essential service so that you could continue to work – not just for you, but for your clients.

The mission of Texas REALTORS® Political Action Committee (TREPAC) is to raise and disburse funds to promote home ownership, protect real property rights, and increase political awareness.

If real estate is your profession, politics is your business. And no one protects the real estate industry and your bottom line like TREPAC-Texas REALTORS® Political Action Committee. TREPAC backs local, state, and national candidates and elected officials who have a proven track record of protecting private-property rights, preserving the dream of homeownership, and supporting the vitality of the real estate industry.

2021 TREPAC Fundraising Goal



2021 TREPAC

Major Investors

Platinum R

Jef Conn*

Golden R

Cade Fowler*
Tony Lloyd*
Lisa Pearce**

Crystal R

Donna Sue Clements**
Vanessa Dirks**
Teresa Smith**

Sterling R

Tom Couture	Cindi Lea
Christine Covington	Vickie Noyola AL-Souki
Rusty DeLoach	Winn Sikes
Rich Eberhardt	Pam Titzell
Tim Garrett	Dan Williams*
Ken Harlan	Andrea Sturdivant
Amie Henry	

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

Click here to

INVEST IN TREPAC

TREPAC Investment Levels



RPAC Hall of Fame

- \$25,000+ investment throughout a career
- Lifetime achievement



RPAC Major Investor

- \$1,000+ annual investment



RPAC Platinum R Member

- \$10,000 or more invested in one year
- Sustain status by investing \$5,000 each year thereafter



RPAC Golden R Member

- \$5,000 or more invested in one year
- Sustain status by investing \$2,000 each year thereafter



RPAC Crystal R Member

- \$2,500 or more invested in one year
- Sustain status by investing \$1,500 each year thereafter



RPAC Sterling R Program

- \$1,000 annual investment



Capitol Club

- \$500 - \$999 annual investment



Lone Star Statesman

- \$250 - \$499 annual investment



110 Club Member

- \$110 - \$249 annual investment



Participation Club Member

- \$35 - \$109 annual investment



Tonya's MLS Tips and Tricks

Learn why marking a listing sold the correct way will save you headaches in the future

Marking a listing sold in the MLS is important but doing it correctly is equally important and SAVES EVERYONE TIME AND ENERGY! We get a lot of questions about why agents haven't been listed as the selling agents.

A couple of terms that ALL agents need to know:

- **Listing Agent:** The agent entering the listing in the MLS.
- **Selling Agent:** The agent who brought the buyer.

These same agents go by other terms in other contexts – Showing Agent, Buyer's Agent, Buyer's Rep, all typically refer to the Selling Agent.

Remember, we use the terms on the contract – Listing Agent and Selling Agent.

Please remember, unless you acted as intermediary, you are not the "Selling Agent" as far as reporting the sale in Rapattoni. The agent who brought the buyer to the transaction is considered the selling agent.

If you are part of a Team and are representing the Buyer (therefore making you the Selling Agent), it is up to you to communicate with the Listing Agent (Seller's Agent) how you want the Sale to be reported in Rapattoni. For example:

- Some teams prefer to have **ONLY the team owner to be listed as the Selling Agent, even if that person had nothing to do with the sale.**
- Some teams prefer to have the **team owner as the Selling Co-Agent, and the team member who represented the buyer to be the**

Selling Agent.

- Some teams prefer to have the **team member who represented the buyer to be the Selling Agent and not have the team owner listed anywhere.**

All three ways are acceptable because the Selling Office pulls the Ranking Report differently. The problem arises when the Selling Agent's team prefers to have the team owner listed as either the Selling Co-Agent or the ONLY Selling Agent, and the Listing Agent (or the person maintaining their listing) does not know that preference.

It is vital for the Listing Agent to let their administrative people know who to enter as the Selling Agent and if a Selling Co-Agent should be used, because once the listing is marked "Sold," Tonya is the only one who can make changes to the listing.



April's forum will be held on Thursday, April 1 at 9 a.m.

The forum will be held at
Alliance Credit Union
6219 TX-327 Spur on the 2nd Floor

LAR
LUBBOCK
ASSOCIATION OF REALTORS®



REALTOR® NIGHT
at The Range

Thursday, April 29 | 6 p.m. to 8 p.m.

\$25 buckets of beer and balls
Bring the family!

