



REALTOR UPDATE

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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/INVESTMENT SEMINAR

Monday, July 17 from 8:15 a.m. - 4:30 p.m. at the AAR office is the next commercial seminar, "Technology & Investment/Commercial Real Estate" with Instructor, Richard Lombardi. The course is DRE approved for 8 hours of continuing education credits. It covers topics such as: what technology you need for your business, creating a website for business use, e-mail marketing and web marketing and much more. AAR member price is just \$135. A short demonstration on the software will follow the seminar for interested persons. Visit the AAR website for more information or call the office at (626) 446-2115.

TRUST FUND HANDLING AND FAIR HOUSING - LIVE **Tuesday, July 18 - FREE**

Get ready for a full day of great education FREE for AAR members. Trust Fund Handling will be offered at 9 a.m. - 12 noon and Fair Housing will be offered beginning at 1 - 4 p.m. Check in begins at 8:30 at the Masonic Center. Instructor is Joel Carlson. \$10 refundable - upon attendance - deposit holds your place at the morning session or \$10 for the afternoon session.

LEADERSHIP OPEN FORUM MIXER

Have you wondered how the AAR leadership is selected? What is the system, procedure and how do folks get picked? Would you like to speak to the AAR leadership about your concerns, ask questions and receive answers? Come by the AAR Office at 601 S. First Avenue on Wednesday, July 19 from 4 - 5:30 p.m. for the answers. All are invited to attend a fun, afternoon of refreshments and networking opportunities. An RSVP would be appreciated but not required. (626) 446-2115

NEW MEMBER ORIENTATION

Orientation for new members will take place on Thursday, July 20 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.

COMMERCIAL MARKETING GROUP

Thursday, July 27 at 11 a.m. the AAR Commercial/Investment Market Group invites all REALTORS to attend their informational session and marketing group followed by a no-host luncheon. Subject this month will be "What is an SBA Loan, how do you qualify, what is the interest rate, how do you get paid and much more. Instructor is Patrick McDonald, President of Del Mar Commercial Finance.

TECH THURSDAY - PANEL OF TECH EXPERTS - July 27

Learn how the Tech savvy experts use technology to help with their business and clients. The Panel will consist of five "experts" in the real estate field. Come to the "Tech Thursday" presentation and you will significant "tips" that will be useful and informative. Kenny Watanabe will present informational websites; Chris Roberts will cover Supra Lockbox Training and information; Duane Morrison will speak on tablet PC's; Sherry Chow will instruct on wireless laptops; Ryan Asao will talk about e-mail marketing and Scott Shimamoto will address the GPA systems. Thursday, July 27 from 9 - 10:30 a.m. at the AAR office. Door prize drawing and refreshments! See you there!

WHAT YOU NEED TO KNOW TO CONDUCT REAL ESTATE BUSINESS

Do have a good handle on how to conduct business as a real estate professional? Do you know all about the disclosures, how to present offers, escrow, marketing techniques, work with buyers and sellers and much more is available to you through C.A.R.'s QuickStart program. Not just for new agents but any agent that wishes to fine-tune their skills. The three-day program will be offered on September 20, 22, 27 from 8 a.m. - 5 p.m. at the AAR office. Cost for any student is \$395. Register today by calling (888) 785-4800.

FREE ETHICS CLASS

Wednesday, July 19 from 1 - 4 p.m., the AAR will offer 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

FREE WINFORMS TRAINING

Wednesday, August 2 come to learn all about WINForms on-line or attend the Wednesday, August 9 class to learn about WINForms Desktop. All training begins at 2 p.m. to 3:30 p.m. and is free although reservations are required to insure the correct number of handouts. Bring your laptop if you have one.

MRMLS NEWS

Reminder: Photos are Mandatory! Listings placed in the MRMLS now require one photo within 10 days. Non-compliance with this policy will be considered a violation of the MRMLS Data Integrity and will be subject to the Data Integrity citation policy.

Do not cancel and re-list a property to gain further exposure. This is a violation of the MRMLS Data Integrity Policy and is subject to the strict citation policy. It distorts the CMA's and other statistics used by the economists at the State and Federal level.

Pending Date Required for Backup, Contingent and First Right statuses: MRMLS is also requiring a pending date for Back-up, Contingent and First Right Statuses. This is the same requirement as changing a listing status to pending.

Report the accurate Selling Price or incur a \$1,000 Fine!

MRMLS will be switching to the Matrix System on October 3! Take time NOW to get familiar with the system so that the switch over will be trouble free. Training classes will begin soon...check your log-on on your MRMLS home page for training times and places.

AAR CHARITY GOLF TOURNAMENT - September 14

The AAR's annual golf tournament is heading down the fairway on Thursday, September 14 at Brookside Country Club. Golf Tournament, Stephen Ross, Heritage Escrow, is currently seeking sign-ups for teams. Contact Stephen and get ready to play golf with your fellow REALTORS and Affiliate members!

NEW C.A.R. LEGAL MEMORANDUM

C.A.R. Member Legal Services has published a revised legal memorandum, "Continuing Education Chart for REALTORS" (June 30, 2006). This chart has been revised to include the new risk management educational requirement effective July 1, 2007 per AB223. The changes are highlighted in red to distinguish them from the current educational requirements. This is available on the C.A.R. website at www.car.org under Legal and then What's New.

HOMEOWNERSHIP OPPORTUNITIES FAIR

The Arcadia Association and the City of El Monte have partnered together again to offer the 2nd Annual Homeownership Opportunities Fair in the City on Saturday, September 30 from 10 a.m. - 2 p.m. at the Grace Black Auditorium, 3130 Tyler Avenue in El Monte. The event offers free admission and parking, food, drinks, door prizes and great information! The AAR is in the process of inviting all member offices and Affiliate members to participate by sponsoring a table at the "Fair". What a great opportunity to boost your business and help potential new homeowners, those who wish to upgrade or refinance. Visit the "Fair" website at www.TheAAR.com/Housingfair for more information.

AAR PARTICIPATES IN "ACTION" WITH CITY OF ARCADIA

The AAR is a partner in bringing a new program to the citizens of the City of Arcadia. The program is called "ACTION" which stands for Arcadians Caring Together Improves Our Neighborhoods. The program is an emergency preparedness plan and awareness to assist citizens in formulating a family disaster plan and to inform citizens of the emergency preparedness of the City. Express your pride by informing your clients that your Association is a pro-active, concerned, for the community, organization that provides education regarding fire safety, crime prevention, earthquake preparedness, first aid and emergency preparedness to local citizens.

