

The Grapevine

THE OFFICIAL PUBLICATION OF THE FRESNO ASSOCIATION OF REALTORS®

Friday, March 12th 2010

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Our Condolences



To Nita Hayes of

IMPORTANT: Good Neighbor Policy

Important Reminders for attendance at FAR events:
(Committee Meetings, Educational Events, and Orientations)

Due to the great turnouts at our recent educational events, we have had more than 100 people regularly in attendance. Because of the continued great response to our programs, please make every effort to carpool when attending an educational event. We need to ensure that our neighbors in the business complex also have parking available to them.

We also ask that when taking breaks outside on the phone, or visiting with one another, that you please speak softly as there are offices located along each corridor. Unfortunately, the walls and windows are not sound proof, and business is being conducted by various professions. (Insurance, and Title Companies, a Doctors' Office, Real Estate Office, and a CPA Office, to name a few.) Each of these companies deserve our professionalism and respect.

The Fresno Association of REALTORS® certainly wants to remain a good neighbor and continue to offer the educational opportunities at our facility.

Thank you for your cooperation.

Special Events

FAR Luncheon with Joel Singer, CAR Executive Vice President

Thursday, March 18th:

Taking place at TorNino's Banquets on Shaw & Blackstone.

No Host Bar 11:30am, with the Program and Lunch to begin at 12:00 noon.

Tickets are \$18 per person, or \$144 per table of 8.

RE/MAX Gold, whose father recently passed away.

ADVERTISEMENTS
Below are paid advertisements, not necessarily endorsed by FAR



This Week At FAR

MONDAY 3/15/10

REVEI: Ethics
1pm-4pm

TUESDAY 3/16/10

MLS CARAVAN &
PREVIEW MEETING
Speaker: Linda
DeKruif 8:30am

Secretary Training
1pm-4pm

Secretary Renewal
1pm-2pm

[Click Here For a Registration Form](#)

Please call the FAR Office to reserve your seats today! 559-490-6400.

Legal Update with Gov Hutchinson

Friday, March 26th:

Taking place at the FAR Learning Center.

**Choose from the morning session: 10am-12noon OR
the afternoon session: 2pm-4pm.**

Seating is limited, so be sure to reserve your spot early as this event always fills up fast.

This Legal Update is FREE to Fresno REALTOR® Members. The cost is \$20 for Non-Members.

[Register Online](#), or call 559-490-6400.

Special zipForm6 (Desktop) Basics Class



Tuesday, March 23rd at 2:30pm

If you currently use Winforms Desktop and are feeling anxious about the upgrade to zipForm6, you are invited to attend the zipForm6 Standard Basics Workshop.

Feel free to bring your laptop and we will walk through the step by step process of upgrading your account and helping you feel comfortable with the basics of the new standard (desktop) version of zipForm.

This class is specifically designed for the user with limited computer experience. Seating is limited so please call to reserve your spot. 559-490-6400

LCRC Nominees

The LCRC Nominating Committee has met and the following names have been nominated for two vacancies that will serve 3 years.

WEDNESDAY

3/17/10

FAR Office Opens at
9am

Clarus MarketMetrics
& Investor
2:30pm

THURSDAY 3/18/10

FAR Directors Meeting
8:30am

FAR LUNCHEON WITH
JOEL SINGER
11:30am @ TorNino's

FRIDAY 3/19/10

INVESTORS/EXCHANGERS
8:30am

FREE CLASSES

ZIPFORM6 (WINFORMS):

Wednesday, April
7th from 2:30pm-
4pm

ORIENTATION:

Wednesday, March
24th from 10am-
4pm (lunch
provided)

Saturday, March
13th from 9am-
3:00pm (lunch
provided)

REALIST TAX RECORDS:

Ginger Caglia
Susan Davis
Lynn Heintz
Paul Hinkle
Joan Jolly
Jared Martin

As per the LCRC Guidelines - 3.2 Nomination by Petition.
Additional nominees will be placed on the ballot if submitted
by **Friday, March 26th, 2010** accompanied by a minimum
of 132 current REALTOR Action Fund contributors' signatures.
No contributor may endorse more than two nominees.

KEY ACCESS FEES WERE MAILED MARCH 1ST



Members who have a Supra ActiveKEY, should have
received the annual billing.

The fee is \$120 per year. Billed March 1st, 2010 -
Due April 15th, 2010.

This fee pays your Key Access from March 1st, 2010
through February 28th, 2011.

Did You Know?

KYNO 1300AM will become KYNO
940AM effective April 1, 2010.

