

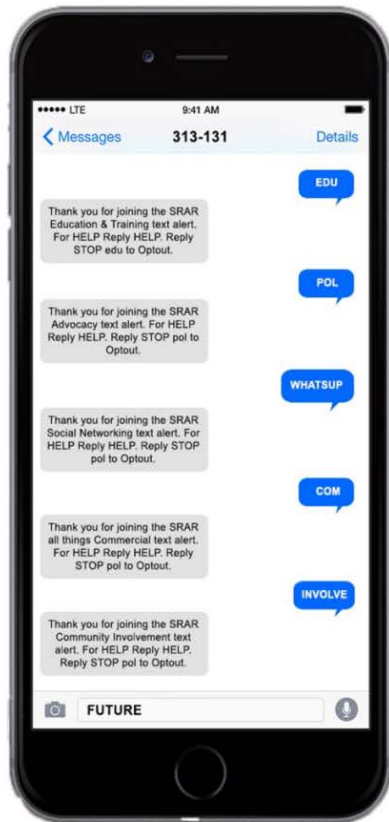
Welcome to New Member Orientation



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.



Opt in to any one of our texting alerts today for a chance to win a \$25 Amazon Gift Card.



SRAR Texting Service
Sign up to receive updates on your cell phone!

TEXT _____ to 313131

*Get updates and reminders on your phone to stay in-the-know
on all that's happening at SRAR.*

1. **edu** : educational classes, training and risk management *(1 text per week)*
2. **whatsup** : social/networking events like mixers, expos and multicultural events *(1-2 texts per month)*
3. **com** : commercial day and classes *(2 text per month)*
4. **involve** : community involvement and charity drives *(4-6 text a year)*
5. **pol** : updates on real estate issues, political events and receptions with local officials *(6-10 text per year)*
6. **future** : leadership opportunities and committee involvement *(3-4 texts per year)*
7. **whatsnew**: new product services and benefits *(2 texts per month)*

It's easy to sign up and you can unsubscribe at any time, just send a text message with only the word 'STOP' in the reply from any message from us. Message and Data Rates May Apply.

EDU

WHATSUP

COM

INVOLVE

POL

FUTURE

WHATSNEW

[srar.com](#) > [Membership](#) > [Member Resources](#) > [SRAR Texting](#)



Membership Resources

SOUTHLAND REGIONAL ASSOCIATION OF REALTORS*, INC.
Founded in 1920, We are the "Voice for Real Estate" in the San Fernando & Santa Clarita Valleys

Main Office:
7232 Balboa Blvd.
Van Nuys, CA 91406
Ph: 818-786-2110
Fax: 818-786-4541
contact.us@srar.com

Santa Clarita Office:
20655 Soledad Canyon Road
Suite 33
Canyon Country, CA 91351
Ph: 661-299-2930
Fax: 661-299-2940

SRAR Commercial & Investment Division

Navigation: Home | Affiliates | Community | Events/Education | Links | **Membership** | MLS | Realtor Report | Services

Membership Resources

Home > Membership > Membership Resources

Membership Resources

Orientation Presentation - Download the full version of the New Member Orientation Presentation.

C.A.R. Member Benefits - Click to learn all the benefits C.A.R. has to offer.

REALTOR Action Fund - Click to learn more about C.A.R.'s REALTOR Action Fund.

Membership Rules - Click to view SRAR's rules of membership.

Bylaws - Click to view SRAR's Bylaws.

May 5th Bylaws Amendments

Professional Standards - Includes information on SRAR's Advertising Guidelines, Ethics Code of Conduct, Pathways to Professionalism, SRAR's Professional Standards Rules, Procuring Cause Guidelines

MLS - Click to find everything you need to know about our MLS including, membership rules, data integrity standards, MLS forms, caravan schedules, member benefits, city maps and tract codes, etc.

CRISNet Tech Support

Left Sidebar:

- Membership
- Applications and Forms
- Champions of Home
- Committee Descriptions
- Farming Materials
- Good Samaritan Nomination
- Member Benefits
- Membership Resources
- REALTOR Action Fund
- Risk Management

Membership Dropdown Menu:

- Applications and Forms
- Champions of Home
- Committee Descriptions
- Farming Materials
- Good Samaritan Nomination
- Member Benefits
- Membership Resources**
- REALTOR Action Fund
- Risk Management >

Find this presentation online in .pdf.

srar.com > Membership > Member Resources > Orientation Presentation



Commercial & Investment Division

Commercial Investment Encompasses:

- Apartment Sales (5 Units or More)
- Office Sales & Leasing
- Retail Sales & Leasing
- Industrial Sales & Leasing
- *Single Family Homes/Condos as Investment Properties*
- Apartments as Investment Properties (5 Units or Less)
- Business Opportunities
- Property Management of Commercial Properties



and Other Properties such as:

- Churches
- Marinas
- Golf Courses
- Airports



Commercial & Investment Division



Education

- Basic Introduction Course(s)
- Ensures Understanding of Commercial/Investment Real Estate Fundamentals
- Gateway to More Complex Courses
- Greater Involvement in the SRAR
CI Events and Programs



Commercial & Investment Division



Resources

- SRAR Association Website: www.srar.com
- Division Website: www.commercialdataexchange.com
- RPR Commercial: www.narrpr.com
- NAR Commercial: www.realtor.org/Commercial
- Staff: Valerie Biletsky, valerieb@srar.com



Commercial & Investment Division




Programs/ Events

- Commercial Day
- California Commercial Real Estate Lunch & Expo
- CIEA APOD Series
- Risk Management Panel Forum
- Networking Meetings 3rd Tuesday of Each Month

www.commercialdataexchange.com



Commercial & Investment Division Website



Founded in 1920. We are the "Voice of Real Estate" in the San Fernando & Santa Clarita Valley.
Celebrating our 100th Year Anniversary

Main Office:
7232 Balboa Blvd.
Van Nuys, CA, 91406
Ph: 818-786-2110
Fax: 818-786-4541

Santa Clarita Office:
20855 Soledad Canyon Rd. Suite 33
Canyon Country, CA, 91351
Ph: 661-299-2930
Fax: 661-299-2940

Office Hours: M-F 8:30am-5:00pm | Email: comdiv@srar.com

CRISNet Technical Support: 818-947-2202 / 661-257-1117, 9am-5pm

click here

[Home](#) | [Affiliates](#) | [Community](#) | [Events/Education](#) | [Links](#) | [Membership](#) | [MLS](#) | [Realtor Report](#) | [Services](#)

About SRAR

Code of Ethics Status

Login to CRISNet/Matrix

Member Login

Tech Support Helpline

Tech Support Videos

Become a Member

RPR (REALTORS® Property Resource)

Dispute/Complaint Center

Report Listing Not in MLS

Find an SRAR REALTOR®

Affiliate with Us

2020 COMMERCIAL & INVESTMENT DIVISION EDUCATION SERIES

JANUARY CLASSES FREE TO ATTEND!!

