



## TREEF: Empowering REALTORS® through Professional Development

### *What is TREEF?*

The Tennessee Real Estate Education Foundation (TREEF) was established in 1968 under Tennessee REALTORS® President Bob Freeman, and was officially chartered as a 501(c)(3) nonprofit, tax-exempt educational foundation in 1973.

### *What does TREEF do?*

By an amendment to the state association's Bylaws, the authority to conduct educational programs for Tennessee REALTORS® has been delegated to TREEF. The state association has no Education Committee; instead TREEF serves as its "educational arm." TREEF should never be confused with, or thought of, as another committee. As a chartered nonprofit foundation, TREEF has higher purposes and a special mission to fulfill.

### *How is TREEF Governed?*

TREEF is governed by a 15-member, all-REALTOR® Board of Trustees, who serve staggered 3-year terms. Its five-member Executive Committee is composed of the President, President-Elect, Secretary, Treasurer and Immediate Past President. Each year the Foundation Trustees also elect a non-voting Trustee of Counsel, typically a past president of the Foundation, who meets with the Trustees and is available for special assignments and/or consultation.

**Note:** Trustees are not elected as representatives of any particular association, geographic area or constituency; they are ALL elected as statewide custodians and fiduciaries of the Foundation's mission, programs and assets.

*What are TREEF's higher purposes and special missions?*

The functions, objectives, and purposes of the Foundation are educational, literary, scientific and charitable, with the following objectives:

- To encourage students who wish to see graduate education in real estate with a view to entering the teaching profession.
- To encourage and promote courses in real estate at the community / junior-college level.
- To provide scholarship awards or financial assistance to qualified graduating high school students specializing in allied subjects at the graduate, university or junior-college level.
- To encourage educational programs and seminars that advance the theories and concepts of real estate for those already engaged in the industry.

# Opportunities for Learning and Growth

**TREEF**  
TENNESSEE  
REAL ESTATE  
EDUCATION  
FOUNDATION



- To encourage secondary students to study real estate with a view to entering the field.
- To communicate to all managing brokers developmental opportunities for agents that ensure competency and build trust.
- To develop educational tracks for new agents to work toward NAR designations that increase agents' competencies, and for seasoned agents to cultivate business growth and competency.

- To create course work for viable business sustainability.
- To identify emerging faculty and have an ongoing train-the-trainer program.
- To deliver training through varying venues including live streaming, online, webinar, and recorded correspondence.
- To collaborate with local associations and brokerages to provide access to designations and certifications.

- To develop new course work that promotes agent competency and public trust while encompassing changing market and real estate trends.
- To promote classes to brokers and associations.

*Where does the money come from to support TREEF?*

TREEF earns income from revenues derived from class attendance in the GRI program, online and live courses, REALTOR® specialized license plates, instructor development, and endowments.

*How can REALTORS® support TREEF?*

- Donate to the TREEF Scholarship Fund. (See last panel.)
- Order the specialty Tennessee license plate. (See graphic.)
- Consider donating or giving an education legacy to the TREEF Endowment Fund.
- Attend education programs provided or sponsored by Tennessee REALTORS®.

## Specialty License Plate

### Show Your REALTOR® Pride with a Specialty License Plate!



- ▶ Great promotional value for your business
  - ▶ Proceeds benefit REALTOR® education in Tennessee
- Visit your County Clerk's office and present your NRDS ID



## Your Pathway to Success

We recommend that agents explore the following courses, resources and opportunities as you embark on the journey of becoming and remaining a Tennessee REALTOR®.

### Becoming a REALTOR®

Why? [bit.ly/2Ujxz3C](http://bit.ly/2Ujxz3C)

Pre-License Courses: [bit.ly/39l1NHs](http://bit.ly/39l1NHs)

Join & Learn Locally: [bit.ly/2QMcGf3](http://bit.ly/2QMcGf3)

### Rocking Your First Year

TREC License: [bit.ly/3dv1pJW](http://bit.ly/3dv1pJW)

New Member Orientation (at your local association)

TN Law Manual [bit.ly/2WKAz5C](http://bit.ly/2WKAz5C)

Code of Ethics [bit.ly/2UCJ30l](http://bit.ly/2UCJ30l)

TREC Core Course (6 hrs CE): [bit.ly/2Ukd1Xt](http://bit.ly/2Ukd1Xt)

### Maintaining Your License

Online CE: [bit.ly/2JhDgZv](http://bit.ly/2JhDgZv)

Calendar: [bit.ly/3bsjZAE](http://bit.ly/3bsjZAE)

License renewal: [bit.ly/2xrtkK4](http://bit.ly/2xrtkK4)

Events & Networking: [bit.ly/2WFzjWp](http://bit.ly/2WFzjWp)

### Taking it Higher

GRI: [bit.ly/2Jgv4sk](http://bit.ly/2Jgv4sk)

Master GRI: [bit.ly/2UCCJq5](http://bit.ly/2UCCJq5)

Resources: [bit.ly/2WJgOjG](http://bit.ly/2WJgOjG)

REALTORS® Property Resource: [bit.ly/2WGZr3l](http://bit.ly/2WGZr3l)

## TREEF Scholarship

This scholarship fund is for children, grandchildren or dependents of licensed Tennessee REALTORS® members or Association staff members to assist incoming college freshman to a university, junior college or accredited trade school. Applications are due by June 1 for the following fall semester. To apply, visit: <https://tnrealtors.com/education/treef/scholarship/>.

### Scholarship Donor Levels:

<b>Doctorate</b> \$2,500+	<b>Master</b> \$1,000-\$2,499
<b>Bachelor</b> \$500-\$999	<b>Associate</b> \$100-\$499

## Contribute

To donate to the scholarship (any amount; no minimum) and/or make a gift to TREEF in honor or in memory of someone, please visit <https://tnrealtors.com/memorial-honorary-gifts/>.



**2020-21 TREEF Scholars**

