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E D I T I O N

GRAPEVINE

THE OFFICIAL PUBLICATION OF THE FRESNO ASSOCIATION OF REALTORS®

Local Candidate Recommendation Committee LCRC formally Board of REALTORS® Political Action Committee (BOPAC)

The California Real Estate Political Action Committee (CREPAC) in conjunction with C.A.R.'s Legal Department and outside political counsel reviewed the BOPAC structure last fall. The review concluded that the current structure needed to be standardized and in compliance with Federal Political Practice Commission (FPPC) Rules.

As per the CREPAC, CAR review, effective January 2010 our BOPAC name has been replaced with the Local Candidate Recommendation Committee. And its trustees will be identified as Local Candidate Trustees.

This year there are two vacancies. Both are 3 year terms. If you are a 2010 Fresno Association of REALTORS® Member in Good Standing and a 2010 REALTOR® Action Fund Contributor of at least \$49, you are eligible to be a candidate. If you wish to be nominated, please contact one of the names below by February 28, 2010.

The LCRC. Nominating Committee consists of George Mees, President, Jennifer Martin, LCRC Chair, Karen Avenell, LCRC. Trustee, Brent Patch, FAR Director and Jim Whitlach, FAR Director.

✧ Upcoming Events ✧



Certified Residential Specialist
The Proven Path To Success

CRS 211: SHORT SALES & FORECLOSURES

Thursday, March 11th:

8:30am - 5:00pm in the FAR Learning Center
Cost: \$150 (Includes Lunch)

- Negotiate Successfully with Financial Institutions
- Sell and List REO and Short Sale Properties
- Implement a Step-By-Step Process for Counseling Clients

For more information on other CRS courses, or obtaining the CRS designation, visit www.crs.com.

Professional Standards Training Class

Thursday, March 4th:

Mark your calendar for this upcoming training. Any REALTOR® Members interested in serving on the Pro Standards, or Grievance Committees, you should plan to attend. More information to come shortly!

REO Class Sponsored By The California Association of REALTORS®

Friday, March 5th:

Save The Date! 8:00am-5:00pm in the FAR Learning Center
Check www.fresnorealtors.com for updates on this event.

Association Dues Reminder

The Association Dues Billing was mailed December 11th. REALTOR® and Affiliate Members, you should have received your bill. This fee is billed once a year, and you have until **February 15th** to remit payment without incurring a late fee of \$75 or loss of ZipForm (WinForms) access.



2010 FAR President
George Mees

President's Corner

Greetings Fellow Realtors and Affiliate Members:

Two weeks ago I had the pleasure of attending the Education Committees "How to Tuesday" class and I have to tell you that it was an excellent experience. It was well attended and the information was very timely and relevant. The Education Committee co-chairs, Colleen Wiginton and Liz Kuchinski, along with their great committee, are doing a great job. I would encourage you to consider their next event on February 11th titled "**Contact Management 101**" at our Association's Learning Center, and of course it is **FREE** to members.

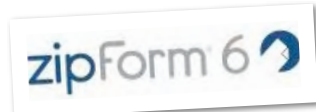


I am excited to tell you more about our REAL Green Program. The first few sets of trees have already been delivered to some of our home buyers as a "system test run", and I am happy to report that we are ready for our **official "REAL Green" launch on February 9th**. **I would like to invite you to attend the February 9th MLS Meeting** to hear a report from your CAR Directors and a presentation from our Tree Fresno Partners and REAL Green Chair, Brent Patch. Also, **there will be a media press conference immediately following the meeting**. I am hopeful that you can join us for the festivities. I feel that the REAL Green Program will have a significant and positive impact on our community in the future.

With the number of Short Sale Property listings exceeding the number of REO listings in our inventory, it is becoming more apparent to me that we need to become more proficient in dealing with this segment of our market. We are bringing **CRS Course 111, "Short Sales and Foreclosures"**, to the FAR Learning Center on March 11th for a one day session. I know, personally, I have tried to avoid this segment of the market in the past and realize now that we must embrace Short Sales as we move into the New Year. I hope to see you at this very timely educational opportunity.

One thing that I am constantly preaching to anyone that will listen, is that we have an open window of opportunity for traditional sellers. Last week I was one of 24 offers on a single property, and I know that many of you have experienced this same frustration. Now is the time to let traditional sellers know, whether they desire to move up or move down, that the demand is there, interest rates are extremely low, and many will qualify for a \$6,500 Federal Tax Credit. Now may be the perfect time for traditional sellers to get off the fence. Let's get the word out!

Again, on behalf of myself and your 2010 Leadership Team I would encourage you to take advantage of the benefits and opportunities that your Association has to offer. Please let us know how we may better serve you.



Free Classes For Our Members

FRESNO MLS: FEB 23 2:30pm - 4:30pm	ZipForm6: MAR 2 2:30pm - 4:00pm	Clarus MarketMetrics FEB 17 2:30pm - 4:00pm	Realist Tax Records: Feb 10 2:30pm - 3:30pm	Orientation: FEB 13 9:00am - 3:00pm FEB 24 10:00am - 4:00pm
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SECRETARY
TRAINING &
RENEWAL

**Secretary
Training**
FEB 11

9:30am-12:30pm

**Secretary
Renewal**
FEB 11

9:30am-10:30am

Want A Website?
Learn More
FEB 18
2:30pm - 3:30pm

Save The Date!

Friday, March 12th:

“Region 12 CAR President Visit Luncheon”

This Luncheon will be held at Chukchansi Gold Resort & Casino in Coarsegold, CA. Come and enjoy the mountain air with us! More details to follow.

Thursday, March 18th:

FAR Luncheon With Guest Speaker Joel Singer, Executive Vice President of the California Association of REALTORS®

This Luncheon will take place at TorNino’s Banquets in Fresno, CA. More information to come!

How To Thursday: Contact Management 101

Mark your calendar and be sure to reserve your spot today!

Join us for Basic Training 2010 - “REALTOR® Boot Camp” where we will be focusing on the necessary skills to succeed in Real Estate.

Taking place **Thursday, February 11th** from 1pm-3pm in the FAR Learning Center. This is a FREE event! Be sure to take advantage of the great educational events offered to you throughout the year!

**HOW TO
THURSDAY
CONTACT
MANAGEMENT 101**

Successfully Selling A HUD Home

Topics:

- HUD CONTRACT
- HUD WEBSITE
- GENERAL HUD INFORMATION
- **BROKERS: LEARN HOW TO REGISTER, SO YOUR AGENTS ARE ELIGIBLE TO SELL HUD HOMES!**

Instructor: **Blain Dierkes,**

**HUD Lead Listing Broker
For Fresno, Tulare, & Kings County**

Tuesday, February 9th

From 2pm-4pm @ FAR Learning Center

This is a FREE EVENT!

Register Online, or Call FAR 559-490-6400

The Fresno Association of REALTORS® Education Committee Presents:

HOW TO THURSDAY CONTACT MANAGEMENT 101

FREE CLASS FOR MEMBERS!

“REALTOR® BOOT CAMP”
BASIC TRAINING SERIES



THURSDAY, FEBRUARY 11TH

1PM—3PM

AT THE FAR LEARNING CENTER

Register Online: Click “Online Services” under
“Members”

Or Call: 559-490-6400