<input type="checkbox"/> The ABC's of Commercial Real Estate An introduction to the practical applications of Commercial Real Estate. January 22, 2020 9:00am - 10:30am	<input type="checkbox"/> Introduction to Leasing An introduction to leasing retail, office and industrial properties January 29, 2020 9:00am - 10:30am
--	---

All Classes Listed Below Are Held On Wednesdays 9:00am - 12:00pm
SRAR Auditorium: 7232 Balboa Blvd. Lake Balboa, CA 91406
\$25 Each - Take 5 Or More & Receive a Certificate of Completion

<input type="checkbox"/> February 19, 2020 Effective Commercial Purchase Agreements	<input type="checkbox"/> March 4, 2020 Overview of Commercial Real Estate Investment Analysis
--	--

<input type="checkbox"/> April 8, 2020 Keys to Financing Commercial Real Estate	<input type="checkbox"/> May 6, 2019 Deferring Capital Gains Through 1031 Exchange	<input type="checkbox"/> May 27, 2020 Realtors Property Resource® (RPR) Overview
<input type="checkbox"/> June 24, 2020 Overview of Commercial Real Estate Investment Analysis	<input type="checkbox"/> July 29, 2020 Tax & Legal Impact on Real Estate	<input type="checkbox"/> August 26, 2020 Effective Commercial Lease Agreement
<input type="checkbox"/> September 23, 2020 Due Diligence in Commercial Real Estate Transactions	<input type="checkbox"/> October 21, 2020 Overview of Commercial Real Estate Investment Analysis	<input type="checkbox"/> November 18, 2020 Property Management for Investment Real Estate

Search SRAR.com

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ETHICS
HONESTY
INTEGRITY
RESPECT

CLICK HERE

The Benefits Store



2020 C&I Class Series

2020 COMMERCIAL & INVESTMENT DIVISION EDUCATION SERIES

2020
Commercial
Real
Estate
Education
Series

JANUARY CLASSES FREE TO ATTEND!!

☐ The ABC's of Commercial
Real Estate
An introduction to the practical applications
of Commercial Real Estate.
January 22, 2020
9:00am - 10:30am

☐ Introduction to Leasing
An introduction to leasing retail, office and
industrial properties
January 29, 2020
9:00am - 10:30am

All Classes Listed Below Are Held On Wednesdays 9:00am - 12:00pm
SRAR Auditorium: 7232 Balboa Blvd. Lake Balboa, CA 91406
\$25 Each - Take 5 Or More & Receive a Certificate of Completion

☐ **February 19, 2020**
Effective Commercial Purchase
Agreements

☐ **March 4, 2020**
Overview of Commercial Real
Estate Investment Analysis

☐ **April 8, 2020**
Keys to Financing Commercial
Real Estate

☐ **May 6, 2020**
Deferring Capital Gains Through
1031 Exchange

☐ **May 27, 2020**
Realtors Property Resource®
(RPR) Overview

☐ **July 1, 2020**
Overview of Commercial Real
Estate Investment Analysis

☐ **July 29, 2020**
Tax & Legal Impact on
Real Estate

☐ **August 26, 2020**
Effective Commercial Lease
Agreement

☐ **September 23, 2020**
Due Diligence in Commercial
Real Estate Transactions

☐ **October 21, 2020**
Overview of Commercial Real
Estate Investment Analysis

☐ **November 18, 2020**
Property Management for
Investment Real Estate



Commercial & Investment Division

Commercial Investment Division Meeting – Open to everyone

Location: SRAR Auditorium
7232 Balboa Blvd.,
Van Nuys

Time: 8:30 a.m. - 9:30 a.m.
3rd Tues of the month

Contact: Brian Hatkoff 818-571-6554



Texting Service



GET IMPORTANT REMINDERS SENT RIGHT TO YOUR PHONE

“COM”
TO 313131

Text “com” to 313131 if you would like an alert once a month on all things commercial, from classes to events. Please note that if you are subscribed to the Education/Training/Risk Management text alert, you will automatically get Commercial Day alerts as well. Only text “com” if you would solely like Commercial Day alerts and not anything Education/Training/Risk Management related.

**Opt in to any one of our texting alerts today
for a chance to win a \$25 Amazon Gift Card.**



Office Meeting Presentations

A speaker from the Commercial and Investment Division is available to give an update at your office meeting.

commercialatyouroffice@srar.com



Member Involvement

Member Involvement & Leadership



Committees - Get Involved

- Santa Clarita Division Council
- Commercial & Investment Division
- Communications Committee
- Education Committee
- Equal Opportunity & Housing Committee
- Events & Community Relations Committee
- Governmental Affairs Committee
- Grievance Committee
- Multiple Listing Service Committee
- Professional Standards Committee
- YPN (Young Professionals Network) Committee



Texting Service



GET IMPORTANT REMINDERS SENT RIGHT TO YOUR PHONE

“WHATSUP”

TO 313131

Text “whatsup” to 313131 to keep updated on SRAR events. Meet fellow REALTORS, network with various professionals and enjoy great company. You will get 1 text alert per month and the social/networking events range from mixers, multicultural events, expos and many more. This is perfect for new members or newly licensed Real Estate Agents. It is a great way to make new connections in the industry and engage in conversation with top tier veterans.

Opt in to any one of our texting alerts today
for a chance to win a \$25 Amazon Gift Card.



Become a Leader



The Leadership Institute is designed to help real estate professionals become future leaders in organized real estate and in your community.

- Mechanics of an Association
- C.A.R. Legislative Day
- Advocacy and Governmental Affairs
- Professional Standards & Ethics/Arbitration
- MLS/Technology
- Goal/Task Setting/Public Speaking

Text **FUTURE** to **313131** to get a reminder when applications are out



Texting Service



GET IMPORTANT REMINDERS SENT RIGHT TO YOUR PHONE

“FUTURE”

TO 313131

Text “future” to 313131 for potential leadership opportunities and committee involvement. Get alerts on committee meetings, how to join the BOD and become a future leader in the Association. We have great leaders in SRAR, ones that constantly think about the members and their fellow REALTORS. If you are someone who wants to make a differences in the Association, make decisions on behalf of it’s members and potentially lead committees, we definitely encourage you to sign up for these alerts. There will be 3 text alerts per year.

Opt in to any one of our texting alerts today
for a chance to win a \$25 Amazon Gift Card.



Member Benefits



Free Member Benefits **\$1,000+ Value** **TOP TEN**

All included in your SRAR dues & MLS Fees

CLOUD CMA Generate, for your buyers and sellers, the most comprehensive, informative, personalized, and eye-catching reports & flyers in real estate. Includes a buyer tour, a single property report, and of course, real estate's most innovative CMA. Access from CRISNet MLS. **FREE (\$250 value)**

Cloud CMA Take full advantage of property-centric data, advanced mapping capabilities, market and trend data, custom configuration options, and enhanced professional reports. Access from CRISNet MLS. **FREE (\$199 value)**

Ombudsman & Ethics Advocate Filing official complaints can be a scary & daunting task. Our Ombudsman & Ethics Advocate services will either help you resolve the dispute without ever having to file a complaint or walk you through each step of the process if you do file. **FREE (\$300 avg. value)**

Listingbook Allows you to set up client accounts so they can search for listing data which allows you to manage and keep updated on their every need. Access from CRISNet MLS. **FREE (\$24.95/mo value)**

Point2 Agent Syndication system advertises your listings across 50+ public listing search sites. Access from SRAR.com. **FREE (\$19.95/mo value)**

ProXio A B2B platform that allows you to share real estate listings & translate your web site into 13 different languages. Access from CRISNet MLS. **FREE (\$19.95/mo value)**

CRISNetMLS Free Basic Website, Basic IDX and Basic Mobile IDX for 1 year. Access SRAR.com. **FREE (\$24.95/mo value)**

zipFormMLS-Connect Integrates data straight from CRISNet MLS into a zipForm® transaction. This eliminates the need for double data entry for many fields in a transaction. Access from zipForm 6. **FREE (\$19.95/mo value)**

Training & Education SRAR offers a wide array of training opportunities, including certification courses, continuing education credit courses, design courses, and hands-on technology training. We can even conduct training in your office. See the calendar on SRAR.com for a full list of classes. **FREE (\$150/hour value)**

Tech Support CRISNet Members have access to live tech support Monday thru Saturday. Call: 818-947-2202 or 861-295-7117. **FREE (\$125/hour value)**

In one month, you could save \$1,000+, which is more than your annual dues & fees combined.

srar.com > Membership > Member Benefits



Texting Service

GET IMPORTANT REMINDERS SENT RIGHT TO YOUR PHONE

“WHATSNEW”
To 313131

Text the keyword “whatsnew” to the number 313131 for text message alerts on new member benefits and product services offered at SRAR.

