



You Belong Here.



How GNAR Has Served You in 2009:

- GNAR nominee Chris McCarthy, CEO of the Nashville Area Habitat for Humanity, won the **NAR HOPE Award for Leadership**.
- Active **presence in regional media** emphasizing this is a great time to buy, and using a Realtor is the only right first step in the process.
- Hosted Tennessee **Lt. Governor Ron Ramsey as the keynote speaker** at our March membership meeting. And, had the ever-popular Top Producer Panel at the June meeting.
- Made available **49 days (378 continuing education hours)** of courses leading to **Realtor designation**, including ABR, CCIM, CRS, GREEN and PMN.
- **Political presence for the Realtor party** through relationships with legislators at the local, state and national levels.
- **Strategic involvement with Chambers of Commerce** throughout Greater Nashville and Middle Tennessee. GNAR hosts and participates in the Nashville Area Chamber of Commerce Business Conditions Council.
- Funded and built our **13th annual Habitat for Humanity home**.
- **National-level instructors** for an outstanding array of professional designations and other available courses.
- **Awards of Excellence Gala**...one of our best ever, with increased Realtor participation regardless of earning recognition.
- GNAR is the subject of a **special video done by The Pacific Institute (TPI)** now posted on the websites of both The Pacific Institute and the National Association of Realtors.
- Recognized by the Nashville Area Habitat for Humanity with their coveted **Golden Hammer Award** for our consistent and energetic involvement.
- Provided **41 distance learning courses** for continuing education credit, including TREC Core Course. CE hours are reported to TREC each business day.
- Helped create a **regional Realtor event with U.S. Senator Bob Corker**.
- Have consistent, **high-quality monthly meetings of GNAR's Dickson Chapter**.
- Hosted the **first Songwriters' Night** to benefit Habitat for Humanity with several well-known writers, including Bob DiPiero, Jeffrey Steele and Sarah Buxton.
- Created and provided the **successful "Tech Talk" series** to help members understand social media, hand-held technology and a host of related topics.

- Participated in the NAR Midyear Meetings in Washington, D.C., with **Realtor Day on the Hill** visits to federal legislators, as well as participation in the **NAR Board meeting with 2 directors from GNAR.**
- Hosted another **double-sold out charity golf tournament** at Fairvue Plantation with the proceeds benefiting the build of our annual Habitat for Humanity home.
- Regular communication with members through the **GNAR News electronic newsletter.**
- Provided consistent **current home sales data and historical information** on area trends.
- Recognized long-time GNAR member, outstanding instructor and association Chaplain **Hal Wilson** by **naming the GNAR education center in his honor.**
- Provided strong support for improving public education through **strategic partnership with Project PENCIL.**
- Deeply involved in helping Nashville Mayor Karl Dean create and promote a **regional event focused on home ownership opportunities.**
- Received a **grant from NAR** and used it to help support the **Mayor's Housing Fair.**
- **Presentation by Federal Reserve Bank of Atlanta economist** at GNAR.
- Raised over **\$30,000 in RPAC funds** so far this year.
- Provided a free **special tax/wealth management seminar** for our members with Tom Price of Price, CPAs.
- Provided valuable **insight on energy efficiency and sustainability** for members through Green Designation course, the Green Aisle at the upcoming Middle Tennessee Realtors Convention, and other resources assembled through the efforts of GNAR's Environmental Committee.
- Received an **NAR grant** to help reduce the cost for members attending an upcoming **foreclosure course.**
- Presented outstanding **market-specific research** through a cooperative project with NAR.
- Participated in the TAR Midyear Conference, including **Tennessee Realtor Day on the Hill** and active involvement of several GNAR members as TAR directors.
- Launched a local chapter of NAR's **Young Professionals Network (YPN)** with several events planned for the remainder of 2009.
- Chosen by NAR to **participate in a pilot program** for the assembly of information and development of a website for **regional sources of downpayment assistance.**
- Celebrated **6 years in our new facility** and the addition of more useable space.
- Assembled the **2009 class of Leadership GNAR.**
- Launched the **GNAR presence on Facebook**, and the **GNAR Blog** featuring information on membership, industry, legislative and educational topics.

- Held the always-popular **Top Producer Panel** at the June Membership Luncheon, featuring panelists who gave insights on how to be successful in a tough economy.
- Appreciated REALTORS who invest in RPAC by bringing them together with key REALTOR-friendly legislators at the **RPAC Southern Supper**.
- Launched a **presidential podcast** covering industry and association related news and events.
- Hosted a team from NAR who **presented the Surround Sound program** to brokers, teaching them how to craft and deliver their real estate message.
- **Sponsored the Governor's Housing Summit** to increase awareness statewide regarding housing and real estate topics.
- **Hosted the first REALTOR Family Picnic** in 56 years, bringing together members and their families and **supporting our community of members**.
- **Graduated the ninth class of Leadership GNAR**, providing 18 new members who are better educated about their association, industry and how to get involved.
- **Held the second Affordable Housing Top Producer panel** with panelists giving tips and sharing insight into how to successfully work in affordable housing.
- Held another **outstanding Middle Tennessee REALTORS Convention** with **exceptional education**, including **national technology instructor Matthew Ferrara**, and an incredible **tradeshow, downtown living tour and YPN social**.
- Offered members three opportunities to take the **Foreclosure Opportunities class at a lower cost** thanks to a **grant from NAR** (all three classes sold out!).