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Director Committee Report

Instructions: As decided at the latest Strategic Planning session, Directors are responsible for submitting meaningful reports on all Committee meetings attended for publication within the AAR and for reporting back to our membership at a MLS Caravan meeting. Please use one report sheet per Committee meeting attended. Reports are due within 7 days after completion of the meetings. Remember, your report will be published on the AAR website and in the monthly magazine. Please send your report(s) to the EVP: Andrew@theaar.com

Director name: George R. Monte

Committee name and position on Committee : Program Chair for Commercial Day

Committee meeting date and time: Tuesday 5:30-8:00 p.m., Wednesday 7:30 a.m. to 7:30 p.m.

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Speakers dinner held Tuesday night. Good social time and many common friendships between group members.
Outcome achieved: Very good event, it was sponsored by C.A.R.

- Item discussed: Commercial Day had general speaker and then both apprentice and expert tracks of education.
Outcome achieved: Excellent speakers and event rankings were very high by the attendees.

- Item discussed: Prior year, CAR, when on their own, had 73 in attendance.
Outcome achieved: This year, with our commercial member support, attendance was at 140, a 90% increase.

Please summarize your meeting in one paragraph:

This is the fourth time I have handled this event for CAR. We had excellent volunteer speakers on a variety of subjects. We had two track and both track s were full. CAR was not prepared for the late signups and ran out of materials and were not adequately staffed at the class room locations. Friends helped CAR deal with the crowds. AAR is a recognized leader in this area, along with Region 20 which is the region for the commercial overlay boards.

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Director name: George R. Monte

Committee name and position on Committee : Membership Committee

Committee meeting date and time: Thursday 3-5
~~Friday 10-5-12 10~~ p.m.

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: General report on membership issues and activities.
Outcome achieved: Share of information. No action items
- Item discussed: Carmen Harciag presented CAR membership survey to the group.
Outcome achieved: GRM obtained copy of survey and sent it to AAR leadership for review.
- Item discussed: Nomination of memba for life status (honorary)
Outcome achieved: Motion approved.

Please summarize your meeting in one paragraph:

This is a good informational meeting. Few controversial items happen here, and rarely action items occur.

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Director name: George R. Monte

Committee name and position on Committee : CI Group Meeting - Program Chair for Commercial Region and activities

Committee meeting date and time: Friday 9:00 - 2:00 p.m.

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Member introductions, have's and want's presentation, and general discussion
Outcome achieved: This is an opportunity for member introductions and networking. Very successful.
- Item discussed: Emily Line of RPR gave a presentation on that new product of NAR.
Outcome achieved: Excellent presentation with great interest by the attendees.
- Item discussed: Carl Peterson of Xceligent gave a presentation on that new product to be competitive to CoStar.
Outcome achieved: Excellent presentation with great interest by the attendees. We will be working on member subscriptions in CA.

Please summarize your meeting in one paragraph:

This event went very well for the participants. We are building a steady group of commercial participants in these meeting and have had excellent programs during this year. Planning for next year is underway, and CAR has said that we can continue in these activities.

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Director name: Randall Traw

Committee name and position on Committee : Global Real Estate Forum

Committee meeting date and time: October 5, 2012 10:00 am to 12:00pm

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: NAR Ambassador Association and Presidential Liaison Update
Outcome achieved: Review of Australia, Philippines, and Singapore
- Item discussed: Global Marketing Opportunities, Co-Ownership Options - Andy Sirkin
Outcome achieved: Create buyer opportunities with multiple buyers and equity sharing. Tenant in Common
- Item discussed: How to make the most of your Global Council - Zachary Benjamin
Outcome achieved: The benefits of using NAR to develop local councils

Please summarize your meeting in one paragraph:

The meeting was jammed packed full of information from all of the presidential liaisons.

The co-ownership plan presented by Andy Sirkin also contained information different ways how to structure purchases throughout the world using this unique process. It was recommended, should you decide to use this type of program, or make it available to your clients, you should only use the United States method or the English Method for settlement. Other methods are quite cumbersome and are not protective of the buyers.

Zachary Benjamin from NAR Global Business Council presented to the group how to establish a local Global Business Council .



