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Director Committee Report

Director name: Randall Traw

Committee name and position on Committee : V/C Global Forum

Committee meeting date and time: January 25, 2013 @ 10:00 am

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

- Item discussed: Complete a Transaction involving a Foreign Buyer/Seller

Outcome achieved: A complete understanding how using the right Title Company can insure completion of a transaction abroad

- Item discussed: Real Estate Related Business in Japan

Outcome achieved: Japan's economy continues to be fragile after earthquake and construction recovery remains slow

- Item discussed: Global Financing

Outcome achieved: There are actual methods for foreign investors to obtain financing to purchase U.S. properties thru HSBC

Please summarize your meeting in one paragraph:

The Global Forum has made great strides in bring to the C.A.R. methods of working with foreign investors into the U.S. In an arena where many REALTORS felt there was no means to work with investors, through HSBC and First American Title Company this myth not only has been shattered but viable solutions have been provided. There is no reason why REALTORS need to shy away from foreign investors wanting to purchase properties in the U.S. It is hoped in our May meetings in Sacramento the Global Forum continue to provide hope for the fastest growing segment of Real Estate today.



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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: Andy Bencosme

Committee name and position on Committee : Member & Director Forum, CAR Director

Committee meeting date and time: January 23, 2013 2:00pm

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

- Item discussed: Products & Services offered through C.A.R.

Outcome achieved: Information on products and services

- Item discussed: Membership and financial report

Outcome achieved: Information on the state of C.A.R.

- Item discussed: Legislation sponsored by C.A.R.

Outcome achieved: Information on legislation C.A.R. is promoting

Please summarize your meeting in one paragraph:

C.A.R. is offering 12 free hours of CE class to member online at store.car.org/12freeCE. ZipForms MLS-Connect allows members to input information from an MLS listing directly into ZipForms. CRMLS will have this over the next few months. There is a Finance Helpline coming in February. There will be a Homeownership EXPO in Los Angeles on May 25th. A CAR/Local Association Video Player for use on Association websites. ZipForms now has Sample Letters and California DRE Forms. A New ZipForms that does not use Java is coming soon. ZipForms mobile is available for \$12.95 a year.

The Membership count at the end of 2012 was 158,000 and CAR had 39 Million Dollars in liquid reserves which equates to 17.9 months of operating expenses. The voluntary contributions to the REALTOR Action Fund is down to 11% of members from its peak of 36%.

CAR is sponsoring legislation to have Appraisal Management Companies regulated by same bureau as appraisers. They are also promoting legislation to have TDS extend to REO's and Banks.



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Director name: Andy Bencosme

Committee name and position on Committee : Professional Standards Committee, Member

Committee meeting date and time: January 24, 2013 8:00am

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

- Item discussed: Ethics and Professionalism Task Force

Outcome achieved: White paper and recommendations

- Item discussed: Code of Ethics 100th Birthday

Outcome achieved: Presentation on History of NAR and Code of Ethics

- Item discussed: CAR Ombudsman Program

Outcome achieved: Report on the CAR Ombudsman Program

Please summarize your meeting in one paragraph:

In 2012 an Ethics and Professionalism Task Force was established to see what could be done to raise the bar in the field. The task force put together several recommendations in three main areas: Competence, Accountability and Transparency. The recommendations covers areas of stricter licensing laws, more enforcement of Code of Ethics as well as publication of those who have DRE and Ethics violations. There was considerable feedback given at the meetings and the will be taken into account in order for the Task Force to formulate recommendation actions for consideration by the directions at the May Sacramento meetings.

There was a complete history of the formation of NAR and the creation of the Code of Ethics to remind people how important and ground breaking those were now that we are celebrating the centennial of their creation.

There was also a brief report on the CAR Ombudsman Program whose goal it is to solve problems and simple misunderstandings by the use of an Ombudsman before they escalate to a formal grievance filing.



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Director name: Andy Bencosme

Committee name and position on Committee : MLS Policy, Member

Committee meeting date and time: January 24, 2013 1:00pm

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

- Item discussed: New IDX Rules

Outcome achieved: Motion was passed to conform to NAR rules adopted in May 2012

- Item discussed: Mandatory Submission Rule

Outcome achieved: A Working Group was assembled to clarify this rule

- Item discussed: CRMLS Update

Outcome achieved: Report given on new services offered through CRMLS

Please summarize your meeting in one paragraph:

With technology changing, NAR adopted new rules in regards to IDX to expand it beyond just participants websites.