The 50,000 watt powerhouse will reach
Bakersfield to Sacramento, and over to
the Central Coast.

More listeners for Welcome Home Radio!



Seeking Entries for REALTOR® Magazine's Good Neighbor Awards

Tuesday, April
13th from 2:30pm-
3:30pm

**WEBSITE
PRESENTATION:**

Tuesday, March
23rd from 2:30pm-
3:00pm

**FRESNO MLS
(Rapattoni):**

Tuesday, March
30th from 2:30pm-
5pm

**SECRETARY
TRAINING:**

Tuesday, March
16th from 1:00pm-
4:00pm

**SECRETARY
RENEWAL:**

Tuesday, March
16th from 1:00pm-
2:00pm

**CLARUS
MARKETMETRICS
& INVESTOR:**

Wednesday, March
17th from 2:30pm-
4:00pm

**FAR Office
Hours**

MONDAY:
8am-5pm

TUESDAY:
8am-5pm

WEDNESDAY:
9am-5pm



REALTOR® Magazine is looking for REALTORS® who are making an exceptional impact on their communities through volunteer work.

Five Good Neighbors will be selected to each receive a \$10,000 grant

for their community projects; national publicity through REALTOR® Magazine, and many other publications; travel expenses to attend the 2010 REALTORS® Conference & Expo in New Orleans; and much more.

Five honorable mentions will also receive \$2,500 grants. Last year our very own REALTOR® of the Year, Jeffrey Schragger received an honorable mention for his work in founding *No Homeowner Left Behind*, a foreclosure prevention initiative that has trained more than 300 volunteer counselors, aided more than 6,000 people, and has a crisis hotline and website that offers help in six languages.

Entries must be received by Friday, May 21, 2010.

For More information, and an entry form, please visit:

www.realtor.org/gna

BROKERS: Have You Heard of The N.A.R. Broker Involvement Program?

The National Association of REALTORS® empowers broker-owners to alert their agents to key REALTOR® issues through NAR Calls for Action. NAR knows that when brokers alert their agents to key issues, agents listen and respond.



The Broker Involvement Program offers you and your agents:

- An opportunity to bring a strong and united REALTOR® voice to Members of Congress.
- REALTOR® influence in determining outcomes of legislation.
- Key financial support for REALTOR® friendly campaigns through RPAC.
- An easy-to-manage solution: Broker approves, NAR does the work. Nothing needs to be downloaded and **there is no cost to the Broker.**

To facilitate your participation, N.A.R. will:

THURSDAY:
8am-5pm

FRIDAY:
8am-5pm

SATURDAY:
9am-1pm

- Give the Broker Owner access to the Broker Portal.
- E-mail the Broker's agents their personalized message and the Call for Action.
- Always give the Broker Owner the choice to participate in a Broker Call for Action.
- Provide online Calls for Action participation reports.

For more information, including an informational video, and printable materials, go to:

<http://realtoractioncenter.com/realtors/brokers/>

Legal Update

Member Legal Services has published a revised legal article, [Proposition 90 Watch](#) (March 1, 2010). It is available on Legal's [What's New](#), the [Legal Articles](#) pages, and the [2010 Q&As](#) page on *C.A.R. Online*. This Legal Q&A provides a list of those counties which have and have not adopted a Proposition 90 ordinance. Proposition 90 is a local-option law whereby each county has the option of participating by accepting transfers of property tax base assessments from other California counties. Prop 90 is a variation of Prop 60 which allows seniors, under certain circumstances, to keep their property tax base assessment when they move within the same county. Prop 90 is for transfers to a different county. For more detailed information about Prop 60 and Prop 90, see the Legal Q&A, [Property Tax Exemptions from Reassessment](#) (Section II).

Stay On Top Of The Latest Legal Updates!

Be sure that you are aware of the newest real estate related laws and updates!

REALTOR® Members:

Be sure to check out the California Association of REALTORS® Legal Updates page to take advantage of CAR's Legal expertise!

Visit www.car.org/legal often!

Have a legal question? REALTOR® Members can call CAR Legal at 213-739-8282 for FREE Legal Advice. Be sure to have your NRDS Number ready when calling.

The REAL Green Program Has Begun!



A REALTOR Gift Program Providing Trees For Home Buyers

[CLICK TO LEARN MORE!](#)

Upgrade to zipForm® 6 By March 31st

Don't get left behind on technology. **Upgrade to zipForm® 6 before March 31st** and take advantage of the new features it has to offer. Upgrade for free and experience the easy-to-use navigation that enables you to quickly move through documents and transactions. As an added bonus, members who upgrade to zipForm® 6 also will receive free access to ePUBS™, a new C.A.R. member benefit.

