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## 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](http://www.scaor.org)  
or call Karen Kirwan at 831-464-2000 or [kkirwan@scaor.org](mailto:kkirwan@scaor.org)

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## NOVEMBER 2008 FORMS RELEASE

During the week of November 10, 2008, the latest version of the C.A.R. Forms Library was available to download at C.A.R. Online ([www.car.org](http://www.car.org)). C.A.R. standard forms are updated at least twice a year, during Spring and Fall. The paper forms and the corresponding forms on WINForms® are updated at the same time. This Fall, four new forms will be released along with five previous forms with new revisions. You can find the most current version of the Quick Summary available at:

<http://www.car.org/legal/standard-forms/quick-summary-update-new-forms/november-2008-form-releases/>

### SCAOR Education Highlight:

#### REO Listings:

#### **Getting Your Foot in the Door**

**Instructor: Bob Berry**

Friday, December 5th 9:00am-12:00pm  
Cost: \$35 SCAOR Member/\$50 at the door  
\$55 Non-member anytime

Are you interested in working the REO market and frustrated with the lack of information on how to get started? If so, this is the class for you! In this class you will get to the heart of the REO business, you will learn how to get the BPO's, what forms to use, payment information, how to do an occupancy check, handling utilities and general maintenance of the property, marketing tips, handling offers, addendums, and much more!



The SCAOR Office will be closed on Tuesday, November 25th from 11:30am-1:30pm for an offsite meeting and on November 27th & 28th for the holiday.

Please note: There will be no tour on Thursday, November 27th

## Coming up at SCAOR!

- Dec. 1st** [MLS Training: Listing Management](#)
- Dec. 8th** [Pricing Properties to Sell in a Default Market](#)
- Dec. 9th** [Distressed Properties—Back by popular demand!](#)
- Dec. 10th** [Effective Client Communication](#)
- Dec. 12th** [License Renewal Review/Testing](#)
- Dec. 15th** [Understanding Tenancy-in-Common](#)

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



*You are Invited*  
to the Santa Cruz  
Association of REALTORS®  
*Holiday Open House*  
**Thursday, December 11**  
**4:00-6:00 p.m.**

2525 Main Street Soquel, CA  
Pre-registration is a must!  
RSVP to Karen Kirwan  
at [kkirwan@scaor.org](mailto:kkirwan@scaor.org)  
or call 831-464-2000

Bring a canned  
good item for the  
Second Harvest  
Food Bank Barrel  
and a beverage of  
your choice to share  
at the Open House



Click on  
ornament  
for details

## Thanksgiving

The point of Thanksgiving is to remember the things we have to be grateful for. It's our special time to give thanks... not just for the obvious, like food, but for the thousands of fortunate moments, the multitude of blessings that we receive each year. That's not always as easy as it sounds. We tend to remember the bad things much more easily than the good. Here's a few tips to remember:

Begin by keeping a gratitude journal. Don't write down negative things; only positive ones. Think of all the good things that happened because something bad happened first. Don't focus on what you don't have. Focus on what you do have. Think about people you've known that have made you thankful for their existence. Think about people who have made life hard for you. Now think about the things you accomplished because of them. Think about the animals that have given you joy: Dogs that love you with every inch of their hearts, cats that think your lap is the best place to nap in the whole world, birds whose songs uplift your spirit, squirrels whose antics put a grin on your face and so on. Think about the places that make you smile.

Now pass it on. True gratitude involves action. Lend a hand. Pitch in. Make a gift. Give your time. Listen. Give back as often as you can. Even a friendly greeting can make all the difference in the world. Let others know when they've done something that you're thankful for. Remember that hard times make good times sweeter. Also keep in mind that obstacles and challenges not only make you stronger, but they force you to explore outside of the comfortable routine that you've settled into. Without challenges, there can be no progress. Without obstacles, there can be no achievement. Be thankful for the opportunities that they provide. Giving thanks is a powerful tool that can dramatically improve your life and the lives around you.

Have a wonderful Thanksgiving from the staff at SCAOR:  
*Kathy, Norma, Karen, Leslie, and Linda*