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**REALTY EXECUTIVES SOUTHERN ARIZONA
ASSOCIATE BROKER IS CHOSEN TO BE A
PANELIST**

At the 2008 Risk Management and License Law Forum in Washington DC

Tucson , AZ (Grassroots Newswire)5/1/2008 - Realty Executives Southern Arizona Associate Broker, James J. “J.T.” Tsighis, was chosen to be a panelist at the 2008 Risk Management and License Law Forum in Washington DC in May. J.T. was the Designated Broker with Realty Executives Southern Arizona for seven years. In 2005, he moved on to become an Associate Broker with Realty Executives Southern Arizona working alongside his wife, Linda. He currently serves on the NAR (National Association of Realtors) Risk Management Committee, this is his second year. At the most recent mid-year meeting, the Chairman of Risk Management Committee asked for each of the members to identify emerging trends. J.T. decided to survey leadership in the state of Arizona, including AAR (Arizona Association of Realtors) officers, directors and local association officers and directors as to what some emerging trends would be. The results of his survey pointed to short sales.

J.T. decided to become an advocate for agents to learn more about high risk transactions, such as shorts sales so that agents and brokerages could avoid potential litigation down the road. He then wrote a proposed guideline for Realtors for handling a short sale transaction and was invited to be a member of a short sale workgroup in Chicago in February with a variety of other members throughout the US (California, Colorado, Massachusetts, Florida, Illinois, etc.). From this meeting the group created a process for short sales and a blue print for realtors to handle short sales. These items then had to be presented as a report to three NAR committees as recommendations and exhibits to be decided on by the NAR board of directors for approval for policy changes.

Through all of this involvement on Short Sales, J.T. was invited to the 2008 Risk Management and License Law Forum panel by an NAR Liaison to Risk Management Licensing Forum. He was then interviewed and asked to not only be a panelist, but also make recommendations as to who else should serve on the panel. The person J.T. recommended, Diana Williams with Fidelity National Financial, Inc. was also chosen to serve on the panel. Realty Executives Southern Arizona is proud to have a voice and a representative of J.T.’s caliber at the Forum. Chief Executive Officer of Realty Executives Southern Arizona, Anthony Azar says, “JT exemplifies the consummate real

estate professional. Of course, those of us in Southern Arizona have always known that! We are incredibly proud to call him a Realty Executives Southern Arizona Executive. Congratulations J.T.!”

About Realty Executives: Realty Executives Southern Arizona is the largest locally-owned real estate brokerage in southern Arizona and ranks in the top 137 out of nearly 90,000 real estate brokerages nationwide. An industry leader in agent training and use of technology to better serve clients, the company reached a milestone \$1,323,755,137 in sales volume in 2005. Realty Executives Southern Arizona is a member of an international network with offices and service partners across the US and in eight foreign countries.

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