



2014 Board of Directors

President

Anita Morrell

President Elect

Mike Mumpower

Treasurer

Bob Russell

Secretary

Sandra Loving

Past President

Kelly Graham

Director

Laura Ashley

Director

Alana Hash

Director

Fred McClellan

Director

Debbie Miller

Director

Bette Bibee

Director

John Bland

Sr. MLS Representative

Phyllis Harrison

INSIDE THIS ISSUE:

Loss of a Family Member 2

Election Results 3

REALTOR Domain 4

CE Discount 5

Sponsor Spotlight 6

Full Schedule 7

Sponsors & Affiliates 8



# BTVAR Times

Watch for our new camera icon to view more pictures from many of our great events!

VOLUME 1, ISSUE 9

SEPTEMBER 2014 PG 1 OF 9

## New BTVAR Website!

Logging in is simple!

**Username:**

Your NRDS ID

**Password:**

Your Last Name  
(Case Sensitive)



Visit [www.btvar.net](http://www.btvar.net) to check it out!



900 Anderson Street 2nd Floor Bristol, TN 37620  
P. 423-968-1192 F. 423-968-2840  
[info@btvar.com](mailto:info@btvar.com)

# Make Every Month REALTOR® Safety Month



*“Beverly Carter,  
You Left a  
Legacy”*

[Click here to  
read the full  
story on  
Realtormag.org](#)

On behalf of the Bristol TN/VA Association of REALTORS®, we would like to express our deepest condolences to Beverly Carter’s friends and family. We are truly saddened over the loss of one of our REALTOR® family members and words cannot express how sorry we are that this tragedy has happened. Please remember to take every safety precaution necessary and if you have ANY reservations about showing a property, **DO NOT GO.**

Better to lose a client than to be put in harms way.

*Select the image to watch a REALTOR® Safety Video provided by NAR. This video suggests steps you can take to stay safe at home, in the office, on the road, and with clients.*



# Your 2015 Board of Directors

*“Thank you all who came out to place your vote of confidence September 30th and support your leadership for 2015”*



[View More Pictures!](#)



2015 President  
Mike Mumpower  
Earl Webb Realty



2015 President Elect  
Fred McClellan  
Calleb's Realty



2015 Treasurer  
Mia Johnson  
Realty Executives-Bristol



2015 Secretary  
Karen Cox  
Tri-Cities Realty Group



2015-2017 Director  
Jessee DeLoach  
Koltown Properties



2015-2017 Director  
Warren Klutz  
Warren Klutz & Co.



2015 Director  
Laura McMillan  
Fairway Realty

**Returning Directors:**

- Anita Morrell—Immediate Past President
- Laura Ashley—Director
- Debbie Miller—Director

Bette Bibee—Director

**Sr. MLS Representative:**

Jim Warren



John Dickinson

## 16 Hours of CE in TN & VA!!!!!!!

When: October 14th & 15th 2014 9AM

Where: Holiday Inn 3005 Linden Drive Bristol, VA

Cost: \$15.00 per day for BTVAR members \$25.00 for non members

October 14th will cover 8 hours of Real Estate Related Subjects in VA(Topics TBD)

October 15th will be 8 hours of Broker Management.

Both days credit hours will satisfy TN Elective Requirements (this will not satisfy TN CORE Requirements).

**RSVP to 423-968-1192 or [info@btpvar.com](mailto:info@btpvar.com) – Deadline is October 10th**

# .REALTOR Launches October 23, 2014



The NATIONAL ASSOCIATION OF REALTORS® (NAR) is pleased to announce that on Oct. 23, 2014, NAR members can claim their .REALTOR domain. With .REALTOR, members can instantly communicate to consumers their status as a REALTOR® in their website address, strengthen their connection to the REALTOR® brand, and identify themselves as a trusted source for real estate

information. NAR will provide a FREE .REALTOR domain for one year to the first 500,000 members who register.

