



# REALTOR UPDATE

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**Andy Bencosme**  
**Association President**

**Mary Rovarino**  
**Executive Vice President**

**OCTOBER - NOVEMBER 2009**

## **FACEBOOK**

Check out the Arcadia Association of REALTORS on your favorite site, Facebook. Join in this social media opportunity to network with fellow AAR members, reconnect with friends and keep abreast of all the activities at the AAR.

## **NOMINATIONS NOW OPEN FOR THE REALTOR AND AFFILIATE OF THE YEAR!**

Nominations are now being accepted for the coveted REALTOR and Affiliate of the Year Awards. Fill out and return a nomination form to the AAR office before October 30 and you or someone you know could receive this award at the Annual Installation Event on December 4 at the DoubleTree Hotel in Monrovia.

## **RESIDENTIAL ELECTIVE FOR THE N.A.R. GREEN DESIGNATION**

Friday, November 6, from 8:30 a.m. – 4:30 p.m. at the AAR office. This interactive webinar one-day course will guide buyer-clients in purchasing and retrofitting green homes, help sellers list and market their green properties and advocate for greener homes in your community. \$99 registration fee to print your own handout or \$125 for a printed booklet. Great information for all and any agents!

## **MLS DATA INTEGRITY STANDARDS ARE ENFORCED!**

Photos are required within 5 days of entering a listing and do not enter a duplicate listing. ...the two most common violations.

## **A NEW BENEFIT OF BEING AN AAR MEMBER!**

CLARUS MARKET METRICS –The AAR is offering at no additional cost to the members, a fantastic new market-oriented tool designed to help REALTORS understand the local market and communicate those insights to clients using statistical charts, reports and factual analysis. Log onto the AAR website at [www.TheAAR.com](http://www.TheAAR.com) and click on the Clarus logo under Quick Links on the right side of the home page. A valuable benefit of membership at the Arcadia Association of REALTORS.

## **L.A. ASSESSOR'S ANNUAL PRESENTATION**

Our annual visit with Carol Quan, Special Assistant to the L.A. Assessor, will take place at the AAR office on Friday, October 23 from 9 – 12 noon. Carol brings a wealth of knowledge regarding all facets of property tax assessments, tax billing cycles and property transfers. Questions and answers are always part of the presentation. FREE for AAR members and \$20 for non-members.

## **FREE C.E. CREDIT CLASSES**

On Wednesday, October 28 at the AAR Office MRMLS is offering classes of 2 C.E. DRE approved credits each. 9:30 a.m. – 12:30 p.m. is Basic Matrix and 1:00 – 4 p.m. is Intermediate Matrix. This is the basic and intermediate training for the MLS system and good information for all REALTORS who use the system.

## **PEPSTER LUNCHEON**

FREE luncheon to all REALTORS who contributed the \$99 to the REALTOR Action Fund, Active Brokers/Managers and Active Committee Chairmen. Wednesday, November 4, 2009 from 11:45 a.m. – 1:30 p.m. at the Santa Anita Golf Club- Sunset Room, 405 W. Santa Anita Ave. If you would like to attend the luncheon and did not contribute the \$99 REALTOR Action Fund you can pay \$25 and be a guest to attend the luncheon or you can pay \$50 for REALTORS who contributed \$49 to the REALTOR Action Fund or you can pay \$99 for REALTORS who have not contributed to the REALTOR Action Fund for 2009. The topic of discussion is, Will Your Business Survive the 2010 Elections? Split Roll Taxes, Sales Tax on Services and the Governor's Race. Come hear one of California's top political pollsters, Adam Probolsky of Probolsky Research, talk about all the issues facing the real estate industry in the next election, and how YOUR business could be affected. Reservations are required, please fill out the form and fax or mail it in. Visit our website for more information [www.TheAAR.com](http://www.TheAAR.com) or call Maria at 626-446-2115.

## **ONE-DAY FREE ENTRY TO N.A.R. EXPO**

This year, for the first time, the N.A.R. Expo will be held in San Diego. Visit [www.REALTOR.org/Conference](http://www.REALTOR.org/Conference) for all the details. To register for your FREE Premier Expo Pass log-on to [wwwREALTOR.org/Conference](http://wwwREALTOR.org/Conference). Have your NRDS number ready. Select Expo Only and use this special promotion code when prompted to checkout NARVIPO9F You will be able to attend the Expo at no charge!

## **ASSOCIATION OFFICE CLOSED**

The AAR Association Office will be closed on Wednesday, November 11th in observance of Veterans Day.