Opt in to any one of our texting alerts today for a chance to win a \$25 Amazon Gift Card.



Surveys

Watch for Surveys from SRAR



Survey help us know what
you like, don't like,
information you are seeking,
tools you need...

All of our surveys are short
and take less than 5 minutes
to complete.



Member Involvement

Member Involvement & Leadership



Find us on Social Media



[Facebook.com/SouthlandRegional](https://www.facebook.com/SouthlandRegional)



[Twitter.com/SouthlandAOR](https://twitter.com/SouthlandAOR)



[Instagram.com/southland_aor/](https://www.instagram.com/southland_aor/)



[YouTube.com/SouthlandRegional](https://www.youtube.com/SouthlandRegional)

Winners of our drawings will be notified by phone next week.



New Member Orientation

Kit Young
Marketing Manager

Technology Tools & Training
Member Involvement & Leadership



New Member Orientation

- Making sure you KNOW the tools available to assure your SUCCE\$\$ in the business!
- Presentations and classes at the CRISNet Association Offices & at your office...FREE!
- Find out about classes via SRAR.com, flyers, Facebook and our SRAR email newsletter.



Agent Tools

- CRISNetMLS (login at www.SRAR.com)
- CrisnetMobile.com
- Cloud CMA, Cloud Streams and Cloud MLX
- REALIST 2.0 Tax Data
- REALTORS® Property Resource - RPR
- zipForm & Digital Ink
- CRMLS App and MLS Touch App
- and more



CRISNetMLS offers you TWO of the industry's leading Mobile Apps



California Regional MLS



MLS-Touch

To install these products go to either





Education Class Types



All Classes **FREE**

Please ***RSVP***

LECTURE CLASSES

WORKSHOP CLASSES

EVENING CLASSES

WEBINARS



Education Calendar

MARCH 2020 ~ COMPUTER / EDUCATION CLASSES

* SRAR 818-786-2110 EXT.268 * SANTA CLARITA (SCV) 661-299-2930 *

****Wireless internet is available. Agents are welcome to Bring their Laptop and follow during Lectures.****

*You can take
Listing Management/
Add Edit
today
or any of the days listed.
Listing Management/
Add Edit is a required
class to enter or update
your own listing!*



Van Nuys



Santa Clarita

Sun	Monday	Tuesday	Wednesday	Thursday	Friday	Sat
1	2 SRAR Lecture Listing Management Add/Edit 5:00 pm – 7:00 pm RSVP 818 947-2268	3 SRAR Lecture Cloud CMA Plus 5:00 pm – 7:00 pm RSVP 818 947-2268	4	5	6	7
8	9 SRAR Lecture Matrix Searching 1 5:00 pm – 7:00 pm RSVP 818 947-2268	10 SRAR Lecture Zipform Plus ** 5:00 pm – 7:00 pm RSVP 818 947-2268	11 SRAR Lecture Apps Class 2:00 pm – 3:30 pm RSVP 818 947-2268	12	13 SRAR Lecture Listing Management Add/Edit 2:00 pm – 4:00 pm RSVP 818 947-2268	14
15	16 SRAR Lecture Glide 2:00 pm – 4:00 pm RSVP 818 947-2268	17	18 SRAR Lecture Zipform Plus Advanced 2:00 pm – 4:00 pm RSVP 818 947-2268	19 SRAR Lecture Matrix Searching 1 2:00 pm – 4:00 pm RSVP 818 947-2268	20	21
22	23 SRAR Lecture Matrix, Contacts, Portals, & Emails 5:00 pm – 7:00 pm RSVP 818 947-2268	24 SRAR Lectures Matrix Searching 1 10:00 am – 12:00 pm Realist 2.0 5:00 pm – 7:00 pm RSVP 818 947-2268	25 Santa Clarita Lectures Listing Management Add/Edit 10:00 am – 12:00 pm Matrix Maps Basics 1:00 pm – 3:00 pm RSVP 661 299-2930	26	27	28
29	30	31 SRAR Lecture Matrix Tips & Tricks 2:00 pm – 4:00 pm RSVP 818 947-2268			**MUST have a user name and password for CAR.ORG to follow along in Zipform Plus using your laptop.	



*Suggested order
to attend Classes!*

Level 1

Level 2

Level 3

&

more Agent Tools

March 2020			
COMPUTER / EDUCATION CLASSES			
RESERVATIONS REQUIRED for ALL CLASSES			
SRAR (818) 786-2110 (Ext 289) • Santa Clarita Valley (861) 299-2930			
LEVEL 1 – CORE CLASSES			
Listing Management / Add Edit - Required class to input or update your listings in CRISNet. Class covers how to input and make changes to your listings in CRISNet.			
<u>Lectures</u>	Monday 2nd	5:00pm-7:00pm	SRAR Auditorium
	Friday 13th	2:00pm-4:00pm	SRAR Auditorium
	Wednesday 25th	10:00am-12:00pm	Santa Clarita Office 20655 Soledad Cyn Rd 33
Matrix Searching 1 - Learn how to search successfully in Matrix. Covers how to get Comps, New Listings, Email Reports, Save Searches and other useful tips.			
<u>Lectures</u>	Monday 9th	5:00pm-7:00pm	SRAR Auditorium
	Thursday 19th	2:00pm-4:00pm	SRAR Auditorium
	Tuesday 24th	10:00am-12:00pm	SRAR Auditorium
zipForm Plus - Class covers getting a CAR user name & password, setting up your profile, making templates, new transactions, MLS Connect, working with existing transactions/templates and more. *Must have a username and password on CAR.ORG to follow along in zipForm Plus workshop using your laptop.			
<u>Lecture</u>	Tuesday 10th	5:00pm-7:00pm	SRAR Auditorium
LEVEL 2			
Matrix Map Basics - Search using Matrix's map tools, get driving directions & other tips.			
	SUGGESTED PRE-REQUISITE CLASS MATRIX SEARCHING 1		
<u>Lecture</u>	Wednesday 25th	1:00pm-3:00pm	Santa Clarita Office 20655 Soledad Cyn Rd 33
Cloud CMA Plus - An Easy, Quick yet Sophisticated program for CMAs, Buyer Tours, Property Reports and Flyers with QR codes & smartphone reports for you & your clients.			
<u>Lecture</u>	Tuesday 3rd	5:00pm-7:00pm	SRAR Auditorium
Matrix Tips and Tricks - Speed bar, Carls, Market Watch Widget, Custom displays, and more.			
	SUGGESTED PRE-REQUISITE CLASS MATRIX SEARCHING 1		
<u>Lecture</u>	Tuesday 31st	2:00pm-4:00pm	SRAR Auditorium
Matrix Contacts Portals & Emails - Add and Manage Contacts, Emails, Set-up Alerts and more.			
	SUGGESTED PRE-REQUISITE CLASS MATRIX SEARCHING 1		
<u>Lecture</u>	Monday 23rd	5:00pm-7:00pm	SRAR Auditorium
Apps Class - Learn how to use your CRMLS App and your MLS Touch App. This is a basic App Class designed to get you started searching and connecting with your Client on the Go.			
<u>Lecture</u>	Wednesday 11th	2:00pm-3:30pm	SRAR Auditorium
LEVEL 3			
zipForm Plus Advanced - Michael Regilio will be presenting a zipForm Plus Advanced class for the advanced user. Learn how to create transactions and utilize tools and hidden shortcuts within the platform. Bring your laptops! If you are NOT already using zipForm Plus this class may be too advanced.			
<u>Lecture</u>	Wednesday 18th	2:00pm-4:00pm	SRAR Auditorium
CRISNet AGENT TOOLS and MORE!			
Realist 2.0 - Find property tax data in all 58 counties of California. Learn the basics to get started in Realist 2.0 including reports, creating a search, labels and more! Realist 2.0 requires Flash support on your browser.			
<u>Lecture</u>	Tuesday 24th	5:00pm-7:00pm	SRAR Auditorium
BETTER DISCLOSURES WITH GLIDE! - Michael Regilio will be conducting a training at SRAR to make sure everyone has what they need to get registered for an account and set-up their first transaction. This interactive, hands-on, two-hour session will walk through everything you need to get up and running on GLIDE – and go over why GLIDE's comprehensive approach to disclosures is better for you and your clients. Feel free to bring your laptop and be ready to learn about GLIDE. To learn more about GLIDE in advance of this presentation please visit www.Glide.com			
<u>Lecture</u>	Monday 16 th	2:00pm – 4:00pm	SRAR Auditorium