## Process of Claiming a Domain Starting on Oct. 23, 2014

- Beginning October 23, members will be able to create an account at [www.claim.REALTOR](http://www.claim.REALTOR), choose their .REALTOR domain name(s) and check out.
- .REALTOR domains will NOT be available through existing domain registration websites. They will only be available at [www.claim.REALTOR](http://www.claim.REALTOR).
- All domain names will be available on a first-come, first-served basis.
- Only members will be allowed to use the .REALTOR domain in connection with their name.
- There are specific naming guidelines for .REALTOR, which are outlined at [www.about.REALTOR](http://www.about.REALTOR)

*Are  
you  
ready?*

*Claim your  
.REALTOR  
domain on*

*October 23  
2014*

## Pricing

- The first 500,000 members who register will receive a FREE .REALTOR domain for one year.
- After the first free domain, pricing for additional domains will start at \$39.95. Discounts for multiple domains and multiple year purchases will be available. For more information on pricing visit, [www.about.REALTOR](http://www.about.REALTOR)
- All .REALTOR domain purchases include a FREE profile website from realtor.com® that allows members to integrate content from their social networks, include all of their listings, and feature client recommendations—in one convenient location.

## Priority Registration List

- Some NAR and the Canadian Real Estate Association (CREA) members signed up on the priority registration list between Q4 2013 and Q1 2014.
- These members will have 72 hours in advance of the October 23 launch date to claim their .REALTOR domain.
- Priority registration was only available to members, not offices/firms, boards/associations and MLSs.

## General Release

- On Oct. 23, domain registration will be open to all NAR and CREA members to claim their .REALTOR domain.

## Background Information

- The .REALTOR domain creates a name space for REALTORS® online, instantly identifying them as a credible source of real estate information who follows a strict Code of Ethics.
- NAR is one of the first Associations that was approved a top level domain exclusively for its membership, demonstrating the organization's commitment to its members and showcasing the value of the REALTOR® brand.
- In future phases, domains will also be made available to state and local REALTOR® Associations and REALTOR® owned and operated MLSs; Association multiple listing services; affiliated institutes, societies and councils; and other NAR-approved licensees.
- .REALTOR is available only to REALTORS®. The first 500,000 NAR and 10,000 CREA members to register a .REALTOR domain consisting of their name will receive one FREE domain, one per member.



# The CE Shop—October Promotion



Don't let CE spook you. Save 20% when you use promo code: **OCT20**

Enroll today: <http://btvar.theceshop.com/>

Enter **OCT20** at checkout to receive your discount!

## RPAC Progress Report

Virginia Association of REALTORS®

Tennessee Association of REALTORS®

Contributions as of 9/30/2014  
\$1,630.00

Contributions as of 9/30/2014  
\$3,162.00

Goal  
\$1,580.00

Goal  
\$3,015.00

*We have exceeded our RPAC goals in both TN and VA for 2014! Thank you to all of those who gave to RPAC to support the REALTOR® Community!*



## Thank You for Coming! -BTVAR After Hours Social



[View More Pictures!](#)

The 2014 Chili Cook-off was a **HUGE** Success!



**Bristol TN/VA Association of REALTORS**

Hagan Horn—Association Executive  
900 Anderson Street  
2nd Floor  
Bristol, TN 37620  
Phone: 423-968-1192  
Fax: 423-968-2840  
E-mail: info@btvar.com



**BTVAR!**

We sold over 280 “tastes” and had a total of 6 teams.

We owe a big thank you to all of those who volunteered their Saturday to help with this event and an even bigger thank you to Ashley Jones-Andrews, our P.R. Committee chair who made it all happen!

If you would like to volunteer for the PR Committee (or any other) Please contact BTVAR at 423-968-1192 for more information!



