

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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Soquel, CA 95073
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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

Volume 2
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EVERYTHING IN
THE SCAOR STORE
5-15% OFF DURING
THE MONTH OF
FEBRUARY

WINForms & Membership UPDATE

As of 2/21/09 a late fee of
\$30 was added by C.A.R.
After 3/1/09 you will not be
able to renew WINFORMS if
your REALTOR® dues have
not been paid.

Northern California CRS Chapter presents...
NEW 2-Unit Course—Finance and Tax—CRS 205
Thursday & Friday, April 16-17-in San Mateo, CA

\$25 off for SCAOR Members

\$50 off for NorCal CRS Chapter Members

\$75 off if you are a SCAOR & NorCal CRS Chapter Member

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.



RSVP (Realtor Volunteer Service Pro-gram) is coming on May 4, 2009!
RSVP is a volunteer opportunity for REALTORS® and other real estate
professionals to help seniors and homebound residents in our community
by performing odd jobs that the resi-dents cannot do for them selves. This
is a one day event and is a great opportunity to serve those in need.

The deadline to volunteer is March 6, 2009 so contact Andrea to sign up
or to get an application for a homeowner in need, at andrea@scaor.org or
831-464-2000



Want to stand out within the real estate
and local business community?
Contact Andrea at 831-464-2000 or
andrea@scaor.org for more details

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



Click [here](#) for more details

Also Coming Up at SCAOR

[RPA Contract w/Gov Hutchinson](#) 2/23
[County Assessor](#) 2/24
[MLS Essentials Basic & Advanced](#) 2/25
[Commercial Real Estate, Investment &
Development Analysis Seminar](#) 3/4
[Make Piles of Money w/Goal Planning, Geo
and Personal Farming](#) 3/9
[Dealing with Difficult Tenants Part One](#) 3/23
[License Renewal Review & Testing](#) 3/25
[WinForms](#) 3/30

SCAOR Education Highlight

Escrow Coordination Secrets Friday, February 27th 8:30am-12:30pm



Are you ready to improve your closing rate, save
time and start creating hassle-free transactions? Then attend
this seminar by Leading Authority and Instructor on Transac-
tion Management, Diana Turnbloom.

By attending you will receive 4 hours of intense training for all
ranges of experience; 3 top things you must know at all times when
managing pending sales! You will learn Who YOUR Team is and
what "tools" are needed to do a good job; Easy to use systems
(Sample custom forms, letters, emails to help you stay organized!);
How to read termite and title reports. Locate "deal killer" sen-
tences!; The "meat and potatoes" of a purchase agreement contract;
Lender language. What does loan approval REALLY mean? In ad-
dition to the standard curriculum of this class, Diane will be includ-
ing the following information about REO & short sales. What is an
REO?; What Disclosures are required?; Red Flags!!! and How to
protect yourself from future litigation.

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