

south/southwest

SPECTRUM

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Perspectives on Fair Housing



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Chairperson, S/SWAR Committee on Fair Housing

Realtors® are faced with an awesome responsibility. In order to earn our license and any designations we hold, we complete a rigorous educational process. As Realtors®, part of our responsibility to the public is to teach and to transmit what we have learned about Fair Housing. Some buyers are not aware of their Fair Housing rights. Many sellers simply do not know about Fair Housing requirements and they are not required to obtain training. Realtors® have been charged with the responsibility of standing guard at the door of Fair Housing. Ignoring potentially troublesome situations actually promotes their continuation. We are on the front lines and we must stand up for what is right.

There is much we can do. There is much we should be doing. I'm often asked why Realtors® must undergo Fair Housing education every two years. In my opinion, it is for the same reason that many of us attend church every Sunday. We cannot run the risk of becoming indifferent or losing our focus concerning justice and fairness toward fellow human beings. It is not what you know; it is what you practice that matters.

This Month

Monday, March 13

Microsoft Power Point: an introduction
9 am - noon.
Computer Basics, 1:30 - 4:30 pm.

Tuesday, March 14

WCR Luncheon: Feng Shui for Real Estate Agents
Gino's East, 159th & Harlem.
Call Joan Christensen, 708-430-8000.
Web Surfing for Success, 9 am - noon.
Creating Flyers in MS Publisher, 1:30 - 4:30 pm.

Thursday, March 16

E-mailing effectively, 9 am - noon.
Creating Flyers in MS Publisher, 1:30 - 4:30 pm.

Friday, March 17

CE Fair housing: opening opportunities and closing deals
9 am - noon, instructor Ruth Ann Morgan.
CE Article 4 of the License Law and Agency
1 - 4 pm, instructor Ruth Ann Morgan.

SINGLE SPECTRUM

Terry Watson, CIPS, GRI, ABRM, SRES
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Terry Watson

My first sale: My first sale was a \$29,900 brick and frame house that was previously an expired listing. It was set at the end of the lot, off the alley. It had two small 9 x 9 tandem bedrooms. The seller knocked down the wall and turned two tiny bedrooms into one small bedroom. He told me that the house had been on the market for over a year without a single showing. Apparently, no customers were asking agents to view one-bedroom houses. I sold it in two weeks and felt like I'd

won the big lotto!

I'm chairing S/SWAR's Fair Housing Committee because:

I view this as a great opportunity to make an impact. The other members of the committee have an immense amount of knowledge and experience, which inspires a great exchange. I feel honored to serve in this position.

When I'm not working: I'm taking seminars or reading inspirational books.

Sports hero of the century: Muhammad Ali. In my opinion, he's still The Greatest.

My advice to Michael Jordan in his new role: The only way to know how far to go is to go too far.

When I was ten, I thought I'd grow up to be: A veterinarian.

When I'm 70, I want to be: Spiritually grounded, surrounded by loving family and friends and experiencing avalanches of financial abundance.

My all-time favorite car: The BMW M5 six-speed convertible.

If I were going to the moon, I'd take these three things: A personal brochure, my yard sign and my supra key. (You never know.)

What's on your laptop? I have the downloaded MLS, On Line Agent and my day planner.

In the trunk of your car? I have a can of Scotch Guard. (Never get a car with a tan interior.)

In your wallet? My goals and affirmations and the MLS help number.

Nobody knows this about me: In college during my Internship, I worked as a zookeeper at the swamp in the Audubon Zoo in New Orleans. I took care of bears, cougars, opossums, snakes, frogs, armadillos, otters and a 13-foot, 750-pound alligator named Moses, who tried to eat me daily.

I'd give anything to meet: Ghandi.

I'm scared stiff of: Being average.

My advice to real estate rookies: Be extremely aggressive in your search for education. Take every class, read every book, go to every seminar and get every designation you can. Remember, the highest honor is that someone trusts you enough to assist in the number-one purchase of his or her life.