Texting Service



GET IMPORTANT REMINDERS SENT RIGHT TO YOUR PHONE

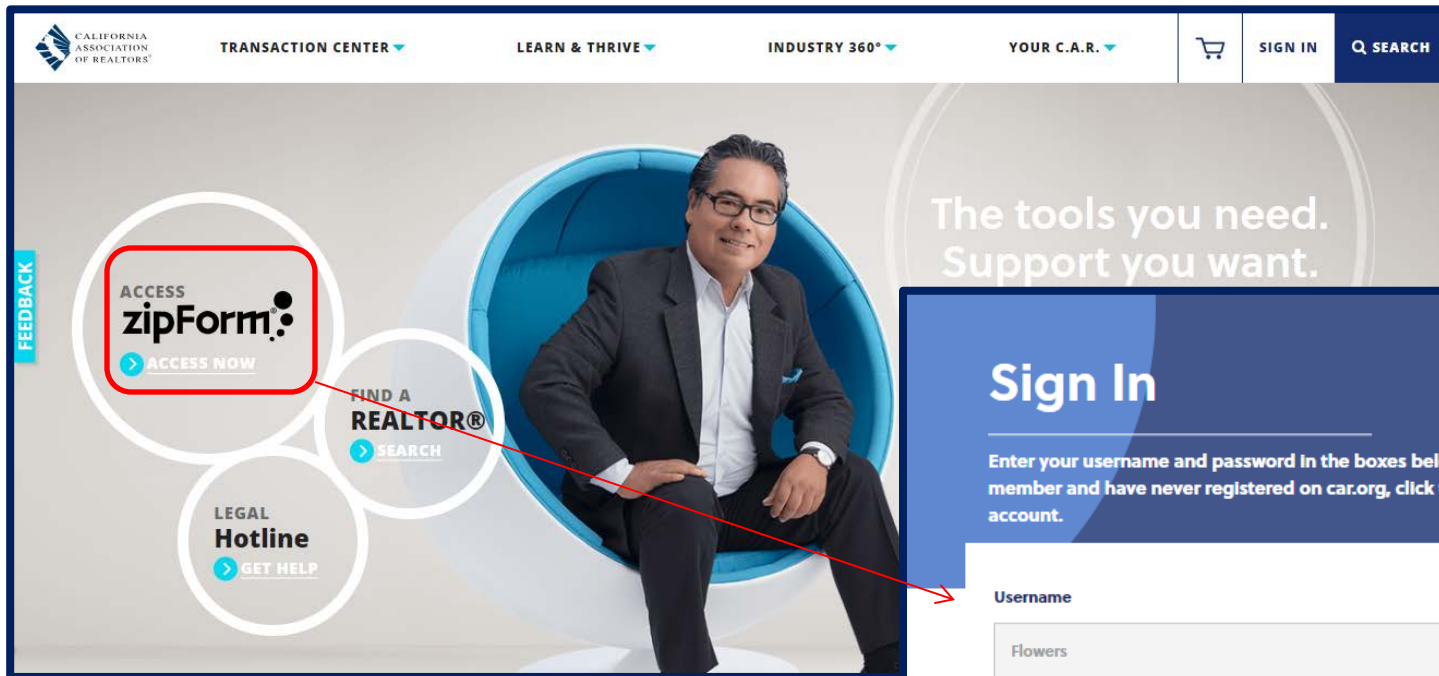
“EDU”
TO 313131

Text “edu” to 313131 if you are interested in getting alerts on educational classes, training and risk management. Most of the classes are free or offered at a very discounted price for members. You will get 1 text alert per week. These classes and training sessions are one of the best benefits our Association offers so we really encourage our members to take advantage of them.

**Opt in to any one of our texting alerts today
for a chance to win a \$25 Amazon Gift Card.**



car.org



Sign In

Enter your username and password in the boxes below to continue. If you are a C.A.R. member and have never registered on car.org, click the register link to create an account.

Username

Password

[Forgot Username or Password?](#)

[SIGN IN](#)

New to CAR.org?

[Register](#)

To register for C.A.R. and zipForm go to CAR.ORG and then select the zipForm “Access Now link” and then click “Register”.

HELP (213) 739 8227

Monday-Friday 8:30 am - 4:45 pm



realtor.com®



FREE Member Benefits [realtor.com/profile](https://www.realtor.com/profile)



About Tracy Hauser

Agents: [Edit this profile](#) 

In 1982 I moved from the San Fernando Valley to Santa Clarita Valley when the population was about 65,000. Back then SCV was considered the sticks; we didn't even have a Mall out here. I began my real estate career in 1986 when selling property was a much simpler process, a listing contract was only one page long and a purchase contract was only two pages. Now the process of buying or selling a property is much more complex and the paper work is much more involved. In 1990 I became a single parent of 3 young children and quickly discovered that I could not work a 7 day a week business all by myself and raise 3 children, so in August of 1990 I started one of the very first real estate teams in ... [Show More](#)

Years of Experience: 30

Specializations: Broker Associate, Residential Real Estate, Santa Clarita, Ventura County

Areas Served: Acton, Canyon Country, Castaic, Newhall, Santa Clarita, Stevenson Ranch, Valencia

Brokerage
[Cobalt Realty Group-True Blue](#)



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Manage your profile, leads, listings and more.

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[Already registered? Log in here](#)

[Sign in](#)

realtor.com® for Professionals

Create a professional account

Sign up to use your professional dashboard—it's fast and free. Showcase your brand, enhance your listings and much more.

[Watch how to sign up for a professional account](#)

Watch the video link for **COMPLETE** registration instructions!



Take advantage of your CRISNetMLS member Benefits



[Home](#) [News](#) [Logout](#)

Session Time 00:11:21 Elizabeth ▾

News

CRISNet Additional Products



Realist



Cloud Streams



Cloud CMA



Cloud MLX



RPR



NewHomeSource



Proxio



Supra



ShowingTime



Remine



RatePlug



LionDesk



Glide

Access Your MLS



CRISNet MLS



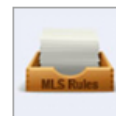
SRAR Website



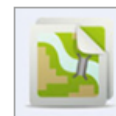
CRISNet DIS



CRISNet MLS
Forms



CRISNet MLS
Rules



Neighborhoods &
TractCodes



SCV Caravan
Schedule



Report Listing
Not in MLS



Broker Syndication



Home > MLS > ListHub

ListHub
About ListHub | Account Set-up | Instructional Videos | ListHub Home Page | Syndication Partners List |

SRAR/CRISNetMLS welcomes ListHub as your NEW Syndicator Partner

ListHub is your Partner in Listing Syndication

To register for ListHub click on the following link:
[ListHub Registration](#)

This exciting partnership offers BROKERS more control of the who, what and where of their listings.

