



**Scott Abernathy** has two decades of property management experience. He is past president the Nashville Chapter of the National Association of Residential Property Managers (NARPM). Scott holds the Graduate Realtors Institute (GRI) and Residential Management Professional (RMP) designations. Scott manages more than 200 properties throughout Rutherford County. **COURSE: *Property Management in the Tennessee Landlord Act.***



**Bruce H. Ayd, ABR, ABRM, CRB, GREEN, SFR, SRS**, is senior vice-president, general counsel for Prudential Alliance in St. Louis, Missouri. He has been honored as Realtor Educator of the Year by both the National Association of Realtors and the Missouri Association of Realtors. The co-author of the *Seller Representative Specialist* designation course, Bruce also writes a monthly ethics column for *Realtor* magazine. He has been in the real estate business as a lawyer and Realtor for more than 25 years. **COURSES: *Officers and Directors Training; Ethics Dilemmas and Practices.***



**Susan Barnette, ABR, GRI, CRS, e-PRO, ITI**, is the Tennessee Association of Realtors 2010 Realtor Educator of the Year. She has served on the Tennessee Association of Realtors Forms Committee and is a past president of the GRI Tennessee Chapter. She is a past president of the River Counties Association of Realtors and was honored as RCAR Realtor of the Year in 2003. **COURSES: *REBAC's Broker Price Opinion: The Agent's Role in the Valuation Process; TAR Forms 102; 21 Ways to Lose Your License; Advertising Real Estate In Tennessee.***



**Gary Blume, GRI**, has twice been president of the Memphis Area Association of Realtors and a member of the Multi-Million Dollar Sales Club. Aside from these achievements, he received a Distinguished Service Award from the Tennessee Association of Realtors that highlighted his long track record as a teacher and mentor to other Realtors. He has been an instructor for the past 20 years with the National Association of Realtors Graduate Realtors Institute (GRI). Gary is a life-long Memphis native. **COURSE: *GRI 402: Staying in Business and Out of Court.***



**Brian Copeland, CRS, GRI, e-PRO, ABR**, has served as chair of the national YPN committee and is a member of NAR's 2012 Leadership Academy class. He is a vice president of the Tennessee Association of Realtors and serves on the executive committee for the Council of Residential Specialists. In 2010, Brian won the NAR Technology Spotlight Award for his technology advocacy across the nation. He has spoken for numerous state and local associations and emceed the Council of Residential Specialist's national conference, Sellabration. **COURSE: *GRI 406: Tips, Tools and Technologies for Your Business.***



**Dave Floyd Sr., GRI, ITI**, entered real estate in 1968 when the average sales price of homes was \$19,500. He achieved the Million Dollar Sales Club his first year and later was broker owner of his own firm. He began teaching real estate courses in 1982. Dave chaired the GNAR education committee in 1995. **COURSE: *Orientation.***



**Richard Fulton, CCIM**, has 30 years of experience assisting corporations with their commercial real estate needs. Richard is a past president of the Greater Nashville Association of Realtors, past president of its Commercial Investment Division, and past president of the Commercial Investment Division of the Tennessee Association of Realtors. **COURSE: *CI 101: Financial Analysis for Commercial Investment Real Estate.***



**Paul Gaddes, ABR, e-PRO, ITI**, is a full time real estate broker. A certified e-PRO trainer, Paul also develops and implements training programs on all aspects of real estate for sales professionals. He holds a bachelor's of science degree from the University of Tennessee. While working in Baltimore he was honored as "Business Leader of the Year." **COURSES: *TREC CORE 11/12; Orientation; Business Wisdom of the Beatles; Code of Ethics.***



**Melanie McLane, ABR, CRB, CRS, GREEN, GRI, RAA, RSPS, SRES, SRS**, has worked in all aspects of real estate: sales, management, appraisal and consulting. She was named *Real Estate Instructor of the Year* at Penn State University. In addition, she was honored as *Realtor of the Year* by her local association. In 2008, Melanie was inducted into the Real Estate Buyer's Agent Hall of Fame. **COURSES: *Green 100; Green 200; Green 300.***



**Frank Mears, ABR, ABRM, CRB, CSP, GRI, SRS, SRES**, was honored as the Instructor of the Year by the Georgia Association of Realtors. He is a 2005 inductee into the Real Estate Buyer's Agent Hall of Fame. Frank has earned the Certified Speaking Professional (CSP) designation conferred by the National Speakers Association (NSA) and the International Federation of Professional Speakers (IFPS). He is vice president and director of training and agent development for Meybohm Realtors in Augusta, Georgia. **COURSE: *Seniors Real Estate Specialist.***



**Robert Morris, ABR, ABRM, CRB, CRS, e-PRO, GRI, LTG, PMN, ITI**, teaches all aspects of how to apply technology toward increasing the bottom line for agents. Currently, he is a broker in Murfreesboro, Tenn., where he actively lists and sells real estate. **COURSES: e-Pro Technology Certification; REBAC's Short Sales and Foreclosures for Buyer Clients; REBAC's Accredited Buyer Representative (ABR); WCR's Effective Negotiating.**



**Bill Moss, CCIM**, is senior vice president of Multi-Family Acquisitions for Colonial Properties Trust. In 2000, he served the CCIM Institute as chairman of the Regional Activities Committee. His education includes a bachelor's degree in business administration and a master's degree in economics—both from Auburn University. **COURSE: CI 101: Financial Analysis for Commercial Investment Real Estate.**



**Jeff Pate, ABR, e-PRO, GRI**, has practiced real estate full time since 1982. He has a wealth of experience in residential sales, commercial and investment real estate and has taught commercial real estate classes since 2003. He developed, managed, leased and sold a 125,000 square foot retail/office development, and has generated more than 300 office, retail and industrial leases in his career. **COURSES: Commercial Real Estate Basics; Commercial Real Estate Contracts.**



**Bill Schlueter, GRI, ITI**, is a graduate of Virginia Commonwealth University, a member of GNAR, past chair of the GNAR Education Committee and a respected real estate broker and instructor. He is the author of the *Course for New Affiliates* and the *TREC CORE Course*. **COURSES: Office and Brokerage Management; Exam Review; Orientation; TREC CORE 11/12; Code of Ethics.**



**Todd Sholar, JD**, graduated with honors from the Cecil C. Humphreys School of Law at Memphis State University (now the University of Memphis) in 1993. He has focused most of his practice in the area of Real Estate Law and Real Estate Brokerage Law. He is a Tennessee Supreme Court Rule 31 Certified Mediator and concentrates his mediation and arbitration efforts in the area of Real Estate. **Courses: TAR Purchase Agreement; Short Sales; Multiple Offers; Solving Problems...; Death Divorce and Taxes; Day in the Life - Advertising; Buyers Agent/Sellers Agent.**