May is

RPAC
REALTOR® POLITICAL ACTION COMMITTEE Month

2010 Goal = $53,070

Where We Are = $18,419

Please Make Your Donation Today!
(See page 7 for details.)

GTAR World

May 2010

www.tulsarealtors.com

Certified Residential Specialist
The Proven Path To Success

CRS 111
Short Sales and Foreclosures: Protecting Your Clients’ Interests

Learn practical approaches to the pre-foreclosure and foreclosure processes that will result in the successful disposition of these properties. Get the tools you need to:

- NEGOTIATE SUCCESSFULLY with financial institutions
- SELL AND LIST REO and short sale properties
- Implement a STEP-BY-STEP process for counseling clients

Wednesday, May 26
8:30 a.m. - 5:00 p.m.
GTAR Training Center

$99 on or before May 10
($129 after May 10)

Register Online at tulsarealtors.com
or call (918) 663-7500

Pending OREC approval for 8 hours CE credit

The CRS 111 course earns you one unit of core education credit toward the CRS designation and completes the core course requirement for the NAR SFR Certification.

For more information on CRS, visit www.crs.com
For more information on SFR, visit www.realtorsfr.org

(You do not have to be a CRS or working toward the CRS designation to attend this class; it is open to all GTAR members.)

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Welcome New Members

Tammy Allen, ERA John Hausam
Jennifer Barnett, Keller Williams
Andy Boen, Chinowth & Cohen
Tracy Bradley, EXIT Unlimited
Robert Champion, C21/Group One
Sherry Cleveland, C21/Group One
Scott Cohenour, Coldwell Banker Select
Virginia Cox, McGraw
Deborah Cribben, Chinowth & Cohen
Gay Cuenca, ERA John Hausam
Matthew Dunn, Bauer & Associates
Sara Gaines, Coldwell Banker Select
Tricia Gentry, Properties Plus
Kendra Grant, Coldwell Banker Select
Sarah Green, Prime Properties Tulsa
Lucas Grounds, C21/Wright
Wendi Guthrie, McGraw
Sherri Houston, C21/Wright

Damian Howard, Coldwell Banker Select
Cindy McVey, McGraw
Tim Moriarty, National Residential
Amanda Mushrush, Coldwell Banker Select
Edie Phillips, Chinowth & Cohen
Deanna Rebro, Vicki Berg Property Manager
Debbie Renneckar, Chinowth & Cohen
James Shaffer, Tommy Dyer Real Estate
Linda Smalley, Chinowth & Cohen
Cindy Smith, Coldwell Banker Select
Debbie Sokolowski, Coldwell Banker Select
Rob Steinkirchner, Joseph McCormick
Stan Stevens, McGraw
J. Scott Talbert, United Country Farm & Home
Kay Vincent, Monarch Realty
Sharyn Willard, Coldwell Banker Select
Justin Williams, Keller Williams
Courtney Winfield, McGraw

New Firm Affiliate Members:
Jessica Crook, CORT Furniture Rental
Valerie Gramm, Financial Destinations, Inc.
Jim Woods, Woods-Gallardo Agency

NEW MEMBER PROCESSING

We are happy to process new members any time from 8:00 to 11:00 a.m. or 2:00 to 5:00 p.m., Monday through Thursday, and 8:00 to 11:00 a.m. Friday.

Brokers: Please make sure your new associate(s) has all the signed paperwork needed along with the appropriate dues and fees.

Building relationships with the right business partners is essential to your success as a REALTOR®. GTAR offers you an outstanding list of partnership resources with our Affiliate Network. These companies support our organization in many ways, and are a strong part of our unified effort to shape and grow our organization and community. If you are doing business with an individual or firm, make sure they are an Affiliate member of GTAR by clicking on the link in the Resource section of tulsarealtors.com.
Fair Housing Poster Contest Winners

To commemorate Fair Housing Month in April, GTAR’s Equal Opportunity Committee held its 3rd annual Fair Housing Poster Contest, “Love Your Neighbor” for all elementary school children in Tulsa and surrounding communities— a record breaking 254 entries were received. The committee selected the finalists for each grade, then GTAR members were given an opportunity to vote for the grand prize winners in each grade level online or by visiting the Association office.