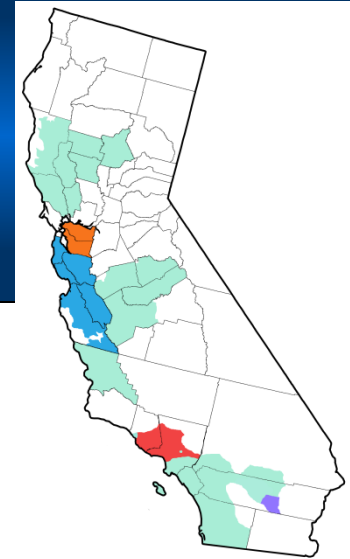
MLS

- Broker Syndication Authorization
- Data Integrity Standards
- DataShare Area Coverage Map
- Free CRM Link
- ListHub
 - About ListHub
 - Account Set-up
 - Instructional Videos
 - ListHub Home Page
 - Syndication Partners List
- Matrix Information
- MLS Fillable Disclosure Addendums
- MLS Forms
- MLS Rules
- MLS Rules Changes



DATASHARES

SOUTHLAND REGIONAL



- **Bridge MLS** – Bay East AOR | Contra Costa AOR | Delta AOR | Oakland/Berkeley AOR
- **CLAW MLS** - Greater Los Angeles AOR | Malibu AOR | Southwest Los Angeles AOR
- **CRISNet** - Southland Regional AOR
- **CRMLS** - Arcadia AOR | Burbank AOR | Citrus Valley AOR | Greater Downey AOR | East Valley AOR | Fresno AOR | Inglewood BOR | Inland Gateway AOR | Inland Valleys AOR | Joshua Tree Gateway AOR | Laguna BOR | Lake County AOR | Madera AOR | Mariposa County BOR | Merced County AOR | Montebello District AOR | Newport Beach AOR | North Bay AOR | North San Diego AOR | North San Luis Obispo County AOR | Orange County REALTORS AOP | Oroville AOR | Pacific Southwest AOR | Pacific West AOR | Palm Springs Regional AOR | Palos Verdes Peninsula AOR | Paradise AOR | Pasadena-Foothills AOR | Pismo Coast AOR | Rancho Southeast AOR | San Luis Obispo AOR | Scenic Coast AOR | Sierra North Valley AOR | South Bay AOR | Southwest Riverside County AOR | Tri-Counties AOR | Ventura County Coastal AOR | West San Gabriel Valley AOR
- **CSMAR MLS** – Conejo Simi Moorpark AOR
- **Greater Palm Springs MLS** – California Desert AOR
- **iTech MLS** – Glendale AOR
- **MLS Listings** – Monterey County | San Benito County AOR | San Mateo County AOR | Santa Clara County AOR | Santa Cruz AOR | Silicon Valley AOR



New Member Orientation

**Iris Jimenez,
Manager, MLS and Membership
MLS**



Two Locations



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS[®], INC.

San Fernando Valley
Main Office

Santa Clarita Valley
Division



When are Dues *Due*?

- Mailed Out - November 17th
- Due December 31st
 - Late after December 31st
- Save \$50.00 if paid before the due date.
- Re-instatement fees will be collected after Non Payment.



MLS Access

MLS access may be paid
in full in May

or

split between May and November
plus a small service fee.



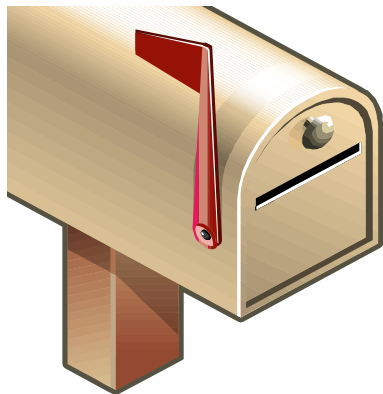
Severance & Re-affiliation Forms

- REALTOR® must file a severance form with SRAR when returning a licensee their license
- Must file a re-affiliation form when accepting a licensee from another office
- **Submit completed form within 7 working days**



How to Submit a Listing

Learn how to Input and Manage your listings by taking an **Add/Edit** and Web Searches class



Mail, or Fax completed listing forms to MLS service counter.



Reporting Sales and Other information to the MLS

Reporting of Sales

- Listings with accepted offers must be reported or input into MLS by Listing Broker as “Pending” or “Back-up” within Two Business days of acceptance.
- If you have a Short Pay listing with multiple offers, put it into Back-Up, Bank approval or not



“Public Remarks” Violation

Tier One Violation

- Only used for the purpose of marketing the property to the general public.
- No disparaging other real estate agents or conveying information about other offices.
- May not include company name, agent name, occupant name, or phone number.
- No commission, bonus, or other compensation, nor SSS or selling office to pay MLS fees.
- May not include gate codes, alarm codes, occupancy information, or other sensitive information.



Compensation Offered through MLS

Selling Office Commission cannot be varied

- if sold by a certain date
- if escrow closed by a certain time
- if a certain party shows the listing for the first time.



MLS Cancellation



SOUTHLAND REGIONAL
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MULTIPLE LISTING SERVICE CANCELLATION AGREEMENT

LISTING NUMBER –
MANDATORY FOR PROCESSING

1. DATE _____

2. The undersigned, owner of property located at _____
_____ and listed exclusively with the undersigned REALTOR®, does
hereby request the cancellation, without conditions, of listing of said property.

3. This cancellation is dated and shall become effective at midnight of _____

4. _____
Owner

5. _____
Owner

6. Accepted for: _____
REALTOR®

By: _____
RESPONSIBLE REALTOR®/Broker Signature

TO BE COMPLETED BY THE LISTING OFFICE

☐ Res ☐ Res Lease ☐ Res Income ☐ MBH ☐ LND ☐ COM ☐ Com Lease ☐ BOP



HOLD Do Not Show & Withdrawn



**SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.**

7232 Balboa Blvd. • Van Nuys, CA 91406
(818) 786-2110

No Carbon Paper Required: type (or print) on original - Impression will automatically appear on copies beneath.

MULTIPLE LISTING SERVICE



© **AGREEMENT OF:**

- ☐ Hold Do Not Show;
☐ Withdrawn;

LISTING NUMBER
MANDATORY FOR PROCESSING

1. The undersigned, owner of property located at _____
_____ and listed exclusively with the undersigned REALTOR®,
does hereby request the following:

2. ☐ **HOLD do not show (NOT A CANCELLATION)**

I understand and agree that the exclusive listing or any extensions thereto shall remain in force and effect during the term of the contract, and that this granted request only relieves me from showing the property.

3. ☐ **WITHDRAWN**
The conditional cancellation of listing on said property. In consideration of your conditional cancellation of this listing, I represent and agree that I will not relist said property with any other real estate broker or sell, exchange, option or assign said property during the term of the original listing, or extensions thereof. If for any reason whatsoever I do breach any of the foregoing, the commission shall become due and payable forthwith.

4. THIS AGREEMENT is dated and shall become effective at midnight of _____
(Date)

5. Made in triplicate this _____ day of _____ 20 _____.
I hereby acknowledge receipt of a copy of this agreement.

6. _____ Owner _____ Owner

7. _____ REALTOR® (Listing Office) _____ Authorized Representative

TO BE COMPLETED BY THE LISTING OFFICE

KIND OF PROPERTY: (Please check in space provided)

Residential MLS: Residential _____ Land _____ Residential Lease _____ Mobile Home _____

Investment MLS: Res. Inc. _____ Commercial _____ Business Opp. _____ Commercial Lease _____

LAST LISTING PRICE \$ _____ LAST EXPIRATION DATE _____ 20 ____



Submit Photos by Email at No Cost

Send to: photos@crisnetmls.com

(Limit 75 photos)

**THERE MUST BE AT LEAST 1
PHOTO OF THE STRUCTURE.**

- Name pictures with MLS number of the property
 - If you send more than one photo add .000,1,2,3,4
- ✓ Agent Name & number
 - ✓ Firm Name & number
 - ✓ MLS number
 - ✓ Address of property
 - ✓ No agent/firm branding.
 - ✓ No advertising on photos.