Lubbock Association of REALTORS®
NextGen
REALTOR® NETWORK
www.yourrealtor.com

LAR
LUBBOCK
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March 11-17 2021 Membership Changes



REALTOR® Membership Applications*

Brett Herrin, Keller Williams Realty
Osmar Diaz, M. Edwards, REALTORS®
Edward Van Dyke, AF Real Estate Appraisal

Clark Dunkelberg, Keller Williams Realty
Courtney Maypole, Keller Williams Realty
Corbin Castillo, Amy Tapp Realty

Designated REALTORS®

Bjerke, Bryan - Designated REALTOR

Transfers

Shane Benson, The Sellers Realty, to Progressive Properties
Micki Pridmore, Keller Williams Realty, to Progressive Properties
Nathan Magee, NextHome CORE Realty, to Location Rentals

Cancellations

Brenda Davis, eXp Realty LLC
Larissa Cable, Keller Williams Realty
Angela Bachmann, Realty One

Miscellaneous Changes

Karolyn Davis-Gass reinstated with Location Rentals

Thank you to our 2021

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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**





**JOHN WALTON
EDUCATIONAL
FOUNDATION**

[CLICK HERE](#)

**TO
DONATE**



JOIN US FOR THE


MARCH VIRTUAL MEMBERSHIP MEETING

Featuring Mayor Dan Pope

THURSDAY, MARCH 25 | NOON

[Click here to register](#)





**Accredited Buyer's
Representative Designation**

Wednesday May 19 & Thursday May 20
8:30 a.m. to 5 p.m.
Peoples Bank - 5820 82nd Street
Click [HERE](#) to register

This course serves as the core of the Accredited Buyer's Representative (ABR®) designation program. It is the benchmark of excellence in buyer representation.

The goal of this course is to set the foundation of training, skills, and resources to help real estate professionals succeed in the marketplace as buyer's representatives.

This course is a fundamental resource for understanding the duties that REALTORS® owe to clients, customers, the public, and fellow REALTORS® as outlined in the NAR Code of Ethics and Standards of Practice. In each course module you will examine a different topic; together they create a comprehensive guide to help you become an effective, efficient and profitable buyer's representative.

Classes and Events

TACS3: Real Estate Marketing and Negotiation (Days 3 & 4)

Thursday, March 18 &
Friday, March 19
8:30 a.m. to 5 p.m.

Click [HERE](#) to register

How Not to Accidentally Practice Law in Commercial Real Estate

Monday, March 22
10 a.m. to Noon

Click [HERE](#) to register

March Membership Meeting

Thursday, March 25
Noon to 1 p.m.

Click [HERE](#) to register

The One to Four Contract

Monday, April 5
10 a.m. to Noon

Click [HERE](#) to register

Negotiate Like a Pro

Monday, April 5
1 p.m. to 3 p.m.

Click [HERE](#) to register

New Member Orientation

Wednesday, April 7
8:30 a.m. to 1 p.m.

Click [HERE](#) to register

TREC Legal Update 1 - Commercial Focus

Wednesday, April 7
8:30 a.m. to 1 p.m.

Click [HERE](#) to register

TREC Legal Update 2 - Commercial Focus

Wednesday, April 7
1 p.m. to 5 p.m.

Click [HERE](#) to register

The Aspiring Home Buyer

Tuesday, April 13
9 a.m. to 1 p.m.

Click [HERE](#) to register

How Flood Map Changes Impact Insurance

Thursday, April 15
Noon to 2 p.m.

Click [HERE](#) to register

RENE: Real Estate Negotiation Expert (2 days)

Monday, April 19 and Tuesday, April 20
8:30 a.m. to 5 p.m.

Click [HERE](#) to register

At Home with Diversity

Monday, April 26
8:30 a.m. to 5 p.m.

Click [HERE](#) to register

Avoiding Common Contract Mistakes

Thursday, April 29
1 p.m. to 3 p.m.

Click [HERE](#) to register

REALTOR® Night at the Range

Thursday, April 29
6 p.m. to 8 p.m.

Click [HERE](#) to register

Getting Started with RPR

Wednesday, May 12
9 a.m. to 10 a.m.

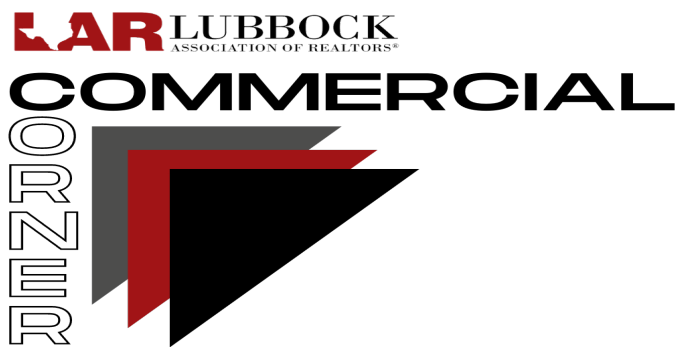
Click [HERE](#) to register

Accredited Buyer's Representative Designation Course

Wednesday, May 19 & Thursday, May 20
8:30 a.m. to 5 p.m.

Click [HERE](#) to register





C5 Summit: Big-League Access in the Big Apple

The C5 Summit is the premier US-based commercial real estate event launching in the Fall of 2021, in the heart of the city, at the center of the industry – New York.

Come for three days of networking, learning, and deal-making September 27-29, 2021.

Registration opens March 30, 2021

Who should attend?

Commercial industry influencers and industry partners including commercial brokers, state and local associations, economic development organizations, government officials, NAR Global members, along with domestic and international investors.