The Equal Opportunity Committee will host an awards ceremony for the winners and their families May 10. Each winner will receive $100 and each winner’s home room teacher will receive $50 to have a class party—all thanks to our affiliate member sponsors: Block Business Solutions, Executives’ Title, FirsTitle, Knox Inspections, Spirit Bank, and Tulsa Federal Credit Union.

Joy Gendy
First Grade - Jarman Elementary

Catherine Gendy
Fourth Grade - Jarman Elementary

Anna Cory
Second Grade - Jarman Elementary

Isabella Beffer
Fifth Grade - Darnaby Elementary

Sarah Gagnon-Allen
Third Grade - Boevers Elementary
Find the Solution to the Home of Your Dreams.

We all have a desire of owning the home of our dreams – now is the best time to find the home that fits you perfectly. The 2010 Greater Tulsa Parade of Homes has over 150 homes to view, with a wide range of price points. You can also discuss and configure custom options directly with the home builder.

See all that the Tulsa area has to offer at the 2010 Greater Tulsa Parade of Homes, the premier new home showcase event.

Sponsored by: BANK OF OKLAHOMA MORTGAGE GROUP

VIP Realtor Preview Party: Tuesday, June 8, 5-7 p.m. at the HBA

Presented By: HOME BUILDERS ASSOCIATION OF GREATER TULSA
TulsaHBA.com
BOARD RECOMMENDS SQUARE FOOTAGE DATA NO LONGER BE USED

Based on a decision by the Oklahoma Supreme Court and the recommendation of NORES Legal Counsel, the NORES Board of Directors approved taking action to begin the process of removing square footage data from all active listings and information available through NORES. The Board also approved taking action to recommend changes in the sales contract and other supplemental forms. The Board intends to request the participation of the other REALTOR® Associations in the State to propose legislative action to address the potential liability for the disclosure of square footage data.

According to the Oklahoma Supreme Court decision, “A buyer of real property may rely upon the positive representations of REALTORS® and sellers about the size of the property to be conveyed.” The buyer is not obligated to conduct an investigation to determine the actual square footage if such a representation is made. The Court held that a waiver and release signed by the buyer did not protect the REALTOR® from liability for any detriment suffered by the buyer, or from allegations that the REALTOR® violated the Oklahoma Real Estate License Code by misrepresenting the size of the home.

At this time, the Board recommends you cease providing any square footage data to a buyer, including information available through the MLS. The Board also recommends any advertisements of homes, including online and print media, not include any square footage data.

To read the Oklahoma Supreme Court decision in its entirety: Click Here
(https://ims.tulsarealtors.com/GTAR/sqftg-Bowman-vs-Presley.pdf)

Clearing Up Rumors About Cap and Trade and Health Care

REALTORS® across the country are receiving information about how the the American Clean Energy and Security Act (Cap and Trade) and Health Insurance Reform will affect the housing market and tax policy. To clear up any confusion, click below to read additional information on the reality of how this proposed legislation and health care reform really affect the housing market and tax issues.

Get Information About the American Clean Energy and Security Act (Cap and Trade)
(http://www.realtor.org/government_affairs/gapublic/american_clean_energy_security_act)

For Legislative updates from NAR, go to www.realtoractioncenter.com.
Directors' Actions

This is a monthly feature which will report GTAR and NORES Directors’ actions from the previous month’s Board of Directors meeting.

NORES Board of Directors
Directors took the following actions:

- Approved turning off any Unlicensed Assistant on August 1, 2010 who has not completed the Unlicensed Assistant/Unlicensed Virtual Assistant Agreement as requested.
- Approved adding the Property Data Forms to ZipForm.
- Rescinded the decision to remove Price per Square Foot (List and Sales PPSF) from Public Full Detail Reports (left on Broker Reports and CMA Reports) and the addition of two additional square footage fields, to function same as current Home Square Footage field—a specific number and square footage source would be required as was approved at the January 2010 Board of Directors Meeting.
- Approve pursuing the removal of square footage from active listings and information provided through NORES, pursuing changes in contracts, and forms as recommended and pursuing possible legislative amendments in conjunction with other associations or bodies in the state.

GTAR Board of Directors
Directors took the following actions:

- Approved holding the 2011 Greater Tulsa Commercial Market Update at the Home Builders Association on Wednesday, March 23, 2011.
- Approved the Addendum for Property Subject to Historic Preservation Overlay Zoning. Click Here to View Form

Irrespective of local dialect and custom, the term REALTOR® has but one pronunciation:

REAL’TOR®
(That’s two syllables)

Industry professionals pronounce it correctly.
The Greater Tulsa Association of REALTORS® has Declared May RPAC Month!

