

# The SCCAR eScoop

June 6, 2012 - Vol. 3, Issue 171



**Tour Marketing Meeting tomorrow, June 7 @ 8:30 am - Come Pitch Your Listings!**

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[Free Breakfast!](#)

[Purchase Contract Training](#)

[Get the RPA-CA Book on iPad](#)

[Matrix & CMA Training](#)

## Free Breakfast, Legal Update & Election!

Cast your vote for the [2013 SCCAR Officers and Directors](#) and get up to date on what's happening at C.A.R., SCCAR and hear a **legal update** from Association Attorney, Lloyd Williams! Breakfast will be provided.

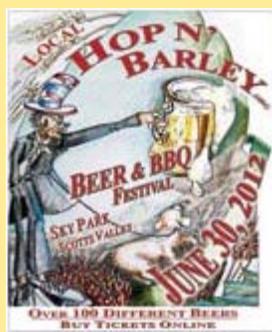


Our annual election and membership meeting is scheduled at SCCAR for **next Friday, June 15, 2012 at 8:30 am.**

To make your reservation, click [here](#) to download a reservation form or call 831-464-2000. Complete details about this event can be found [here](#).

This event is free; however, a credit card is required to hold your seat. Breakfast reservations must be made by June 11, 2012.

*All members are welcome to attend, but only REALTOR® members can vote in the election.*



### Upcoming Education

**Friday, June 6**  
[Matrix Essentials](#)  
and [Matrix Advanced](#)

**Wed., June 27**  
[MLS CMA Training](#)

**Friday, June 29**  
[Learn about the new RPA-CA contract](#)

To sign up online and for a complete list of classes, [click here](#).

## What Does the NEW Purchase Contract REALLY Say?

This course will help you identify areas that get agents and clients into legal trouble, teach you how to correctly explain the most difficult paragraphs and how to write an effective counter offer and show you how to use the contract to pick up buyers and get more listings.



Note: This is not a line-by-line class on the contract. It is an advanced class showing agents the legal aspects of the contract and how to stay out of trouble. This class will refer to the 2010 purchase contract.

**Friday, June 29**  
**9 - 11:30 am, SCCAR Office**  
\$20 SCCAR Members in advance, \$25 at the door  
Register [online](#), download a [flier](#) or call 831-464-2000.





Learn how you can become a [Signature Affiliate!](#)

### Upcoming Events

**6/7/2012**  
[Tour & Marketing Meeting](#)

**6/15/2012**  
[SCCAR's General Membership Meeting & Election](#)

**7/11/2012**  
Join us for [Breakfast with the Mayors!](#)



[Sat. & Sun. July 28-29](#)

**SCCAR Office Hours:**  
**8 AM - 4:30 PM**  
**Mon. - Fri.**  
2525 Main St.,  
Soquel, CA

Ph: 831-464-2000  
Fax: 831-464-2881  
[www.mysccar.org](http://www.mysccar.org)  
[www.facebook.com/mysccar](http://www.facebook.com/mysccar)

## Your Guide to the RPA-CA Now on iBooks!

"Your Guide to the Residential Purchase Agreement (RPA-CA)" is now available for you to read on your iPad device.

This guide will cover how to complete all mandatory and recommended disclosures to ensure all commissions are paid in full and on time.



To purchase, visit iBooks on your iPad or through the iTunes store or [here](#) from your computer.

## MLS Matrix & CMA Training

MLS Listings will be onsite to teach you how to get the most out of your MLS search and CMA application. All three classes are free but do require a reservation.



**Matrix Essentials**  
Friday, June 8, 10:30 - 12pm

**Mastering Matrix**  
Friday, June 8, 1-2:30 pm

**MLS CMA**  
Wednesday, June 27, 10:30 am - 12 pm

To register call 831-464-2000 or [email](#) Leslie Flint.

If you are unable to open any of the links visit our website at [www.mysccar.org](http://www.mysccar.org), call Andrea Harbert at 831-464-2000 or send an email to [andrea@mysccar.org](mailto:andrea@mysccar.org)

[Forward email](#)



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