

## 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

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Soquel, CA 95073  
831-464-2000  
831-464-2881 Fax



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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With all the changes in the Real Estate market, it is more important than ever to solidify your place in the market. The **SCAOR Newsletter** is the only local publication that is specifically aimed at Real Estate Industry professionals. Start planning your advertising now for 2009! We offer great discounts for SCAOR Members! Contact Andrea today for more information: 831-464-2000 or [andrea@scaor.org](mailto:andrea@scaor.org) or click [here](#) to view our rate sheet.



Thank you for completing your Code of Ethics training. If you have not yet notified SCAOR in writing that you have met the REALTOR® Ethics requirement please do so ASAP by completing this [form](#) and faxing it to 831-464-2881. Still need to take an ethics course, NAR offers a free online class at [www.realtor.org](http://www.realtor.org). Questions? Call Karen at 831-464-2000.

## Educational Opportunities at SCAOR

[Risk Management Seminar on Home Inspections](#) 1/16  
MLS Training- 1/23

[How the Federal Bailout Will Effect Your Business](#)-1/26  
CCIM's Commercial Investment Analysis 2/2-3

[Homebuying Strategies with FHA Loans](#)- 2/4

[Distressed Properties](#)- 2/6 DRE Accredited!!!

Presented by CAR's General Counsel, Neil Kalin

To register call SCAOR 831-464-2000. For a complete list of classes click [here](#) or go to the Member



This is a "Don't Miss" Event!  
Mark Your Calendars!

## C.A.R.'S Chief Economist Leslie Appleton Young is coming to SCAOR on February 13th!

Get the inside scoop on the local, state, and national housing market from one of the most trusted experts around! Stay tuned for more information and how to reserve your seat!

Association Dues Payments not received by January 15th will be assessed a reactivation fee of \$50. Continue to take advantage of being a REALTOR® in your community and renew today!



## SCAOR Education Highlight [How the Federal Bailout Will Affect Your Business in 2009](#)



Instructor Bob McManus, Dream Big  
Monday, January 26th 1:00-4:00pm

In this class you WILL learn the main source of endless "SELLABLE" listings; How the Current Economy is a major advantage to you NOW! What New Laws are going to affect *your* business daily!; How the continuous Bank Bailouts are affecting *your* business EVERYDAY! The Two Skills you have to *master* to Thrive in "this market"; How to Develop a Daily Plan of Action...; THAT STARTS NOW! The Hottest area of the business today & how YOU can get right in the middle of it. How to handle Short Sales, REO, Foreclosure, FSBO, Expireds & Sphere of Influence in Today's Market! How to *leave the slow market behind* & create your own fast-paced Profitable Real Estate Business!

**Includes BONUS Class "Pricing Listings to Sell"**