Why attend?

- Network at the three-day expo featuring NAR's Startup Alley
- Learn about the best markets to invest in and valuable incentives across the United States
- Showcase your properties and investment opportunities
- Engage industry experts
- Get deals done on-site to expand your portfolio and boost your bottom line



Registration and Rates

Registration for conference and hotel opens on March 30, 2021.

Early Bird Rate: Register by June 30, 2021 to receive the \$995 Early Bird rate. Rate will increase to \$1295 for standard registration July 1, 2021.

Location:
New York Marriott Marquis in Times Square
1535 Broadway, New York City
Hotel Room Rates: Start at \$389/night

**COMMERCIAL
REAL ESTATE**



REALTOR®

2021 Texas REALTORS® Leadership Program Applications now being accepted

Applications for the 2021 Texas REALTORS® Leadership Program are now being accepted. LAR is partnering with the Amarillo Association of REALTORS® to offer this exciting program to REALTOR® members who want to learn more about leadership skills and what it means to be a leader in the real estate industry.

Only 10 REALTOR® members from LAR will be chosen for this year's TRLP and they must commit to attending the following sessions:

- April 26 - 27 — Retreat in Amarillo
- May 19 — Personal Sustainability in Amarillo
- June 4 — Spokesperson Training in Amarillo
- July 9 — Your Role as a Leader in Lubbock
- August 13 — The Business of Associations in Lubbock
- September 3 — Inclusive Decision Making in Lubbock
- October (tbd) — Graduation (location to be determined)
- October 13 — Law, Legislature, and Texas REALTORS® in Austin (this could be a virtual meeting)

REALTOR® members who are chosen will be notified no later than April 2, 2021.

Tuition for the 2021 TRLP is \$250 for LAR Members and \$400 for non-members and is due by April 9, 2021.

Applications can be downloaded [HERE](#) and completed applications should be submitted to Cade Fowler at cadefowler@lubbockrealtors.com.

Applications must be submitted no later than March 26, 2021.



TRLP is where
REALTORS®
become leaders

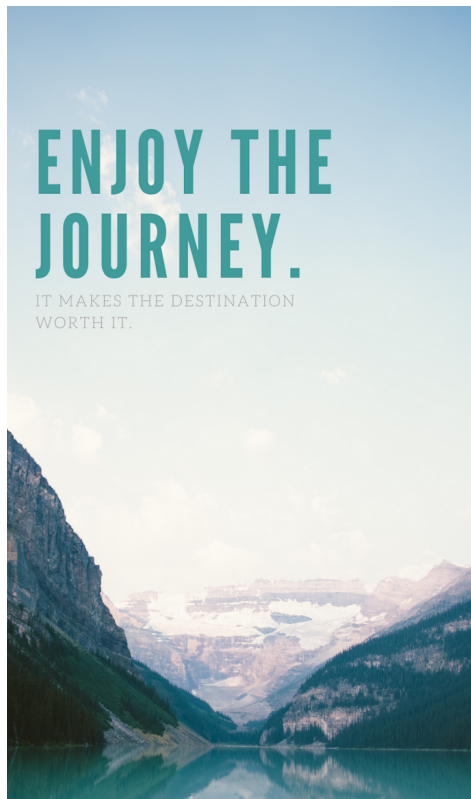


TEXAS REALTORS®
LEADERSHIP PROGRAM

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NATIONAL ASSOCIATION OF REALTORS®

Lubbock Association of REALTORS® Staff

Cade Fowler

Association Executive

cadebower@lubbockrealtors.com

Holly McBroom

Administrative Assistant

members@lubbockrealtors.com

Tonya Marley

MLS Administrator

mls@lubbockrealtors.com

Brenda Fisher

Communications Director

media@lubbockrealtors.com

Tino Vela

Key Services Administrator

keys@lubbockrealtors.com

Celeste Haley

Key Services Administrator

keys@lubbockrealtors.com

THE KEY TO ENDING DISCRIMINATION IN REAL ESTATE ISN'T THIS AD.



REALTORS® are members of the National Association of REALTORS®

If recent events have taught us anything, it's this: we have more work to do. Racism is real, tragically so. Discrimination, in all its forms, still casts a long shadow in this country, and too many are being denied the opportunities that all Americans deserve. Our commitment to the diverse communities we serve starts with a Code of Ethics. Our code sets a higher standard for fairness in housing than any federal law, it's backed by a culture of member accountability, and it extends to our work on Capitol Hill, where we continue to advocate for meaningful change.

At the National Association of REALTORS® we believe that fairness is worth fighting for, and we won't stop until the fight is won. Because that's who we are.

If you experience or witness discrimination in real estate, we urge you to report it.

Visit hud.gov/fairhousing to file a complaint with the Department of Housing and Urban Development.



Lubbock Association of REALTORS®
6510 70th Street
Lubbock, TX 79424
P: 806-795-9533
F: 806-791-6429
www.lubbockrealtors.com

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.