



# REALTOR UPDATE

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

**Randall Traw**  
**Association President**

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

**JUNE - JULY 2006**

## **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.

## **POKINGO IS COMING - BINGO AND TEXAS HOLD'UM**

Save Friday night, July 7, for the grandest evening! From 6 - 10 p.m. at the Arcadia Community Center, you will enjoy bingo, Texas Hold'um, great food from Macaroni Grill, delightful beverages, and outstanding prizes. All these great details are planned to assure an evening that will amaze you for just \$25 for adults and \$15 for children. Tickets are on sale from your favorite Affiliate member or REP representative. Remember, all proceeds go to charity!

## **FREE LUNCHEON FOR "PEPsters" (\$99+ to REALTOR Action Fund)**

### **"The Gold Line and Its Impact on the Community"**

Get into Politics or Get Out of Business...the AAR is seeking a few responsible REALTORS who have contributed \$99 or more towards the REALTOR Action Fund (Political contribution) this year and those who wish to contribute. These folks are invited to a fantastic FREE luncheon on Wednesday, July 12 with a panel of distinguished speakers. Scott Ochoa from the City of Monrovia, Don Penman from the City of Arcadia and Sylvia Novoa with the Gold Line will discuss the construction of the Gold Line, City plans, the impact of the Gold Line on the community and the real estate industry. You too are invited to attend this open luncheon. Free for PEPsters, (\$99 or more), \$50 for those who contributed \$49 with their annual dues or \$99 for those who are not currently PEPsters but wish to be a PEPster and included in these free events for the entire year.

## **COMMERCIAL/INVESTMENT NEWS**

**Environmental Issues In Real Estate**  
Join fellow REALTORS for the upcoming Commercial Marketing Session to be held at the AAR office on Thursday, June 22 from 11 a.m. - 12 noon. You will learn about the "fine print" in a standard purchase agreement to consult environmental experts, most common issues in real estate transactions and much more. Speaker will be Dr. Chi Huang, ACS Associates (A+ Consulting Systems). This free seminar is one you must attend! The Commercial/Investment Marketing session follows the speaker with pitches for wants and needs. Bring your flyers. A no-host lunch concludes the afternoon.

## **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.

## **"HOW TO HANDLE AN UPSIDE DOWN/UNDERWATER HOME SALE"**

On Thursday, June 22 from 9 - 12 noon, the AAR Education Committee will present a seminar on "The Upside Down Home Sale". The course will address the importance of what to do when the market slows and some homeowners may be forced to sell and find that the loan balances and seller's closing costs exceed the current value of the home. The class will be offered at the Masonic Center, 50 W. Duarte Road in Arcadia. The charge is \$35 for members and non-members. Reservations are required.

## **ASSOCIATION OFFICE CLOSED**

The AAR Office will be closed on Tuesday, July 4 in observance of the Fourth of July Holiday. Deadline for the Wednesday, July 5 caravan will be on Monday, July 3 at 10 a.m. Let's celebrate the birth of our nation. God Bless America!

## **DINO CHAMPAGNE SEMINAR**

"The Power of Strategy" with Instructor, Dino Champagne, will be offered on Friday, July 7 from 9 a.m. - 12 noon at the Masonic Center, 50 W. Duarte Road. The seminar registration fee is \$35 for AAR members and \$45 for non-members and includes a continental breakfast. You will learn advanced 1031 exchange principles and procedures, partnership and LLC issues and much more. Reserve your place today by calling the AAR office (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.

## **FREE ETHICS CLASS**

Wednesday, June 21 and 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](http://www.REALTOR.ORG)

## **FREE WINFORMS TRAINING**

Wednesday, July 5 come to the AAR office to learn all about WINForms on-line or attend the Wednesday, July 12 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.

## **TECH THURSDAY - AAR WEBSITE**

Learn how to navigate through the AAR website, how to update your personal information, pay on line and print a paid invoice and much more. Come to the "Tech Thursday" presentation and you will learn about the "AAR website At a Glance".

Thursday, June 29 from 9 - 10:30 a.m. at the AAR office. Door prize drawing and refreshments!

## **RELAY FOR LIFE**

Congratulations to all who participated in the 2006 City of Arcadia Annual Relay for Life (To Find a Cure for Cancer) last Saturday and Sunday. It was a great event! Special thanks to the AAR team captain, Affiliate member, Andy Akitomo. Latest reports on funds collected to fight cancer are \$75,000+.....good job!

## **AAR CHARITY GOLF TOURNAMENT - September 14**

The AAR's annual golf tournament is coming 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 two revised legal memorandum, "Advertising by REALTORS, (June 6, 2006) and "Property Transaction Booklet" (June 13, 2006). These are available on the C.A.R. website at [car.org](http://car.org) under Legal and What's New.

## **APPLICATIONS DUE FOR AAR C.A.R. DIRECTORS**

Applications are available to apply to be a Arcadia Association Director to the California Association of REALTORS. Fill out the application with your leadership experience and return the form to the AAR by June 30.

## **FREE "TRUST FUND HANDLING" AND "FAIR HOUSING" SEMINARS - Tuesday, July 18**

On Tuesday, July 18, the AAR Education Committee has planned a full day of FREE DRE approved continuing education courses with Instructor, Joel Carlson. From 9 a.m. - 12 noon is Trust Fund Handling and from 1 - 4 p.m. is Fair Housing at the Masonic Center, 50 W. Duarte Road. Each class is approved for 3 DRE credits. Register today! Walk-ins will be charged \$10.

## **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.