Tier One Violation

First Violation: Warning Letter

Second Violation: Warning Letter

Third Violation: Attend Class and pay a \$100 fine.

The violator pay \$50 non refundable one time fee and complete the course within a 60 day period.

Fourth and Subsequent Violations: \$300



Tier Two Violation

First Violation: Warning Letter

Second Violation: Warning Letter

Third Violation: Attend Class and pay a \$250 fine.

The violator pay \$50 non refundable one time fee and complete the course within a 60 day period.

Fourth and subsequent Violations: \$500



Tier Three Violation

First Violation: \$1,000

Second and Subsequent Violations: \$2,500



How to Avoid Assessments

- Be sure the Association has your correct email address
- Respond to emails from the Association
- Fix it!! On both Tier 1 and Tier 2 you get one warning. Only on Tier 3 is there no warning
- If you have a question or don't think it should be a violation – Call. There is always a phone number available.



New Member Orientation

Elizabeth de Carteret

Director, Industry and Community Relations

Member Benefits & Services

Member Involvement

Government Affairs



Member Resources

100
SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.
Voice of Real Estate
1920-2020

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San Fernando & Santa Clarita Valley.
Celebrating our 100th Year Anniversary.

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Santa Clarita Office:
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Canyon Country, CA, 91351
Ph: 661-299-2930
Fax: 661-299-2940

Office Hours: M-F 8:30am-5:00pm | Email: contact.us@srar.com

CRISNet Technical Helpline: M-F 8am-6pm
818-947-2202 / 661-295-7117 Sat. 8am-5pm

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Membership

- Application for Committees
- Applications and Forms
- Code of Ethics Requirement
- Farming & Resource Materials
- Member Benefits
- Membership Resources**
- Outreach
- REALTOR Action Fund
- REALTOR Safety

Home > Membership > Membership Resources

Membership Resources

[Orientation Presentation](#) - Download the full version of the Orientation presentation.

[SRAR Texting](#) - Sign up for our texting service to receive what text notifications you want to get. A great way to keep up with our news. View our flyer to see all texting options.

[How to Hashtag and Hashtags to Use/Follow](#) - Learn how to use hashtags, how to use them and what hashtags to use and follow as a SRAR member.

[C.A.R. Member Benefits](#) - Click to learn all the benefits C.A.R. has to offer for members.

[C.A.R. New Standards in Advertising for 2018](#) - Download this helpful pdf of the new rules for advertising.

Find this presentation online in .pdf.

srar.com > Membership > Member Resources > Orientation Presentation



Being a REALTOR®

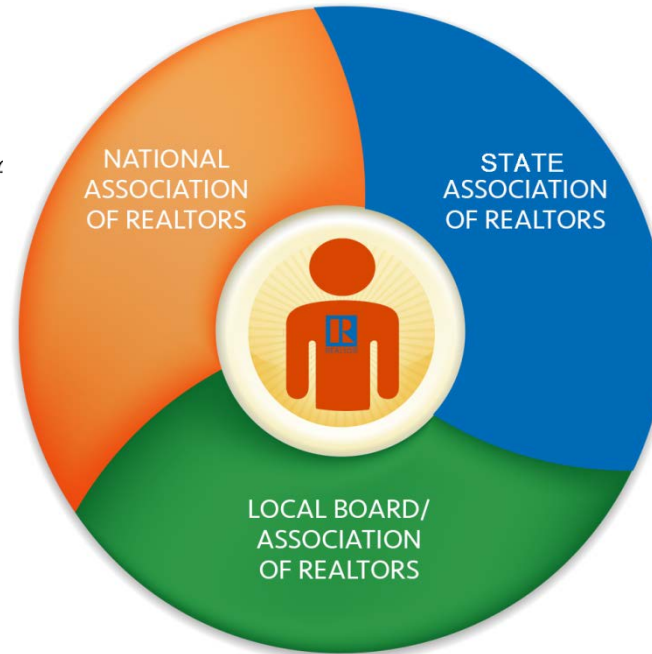


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ASSOCIATION *of*
REALTORS®



CALIFORNIA
ASSOCIATION
OF REALTORS®

*When you joined the REALTOR
association, you joined at the local,
State and National level!*



*“Three-way Agreement” to
subscribe, uphold and
enforce the Code of Ethics of
the National Association.*



SOUTHLAND REGIONAL
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That's who we R





That's who we R



#ThatsWhoWeR

You get all of that and more with a REALTOR® because we're more than just agents or apps. We're real people making a real impact when it comes to the neighborhoods of America.

<https://www.nar.realtor/thats-who-we-r>

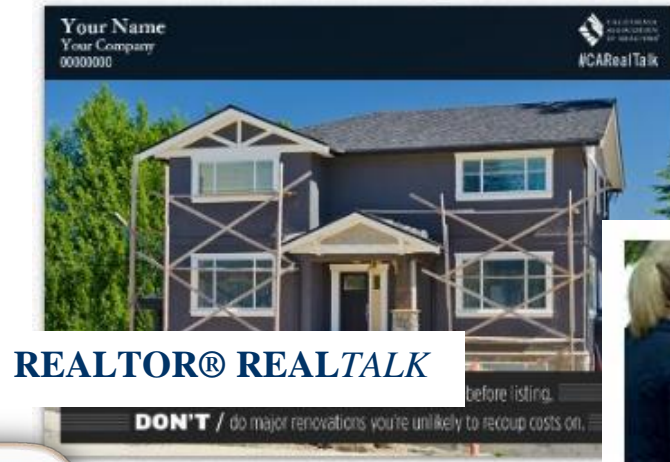


carmembertools.com



Donna K. Rooney @DonnaKRooney · May 23

Adding some Hi-ALICH® realness with my new #CARmojis Beautiful shot of Figure Four Lake in Waterside Estates



