



REALTOR UPDATE

601 South First Avenue, Arcadia CA 91006
626 446 2115 PH 626 446 4072 FAX
contactus@theaar.com www.theaar.com

Henry Nunez
Association President

Mary Rovarino
Executive Vice President

JANUARY - FEBRUARY 2007

ANNUAL DUES BILLING

The AAR's annual REALTOR dues billing was sent to each REALTOR on December 1. If dues are not in by January 31, a late fee of \$25 will be imposed. If local, state and national dues are not paid by February 18, the member will be expelled for non-payment of dues. In order to reinstate after expulsion, the member must pay the \$100 application fee in addition to a \$30 C.A.R. processing fee and the dues amount. Don't let this happen to you! Submit payments today! If you did not receive a statement, contact the AAR office immediately @ 626-446-2115.

GET READY TO WIN! A TRIP TO SACRAMENTO

Pay \$99 REALTOR Action Fund (formerly Political Survival) before December 31 and your name will be entered in a contest to win an all expense paid trip to Sacramento for the California Association of REALTORS annual Legislative Day on Wednesday June 7, 2007. Two lucky REALTORS will be selected from those who either include the \$99 with their annual dues payment or pay it separately. Winners will be flown up to Sacramento for the day to visit with the state lawmakers in their offices, attend the legislative sessions and visit our state capital building. The trip includes lunch and the Legislative Reception in the early evening. What an exciting day! What a deal for just \$99! REALTOR Action Fund is business survival! Sacramento here we come! Drawing takes place the 1st Wednesday in February at the MLS Caravan Meeting at the Masonic Center from 8:30 - 9:30 a.m.

FREE WINFORMS TRAINING

Wednesday, February 7 learn about WINForms On-line and Wednesday February 14 learn about WINForms Desktop. Training begins at 2 p.m. to 3:30 p.m. at the AAR office and is free to AAR members and \$25 for non-members. Reservations are required to insure the correct number of handouts. Bring your laptop if you have one.

TAX DEDUCTIONS FOR REAL ESTATE AGENTS **Wednesday, January 24, 1 - 4 p.m.**

Dennis McKenzie will be instructing Tax Deductions for Real Estate Agents: An Economic View at the AAR office. \$25 for AAR members and \$35 for non-members. Learn about auto expense write off rules, including leasing vs. buying, auto log requirements and much more.

TECH THURSDAY

Thursday, January 25, 9 - 10:30 a.m. AAR Tech Committee will be giving a class on Electronic Signatures at the AAR. Learn ESIGN Laws, Electronic Contracts, Browsers and Peripherals and much more. Please call the AAR office to make your reservation. FREE for AAR members and \$25 for non-members.

BECOME A PEPster TODAY!

"PEP" stands for the Politically Elite Participants. Members of this group should be ready to see real estate flourish, have a desire to protect themselves from bad laws that attack the real estate business and be willing to contribute \$99 to the annual Political Survival fund! PEPsters will be the only ones invited to an exciting speaker series with community leaders and tours to see the new changes in our area. PEPsters are entered into the contest to win two all expense trips to Sacramento in June for the C.A.R. Legislative Day. PEPsters will be invited to a "Meet and Greet" with our local officials. Be a PEPster Today!

PEPSTER LUNCHEON

FREE luncheon on Wednesday, January 31, 2007, 12 noon - 1:30 p.m. at the Santa Anita Golf Club - Sunset Room to all \$99 REALTOR Action Fund Contributors. If you would like to attend the luncheon and did not contribute the \$99 REALTOR Action Fund you can pay \$30 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 2006. Discussions will cover local city and housing issues with time for questions and answers. Distinguished invited Mayor's are Roger Chandler, Richard Barakat, Lois Gaston, Ernest Gutierrez, Rob Hammond, John Buchannon, David Capra. Visit our AAR website for more information or call the AAR at 626-446-2115.

PROFESSIONAL STANDARDS/GRIEVANCE ANNUAL TRAINING

The annual regional training for Grievance and Professional Standards is scheduled for Tuesday, February 6, 2007 at the Citrus Valley Association of REALTORS in San Dimas. Grievance, Professional Standards and Board of Directors training is scheduled for Tuesday, February 6 from 9 a.m. - 12 noon. Professional Standards training is also scheduled for Tuesday, February 6 from 1 p.m. - 4 p.m. Continuing education credit is available upon request. Any REALTOR interested in learning about the Grievance/Professional Standards process is invited to attend. Contact the AAR office for more information.

NEW MEMBER ORIENTATION

Orientation for new members will take place on Thursday, February 1 from 8:30 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.

BUMPER BOWLING

Rolling your way Saturday, February 3 at the Bahama Lanes in Pasadena. The AAR's annual family Bumper Bowling day!

COMMERCIAL/INVESTMENT SEMINAR

Friday, February 2, 2007 from 9:00 a.m. - 12:30 p.m. and 1:30 p.m. - 4:30 p.m. at the AAR office is the next commercial seminar, "Commercial Real Estate Investment and Development Analysis Seminars" with Instructor, Neil Osborne. From 9:00 - 12:30 is Introduction to Commercial Real Estate, Investment and Development Analysis for Residential and Commercial REALTORS, it covers topics such as: Long term real estate investment and lease versus buy analysis, pitfalls for the unwary, learn how to analyze and value income properties and much more. From 1:30 p.m. - 4:30 p.m. is Applied Real Estate Investment and Development Analysis...What numbers really count? This class is for Commercial REALTORS who have attended the introduction class. It covers topics such as in-depth real estate investment and cash flow analysis and lease versus buy analysis, how to analyze development sites, determine land values and profit potential and factors that influence land values, site assembly and negotiating strategies and much more. AAR member price is \$35 per class or \$60 for both, Non-Members is \$45 per class or \$75 for both. Visit the AAR website for more information or call the office at (626) 446-2115.

SUPRA LOCKBOX EXCHANGE

LAST CHANCE - SUPRA FREE LOCKBOX EXCHANGE - If you still need to exchange boxes, come into the Association office as soon as possible before the end of January to make your exchange. AEII boxes will be obsolete in this area.

COMMERCIAL MARKETING GROUP

Thursday, January 25 at 11 a.m. - 12 noon the AAR Commercial/Investment Marketing Group invites all REALTORS to attend their informational session and marketing group followed by a no-host luncheon.

ONLINE MEMBER SERVICES

View and Sign-up for education classes. Pay your fees to the AAR 24/7. View your account to see if you are current. Change your personal phone number. Change your home address or e-mail address. It is simple and easy with our new AAR Internet Member Services. Effective immediately, the Internet Member Services provide members the following:

View and Sign-up for Education Classes - Members can now view upcoming education classes and sign-up for them to be guaranteed a seat.

Personal Information Maintenance - Members can keep their own data up-to-date by making changes themselves, to appropriate information such as home address, personal telephone number and e-mail address. Be recognized by your peers by uploading your photo on the member profile page.

Account Information/Payments - Members can check their account balance, print a current statement or other reports and even pay dues or other fees with a credit card online.

Office/Agent Search - Members can search for an agent or an office on our database, either by agent's last name, agent's first name or office name. **Member photos uploaded in the Personal Information page will help agents locate you.**

You will find the Internet Member Services located on the AAR website at www.TheAAR.com click on Member Servicesanother great advantage of membership at the Arcadia Association of REALTORS. (This is a secure site for the acceptance of payments)

GET WELL WISHES

The Association reports that past president, Barbara Patterson, Baldwin Real Estate Services, recently went into surgery. Get well quick Barbara!

