



# REALTOR UPDATE

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**APRIL - MAY 2008**

## **ATTENTION BROKERS AND MANAGERS:**

Reminder: The Broker or manager of each office is the only REALTOR of an office who receives a hard copy of this "REALTOR Update". Please share the information contained in this "bulletin" with your agents at an office meeting or via voice communication. Agents receive the "Update" via e-mail only. Thank you.

### **COMMERCIAL MARKETING MIXER C-REX**

Thursday, April 17, 2008 the AAR Commercial/Investment Marketing Mixer invites all REALTORS to attend their informational session and marketing group followed by a no-host luncheon at 11 a.m. at the AAR office. The subject this month will be on "Using C-REX in Commercial Transactions". During this session you will learn how to search for available properties for sale or lease, map all of the properties identified on a single map for touring and client presentation, E-mail customized reports to clients and much more. Presenters will be Peter Divris and Haidi Harper. FREE to REALTORS who are currently members in good standing and AAR Affiliate Members.

### **FREE WINFORMS TRAINING Wednesday, May 21, 2008**

Learn all about WINForms Introduction/Desktop and Online. WINForms Introduction and Desktop are from 9:30 a.m. – 12:30 noon and WINForms Online will be from 1:30 p.m. – 3:30 p.m. at the AAR office. It is free to AAR members and \$25 for non-members. Reservations are required to ensure the correct number of handouts. Bring your laptop if you have one. Recommended to attend both sessions.

### **CAREER OPPORTUNITY**

The AAR is currently seeking a qualified, experienced Administrative Secretary. This full time position provides full benefits in a pleasant environment. Interested persons may apply at the AAR Office at 601 S. First Avenue, Arcadia. Salary is commensurate with experience. Fax resume to 626-446-4072.

## **AAR ANNUAL TECH AND BUSINESS EXPO**

Save the date...Tuesday, April 22, at the Santa Anita Race Track! All licensed real estate agents are invited to attend this free, fun filled event. Free admission, free parking, free food (\$3 coupon for food or drink) and free prizes. From 9:30 – 10:30 a.m. Bob McManus, speaker, will address "Short Sales, REO's and Foreclosures". Los Angeles County Supervisor, Michael Antonovich is the keynote speaker in the Chandelier Room (Reservations Required - AAR Members Only) and from 1:30 – 2:30 p.m. Bob MacCulloch will present "Using Facts and Logic in an Emotional Market". The AAR Expo...the only one of its kind in the entire San Gabriel Valley! Participate in the "Passport" event for additional prizes. Grand Prize = Four Day Cruise for Two! Enter at Gate 5. Bring lots of your real estate business cards. A photo I.D. for admission and prizes is required. Not open to members of the public.

### **ASSOCIATION OFFICE CLOSED**

The AAR office will be closed on Tuesday, April 22, for the Tech and Business Expo.

### **AT HOME WITH DIVERSITY – ONE AMERICA**

On Friday, April 25 from 9 a.m. – 4:30 p.m. at the Santa Anita Golf Course – Sunset Room, the AAR Education Committee will offer an outstanding certification seminar with N.A.R. Instructor Lynn Madison. The course provides networking, continental breakfast and luncheon. AAR Members cost is just \$99 if registered before April 11. AAR Members registered from April 11- April 18 will be \$129. Non-Members \$149. Optional 6 DRE Continuing Education Credit at an extra Charge. This class has not been offered at the AAR in several years. Take advantage of this certification and marketing tool for your business needs.

### **AAR STORE**

The AAR store is stocked with new products. Lockbox show tags, open house signs, lots of riders, calculators, license plate frames and much more.

## NEW MEMBER ORIENTATION

Orientation for new members will take place on Monday, May 19 from 9:00 a.m. – 12:30 p.m. at the AAR office. Please be sure to attend and bring your certificate of completion for the mandatory Ethics course with you to the Orientation.

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

## FREE ETHICS CLASS

Wednesday, April 16 and May 14 from 1 – 4 p.m., the AAR will offer a free Ethics video for members who are required to attend an Ethics class before new member Orientation. DRE credit is available with the video for \$15 but is optional. Free Ethics training that also meets this requirement can also be obtained on the N.A.R. website at [www.REALTOR.Org](http://www.REALTOR.Org)

## ARCADIA AND MONROVIA CITY SIGN ORDINANCES

Please remember that cities have specific sign ordinances. Please be a good citizen and comply with city ordinances. Monrovia will begin enforcement again on April 15.

## MRMLS NEWS

**Roster/Contact Information :** The ability to change your phone number(s) and email address has been added to MRMLS Matrix.

**Listing Input Preview:** A Preview button has been added to the Add/Edit module. Use the Preview button to see your listing before you submit it.

**Listing & Property History:** LH shows status changes associated with the current listing, while PH shows a comprehensive history of the property.

**Agent Semi Full:** The Agent Semi Full Report has been added. This report prints on a single page.

**Custom Header & Footer:** A graphical header/footer can be added to search results that are emailed or auto emailed to clients.

**CMA Status Date:** A CMA Status Date field has been added to the Detailed and Quick search screens. The CMA Status Date applies to Sold, Canceled, and Expired listings within the given date range.

**View or Hide AutoSold:** To show or hide properties that have been Auto Sold, add the Auto Sold field to your display and turn AutoSold properties on or off to fit your needs.

For more information visit [www.IMRMLS.com](http://www.IMRMLS.com) for the latest news, classes and much more or call MRMLS at 909-859-2040.

## DID YOU KNOW...

Trying to have a class or meeting and do not have the adequate room for all the people... Think of the AAR meeting room. The AAR meeting room accommodates 55 people with tables and 168 theatre style. For more information please call Robin at 626-446-2115.

## AAR AUTO PAY

Do not worry about paying your fees late! Fill out an automatic credit card form, which you can print out from [www.TheAAR.com](http://www.TheAAR.com), click on Member Forms on the left hand side, fill it out and fax it to 626-446-4072. If you have a credit card on file with the AAR, please make sure to keep us updated with new expiration dates and any change of credit card information.

## VISIT THE AAR WEBSITE

The AAR is constantly updating and improving our website. The website is a convenient source for all information that you may need 24/7. Visit the site at [www.TheAAR.com](http://www.TheAAR.com) and receive all Association information, forms, calendar of events and much more.

## NEW C.A.R. BENEFIT

C.A.R just released Forms Advisor and Forms Tutor- two new resourceful, free, programs that will help you select the proper forms for use during your transactions. With Forms Advisor and Forms Tutor online tools you will be able to protect yourself against the potential for costly mistakes and time-consuming litigation, select the right form, at the right time for every transaction, receive the instructions you need to fill out every form in the C.A.R forms library, easy to use audio and text instructions, expert advice from C.A.R. and much more. This is free of charge with your C.A.R. membership. For more information on this FREE new program visit [www.car.org](http://www.car.org) or [www.winforms.com](http://www.winforms.com).