## **ECONOMIC AND REAL ESTATE SUMMIT**

The Equal Opportunity and Education Committee cordially invite you to the first Economic and Real Estate Summit on Thursday, November 19, 2009 at the Arcadia Masonic Center, 50 W. Duarte Rd. Arcadia, 91007. 9 a.m. - 12 noon. FREE for AAR Members and City officials and \$10 for non-members and public. Learn what lies ahead in the real estate future, Will there be changes in the market and much more. Come hear answers to these questions and visit our newly added area with exhibitors and relevant information. Presented by Robert Kleinhenz, Deputy Chief Economist for the California Association of REALTORS. Pre-registration is required. For more information visit [www.TheAAR.com](http://www.TheAAR.com).

## **NEW MEMBER ORIENTATION**

New Member Orientation will take place on Monday, November 9, 2009 beginning at 8:30 a.m. with a continental breakfast and concluding at 12:30 p.m. at the AAR office. Please be sure to bring your certificate of completion for the mandatory Ethics course with you to the Orientation.

New Policy as of May 1, 2007: \$50 Orientation Deposit will be refunded only if the agent attends the first scheduled Orientation. Questions, call the AAR office.

## **WINFORMS TRAINING**

WINForms training at no additional cost to AAR members – Wednesday, November 18th at the AAR Office. 9:30 a.m. – 12:00 p.m. is Introduction and Desktop and from 1:30 – 3:30 p.m. is ON-Line version of WINForms. It is recommended to take both sessions. Reservations are suggested. Non-Member fee is \$25.

## **SHOP AT THE AAR SERVICE CENTER STORE**

For all your real estate needs of riders, open house signs, brochure holders and much more at low AAR REALTOR prices. If you do not see what you need, it can be ordered with free shipping. Stop and shop!

## **ANNUAL INSTALLATION DINNER/DANCE**

Mark your calendar for Friday, December 4, 2009 and plan to attend the Annual Installation of AAR Officers and Directors at The DoubleTree Hotel in Monrovia. More information to follow.

## **RECREATIONAL DISCOUNTS**

Stop in the AAR office and pick up your AAR member discount coupons to Universal Studios, Sea World and Knott's Berry Farm.



## MEMBERSHIP INFORMATION

The following have applied for membership in the Arcadia Association of REALTORS® during the month of September. Any comment concerning these applicants must be made in writing and submitted to the Association office.

### NEW REALTOR® MEMBERS FOR THE MONTH OF SEPTEMBER

Dana Chen	C.B. Investment & Funding
Tony Hwee	C.B. Investment & Funding
Tiffany Lam	C.B. Investment & Funding
Julia Lendt	Coldwell Banker George
Karen Phung	Coldwell Banker George
Juana Velasquez	Coldwell Banker George
Kevin Chen	Dilbeck REALTORS
Son Chi Nguyen	ENM Realty
John Lee	GIE Realty
Kathleen Phung	Kathleen Phung, Realtor
Rosemary Cherng	Keller Williams West Foothills
Margarito Flores	Keller Williams West Foothills
Irene Truong	Keller Williams West Foothills
Ryan Go	Lima Realty
Yee Man Chow	Long Dragon Realty
Man Chung Lim	Long Dragon Realty
Austin Ma	Long Dragon Realty
Rosalie Rowe	Prudential California Realty
Guadalupe Aguirre	Realty Executives Net Worth
Joanne Luu	Treeline Realty & Investment
Xiang Rong Wei	Treeline Realty & Investment

### NEW AFFILIATE MEMBERS FOR THE MONTH OF SEPTEMBER

Rusty Massro	Amerifund Smart Homes Inc.
Mike Ojeda	Equity Title
Jason Angel	Wells Fargo Mortgage
Jorge Hernandez	Wells Fargo Mortgage

# Golfing for Charity 2009

The Arcadia Association of REALTORS®, R.E.P., and the Golf Committee  
would like to give special thanks to:

## Hole Sponsors

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DILBECK REAL ESTATE ARCADIA  
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STATION BAR  
MICHAEL FERLISI – DILBECK REAL ESTATE ARCADIA  
COLDWELL BANKER GEORGE REALTY  
SANTA ANITA YMCA

## Winners

**Mens A Winner:** (Equity Title) Mike Ojeda, Clayton Ojeda, Blake Moore and Michael Eichstedt

**Mens A Runner Up:** (B & D Construction) Michael Allen, Dwayne Perez, Ron Brinker, and Robert Lopez

**Mens B Winner:** (Keller Williams) Dave Culwell, Jerry Baker, Eric Tashima and Brian Westgard

**Mens B Runner Up:** (Nationwide Capital) Scott Shimamoto, Rick Forintos, Duane Morrison, and Joe Pacilio

**Winner Womens:** (Bartlett Group) Sylvia Bartlett, Mary Jane Vanamringe, Kathy Gleason, and Karin Papick

**Mixed Winner:** (Nelson Group) Jill Nelson, Bob Klier, Pete Sibbrel, and Kevin Shaw

**Mixed Runner Up:** (C21 Village) Andy Bencosme, Julie Muttavangkul, Brian Sherlock, and Todd Derbish