[View More Pictures!](#)

# Sponsor Spotlight—Powell Valley Bank

Whether you are a first-time homebuyer or even if you have been thru the process before, buying a home can be a very exciting, joyful, and emotional time. As your lender, I will work to make this the most positive and pleasant experience as possible. For the past 20 years, I have served as a community banker, working to build friendships, relationships, and making positive differences in the communities in which I serve. I have worked hard to build a reputation which is based on professionalism, work ethic,



Powell Valley National Bank  
“Building Relationships Generation Upon Generation”



the REALTOR®, appraiser, and title/closing agent as a team, complementing the roles that each play in making the home buying

product knowledge and service excellence. Powell Valley National Bank strives to provide customers with the tools and knowledge necessary to help prepare them for the path to homeownership. We want to assist to make this journey one that is smooth and worry-free. We work in close coordination with

process an informed and successful one.

Additional Products & Services:

- Self-Employed Borrowers
- Larger Tracts of Land
- Unique Properties
- Personal Assessment of Financial Needs
- Pre-Qualification Services
- Fast, Local Approval Process
- Local, In-House Servicing & Underwriting
- Comprehensive Rates
- Purchase-Money Loans
- Refinance Transactions
- Construction Permanent Financing
- Home Equity Loans & Home Equity Lines of Credit
- Competent, Friendly, & Knowledgeable Staff

Contact Us:

Mary Beth Baker—VP, Mortgage Lending  
33785 Main Street Jonesville, VA 24263  
276-346-1414  
mbaker@powellvalleybank.com

**MISSION STATEMENT:**

**BTVAR’s mission is to encourage its members to successfully attain their highest goals in an ethical and professional manner and advocate the rights of private property ownership.**

## Education

- March 12th 2014—Code of Ethics with Edithann Wadewitz  
9AM-12PM located at the Bristol Public Library
- April 7th 2014—Fair Housing with Mally Mason At the SWVAR Meeting Room
- April 10th & 11th 2014  
CE Courses with John Dickenson at the Holiday Inn off Exit 7
- April 15th 2014—Professional Standards Road Show At the SWVAR Meeting Room
- May 7th 2014— TN CORE CE Class with Karen Randolph at the Euclid Center (Inside Food City)
- Sept 24th 2014— COE Class with Edithann Wadewitz at the Euclid Center (Inside Food City)
- October 14th & 15th 2014—CE Course with John Dickenson at the Holiday Inn off Exit 7

*\*\*HUD Training will also be offered once a month at the BTVAR Association office. Please contact us at 423-968-1192 for specific dates and times.*

## Membership Meetings

- March 4th 2014—Member Social (Wise, Lee, Scott Area) More information on pg.
- April 16th 2014—Scholarship Luncheon
- July 11th 2014—Annual BTVAR Picnic
- September 30th 2014—Annual Meeting/ Election
- November 18th 2014—Member Social (Wise, Lee, Scott Area)
- December 11th 2014—BTVAR Christmas Social

## New Member Orientation

- March 13th 2014—New Member Orientation  
9AM-12PM at the BTVAR Office
- September 10th 2014—New Member Orientation

## Board of Directors Meetings

- February 5th 2014
- March 19th 2014
- May 27th 2014
- July 22nd 2014
- August 26th 2014
- October 28th 2014
- December 30st 2014

*\*\*All meeting dates are subject to change. More information to follow throughout the year however, please feel free to contact the Association office with any questions or for more detail 423-968-1192.*

**Have a Safe and Happy Halloween!**

# 2014 Sponsors

## GOLD

### Bristol Herald Courier

320 Morrison Blvd. Bristol, VA 24201  
Dawn Friedman dfriedman@bristolnews.com  
Amanda Wampler awampler@bristolnews.com  
276-669-2181 Fax 276-645-2527

### Pulp

1709 West State Street Bristol, TN 37620  
Zanna Blankenbeckler zanna@getpulp.com www.getpulp.com  
423-764-5751 Fax 866-511-5453