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Director name: Randall Traw

Committee name and position on Committee : MLS Policy Committee

Committee meeting date and time: October 4 2012 2:00 PM to 3:50 PM

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Short Sale Compensation
Outcome achieved: After much deliberation Item moved on
- Item discussed: Lockbox Rule
Outcome achieved: Lengthy discussion but unable to agree on NAR model rule
- Item discussed: CRMLS Update and Report
Outcome achieved: Very little discussion and not much of an update.

Please summarize your meeting in one paragraph:

The committee had quite a bit of deliberation in regards to the adoption of the NAR model rule regarding lockbox and the amount of time appropriate to respond to inquiries or to set an appointment for showing the property.
It was forwarded to the board of directors to determine if any four hour response time between the hours of 8:00 AM to 6:00 PM was an adequate amount of time to respond. It was determined that you have a call was placed in the late afternoon
Then the amount of time left after 6:00 PM would be carried over to the following morning starting at 8:00 AM.



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Director name: Paulina Lee

Committee name and position on Committee : Housing committee - member

Committee meeting date and time: 10-4-12

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: regulatory pilot programs

Outcome achieved: see below

- Item discussed: GSE and FHA Bulk Sales

Outcome achieved: see below

- Item discussed: Rental and restrictions on GSE and FHA Bulk Sales of REO Properties

Outcome achieved: see below

Please summarize your meeting in one paragraph:

Housing 1. In response to proposed regulatory pilot programs addressing GSE and FHA Bulk Sales and Rental
Restrictions on GSE and FHA Bulk Sales of REO Properties, C.A.R. allocate staff resources and monetary
resources not to exceed \$500,000 to lobby the appropriate legislative and regulatory bodies with jurisdiction
and authority over said programs with the purpose of stopping or minimizing the negative effects said program may have
on local markets within California. Additional resources and funds to be allocated towards a public media campaign.
C.A.R. Staff to determine the appropriate media to be used to address the issue. Due to the time sensitive nature
of the issue, C.A.R. staff to take action within 30 days of the January 2012 BOD meeting.



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Director name: Paulina Lee

Committee name and position on Committee : Legislative committee - member

Committee meeting date and time: 10-4-12 3:30 to 5:15 PM

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Term Limits Reform Act of 2012 Initiative Constitutional Amendment
 Outcome achieved: not R E related
- Item discussed: HOPE 2010: California Cancer Research Act.
 Outcome achieved: Not Real Estate related
- Item discussed: Safe, Clean, and Reliable Drinking Water Supply Act.
 Outcome achieved: "NEUTRAL"

Please summarize your meeting in one paragraph:

We had quite a few items that not are Real Estate related ,and the conclusion was take no action.



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Director name: Paulina Lee

Committee name and position on Committee: Taxation and government finance

Committee meeting date and time: 10-4-12 2 PM to 3:30 PM

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Document Recording Fee to Fund Homes
Outcome achieved: _____
- Item discussed: Change in Ownership of a Co-Tenancy Interest
Outcome achieved: C.A.R. is supporting this measure because it protects the surviving co-owner from reassessment .
- Item discussed: 3.8% Medicare Tax
Outcome achieved: The 3.8 percent Medicare tax on unearned-taxable income will go into effect

Please summarize your meeting in one paragraph:

It clears that SB 1220 document recording fee does not apply to transfers/sales of real property and will not impose a transfer tax in the form of a point of sale document recording fees. with these amendments C.A.R. removed its opposition and moved to a support position.
Under existing law, when real property changes ownership, it prompts a reassessment of the property taxes,
C.A.R. is supporting this measure because it protects the surviving co-owner from reassessment .
3.8% Medicare Tax is applicable to: - Households in the top two tax brackets individuals with an adjusted gross income above \$200,000 or \$250,000 for married couples),Applicable only on taxable unearned income,
such as capital gains, interest, dividends and rents,Capital gains exemption for principal residences (\$250,000 for individuals and \$500,000 for married couples) is not effected.



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Director name: Nick Zigic

Committee name and position on Committee : Global Real Estate Forum

Committee meeting date and time: 10/5/12, 10AM-12PM

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Creating New Global Market Opportunities: Co-Ownership Options for Higher Sale Proceeds & Higher Commissions while Offering Value, Ease, Guilt Relief & Diversity
Outcome achieved: Successful Presentation
- Item discussed: International Economic & Housing Market Outlook and The Impact of Foreign Buyers on CA Housing Market
Outcome achieved: Successful Presentation
- Item discussed: How to Make the Most of Your Global Business Council & NAR Global Update
Outcome achieved: Successful Presentation

Please summarize your meeting in one paragraph:

As the vice-chair of this Forum I was heavily involved in planning and organizing the meeting to provide the most current and useful information to all global practitioners. The meeting was a real success!