By definition of the work you do, REALTORS® are contributors to the American dream—home ownership. REALTORS® make it possible for people to bring value to their communities, their lives, to schools and to the future. Increasingly, REALTORS® are facing forces from many directions that threaten their ability to help bring about the American dream for more people. Increasing health care premiums, the economy, property tax burdens, rent controls, impact fees, and the taking of private property for the public domain are only a quick handful of issues that somewhere, everyday REALTORS® confront.

IF NOT YOU, WHO?

That is why it is vitally important that REALTORS® be politically active: to take on the responsibility of protecting the values and rights we hold dear. If not REALTORS®, then who? No one knows a community better than a REALTOR®. It would be difficult to believe that a local no-growth group would represent your real estate business interests, or that those employed by the local government know best how much and where to spend the tax dollar better than you do. REALTORS® are the experts on their communities. REALTORS® know the lay of the land, the families, the best schools, the neighborhoods, and the leaders. With REALTORS® in virtually every community in the nation, you are in a strong position to be on the front line as either a proponent or a defender.

RPAC Accomplishments

You can see your RPAC dollars at work in the list of issues that the National Association of REALTORS® (NAR) had a hand in shaping. Here are some of NAR’s recent accomplishments:

Home Valuation Code of Conduct — Citing a lack of guidance from the GSEs, among other things, NAR is calling for an 18-month moratorium. Staff from both Fannie Mae and Freddie Mac met with the Appraisal Committee at NAR’s 2009 Midyear Meetings. The conversation focused on the implementation of HVCC. With the Code set to expire in November 2010, NAR supports an amendment to H.R. 3126 that will effectively sunset HVCC.

FHA and GSE Loan Limits — Congress passed legislation to extend the current loan limits for FHA, Freddie Mac and Fannie Mae through December 31, 2010. This extension was the third time in 2009 that NAR successfully advocated to retain limits of 125 percent of median home price (at 2007 levels), capped at $729,750.

For more of NAR’s accomplishments go to www.realtoractioncenter.com/RPAC

Contributor Statement

Contributor’s Name: ___________________________________________ Date Given: ___________________________

Address: __________________________________ City: ___________________ State: ______ ZIP: ______

Work Phone: ( _____ ) ___________________ Local board: ______________________________

Occupation: ___________________________ Employer: _________________________________

Please check one:

☐ Cash  ☐ Written Instrument (Personal check payable to RPAC Escrow Account)

☐ VISA  ☐ MasterCard  Name on Card: ___________________________________________

Account #: __________________________________________________________ Exp. Date: ____________

Note: VISA or MasterCard only. Contributions on corporate credit card accounts are not allowed.

Declarations: The contribution listed above was freely and voluntarily given by me from my personal property. I have not, directly or indirectly, been compensated or reimbursed for the contribution listed above.

Signature of Contributor: ___________________________________________ Date: _________________

Contributions or gifts to National REALTORS® Political Action Committee and Oklahoma RPAC are not tax deductible as charitable contributions for income tax purposes. Complete form and mail to GTAR, P.O. Box 470603, Tulsa, OK 74147.
**TO: All REALTORS®**

**FROM: NAR**

**RE: Learn Business Tips, Sales Strategies & More with FREE Webinars from NAR**

Thanks to NAR’s “Right Tools, Right Now” initiative, you can access FREE, in-depth webinars to help you grow professionally, gain valuable industry insight and build your business. Visit www.REALTOR.org/RightTools for all our FREE webinars.

These special product prices are exclusively available to REALTORS®. Easily access the hundreds of FREE downloadable e-products—just use your REALTOR.org member login. If you’ve downloaded a FREE e-product, new versions are automatically updated in your REALTOR.org “My Account.”

If you don’t know your login, use this link or call NAR’s Information Central at 1-800-874-6500.

We look forward to offering you FREE or AT-COST products, services and resources through 2010!