### Evergreen Title and Closing, LLC

1104 Volunteer Parkway, Suite 110 Bristol, TN 37620  
Devereux Rice, Manager  
devereux@evergreentitleandclosing.com  
Gwen Pugh gwen@evergreentitleandclosing.com  
423-573-9750 Fax 423-573-9751  
www.evergreentitleandclosing.com

### Lenders Title and Escrow, LLC

834 State Street Bristol, TN 37620  
Cindy Minton cminton@titleandclosing.com  
423-652-1091 Fax 423-652-1090 www.titleandclosing.com

### Eastman Credit Union

1237 Volunteer Parkway Bristol, TN 37620  
Nikki Frazier nfrazier@ecu.org www.ecu.org  
Mortgage Business Development Consultant 423-274-6066

### First Bank & Trust

40 East Valley Drive Bristol, VA 24201  
Jim Sells/Chip Glover 276-466-9222  
jsells@firstbank.com www.firstbank.com

### Randy M. Kennedy

Attorney and Counselor at Law  
625 Anderson Street Bristol, TN 37620  
423-764-7162 randyk@rkennedylaw.com

### W. Derek Malcolm, Esq.

Attorney and Counselor at Law  
100 Fifth Street, Suite 520 Bristol, TN 37620  
423-291-4810 Fax 423-291-4811 Derek@dmalcolmlaw.com

### Powell Valley National Bank

P.O. Box 100 Jonesville, VA 24263  
276-346-1414 Mary Beth Baker mbaker@powellvalleybank.com

## SILVER

### Regions Bank

840 State Street Bristol, TN 37620  
423-652-8502 Fax 423-652-8541

## SILVER (cont')

### Title Equity Corporation

Executives Park 1241 Volunteer Pkwy, Suite 300 Bristol, TN  
Jane Fletcher tec@titleequity.com www.titleequity.com  
423-989-3606 Fax 423-968-5132

### United Capital Lending

2203 McKinley Rd Suite 130 Johnson City, TN 37604  
423-952-0172 Tyler Cathey/Shannon Bradley  
tcathey@ucloans.com sbradley@ucloans.com  
www.ucloans.com

### Cross Country Mortgage

505 East Center Street Kingsport, TN 37660  
Russell Street russell@crosscountrymtg.us 423-292-2126

### McClain's Pest Control

1830 West Elk Ave. Elizabethton, TN 37643  
Bob McClain 423-543-7088 bugman02@embarqmail.com

## BRONZE

### East TN Movers

5725 Highway 11E, Suite 3 Piney Flats, TN 37686  
423-878-5055  
Rita Eggers—rita@easttnmovers.com  
Dean Roberts—dean@easttnmovers.com  
Michelle Wilder—michelle@easttnmovers.com

### State Farm—David Reel, Agent

1323 Highway 394 Blountville, TN 37617  
David Reel 423-323-5156 Fax 276-0284  
David.reel.rean@statefarm.com

### Appalachian Community Federal Credit Union

6034 Bobby Hicks Hwy, Suite 2 Gray, TN 37615  
Rachael Carroll, rcarroll@myacfcu.org  
Penny Pavitt, ppavitt@myacfcu.org  
423-230-2606 Fax 423-467-4274

### First American Home Warranty

446 N. Campbell Station Road Knoxville, TN 37934  
Maryann Azambuja mazambuja@firstam.com 865-202-7780

### Blackley, Olinger & Associates, PLLC

601 Volunteer Parkway, Suite C Bristol, TN 37620  
423-989-3387

Charles P. Olinger cpolinger@boacpa.com  
Judy S. Olinger jsolinger@boacpa.com  
S. Douglas Blackley sdblackley@boacpa.com

**NEW**



# 2014 AFFILIATE MEMBERS

## **Advertising**

### **Community Contractors Connection**

Kelly Robinson  
Cell: 276-791-4303 Office: 276-644-3426  
krobinson@communitycontractors.net

