

**From:** Santa Cruz Association of REALTORS <andrea@scaor.org>  
**Subject:** SCAOR eScoop - 1/7/2010, Avoid a Late Fee, Few Hours Left, FREE Short Sale Class...  
**Reply:** andrea@scaor.org

# The SCAOR eScoop

January 7, 2010 - Vol. 3, Issue 51



In this issue..

[How to Avoid a Late Fee](#)

[Few Hours Left...](#)

[New License Requirements](#)

[Guidelines for Short Sales](#)

### Quick Links

[Clarus Market Metrics](#)

[Clarus Investor](#)

[Join our Facebook Fansite](#)

[Follow us on Twitter](#)

### Coming Soon

1/4

[Raising Your Commercial IQ Webinar - Part 1](#)

1/5

[Raising Your Commercial IQ Webinar - Part 2](#)

1/8

[Installation Luncheon](#)

1/15

[Mastering Matrix](#)

## How To Avoid A Late Fee & Maintain Your Member Benefits

Haven't paid your membership dues yet? Be sure to by Monday, January 11<sup>th</sup> after which a \$50 reactivation fee will be assessed and will cause your member services, such as WINForms® and Clarus™ MarketMetrics, to be suspended. Continue to take advantage of your REALTOR® or Affiliate membership and renew today! You can easily pay by phone or stop by the SCAOR offices.



## Only a Few Hours Left to Make Your Reservation!

There are a few seats left for the 2010 Installation & Awards Luncheon honoring 2010 President Steve Allen and the incoming Officers and Directors. **Make your reservation today by 3PM.** After that time the event will be sold out and tickets will not be sold at the door. [Click here](#) for a registration form or contact us at 831-464-2000.



We look forward to seeing you there!

## Important New License Requirements

New filing requirements for licensees who conduct residential or commercial mortgage loan activities go into effect January 1, 2010. By January 31, 2010, or within 30 days of commencing the activity whichever is later, all licensees must report to the Department of Real Estate if they make, arrange or service loans secured by real property. Additionally, there are new licensing requirements for individuals who conduct activities as a residential mortgage

[Realist](#)

loan originator.

1/19

[New Short Sale Guidelines](#)

[Click here](#) to get the most current information on these new license requirements and the effect on your real estate license.

1/22

[Face to Face with Facebook](#)

**Please note:** According to the DRE, Real estate licensees are exempted from the new law when dealing with seller carryback (owner) financing, since it is an extension of credit and not a new generation of funding.

## FREE! New Lender Approved Guidelines for Short Sales

Office Hours:  
8 AM - 5PM  
Mon. - Fri.

The SCAOR Office  
will be closed:  
**Friday, Jan. 8th**  
**10:30 AM - 2:00 PM**  
&  
**Jan. 18th - All Day**

**January Store Sale**  
Everything is 10%  
Off. Come in  
and save!

\*excludes  
lockboxes

This class will be held at SCAOR on Tuesday, January 19<sup>th</sup> from 1:00pm-4:00pm and presented by the Bob McManus Group. Get informed about these changes now! You will learn the techniques and rules; how to get your short sale closed; the right short sales to pursue; how to work with the bank & make it happen; what the banks are looking for from you; how to have the bank send you referrals; how to get people in default to talk to you.



Pre-registration is a must as this class will sell out. Call Karen at 831-464-2000 or send an email to [karen@scaor.org](mailto:karen@scaor.org). [Click here for more details.](#)

If you are unable to open any of the links visit our website at [www.scaor.org](http://www.scaor.org) or call Andrea Harbert at 831-464-2000 or send an email to [andrea@scaor.org](mailto:andrea@scaor.org)  
For a pdf version of this week's eScoop [click here](#) or go to <http://www.scaor.org/escoop.php>.

[Forward email](#)

✉ [SafeUnsubscribe®](#)

This email was sent to [andrea@scaor.org](mailto:andrea@scaor.org) by [andrea@scaor.org](mailto:andrea@scaor.org).  
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

Email Marketing by



Santa Cruz Association of REALTORS® | 2525 Main Street | Soquel | CA | 95073