Current WINForms Online® users who upgrade to zipForm® 6 automatically will have their existing transactions imported to zipForm® 6 Professional edition. Desktop users can choose to import all previously saved transactions from WINForms® Desktop to zipForm® 6 Standard edition.

zipForm® 6 offers many benefits, including:

- Complete and e-mail/print forms without first having to create a transaction;
- Virtual Sticky Notes for reminders;
- Apply one or multiple templates at any time during a transaction;
- Synchronize offline and online transactions;
- Automatically saves your files;
- Platform independent - runs on PC or MAC and Compatible with Windows Vista.

[Click here](#) to view a schedule of free zipForm® 6 webinars.

[Click here](#) to download zipForm® 6.

FREE ePUBS™ for zipForm® 6 FOR ALL C.A.R. MEMBERS!

ePUBS™ for zipForm® 6 makes it easy for you to send critical mandated disclosure information like the Combined Hazards Book and helpful consumer guides to your client via PDF. Get organized, get ahead of the curve and go green with ePUBS™ for zipForm® 6 in 2010.

ePUBS™ for zipForm® 6 is an add-on library for your zipForm® 6 account. It contains two mandated disclosure titles and seven consumer titles. The core titles in the ePUBS™ for zipForm® 6 library are the Combined Hazards Book and the separate signature file which contains the receipt of acknowledgement page from the booklet. Email the Combined Hazards Book with the separate signature file to offer your client a green alternative to printing out all 79 pages of the booklet. Using ePUBS™ for zipForm® 6 takes you one step closer to a paperless transaction.

Accessing ePUBS™ for zipForm® 6 is fast and easy. You will need to upgrade your WINForms® account to either ZipForm® 6 Professional or ZipForm® 6 Standard to obtain the library.

For information on upgrading to ZipForm® 6, click here:
<http://www.car.org/winforms/zipForm6/>.

For step-by-step instructions on how to download ePUBS, click here:
<http://www.car.org/tools/zipForm6/ePUBSZF6/ePUBSWebinars/>.

For a complete schedule of upcoming, 30-minute ePUBS webinars, click here:
<http://www.car.org/tools/zipForm6/ePUBSZF6/ePUBSWebinars/>.

Need A Class?



The Member Service Mobile (MSM) is available to reach ALL of our REALTOR® members. We've made many visits to surrounding communities as well as local offices. These offices have been pleased with the training they received "on their turf". And

we'd like to come see your office too! Please call Gerard Lozano at 490-6400 to schedule a training or outreach.

"MSM's" Job Description

- Programming lock boxes
- Supra Keys
- Training Classes
- Limited delivery of large orders
- Conduct member outreaches
- Tradeshow participation
- Attend local events to promote you!

Classes Available:

WinForms

Realist Tax Records

Rapattoni MLS

REVEI

Member Website Presentations

The MSM will be around town so give us a wave! When on the road it's a constant commercial promoting the use of YOU our REALTOR® members.

Take a look at our brochure at www.fresnorealtors.com and schedule a visit soon!

Professional Courtesy

FAR has received recent calls, and would like to remind our members that it is Common Courtesy to leave a business card after showing a listing.

Also, if you make an appointment with a listing agent to view a listing, and find you are unable to keep your appointment, please be courteous and give the other agent a timely notice.

Let's do everything we can to show each other the utmost respect, as this will create a better work environment for everyone. Thank you for your cooperation.

Save Time... Use Status Comments

Are you receiving a lot of phone calls from agents about your "backup" listings regarding the conditions surrounding the backup status? Do you want to limit those phone calls? Try using the Status comments field. The status comments field is located right next to the status on listing detail screens and on reports making it easy to spot, even at a glance. Not only will you save time, but other agents will be thankful that you made the information they need so accessible.

CAR HAF Mortgage Protection Program

To help provide first-time home buyers with peace of mind when purchasing a home, the CALIFORNIA ASSOCIATION OF REALTORS® Housing Affordability Fund (C.A.R.H.A.F.) is offering a mortgage protection program to first-time home buyers.

Through the C.A.R. Housing Affordability Fund's Mortgage Protection Program, first-time home buyers who lose their jobs due to layoffs may be eligible to receive up to \$1,500 per month, for six months, to help make their mortgage payments. A qualified co-buyer also can participate in the program, and receive a monthly benefit of \$750 per month for up to six months.

