

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

www.scaor.org



The SCAOR e-Scoop

OFFICE HOURS

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



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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Help decorate the first-ever REALTOR® Rose Parade Float

For the first time in its 100-year history, the NATIONAL ASSOCIATION OF REALTORS® (NAR) is sponsoring a float in the Tournament of Roses Parade.

REALTORS® are encouraged to help decorate the float, which is based on the story of the Swiss Family Robinson and highlights the importance of working together to accomplish a common goal. Decorating the float is a great way to build camaraderie and team spirit!

Enjoy the camaraderie and team spirit as REALTORS® from across the country work side by side to build the NAR float. No special skills are needed, and meals and snacks will be provided. Please see the "[Fast Facts Sheet.](#)"

To view a rendering of the float, sign up to help decorate it or for more information please visit <http://pfar.org>.



SCAOR Education Highlight— Last Chance to Register
Street Smart Negotiating Skills
Instructor: Charlie Krackeler

Monday, November 10th 9:00am-3:00pm
\$49 Member/ \$69 Member at the door /\$69 Non-member anytime
At this seminar you will learn that Information is power; Tips for negotiating with lawyers; Low risk places to practice negotiating skills; Different personality styles in negotiating; Common gambits used in negotiating; The offer and the counter offer; Working with deadlines (yours and theirs); Working through the dreaded deadlock; Working with buyers (as the seller); Working with sellers (as the buyer); Negotiating on the telephone; ; And much more!

Class DRE approved **Six (6) DRE CEU's.**
Click [here](#) for more details



Last Chance to purchase tickets for the 4th Annual "A Taste of Santa Cruz" event. Click [here](#) to purchase tickets or call 831-464-2000.

Dues billing will begin going out in the mail starting 11/3/08. Renew your 2009 association membership by 12/31/08 and be entered into a drawing to win all of your dues back!



MLSListings, Inc. & SCAOR invites Brokers to attend a "To VOW or not to VOW" Broker breakfast on Wed., November 19th from 8:30-10:00am at the Best Western SeaCliff Inn in Aptos. Learn more about the settlement of the NAR/DOJ case and how it affects you as a broker. To reserve your seat send an email to kkirwan@scaor.org or call Karen at 831-464-2000.



The SCAOR Office will be closed on Tuesday, November 11th in observance of Veterans Day

Coming up at SCAOR!

- [Nov. 12th Distressed Properties—Seats going fast!](#)
- [Nov. 13th A Taste of Santa Cruz](#)
- [Nov. 17th Trends in Business Technology](#)
- [Nov. 18th Legal Update w/Gov Hutchinson-SOLD OUT](#)
- [Nov 18th Guide to the RPA Contract](#)
- [Dec. 5th REO's! Getting Your Foot in the Door](#)
- [Dec. 8th Pricing Properties to Sell in a Default Market](#)
- [Dec. 10th Effective Client Communication](#)
- [Dec. 12th License Renewal Review/Testing](#)

To register call SCAOR 831-464-2000
For a complete list of classes click [here](#) or go to www.scaor.org and look under Member Resources