

# The SCCAR eScoop

June 27, 2012 - Vol. 3, Issue 174

Gear up for Santa Cruz County Open House Weekend Sat. & Sun., July 28-29! [More info.](#)



In this issue..

[Purchase Contract Training](#)

[Mayor Breakfast](#)

[Win an Apple Gift Card!](#)

[Connecting Consumers & REALTORS®](#)

## What Does the NEW Purchase Contract REALLY Say?

This is a MUST attend class for REALTORS®! Guy Berry 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.

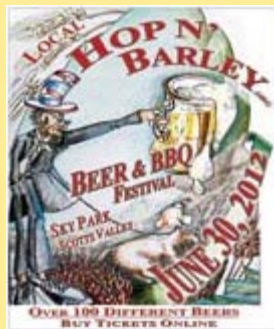


**Friday, June 29**

**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.



## Join Your Local Mayors for Breakfast

What's happening in your neighborhood? Find out from your local Mayors! The 4th Annual Mayors Breakfast is slated for **Wednesday, July 11, 2012** at the SCCAR office. This SCCAR event is sponsored by the Local Government Relations Committee (LGR).



Each Mayor will be allocated time to give a "State of the City" address to our members. Following that, members have an opportunity to present questions. This year as an added benefit, we have invited a representative from the County Board of Supervisors to give us a "State of the County" address in addition to the Cities.

FREE to SCCAR Members who contributed an additional \$49 to REALTOR® Action Fund in 2012 or \$20 in advance. Register [online](#), download and complete an [event flier](#) or call 831-464-2000.



**GeoDisclosure**  
Real Estate Disclosure Reports

## Win a \$400 Apple Gift Card!

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

### Upcoming Events

**6/28/2012**  
[Tour & Marketing Meeting](#)

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



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

Get that iPhone or iPad you've had your eye on...or accessories galore for your current Apple products in our Apple Gift Card Drawing! Stop by SCCAR and get your raffle ticket to enter for \$20 each or 3 for \$50. The drawing will be held once all 100 tickets are sold.



## Connecting Consumers and REALTORS®, Countywide Open House Weekend!

On July 28-29 REALTORS® will hold open houses in neighborhoods across the county, bringing value to both buyers and sellers. This event provides a tremendous opportunity to connect consumers with REALTORS® and to promote the benefits of home ownership.



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

SCCAR will be closed Wednesday, July 4th and will re-open Thursday, July 5th at 8 am.

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

### How to participate:

- > Hold an open house on either or both days
- > Pick up an event sign and balloons for free to use that weekend (while supplies last)
- > Promote countywide open house weekend with your open house marketing efforts



Check out special marketing offers and complete details at [www.mysccar.org/sccopenhouse](http://www.mysccar.org/sccopenhouse).

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](#)



Try it FREE today.

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

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