

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

2525 Main Street
Soquel, CA 95073
831-464-2000
831-464-2881 Fax



Santa Cruz Association
of REALTORS Inc.

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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March 12, 2009



Make your business listing stand out!
Three economical options to choose from.
Click [here](#) for more information.



Would you give one day to
make someone happy?

Volunteer today by contacting
Andrea at 831-464-2000

**FREE Listings Syndication and Special
Pricing on Agent Marketing Services**

YOU ARE INVITED TO ATTEND

On Wednesday, March 25th at 3pm

**MLSListings, INC along with
Special Guest Speakers Point2 Technologies
and Baynet World**

Learn how you can increase transactions with
powerful marketing tools available at
exclusive prices through MLSListings.
RSVP's to kkirwan@scaor.org

Also Coming Up at SCAOR

[MLS CMA](#) 3/20

[MLS Essentials](#) 3/20

[Dealing with Difficult Tenants Part One](#) 3/23

[License Renewal Review & Testing](#) 3/25

[Santa Cruz County's Geographical Information
System \(GIS\)](#) 3/27

[WINForms](#) 3/30

[Lender's Panel: The Changing Mortgage
Industry](#) 3/31

[Staging Economically to Sell Quickly](#) 4/1

To register call SCAOR 831-464-2000. For a complete list
of classes click [here](#) or www.scaor.org

Help the Department of Real Estate by completing an online job questionnaire.

By completing this questionnaire you will be assisting the
DRE to accurately determine the knowledge's, skills and
abilities that a new licensee should be able to perform.
If you are an unlicensed individual with thorough, first-
hand knowledge of either Salesperson or Broker job du-
ties, please complete the questionnaire for the job with
which you are most familiar.

[Salesperson Questionnaire click here](#)

[Broker Questionnaire click here](#)

If you are unable to access the questionnaire go to www.dre.ca.gov,
click on the NEWS FLASH button under Key Announcements

On Sale NOW
in the SCAOR Store!



Staging Video \$13.00



Key & Tour Bills will be mailed out the week
of March 16th. Due by 4/15

Strictly Ed: *All Education-All the Time*

SCAOR Education Highlight

Dealing with Difficult Tenants—Pre-tenancy Issues 

Monday, March 23rd 9:00am-12:30pm

Instructor: Rick Greenberg, CPM

*How many times have you heard a landlord say "The
tenant has all the rights!". This class will empower land-
lords and dispel that belief. **Topics covered:** Credit &
Investigative Reports; Unlawful Detainers; References; Dealing
with Difficult Tenants when problems arise such as Late Rents,
Unauthorized Guests, Drugs, etc.; Damages; Different methods of
dealing with issues from verbal discussions to writing warning let-
ters; Issuing formal lease violations notices, AND SO MUCH
MORE!!!*

Click [here](#) for more information