



# REALTOR UPDATE

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**JUNE - JULY 2008**

## **ATTENTION BROKERS AND MANAGERS:**

Reminder: The Broker or manager of each office is the only REALTOR of an office who receives a hard copy of this "REALTOR Update". Please share the information contained in this "bulletin" with your agents at an office meeting or via voice communication. Agents receive the "Update" via e-mail only. Thank you.

### **EXCITING FREE ON-LINE COMMERCIAL CONVENTION**

Monday & Tuesday, June 16 & 17 – Win one of many \$100 gas cards! Day or night you may visit booths, hear speakers, sign up for door prizes at the REALTOR CommercialSource R E On-line Convention. Log on to REALTOR.org and then click the link for the CommercialSource On-line Convention. Visit the AAR booth at the convention and register to win an HP10b11 financial calculator. Have fun!

### **AAR ANNUAL "BEACH BLANKET CHARITY BINGO"**

Coming your way on Friday, June 27 at the Arcadia Community Center. The fun begins at 6 p.m. \$20 pre-sale ticket includes dinner, bingo, fountain beverage and loads of fun! \$25 at the door. Tickets are available at the AAR Children tickets are \$12 and \$15 at the door. Great prizes and great family fun! Save the date!

### **TECH THURSDAY**

On Thursday, June 26, from 9 – 10:30 a.m. at the AAR Office, you will learn all about the AAR Website, Overview and Site Features. You will learn useful resources for your real estate needs, how to pay your dues on-line, register on-line for events and much more. Free to AAR members. Call the AAR office and reserve your place today.

### **ASSOCIATION OFFICE CLOSED**

The AAR office will be closed on Friday, July 4, in observance of the 4th of July, Independence Day.

### **3RD QUARTER MLS FEES DUE**

The AAR's 3rd Quarter MLS Fees are due on June 30. Avoid a \$20 late fee and pay your MLS fees today!

## **RED FLAGS/ INSPECTIONS SEMINAR**

The AAR Education Committee is offering a 3 DRE credit seminar on Friday, June 20, 2008 from 9:00 a.m. – 12 noon at the AAR Office with Instructor Alex Kuczynski. Continental Breakfast starts at 8:30 a.m. This course is \$10 for AAR Members and \$20 Non-members. Refer to the attached flyer for more details.

## **SUPRA EXCHANGE IS HERE**

Wednesday, June 18 and Thursday, June 19, GE Security Supra will be exchanging all DisplayKey's for the new Active Key at the Masonic Center, 50 W. Duarte Rd, free of charge. DisplayKey's and Companion Keys will no longer be issued by the Association after this date. If you did not receive any information from SUPRA in the mail regarding your scheduled time to come in, visit [www.TheAAR.com](http://www.TheAAR.com) for your scheduled time to switch your key. Be sure to attend one of the exchange days to avoid possible additional exchange charges later on. For any questions, call Supra Support at 877-699-6787.

## **COMMERCIAL MARKETING MIXER**

Thursday, June 19, the AAR Commercial/Investment Marketing Mixer invites all REALTORS to attend their informational session at 11 a.m. at the AAR office. The subject this month will be "How to Overcome Seller's Objections to Sales of Highly Appreciated Real Estate". During this session, discussion will be on selling for cash, selling and electing an installment sale, sale of a principal residence, charitable remainder trust and much more. Presented by C. Anthony Phillips, CPA, Downstream Exchange. FREE to REALTORS who are currently members in good standing and AAR Affiliate Members.

## **AAR COMMUNITY INVOLVEMENT SURVEY**

If you volunteer your time and talent within our communities, please fill out and return the AAR survey as soon as possible. It was sent to you via e-mail. By submitting your volunteer information, you will be included and recognized at a social event later this year in addition to being part of our AAR campaign to make the public aware of all the good things that REALTORS do in their community.

## **PEPSTER LUNCHEON**

FREE luncheon to all REALTORS who contributed the \$99 to the REALTOR Action Fund. Wednesday, June 25, 2008 from 11:45 a.m. – 1:30 p.m. at the Santa Anita Golf Club- Sunset Room, 405 W. Santa Anita Ave. If you would like to attend the luncheon and did not contribute the \$99 REALTOR Action Fund, you can pay \$25 as a guest or pay \$50 for REALTORS who contributed \$49 to the REALTOR Action Fund or you can pay \$99 for REALTORS who have not contributed to the REALTOR Action Fund for 2008. This month's topic will be the First City Summit with Monrovia and Sierra Madre. Reservations are required, please fill out the form and fax or mail it in. Visit our website for more information [www.TheAAR.com](http://www.TheAAR.com) or call Maria at 626-446-2115.

## **FREE WINFORMS TRAINING Wednesday, July 23, 2008**

Learn all about WINForms Introduction/Desktop and Online. WINForms Introduction and Desktop are from 9:30 a.m. – 12:30 noon and WINForms Online will be from 1:30 p.m. – 3:00 p.m. at the AAR office. It is free to AAR members and \$25 for non-members. Reservations are required to ensure the correct number of handouts. Bring your laptop if you have one. Recommended to attend both sessions.

## **OnlineEd – A NEW AAR MEMBER BENEFIT!**

OnlineEd provides the AAR members with a discount for their education. OnlineEd offers continuing education, license training and career development courses completely online. These courses enjoy a 98% approval rating from their students as well as the many real estate schools and community colleges that use their material. The California Department of Real Estate and other State jurisdictions have called them on numerous occasions to tell them that they have some of the very best material available. Log on to the AAR website, the link is located on the left side under "Pay Your Dues Online". Click on the link and view all the quality courses available to you at a discount price.

## **NEW MEMBER ORIENTATION**

Orientation for new members will take place on Monday, July 21 from 9:00 a.m. – 12:30 p.m. at the AAR office. Please be sure to attend and bring your certificate of completion for the mandatory Ethics course with you to the Orientation.

New Policy as of May 1: \$50 Orientation Deposit will be refunded only if the agent attends the first scheduled Orientation. Questions, call the AAR office.

## **FREE ETHICS CLASS**

Wednesday, June 18 or July 16 from 1 – 4 p.m., the AAR will offer a free Ethics video for members who are required to attend an Ethics class before new member Orientation. DRE credit is available with the video for \$15 but is optional. Free Ethics training that also meets this requirement can also be obtained on the N.A.R. website at [www.REALTOR.Org](http://www.REALTOR.Org)

## **RELAY FOR LIFE - ARCADIA**

Arcadia's Relay for Life will be held on Saturday, June 21 @ 11 a.m. to Sunday, June 22 @ 11 a.m. at World Famous Santa Anita Race Track. Raise funds and walk for an hour or all night to find a cure for cancer. AAR is supporting this event. If you would like more information please contact Robin at 626-446-2115.

## **AAR ANNUAL INSTALLATION**

Mark your calendar for Friday, December 5 and plan to attend the Annual Installation of AAR Officers and Directors at the Marriott Courtyard Hotel in Monrovia.