Effective Aug. 1, changes were made to the C.A.R.H.A.F. Mortgage Protection Program. To learn more about these changes and how to get your clients pre-qualified for the C.A.R.H.A.F. Mortgage Protection Program, please visit <http://www.car.org/aboutus/hafmainpage/carhafmortgageprotection/>.

For questions about MPP, call (213) 739-8380. To access an application, or for more information about C.A.R.H.A.F., please visit: <http://www.car.org/aboutus/hafmainpage/carhafmortgageprotection/>

WE ARE ON THE AIR!

Saturdays 9am-10am

KYNO 1300AM

Host: Don Scordino



To Access & Listen to Past Broadcasts:

Go to:

<http://www.1300kyno.com/WelcomeHomeRadioPodcast-i-92-16.html>

Interested In Being A Guest On The Show?
Call FAR For An Application at 559-490-6400

New Members: Don't Miss Out On Your \$100

In order to be considered a REALTOR® Member in Good Standing, Association Members are required to attend Orientation. In addition, in order to be eligible for Health Insurance through CAR, Association Members are required to attend Orientation. MLS Only Members are also required to attend.

New members who attend Orientation within the first three months of joining will receive a refund of \$100.

During the Orientation Class new members will meet some of the Directors, go over the FAR Bylaws, the MLS Rules & Regulations, watch a short video on Anti-Trust Compliance, as well as an Ethics Video Mandated by NAR. Lunch is provided. Orientation takes place from 10am-4pm on the scheduled weekdays, and 9am-3pm on the scheduled Saturdays, unless otherwise notified. Please contact the FAR office to register as seating is limited. (559) 490-6400.

**Buy One
Get One
Free!**

ATTENTION AFFILIATES!!!

Advertising Special: Buy One Week of Advertising, and Get One Week Free!

(Buy 4 weeks of advertising and get 4 weeks free!)

You must be an active Affiliate Member to advertise. Advertisement includes a Company Logo on www.fresnorealtors.com with a link to your one page, full color ad. Your ad will also be included in the e-mailed Grapevine that goes out every Friday. For full details, please contact Angela Rambo at FAR 559-490-6400.

Offer Expires: March 19th, 2010



THE FRESNO ASSOCIATION OF REALTORS®
PRESENTS:

JOEL SINGER

Executive Vice President of the
CALIFORNIA ASSOCIATION OF REALTORS®

“C.A.R. 2010 Hot Issues”

Thursday, March 18th, 2010

At TorNino's Banquets
5080 N. Blackstone
Fresno, CA 93710
(Blackstone just North of Shaw)

No Host Bar 11:30am
Lunch 12:00 Noon

\$18 per person
\$144 per table of 8

Name: _____ Office: _____

Phone: _____ Number of Tickets: _____

Credit Card _____ Exp _____ Cvc: _____

Fax: 559-490-6464 Phone: 559-490-6400



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- Worker's Compensation
- Health Insurance

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- Multiple Policy Discounts
- Safety Discounts & Solar Discounts
- New Home Discount (homes 7 years old or newer)
- Occupational discounts for REALTORS®, Teachers, Nurses, CPA's, Engineers, Psychologists and many more!

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Agent

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- No Pre-Payment Penalties!
- Loan Amounts up to \$400,000*
- Short Term Bridge Financing*
- Rates: 12.5 – 14%
- LTV: 65% to 80%¹ of purchase price
- Points vary. Please see website for pricing information

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This information is for use by mortgage professionals only and should not be distributed to the general public. All loans are made in compliance with Federal, State and Local Laws. This is not a commitment to lend. Loans made or arranged pursuant to a California Lender's License. Loans made or arranged in Nevada or Arizona must be represented and originated by a mortgage broker qualified to do business in that state.

¹ Up to 85% of acquisition, LTV with minimum of 5 or more profitable transactions with ZINC in the last 12 months. *Please go to www.zincfinancial.net for complete details

This is a paid advertisement, not necessarily endorsed by F.A.R.

The Fresno Redevelopment Agency
&
City of Fresno
invite you to attend a

**RIBBON
CUTTING**
&
Open House

To celebrate the rehabilitation of the first
Neighborhood Stabilization Home in the Lowell Community



1130 E Franklin Avenue, Fresno
Monday, March 15, 2010
Ribbon Cutting & Program 10:00 am
Open House & Refreshments 10:30 am—12:30 pm



Redevelopment Agency
of the City of Fresno

City of
FRESNO 