The biggest achievement was the successful application of the Global Networking Pavilion at the EXPO! The Pavilion was manned by 18 volunteers, committee members, who spent numerous hours catering cutting edge information and sharing priceless resources with visitors on the topic of Global real estate and Business development. Nick Zigic, the 2012 vice-chair was in charge of organizing and managing the Pavilion.



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Director name: Andy Bencosme

Committee name and position on Committee : AAR President Elect - Media Training & Leadership Orientation

Committee meeting date and time: Wed Oct 3, 2012. 9:00 am - 11:00am / Fri Oct 5, 2012 8:00am-9:50 am

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: How to deal with Media and interviews
Outcome achieved: Tips and Best Practices with how best to deal with the Media as President of Association
- Item discussed: Leadership and how to best serve membership
Outcome achieved: Past CAR and NAR Presidents gave their reflections on leadership
- Item discussed: Running Board of Directors Meetings
Outcome achieved: Overview of Robert's Rules of Order

Please summarize your meeting in one paragraph:

A Media consultant discussed how to work with the media when approached or asked for an interview. He discussed what the different types of media are looking for when they talk to you and how best to get the message you want to disseminate out to the public. I got the opportunity to get on stage and handle questions in a mock interview scenario. Leadership reflections from past CAR and NAR Presidents were both insightful and inspiring. Perhaps the best words came from Dick Gaylord. Two things he said that stick out are "Members don't care how much you know, they want to know how much you care" and "remember, even though you are in Leadership now, you began seated in the back of the room, and it won't be long until your term in leadership is up and you're back - in the back of the room." There was also a humorous presentation from a past local association President on how to run a Board of Directors meeting and using Robert's Rules of Order. She discussed how to handle different personality types in a meeting to allow for all opinions to be expressed and make the best decisions as possible. Her words of wisdom were, "the gavel is not a weapon!"



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Director name: Andy Bencosme

Committee name and position on Committee : Director - CAR Board of Directors Meetings

Committee meeting date and time: Friday, October 5, 2012. 3:00 pm - 5:00pm / Saturday, October 6, 2012 8:30am-11:04 am

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Standard Forms Advisory Report

Outcome achieved: Discussion on upcoming changes to forms

- Item discussed: Transaction & Regulatory recommended legislation

Outcome achieved: Several recommendations to CAR & NAR to Sponsor legislation

- Item discussed: MLS Rules Changes

Outcome achieved: Passage of optional rules to combat Short Sale Commission Spiking

Please summarize your meeting in one paragraph:

The Standard Forms Advisory Committee reported that 43 forms will be released in November. 15 new forms and the rest are updates. The Short Sale Information Advisory will incorporate the New California Homeowners Bill of Rights information and the National Mortgage Settlement Act information. There is a new Vendor drop down in ZipForms for Service Providers. There is a Service Providers button as well. They are currently expanding the list of providers. There were 8 areas of legislation that were approved for CAR to pursue. These had to do with the following areas; to prohibit the use of eminent domain to seize "underwater" notes; to expand items included in California Regulatory Notice Register; to Oppose securitization of pools of SFR REO Property rentals; to support renters to homebuyers program; to support that no bulk sale take place until 5 weeks after REO price adjustment; support a 2 year sunset date on the sale of FHA distressed notes program; to maintain the DRE in-house regulatory & legal staff within the dept; CAR appoint representatives to the DRE task force on team names, business names & virtual offices. MLS passed rules on lockbox requirements (13.2.2) and Short Sale listings (7.28). These go to NAR for approval in November.