Thank you,

The NATIONAL ASSOCIATION OF REALTORS®

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**Home Sales**

**March Home Sales**

**Tulsa MSA**

**2010**

**March Home Sales**

<table>
<thead>
<tr>
<th>Home Sales</th>
<th>Residential Listings</th>
<th>March 2010</th>
<th>March 2009</th>
<th>*Feb. 2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Listings Processed</td>
<td>2,659</td>
<td>2,089</td>
<td>1,832</td>
<td></td>
</tr>
<tr>
<td>Year-to-Date</td>
<td>6,190</td>
<td>5,627</td>
<td>3,531</td>
<td></td>
</tr>
<tr>
<td>Number of Houses For Sale on Last Day of Month</td>
<td>6,114</td>
<td>5,785</td>
<td>5,645</td>
<td></td>
</tr>
<tr>
<td>MSI +</td>
<td>4.8</td>
<td>5.6</td>
<td>6.4</td>
<td></td>
</tr>
<tr>
<td>Month’s Inventory</td>
<td>8,304</td>
<td>7,937</td>
<td>7,376</td>
<td></td>
</tr>
<tr>
<td>Pending Contracts</td>
<td>1,284</td>
<td>1,035</td>
<td>883</td>
<td></td>
</tr>
<tr>
<td>Residential Closings</td>
<td>934</td>
<td>899</td>
<td>591</td>
<td></td>
</tr>
<tr>
<td>Year-to-Date</td>
<td>2,017</td>
<td>2,122</td>
<td>1,083</td>
<td></td>
</tr>
<tr>
<td>Average Sales Price</td>
<td>$151,917</td>
<td>$151,666</td>
<td>$146,895</td>
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<tr>
<td>Year-to-Date</td>
<td>$146,872</td>
<td>$151,606</td>
<td>$144,350</td>
<td></td>
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<tr>
<td>Median Sales Price</td>
<td>$126,000</td>
<td>$127,500</td>
<td>$120,000</td>
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<tr>
<td>Total Value Sold</td>
<td>$125,226,344</td>
<td>$114,570,584</td>
<td>$78,344,315</td>
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<tr>
<td>Year-to-Date</td>
<td>$266,622,168</td>
<td>$273,141,283</td>
<td>$141,395,824</td>
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</tbody>
</table>

* (Metropolitan Statistical Area) which is defined as a standard government based area. This area currently includes seven counties: Creek, Osage, Tulsa, Rogers, Wagoner, Pawnee, and Okmulgee. + Months supply of inventory.
Join GTAR for Spirit Night at Chick-fil-A at 71st & Garnett!

Monday, May 17
5:00 to 8:00 p.m.

Eat at Chick-fil-A at 71st in Garnett and help GTAR earn money for this year's Backpacks for Kids program.
Just write "GTAR" or "REALTORS" on your receipt, put it in the collection box, and a percentage of the dollar amount of receipts collected will go directly to Backpacks for Kids!
You don't even have to eat-in...
You can use the drive-thru!

Receipts will be collected all day for those that can't make it between 5:00 and 8:00 p.m.

About Family & Children's Services
Family & Children's is one of the premier human service providers in Northeastern Oklahoma. The agency provides counseling services, parenting education, child abuse prevention and treatment, literacy programs, marriage and family strengthening programs, early childhood family support, youth development programs, and mental health services. Family & Children's Services has been a resource for families and children in the Tulsa area for over 75 years. Believing in families and helping them to build strong foundations for brighter futures is what Family & Children's Services is all about.

Backpacks for Kids

$50 will provide a backpack for one child.

- Enclosed is my check/cash for $______ to sponsor ______ kid(s).
- Enclosed is my check/cash for $______. (Any donation helps!)

Name: _____________________________ Firm: _____________________________
Address/City/State/ZIP: ________________________________________________
Phone: __________________________ Email: ____________________________

Please make checks payable to the GTAR Foundation and mail with form to P.O. Box 470603, Tulsa, Oklahoma 74147. (Sorry, we cannot accept credit cards.)
ATTENTION ALL REAL ESTATE BROKERS:

Your Continuing Education Requirements are Changing!

If your license type is a Broker Manager (BM), Proprietor Broker (BP), or Branch Broker (BB) (even if for ONE day during that license term) AND your real estate license expires on or after June 30, 2012 (not before), then you are required to attend and complete an approved 15-hour Broker-In-Charge (BIC) class AND an additional 6-hours* of required subject matter in at least two core courses prior to your license renewal. The core subject matter courses are Fair Housing (FHR), Broker Relationships (BRA), Professional Standards of Conduct (PSC), and Hot Topic (HOT) which would be current laws and rules or current topic affecting the real estate industry.