The new rule covers Electronic displays in a broader context. These include participants public websites, displays controlled by participants on other websites and displays using applications for mobile services.

MLS rules state that listings within the MLS service area must be input within 2 days after necessary signatures have been obtained or after the listing start date. There are questions regarding what the "necessary signatures" are and what the "Start Date" of a listing is. This can be especially problematic in the context of a divorce. A working group was formed in order to come up with some clarification of this rule.

CRMLS reported that they have expanded to over 70,000 members and have several new services coming including: CRMLS Smart Sites which allows agents to have their own IDX framed website, ZipForms MLS-Connect which will allow agents to import MLS information directly to ZipForms and a new CRMLS Mobile App coming to allow listing agents to edit their listing right from their phone or tablet



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Director name: Andy Bencosme

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

Committee meeting date and time: January 25, 2013 10:00am

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

- Item discussed: AREAA Delegation to China

Outcome achieved: Report on trip to China from AREAA and CAR Leadership

- Item discussed: Real Estate Related Business in Japan

Outcome achieved: Report on Japanese Real Estate and Economy

- Item discussed: Completing Transaction with Foreign Buyers/Sellers

Outcome achieved: Report from Title company on keys to working with a foreign client

Please summarize your meeting in one paragraph:

Asian Real Estate Association of America (AREAA) sent a delegation to China to meet with Real Estate Professionals and Government Officials to open up channels for agents to conduct business transnationally. Several cities were toured and they discussed the differences in the markets and transaction processes between the US and China. The San Francisco Consul from Japan gave a presentation discussing the Japanese Real Estate market and the effects different Government policies and the economy have had on it. Richard Chen of First American Title gave a presentation on "How to Successfully Complete a Transaction that involve Foreign Buyers/Sellers". He covered issues revolving around transferring money from another country to the U.S., properly using legal names on documents, power of attorney for ease of transaction, notarization of documents abroad, using title and other companies with branches in the country where the client resides, TAX ID for a foreign seller, Federal and State tax withholding for foreign seller and other FIRPTA rules.



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Director Committee Report

Director name: George R. Monte.
Committee name and position on Committee: CI Group Conference - Member.
Committee meeting date and time: 1/25/13. - 9:00 am - 12:00 noon

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

- Item discussed: Presentation on Catalyst CIE system for statewide use. Outcome achieved: Good presentation by Richard Maxwell SVP.
Item discussed: legal issues for 2013 presented by. Outcome achieved:
Item discussed: Open discussion a presentation of CIEA education program. Outcome achieved: program. 4 new AOR's interested in CIEA program.

Please summarize your meeting in one paragraph:

Very good meeting. We had about 50 people participate. Good response to meeting and increasing interest in Commercial program at CIE.



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Director Committee Report

Director name: George R. Monte

Committee name and position on Committee: Meeting with CAR leadership.

Committee meeting date and time: 1-24-13 3:30 - 5:00 pm.

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

Item discussed: Meeting with Don Foynt, CAR President, Kevin

Outcome achieved: Brown, Pres-Elect, Chris Katsky, Treasurer,

Item discussed: Rich Shumaker, Richard Kowalchek, Jim Helsel,

Outcome achieved: Steve Hottel, Victor Jin, Dianne Richmond

Item discussed: Jonathan Monte and myself.

Outcome achieved:

Please summarize your meeting in one paragraph:

Open discussion on various issues of and for commercial practitioners. Many ideas were discussed and action plan established to discuss certain issues with NAR. Leadership appears willingness to listen to CA member needs.



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Director Committee Report

Director name: George R. Monte

Committee name and position on Committee: Membership Committee - Member

Committee meeting date and time: 1-24-13 3-5 p.m.

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

Item discussed: Did not attend meeting due to

Outcome achieved: appointment with C.A.R. leadership

Item discussed: See attached.

Outcome achieved:

Item discussed:

Outcome achieved:

Please summarize your meeting in one paragraph:

Multiple horizontal lines for summarizing the meeting.



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Director Committee Report

Director name: George R. Monte

Committee name and position on Committee: Taxation and Government Finance Committee Member

Committee meeting date and time: 1/24/13 - 1PM to 2:50 PM

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

Item discussed:

Outcome achieved:

Item discussed:

Outcome achieved:

Item discussed:

Outcome achieved:

Please summarize your meeting in one paragraph:

Report on many topics including Non-Residential building energy usage, state taxation issues, mortgage debt relief, voter threshold reduction, fire prevention areas, PEASE threshold, Estate Taxes, Mortgage Debt and other minor topics.