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Director name: Andy Bencosme

Committee name and position on Committee : Member - Global Real Estate Forum

Committee meeting date and time: Friday, October 5, 2012. 10:00 am - 12:00pm

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Ambassador Associations/NAR Presidential Liaisons Reports
Outcome achieved: Briefing on our efforts to build and partner with International Real Estate Groups
- Item discussed: CAR & NAR latest statistics on Global Business by U.S. REALTORS
Outcome achieved: Update on the Global Market Share and client data
- Item discussed: Co-Ownership of Real Estate as a way to build Global Business
Outcome achieved: Presentation on how you can work with International clients using Co-Ownership

Please summarize your meeting in one paragraph:

We were briefed on the activities of CAR as the Ambassador Association to Australia and their recent trip there led by Steve Goddard. Update from AAR's own Randall Traw on his recent trip to Singapore where he represented NAR as the Presidential Liaison and the upcoming Asia Pacific Real Estate Convention & Expo to be held there between March 20-23, 2013. Allen Chiang of AREAA gave a report on a recent USA-China Real Estate Summit and upcoming AREAA activities. CAR & NAR market updates included some interesting facts; the Average Sales price when working with Global clients is double of the market as a whole both Nationally and in California. \$400,000 vs sub \$200,000 Nationally and \$505,000 vs \$291,000 in California. 62% of International buyer pay cash. 1 in 4 International buyers are from Canada. Florida is the #1 state International buyers buy. There was a presentation from an attorney who works with Global clients using co-ownership as a way to help people buy vacation and 2nd homes with less money tied up by using co-ownership. More information on this can be found at sirkinfractionallawyers.com

REPORTS on CAR Business Meetings by Kelvin Wong

Date: 10/3-10/6/2012

Place: Anaheim, California

A) Standard Forms Advisory Committee-Forum on Forms

NO Action Items.

15 New Forms and 28 revised Forms with minor changes (please refer to the attached) were scheduled to release on November 26th 2012.

B) Property Management Forum

NO Action Items.

New Laws: AB 2521 The landlord may keep, destroy or sell any abandoned personal property if notice was given to the tenant and time passes without tenant collecting belongings. The value of abandoned personal property went up from \$300 to \$700.

AB 1679 It is regarding the mutually agreed upon on way(s) of handling of the security deposit between landlord and tenant after notice of rental termination has been served. The security deposit can be deposited to a tenant designated account electronically or other financial institution. The itemized statement along with copies of documents showing charges incurred and deducted by the landlord to repair or clean the premises to an email address provided by the tenant.

SB 1191 Landlord of 1-4 residential units who has received NOD must disclose the NOD in writing with statutory language prior to executing a lease.

SB 1229 Cannot advertise or have any rental policies which require a tenant or potential tenant with an animal to have animal declawed or devocalized or that would discourage applications from prospective tenants who have pets with such treatment.

AB1964 Expansion /Clarification of existing protections against religious discrimination.

AB 2610 Applies to tenants in property prior to foreclosure sale.

SB 825 Tenancy after Foreclosure/Notice

SB 1055 Landlord cannot demand cash or electronic funds transfer as the exclusive method of payment.

C) Federal Committee

NO Action Items.

The committee approved 5 motions brought forth from Transaction and Regulatory Committee.

**CAR BOD did not approve 1 out of the 5.

D) REALTOR Risk Management & Consumer Protection Forum

NO Action Items. The Chair gave an update on Mortgage Fraud. David Parker Esq., Parker & Crosland, LLP, gave a presentation on Risk Management. Debra Samuels, Goyette & Associates, Inc. gave a presentation on Notice Requirements For Termination of Tenancy. Betty, Home Warranty Association of California gave a brief update on some non-coverage on home warranty. David Watkins, Pest Control Operator of California gave a brief update on the pest control industry. Dan Sherrets, California Real Estate Inspection Association gave a brief update on latest news on inspection industry.

Regional Representatives gave verbal reports. False Listings on Craigslist. Gov Hutchison gave us a legal update.

E) Education Services Advisory Committee

The meetings were divided into 2 sessions. The private session restricted to members only discussed the 2012 new Certification programs: a) Property Management-Most popular programs for the last 6 months. b) Certified Transaction Coordinator is available now. c) Learn My Way.

The 2nd part is an open session. Local Association Chairs & executives were invited to attend this open session. They were able to share and exchange ideas of successful local education stories.

Ideas: 1) Education Classes were offered Free to the members. 2) iPad for Rookies. 3) Annual or Semi-annual whole day Education Summit with sponsors held at local community center with FREE rental. 4) Lunch & Learn.

The private and public meeting format will continue in 2013.

END