(*See the OREC License Code and Rules effective July 11, 2009, pages 30 and 31 for complete details.)

Questions can be directed to OREC by calling 866-521-3389 or by emailing help@orec.ok.gov.

Anyone holding a Sales Associate (SA) or Broker Associate (BA) license may attend this 15-hour BIC class, in it's entirety, in lieu of the 12-hour required and one 3-hour elective AND you must also complete an additional 6-hours* of required or elective subject matter prior to your license renewal.

GTAR’s first offering of the Broker in Charge course is in the works for July 28 and 29. Class size will be limited to 14, and the format for the course will be two consecutive 7.5 hour days. Look for more details coming soon.

Oklahoma Real Estate Commission CE Requirement
(Source: OREC)

Continuing education courses are required for real estate licensees (sales associates and brokers) who desire to renew their licenses on an active status. Note: Provisional sales associates (those in their first year) are required to take a 45-Hour Post License course.

Licensees are required to complete a total of 21 clock hours every 3 years (each licensing period). Of those 21 hours, licensees are required to take 12 required hours consisting of 4 core subjects as determined by OREC, and 9 hours consisting of elective subjects. The 4 core required subjects are as follows:

1) PSC = Professional Conduct (e.g., Code of Ethics)
2) FHR = Fair Housing (e.g., Cultural Diversity)
3) BRA = Broker Relationships Act (e.g., OK Broker Relationships w/Parties to a Transaction)
4) HOT = Hot Topic (consists of a variety of issues ranging from Code and Rule updates to major industry concerns such as safety, etc.)

Licensees who maintain inactive licenses are not required to complete continuing education; however, if a licensee desires an active license, the licensee will be required to complete the required hours prior to activation of a license.

Friendly Advice:

Keep track of your CE: OREC is the official record keeper of every licensee’s continuing education hours. If you need to check how many CE hours you have or know what hours you still need, you can check online at OREC’s website: www.ok.gov/OREC or call 866-521-3389, and ask for someone in the Education department.

ALWAYS follow-up with OREC before the end of your licensing period to make sure all your hours have been recorded. If OREC does not show credit for a class you have taken, check with the school that you took the class from, whether it’s GTAR or another one.

Remember: Ultimately, it is YOUR responsibility to ensure OREC has properly recorded your hours!
Continuing Education

All classes are in the GTAR Training Center unless otherwise noted. Cost of classes for members is $15 (pre-registered) or $20 (day of), unless otherwise indicated. Cost for non-members is $30 (pre-registered) and $35 (day of), unless otherwise indicated.

For More Information on These and Other Classes, and to Register Online: Click Here

Or log on to tulsarealtors.com; from the main Member Services page, click the red Education Bar, then click Register for Classes.

You can also register by calling 663-7500 with Visa, MC, Amex or Discover or by mailing a check payable to GTAR; P.O. Box 470603, Tulsa, OK 74147

(*If you previously took this course at GTAR, and are still in the same licensing period at the time of this offering, you cannot receive CE credit this time. Please be advised to keep records of courses that you have taken during a 3-year license period. You will not receive credit from OREC for duplicating the exact same course.)

Floodplain: Commercial Real Estate Problems & Solutions

Thursday, May 13
9:00 a.m. - 12:00 p.m.
Instructor: Mike Marrara
Guest Speakers: U.S. Army Corp of Engineers and City of Tulsa Public Works Dept.

In this new course, commercial real estate professionals will learn about floodplains—regulations, types (FEMA vs. City of Tulsa Regulatory Floodplain), and their impact on properties. Learn to determine if a property is in a floodplain, find out if it can be removed if it is, and if it can't, learn what can be done to minimize the impact on the property. (The focus of this class will be on commercial properties but the class is open to everyone.)

Pending OREC Approval: 3 hours elective CE credit

REALTOR® Ethics

Thursday, May 27
1:00 - 4:00 p.m.
Instructor: Sherry Lewis
Cost: Free (pre-registration required)

*OREC Approved: 3 hours required PSC CE credit

Home Inspection and the Law

Thursday, June 10
9:00 a.m. - 1:00 p.m.
Instructor: Dan LaBrake

Learn what inspectors are required to do by state law; what inspectors are prohibited from doing by state law; how to see defects yourself; how to prepare your listing for a good inspection, and much more.