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Director Committee Report

Director name: George R. Monte

Committee name and position on Committee: Standard Forms Advisory Committee Forum on Forms - Member

Committee meeting date and time: 1-24-13 8:45 am. to 10:45 am.

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

Item discussed: Forms being revised and going to Advisory committee for

Outcome achieved: approval and issuance. Forms - RPA, CPA, CL,

Item discussed: Counter Offer, DA, KLA, SPS, SEL.

Outcome achieved: Use Yellow Sheet for Forms suggestions

Item discussed: Vacant Land additional forms under consideration

Outcome achieved:

Please summarize your meeting in one paragraph:

Meeting was in a large auditorium style room. Form hand out materials were not available. Verbal reports were received on the form changes and a few additional items were submitted from the members.



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Director Committee Report

Director name: George R. Monte

Committee name and position on Committee: Member Director Forum. 2-3 p.m.

Committee meeting date and time: 1/23/13 - Travel Day

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

Item discussed: Reports to members from CTR leadership

Outcome achieved: on important issues and new products.

Item discussed:

Outcome achieved:

Item discussed:

Outcome achieved:

Please summarize your meeting in one paragraph:

Handwritten summary area with multiple horizontal lines.



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Director Committee Report

Director name: George R. Monte

Committee name and position on Committee: Investment Housing Committee - Guest

Committee meeting date and time: 1/24/13 8:00 am to 8:45 am.

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

Item discussed: New committee - Discussed a few

Outcome achieved: rental housing issues. No decision

Item discussed: No Motion.

Outcome achieved:

Item discussed:

Outcome achieved:

Please summarize your meeting in one paragraph:

Multiple horizontal lines for summarizing the meeting.



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Director Committee Report

Director name: Margaret Garemore
 Committee name and position on Committee: Professional Standards - Member and Regional Rep
 Committee meeting date and time: January 24, 2013; 8:00 a.m. - 9:50 a.m.

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

- Item discussed: Raising the bar for Competence of Realtors in Business
 Outcome achieved: Work in progress
- Item discussed: Raising the bar for Accountability of Realtors in Business
 Outcome achieved: Work in progress
- Item discussed: Raising the bar for Transparency of Realtors in Business
 Outcome achieved: Work in progress

Please summarize your meeting in one paragraph:

The focus of the Pro Standards Committee this year is to bring a higher standard of practice to the business of real estate through better education, tighter training requirements, more broker involvement in supervision of agents and transactions, less time between required license-renewal continuing education, and using Article 11 of the Code of Ethics as a tool to enforce non-compliance and stronger discipline.
Also, the committee discussed raising the maximum fine on a Code of Ethics violation from \$5,000 to \$15,000 to match the maximum fine of an MLS violation. In addition, CAR may reduce its previous resistance to Realtor speciality licensing so that Realtors will have speciality licenses instead of general licenses to ensure that they working competently in their area of practice.
For accountability, the local Associations may be required to monitor and report agent's violations and discipline which may be published for public review.
Also, there are concerns about the existence of private MLS's, agents wrongly excluding listings from the MLS and agents not properly presenting all offers.



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Director Committee Report

Director name: Margaret Garemore

Committee name and position on Committee: Risk Management - Member

Committee meeting date and time: January 25, 2013; 8:00 -11:00 a.m.

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

- Item discussed: Vendor updates including Home Warranty and Termite Issues and Problems
Outcome achieved: Updates on changes in requirements: new codes and info about approved vendors
- Item discussed: Legal Issues of Medical Marijuana laws and concerns in real estate property sales
Outcome achieved: Information and warnings on selling homes that may have issues with sale or growth of marijuana
- Item discussed: Tenant and Landlord Laws
Outcome achieved: Rules and regulations on handling prospective tenants and applications

Please summarize your meeting in one paragraph:

Regarding risk management, there were three areas of emphasis as indicated above. The Home Warranty rep spoke about being aware of coverage for appliances, water heaters and code upgrades and the end of inexpensive freon for a/c units. Regarding termite, the emphasis is on using approved vendors that have active and current licenses and some concerns of conflict of interest if the vendor bidding the termite work and doing the completions. Regarding medical marijuana, California law and Federal law conflict. California allows some medical use and growing limits, however, it is illegal under Federal law. Warnings were given regarding the sale of any property that might have marijuana on the premises for growing or for sale. Regarding tenant and landlord laws, Realtors and landlords must systematically review applications in order and then choose a tenant, using a set of preestablished criteria, and not by "cherry picking" a tenant out of all applications.



