#### OFFICE HOURS

8:00am to 5:00pm Monday-Friday Every Thursday the office is closed from 9:00-10:30am for a staff meeting

# The SCAOR eScoop

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If you are unable to open any of the links visit our website at www.scaor.org or call Karen Kirwan at 831-464-2000 or kkirwan@scaor.org

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The SCAOR Office will be closed on Monday, February 16th in observance of **Presidents Day** 

> St. Joseph Statues ONLY \$7.00! (before discount)

### Northern California CRS Chapter presents...

NEW 2-Unit Course—Finance and Tax—CRS 205



\$25 discount for SCAOR Members

\$50 discount for existing CRS Designees

You will learn to identify tax saving opportunities; financing alternatives; debt and mortgage management strategies; tools that will demonstrate options.

For more information call 800-277-6003.

#### **Last Chance to Register For:**

Economic Outlook presentation with C.A.R.'s Chief Economist, Leslie Appleton-Young . Click HERE for more info or call 831-464-2000.



<u>Listing Lifecycle</u> Tuesday February 17th 1:30-3:30pm This 90-minute course focuses on effective Listing Management techniques, and how the rules of the MLS apply when inputting and maintaining your listing throughout its lifecycle.

Bob Barrie's REO Listings-Getting Your Foot in the Door!

Wednesday, February 18th 9:00am-12:00pm Are you interested in working the REO market and frustrated with the lack of information on how to get started? Then this is the class for you! In this class you will get right to the heart of the REO business, learn how to get the BPO's, forms, handling offers, and so much more!!!





Monday, February 23rd 2:00-3:30pm RSVP's a must and can be sent to Karen Kirwan at kkirwan@scaor.org

Click here for more details

We invite you attend a Town Hall Meeting with special quests Jim Harrison and Robert Bustamante with MLSListings. They will provide updates on several "hot topics", as they relate to your MLS.

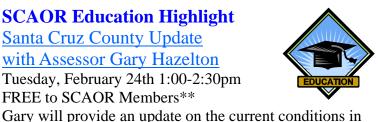
## Also Coming Up at SCAOR

Listing Lifecycle—MLS Class 2/17 REO Listings—2/18 Intro to e-Pro 2/20 FREE WEBSITE!!! RPA Contract w/Gov Hutchinson 2/23 MLS Essentials Basic & Advanced 2/25 **Escrow Coordination Secrets 2/27** 

## **SCAOR Education Highlight**

Santa Cruz County Update with Assessor Gary Hazelton

Tuesday, February 24th 1:00-2:30pm FREE to SCAOR Members\*\*



the valley as they relate to the Assessor's office. You will also learn about the primary functions and responsibilities of the Assessor's office; Prop 60; Base-year transfer; Prop 58; Parent-child exclusion; Mobile homes; declining values, and more! To register for this class contact the SCAOR office at 831-464-2000 or complete the registration form and fax to 831-464-2881. \*\*This is a FREE class to SCAOR members but your reservation must be held intact with a credit card. The card will only be charged the SCAOR Member at the door price in the event you fail to cancel your reservation within 24 hours of this FREE event.

Go to Member Resources at scaor.org for a complete list of classes