*OREC Approved: 4 hours required HOT CE credit

Fair Housing & Ethical Practices

Tuesday, July 20
1:00 - 4:00 p.m.
Instructor: Kathryn Jones

*OREC Approved: 3 hours required FHR CE credit

OK Broker Relationships with Parties to a Transaction

Tuesday, July 20
1:00 - 4:00 p.m.
Instructor: Ann Lloyd

*OREC Approved: 3 hours required BRA CE credit

CRS 111: Short Sales and Foreclosures: Protecting Your Clients' Interests

Wednesday, May 26

(See page 1 for details.)
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<tr>
<td>8:15 - 9:00 a.m. Staff Meeting</td>
<td>8:00 a.m. - 5:30 p.m. Strategic Planning Meeting</td>
<td>8:00 a.m. - 5:30 p.m. Strategic Planning Meeting</td>
<td>9:00 a.m. - 10:00 a.m. Urban Affairs Committee</td>
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<td>10:30 - 11:30 a.m. NORES Board of Directors Meeting</td>
<td>9:30 - 10:30 a.m. Community Relations Committee</td>
<td>9:00 - 10:00 a.m. NORES Board of Directors Meeting</td>
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<tr>
<td>9:30 a.m. - 12:00 p.m. Floodplain Commercial RE Problems &amp; Solutions (Pending CE Credit)</td>
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<tr>
<td>8:15 - 9:00 a.m. Staff Meeting</td>
<td>9:00 - 10:00 a.m. RCA Education Committee</td>
<td>9:00 a.m. - 12:00 p.m. Floodplain Commercial RE Problems &amp; Solutions (Pending CE Credit)</td>
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<td>1:30 - 4:30 p.m. Computer Basics Class</td>
<td>10:00 - 11:00 a.m. CIE Committee</td>
<td>1:30 - 4:30 p.m. Realist Tax System Class</td>
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<td>13:00 - 1:30 p.m. MarketLinx 1</td>
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<td>21</td>
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<tr>
<td>8:15 - 9:00 a.m. Staff Meeting</td>
<td>3:00 - 5:30 p.m. NORES Rules and Regs Committee</td>
<td>10:30 - 11:30 a.m. NORES Board of Directors Meeting</td>
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<td>10:30 - 11:30 a.m. RCA Committee</td>
<td>1:30 - 4:30 p.m. Publisher Class</td>
<td>12:00 - 3:00 p.m. GTAR Board of Directors Meeting</td>
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<td>1:30 - 4:30 p.m. MarketLinx 1</td>
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<tr>
<td>6:00 - 9:00 p.m. Past Presidents’ Dinner (TBA)</td>
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<td>28</td>
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<tr>
<td>8:15 - 9:00 a.m. Staff Meeting</td>
<td>8:30 a.m. - 5:00 p.m. CRS III: Short Sales &amp; Foreclosures Course</td>
<td>8:30 a.m. - 12:00 p.m. New Member Orientation</td>
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<tr>
<td>9:30 a.m. - 12:30 p.m. MarketLinx 2</td>
<td>2:00 - 4:00 p.m. MarketLinx 3: Prospect Gateway</td>
<td>1:00 - 4:00 p.m. REALTOR® Ethics (Req. PSC CE)</td>
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<tr>
<td>2:00 - 4:00 p.m. CIE-Xceligent Class</td>
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| 31 | GTAR/NORES Office Closed |

**May Networking Luncheon**

*Everyone is Welcome! You do not have to be a WCR member.*

**Date:** Wednesday, May 12  
**Time:** 11:30 a.m.  
**Place:** Ti’Amos Reception Hall (61st & Sheridan)  
**Cost:** $15 Members  
$20 Non-Members  
**Special Guest Speaker:** Builder, Greg Simmons will be discussing his experience of *Extreme Home Makeover!*  
**For Reservations:**  
Call 282-3451 or 906-6364. Please RSVP by May 10.

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**Notice to Association Members**

“Under the long-established policy of this Association, the Oklahoma Association of REALTORS®, and the National Association of REALTORS®:

1. **The broker’s compensation for services rendered in respect to any listing is solely a matter of negotiation between the broker and his or her client, and is not fixed, controlled, recommended, or maintained by any persons not a party to the listing agreement.**

2. **The compensation paid by a listing broker to a cooperating broker in respect to any listing is established by the listing broker and is not fixed, controlled, recommended, or maintained by any persons other than the listing broker.**”