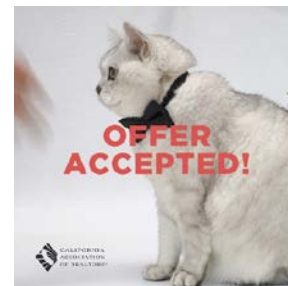
REALTOR® ReelMaker



CARmojis



REALTOR GIFs





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Discounts



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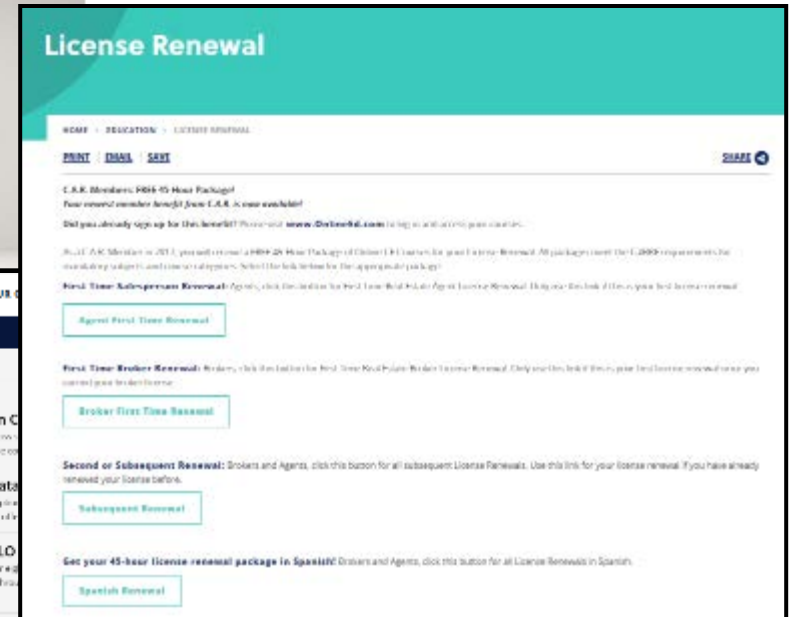
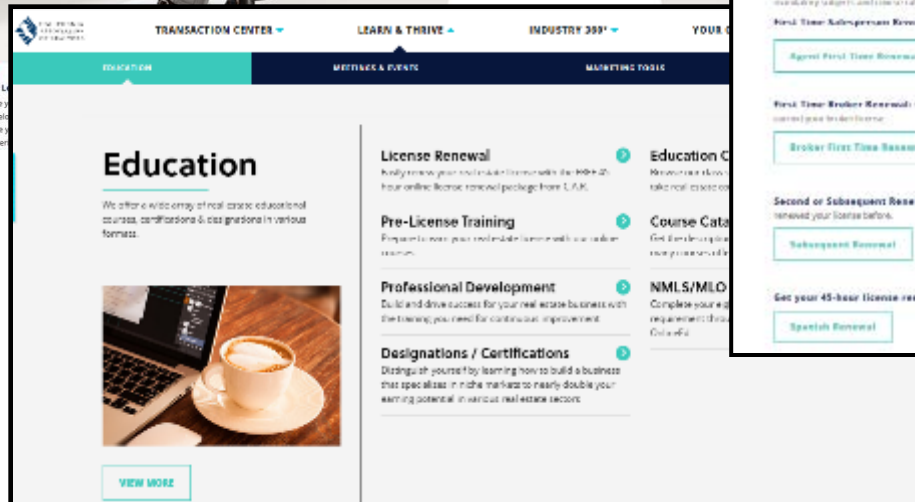
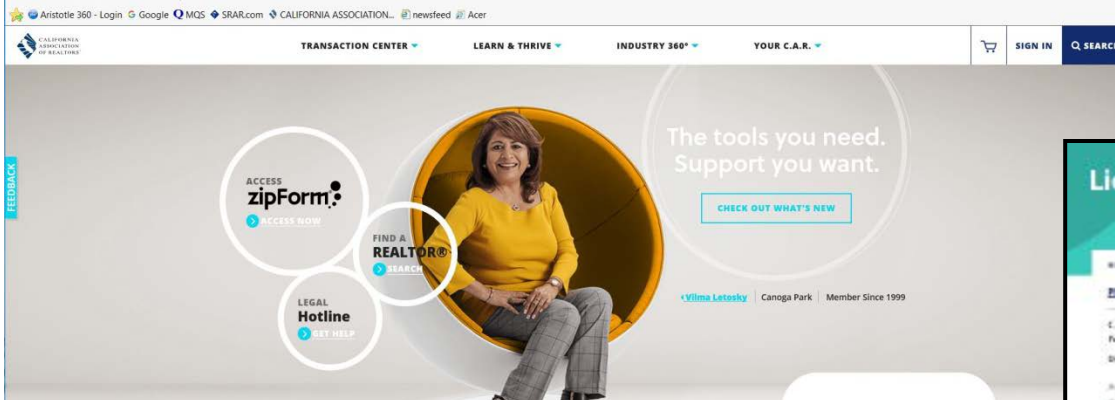
- **Print Shop**

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Down Payment Assistance online search

Property Information

Household Information

Special Circumstances

Enter the **Street Address** and **Zip Code** of a specific property
– OR –

Start typing in the **General Search** field and pick a neighborhood, city or county from the menu.

Street Address (e.g. 123 Main Street)

Zip Code

General Search (start typing for a menu of options)

Estimated sales price

Is this a Multi-Family Home?

☒ Single-Family ☐ Multi-Family

Is the home in foreclosure?

☐ Yes ☒ No

Matched Programs

—

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finddownpayment.car.org



C.A.R. Legal Hotline

- **Legal Hotline** 213-739-8282
- Monday through Friday, from 9 a.m. - 6 p.m.
Saturday, from 10 a.m. - 2 p.m. (active transactions)
- For questions on forms and disclosures
 - Ask your broker first
 - Use **Forms Advisor[®] & Forms Tutor[®]**
 - car.org > Legal > Q&As
- Legal Hotline App
 - Direct dialing capabilities: to the Legal Hotline, Customer Service, the Finance Helpline, and the Ombudsman Hotline.





C.A.R. Legal Tools

on.car.org/carlegaltools

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Carbon Dioxide Detectors
Chain Transactions
Contingencies and Contingency Removal
Cyber Crime in the Real Estate Industry
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Disclosure of Death
Emotional Support Animals
Errors and Omissions Insurance
Escalation Clauses
Fires (and Similar Natural Disasters)
 and Cancellation Rights
FIRPTA
How A Seller Can Cancel A Purchase Agreement
How to Rebate a Commission to a Buyer
Internal Revenue Code 1031

Landlord - Tenant Notices to Terminate
 a Residential Tenancy
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 Rental Housing Act
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Privacy, Recording Devices and Security, Part I
Privacy, Recording Devices and Security, Part II
Probate Sales
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Property Images
Property Management FAQs
Property Tax Exemptions from Reassessment
Real Estate Commissions Agreement

Real Estate License Application and Renewal
Real Estate Licensee's Duty to
 Inspect Residential Property
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RPA Timeline of Events
Seller Property Questionnaire
Serving Alcohol at an Open House
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Smoke Alarms
Square Footage, Lot Size, and Boundaries
Tax Withholding and Reporting for Brokers
Team Names
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The 20% Qualified Business Income Deduction
The 2018 Advertising Rules
The Eviction Process
The Revocable Transfer on Death Deed
The Tax Cuts and Jobs Act
Transfer Disclosure Statement Law
Trees and Neighbors
Unlicensed Assistants
Water Conserving Plumbing Fixtures



Publications

- NAR
 - REALTOR® Magazine
- C.A.R.
 - California Real Estate Magazine
- SRAR
 - REALTOR® Report

ANALYZE THE RESERVE STUDY

TIPS TO AVOID HOA HORROR STORIES

FIRST-TIME HOME BUYERS RIGHTFULLY VIEW CONDOMINIUMS AS THE FIRST RUNG ON THE HOUSING LADDER. YET UNDERSTANDING A "RESERVE STUDY" AND SPOTTING SIGNS OF TROUBLE BEFORE BUYING CAN AVOID HEADACHES AND HEARTACHES WHILE SAVING PLENTY OF CASH.

There are specific issues in question and items to inspect that will give prospective buyers insight into the financial health and condition of a home owners' association and the physical property.

An excellent place to begin is by understanding and reviewing what is known as a condominium's "reserve study," which every HOA is required to regularly update.

A reserve study details a HOA's long-term needs and funding plan, showing expected expenditures and how much the HOA has saved to offset anticipated maintenance and repairs.

For example, if the complex has a pool and spa, the reserve study will give an estimate as to when each pump or heater or filter likely will need to be replaced. It could be ten years if the equipment is new or it could be next year if it's been in service for a long while.

If the reserve study says approximately \$100,000 will be needed to replace the pool pump, for example, the HOA should have that amount in its reserve fund.

Zero percent to 30 percent in reserve means a special assessment is likely. In fact, if the reserve study shows a need for a major repair or replacement, buyers need to know before they buy to what percent the reserve study is funded.

Zero percent to 30 percent in reserve means a special assessment is likely

- Are monthly dues adequate to meet current and future expenditures? The reserve study estimates what monthly dues should be to keep the HOA financially sound. If dues are not at the recommended level, buyers need to know why.