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Director Committee Report

Director name: Margaret Garemore

Committee name and position on Committee : Membership Committee - Member

Committee meeting date and time: January 24, 2013; 3:00 - 5:00 p.m.

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

- Item discussed: Zipform member benefits
Outcome achieved: Great resources are now available
- Item discussed: Focus on increased education and resources
Outcome achieved: Great resources are now available
- Item discussed: Several Speakers discussed membership benefits
Outcome achieved: Great sense of camaraderie in the industry

Please summarize your meeting in one paragraph:

There are numerous great member benefits available on Zipforms including MLS Connect
which loads MLS data including agent info directly onto Zipforms, ZipConsult which is a web conferencing
tool, Zipform libraries with great sample letters and DRE forms that are readily available
without having to go onto the DRE website and of course, Digital Ink. One amazing benefit
is that Staff from CAR are willing to come out the offices to make a presentations and answer Zipform questions.

Note: Java is being phased out which should make the programs easier to use.
Several people spoke including Cameron on behalf of YPN. It was informative and the focus
is to deliver membership benefits and value in the profession - and how to make it the best it can be.



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Director Committee Report

Director name: Ryan Asao

Committee name and position on Committee: CAR EXPO - Vice Chair

Committee meeting date and time: 1/22/13 & 1/24/13

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

- Item discussed: Ways to Promote Expo

Outcome achieved: New & Exciting Ways to Promote EXPO

- Item discussed: REALTOR Night Out

Outcome achieved: Possible Place - Long Beach Aquarium

- Item discussed: Speakers

Outcome achieved: Great List of Potential Speakers

Please summarize your meeting in one paragraph:

The CAR EXPO theme is "Champions of Home" this year!

This year EXPO is going to start on Tuesday and there will be paid classes throughout the week.

We are looking to spice things up this year by having a networking part to EXPO on Tuesday.

We are looking for door prizes for EXPO and this year I will be the door prize sub committee chair.

This year the location is going to be in beautiful Long Beach and we are looking forward to having lots of buses attend EXPO

We are still looking for Keynote Speakers for the luncheons so please let us know if you hear of an amazing speaker!

Education is the key and we will have amazing education at the 2013 CAR EXPO!



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Director Committee Report

Director name: Ryan Asao

Committee name and position on Committee: REALTOR Action Fund - Member

Committee meeting date and time: 1/24/13

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

- Item discussed: How to Start a RAF Committee
Outcome achieved: Regional RAF Committee Talks Started
- Item discussed: Caucus Visits
Outcome achieved: Spoke about RAF to Region 18, 20, & 25
- Item discussed: Federal Issues of Major Concern
Outcome achieved: Educating us why we need to contribute to RAF

Please summarize your meeting in one paragraph:

Encouraging your region to acheive 100% CAR Director Participation
Establish a RAF Committee at your local AOR
Promote Legislative Day Contest at local AOR
Increase Overall Political Awareness, Involvement, & RAF Participation
 RAF Toolkit can be found at: <http://www.car.org/governmentaffairs/raf/> or contact Lynn Movroydis at 949-218-0387
Promote the YPN Million Dollar Pledge (Started at the AAR!)
We need to raise funds for our Federal PAC
The \$49 REALTOR Action Assessment cannot be used for our Federal PAC



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Director Committee Report

Director name: Ryan Asao

Committee name and position on Committee : YPN - Advisory Member

Committee meeting date and time: 1/25/13

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

- Item discussed: YPN Growth
Outcome achieved: YPN Going International & in Every State but Arkansas
- Item discussed: YPN Million Dollar Pledge
Outcome achieved: Relaunching the YPN Million Dollar Pledge
- Item discussed: How to Get Sponsors
Outcome achieved: Amazing Presentation by Matt Clements - OC YPN

Please summarize your meeting in one paragraph:

International Real Estate Organizations looking to start YPN's & Network

Relaunching of the YPN Million Dollar Pledge = 100 YPNER's Pledging to give \$10,000 to RAF throughout the lifelong of their career as a REALTOR

Sponsors all set their budgets in November & December

Increase Overall Political Awareness, Involvement, & RAF Participation

YPNER's shared best practices with one another in group sessions

CAR Leadership came to speak to us about getting involved and meeting people throughout the week

We did a YPN Flash Mob for Don Faught's Installation (see video on YouTube & per Don's request)

YPN is growing like wildfire & the networking is amazing... Come find out WHY it's IMPORTANT to get INVOLVED?