## **Banking/Mortgage Companies**

### **Bank of Tennessee**

1223 Volunteer Parkway  
Bristol, TN 37620  
Hannah Bibee  
423-990-6724 Fax 423-990-2869  
hbibee@bankoftennessee.com  
www.bankoftennessee.com

### **BB&T**

1280 Volunteer Parkway  
Bristol, TN 37620  
Patti Waymire  
423-990-2876 Fax 423-968-2833  
pwaymire@BBandT.com  
Mable Soublo  
276-739-7654 msoublo@BBandT.com  
www.bbandt.com

### **Benchmark Home Loans**

4138 Bristol Highway, Suite 4  
Johnson City, TN 37601  
Becky Rockwell  
423-232-0111 Fax 423-232-7111  
brockwell@benchmark.us

### **Citizens Bank**

P.O. Box 1218  
Bristol, TN 37620  
Kathy Fields 423-989-4426 Fax 423-989-4449  
Kathy.fields@citizensbank24.com  
www.citizensbank24.com

### **Highlands Union Bank**

821 Commonwealth Ave.  
Bristol, VA 24201  
Michael Eldreth  
276-645-7110 ext. 70518  
meldreth@hubank.com  
www.hubank.com

### **Home Town Mortgage Group, Inc.**

2020 Meadowview, Suite 220  
Kingsport, TN 37660  
Marty Miller, Bristol 423-230-1900  
htm@chartertn.net  
www.Hometownmortgagegroup.com

### **New Peoples Bank**

101 Linden Square Drive  
Bristol, VA 24201  
276-466-5358  
Sharon Duckett  
sharon@newpeoplesbank.com  
www.newpeoplesbank.com

### **Peoples Home Equity, Inc.**

206 Princeton Road Suite 33  
Johnson City, TN 37604  
423-928-5626  
Rob Weber  
rob@PHEtricity.com

### **Renasant Bank**

340 Martin Luther King Jr. Blvd  
Bristol, TN 37620  
423-844-6648  
Sharon Farmer sfarmer@renasant.com  
Jerry Kirk jkirk@renasant.com

### **TriSummit Bank**

425 State Street  
Bristol, VA 24201  
423-915-6378  
Peggy Littleton  
plittleton@trisummitbank.com

### **Virginia Housing Development Authority (VHDA)**

105 East Main Street  
Wytheville, VA 24383  
276-228-7060  
www.vhda.com

### **Wells Fargo Home Mortgage**

Penny Capell 423-646-5968  
Penny.capell@wellsfargo.com  
Doris Karshner, Abingdon 276-628-2056  
Doris.karshner@wellsfargo.com  
www.wellsfargo.com

## **Chamber of Commerce**

### **Bristol TN/VA Chamber of Commerce**

20 Volunteer Parkway  
Bristol, TN 37620  
423-989-4850 Fax 423-899-4867

## **Cleaning Services**

### **AdvantaClean**

448 Cummings Street  
Abingdon, VA 24210  
276-451-5304 Fax 276-625-0941  
Natalie.chapman@advantaclean.com

## **Home Inspector Service**

### **Practical Preservation**

David Shumaker  
423-633-0979  
houseshu@btes.tv

## **Insurance/Investments**

### **Kerr-Boswell, Tri-Cities**

110 Piedmont Avenue  
Bristol, VA 24201  
Joe Kerr  
276-466-2422 Fax 276-466-8240  
joeKerr@kerrboswell.com  
www.Kerrboswell.com

## **Utilities**

### **Bristol TN Essential Services**

P.O. Box 549  
Bristol, TN 37621-0549  
Dr. Michael Browder & Diane Smith  
423-968-1526  
dismith@btes.net  
www.btes.net

## **Website Design**

### **Antanet Website Design**

117 2nd Street  
Bristol, VA 24201  
Tony Fitton  
276-591-7545  
sales@antanet.com  
www.antanet.com

*Thank  
you*