- Has the HOA been following the reserve study recommendations and making capital improvements?

- How much money can an owner expect will be needed compared to what the HOA has saved? Realtors need to encourage their buyer to call the HOA's management company and, ideally, speak with the HOA's directors, who are home owners and perhaps the best source of current information.

A buyer could make receiving answers from the seller a condition of the

HOA's covenants, conditions, and restrictions?

- Have there been any repairs from extensive water or termite damage in the last couple years?

- The buyer needs to review the HOA's covenants, conditions, rules, meeting minutes, violation policy, collection policy and other aspects.

A buyer would be wise to make a checklist of things to inspect and tasks to complete as part of their due diligence reviews and inspections.

Buyers could face mammoth assessments stretching over multiple years if, for example, the HOA has not been maintaining the exterior of buildings or neglecting capital improvements.

A special assessment could be minor, \$1,000 per owner, or it could be \$30,000 per owner. In one aging local condo complex the tab came to \$80,000 per owner.

Too many buyers focus on only the property they intend to purchase. Instead, also focus on neighboring units and common spaces, being on the lookout for telltale signs of deferred maintenance, including:

- Are fences rusting?
- Are signs in disrepair?
- Does the asphalt look like gravel?
- Are the pool and other amenities clean and in working order?
- Do the buildings need to be painted?

- Are staircases and balconies in poor condition?
- Are there grading issues that might cause flooding?

- What is the condition of the gutters, and fixtures? Unfortunately, too many HOA's—estimated at 70 percent—are underfunded or poorly managed.



purchase contract.

- Other key questions include: Have there been any special assessments before? Get the details and ask if there is discussion about having another special assessment.

- Have any lawsuits been filed or are pending or expected? Check court records.





REALTOR® Report Online



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Realtor Report

January/February 2020

REALTOR® REPORT
The Official Publication of Southland Regional Association of Realtors®

100
SOUTHLAND REGIONAL
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Voice of Real Estate
1920 2020

2020 National Market Forecast:
Real Estate on Firm Ground...Pg.3

Low Interest Rates, Tight Supply
Bolster Housing Market Statewide...Pg.3

Insight Study Shows:
Child Care Costs Limit Ability
To Buy A Home...Pg.4

Housing Shortage, Affordability Crisis:
Realtors Urge Swift Passage
of Housing Bill...Pg.4

San Fernando Valley:
2019 Prices Hit Record Highs,
Supply Vanishes...Pg.5

Volume 100 • Issue 1

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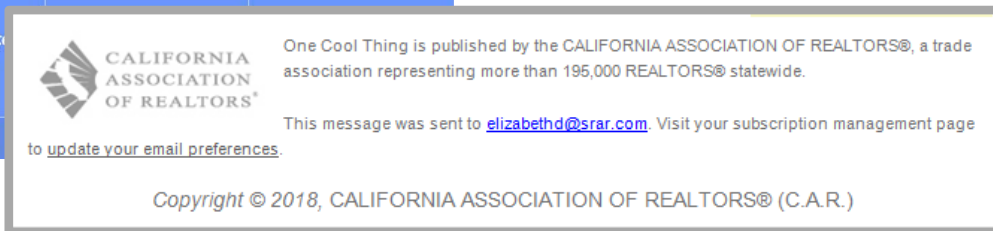


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General email communications from C.A.R..

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The best way to stay on top of your member benefits and advantage programs

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E-mail Tips

- ✓ Select only the newsletters you are interested in.
- ✓ Don't opt out of all.
- ✓ Keep Red Alerts

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Governmental Affairs



How many bills are proposed over a 2-year session in Sacramento?

How many of those bills affect REALTORS® and real estate transactions?



Governmental Affairs



YOU!



Governmental Affairs

Threats to the Real Estate Industry:

Transaction Threats:

- Independent Contractor
- Point of Sale
- Dual Agency
- Repeal of Costa Hawkins Rental Housing Act

Tax Threats:

- Split Roll
- Service Tax
- Parcel Tax
- Transfer Taxes and Fees



VOTE ★ ACT ★ INVEST

WWW.REALTORACTIONCENTER.COM



C.A.R. Ballot Measure

The Family Home Protection and Fairness in Property Tax Act of 2020

- **Property Tax Protection for Families, Seniors, Severely Disabled, and Victims of Wildfires.**
 - Allows homeowners who are seniors, severely disabled, victims of wildfires or natural disaster to transfer their property tax base to a replacement home anywhere in California up to three times
 - Allows any homeowner aged 55 and older to transfer their home's Prop 13 property tax savings to a replacement home
 - Preserves the right for parents and grandparents to pass the family home to their children, protecting tax breaks for children on the family home
- **Generates Hundreds of Millions for Local Schools, Cities, and Counties**
 - School districts would gain tens of millions of dollars each year, growing to hundreds of millions annually over time. That's education funding for local schools, classrooms, after-school programs, and local teachers
 - Local cities and counties would also gain tens of millions of dollars annually, growing to hundreds of millions in revenue each year over time. That's new funding for firefighters and police, emergency services, local housing programs, and vital services for children and seniors
- **Increased Home Sales: 67,000 to 90,000 Transactions Per Year**
 - Starting in 2021, this measure will generate a significant increase in annual home sales of at least 67,000 transactions per year
 - With 4.1 million Baby Boomer homeowners aged 55 or older in 2021, this measure will likely generate 67,000 to 90,000 new home transactions per year over the next few decades



REALTOR® Action Fund

- The REALTOR® Action Fund (RAF) raises money to advance the goals of our REALTOR® political action committees (PACs).
- RAF helps get good laws passed and bad laws defeated
- RAF helps us work with our elected officials
- RAF is non-partisan which means we are neither Democrat nor Republican. We are the “REALTOR® Party”!

WE ARE THE



VOTE ★ ACT ★ INVEST

REALTORS®
actively advocate **FOR**
HOMEOWNERSHIP
AND PROPERTY
RIGHTS.

REALTORS® are members of the
National Association of REALTORS®



REALTORS®
ARE champions of
homeownership,
PROPERTY RIGHTS
AND THEIR
COMMUNITIES.

REALTORS® are members of the
National Association of REALTORS®



WE ARE THE



REALTOR® Involvement

- Be a Legislative Liaison
- Attend Legislative Day – April 29th 2020
- Sign up for text alerts
- **Respond to Red Alerts,
Action Alerts and Call to Actions**
- Contribute to the Realtor Action Fund (RAF)
- VOTE!





REALTOR® Action Fund

Contribute on your Dues Billing or make a pledge anytime through C.A.R.

\$20. - Introductory Level



\$49. - The minimum cost of doing business

\$148. - The true cost of doing business



MAJOR DONOR

\$449. - CA Silver Bear





New Member Orientation

Brenda Faltes

Professional Standards Manager

Professional Standards



Professional Standards

FILING A COMPLAINT

- **Ethical**
 - no fee
 - **180 days** Statute of limitations
- **Mediation/Arbitration**
 - \$500 filing fee
 - Mediation First
 - **180 Day** statute of limitations



Ombudsman Service

- Resolve Disputes
- Informal Process
- Free Service
- Confidential
- Contacted within 48 hours
- Communication and conciliation
NOT adjudication





Public Mediation

FILING A MEDIATION REQUEST:


- **\$50**
 - **Non-refundable administrative fee each party**

MEDIATORS ARE PAID DIRECTLY:

- **\$400**
 - **Per party for first 3 hours**
- **\$150**
 - **Per hour per side after first 3 hours**
- **\$100**
 - **Refunded to each side if dispute resolved within 2 hours or less**



Where to go Dispute/Complaints



**SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.**

Founded in 1920. We are the
"Voice of Real Estate" in the
San Fernando & Santa Clarita Valley.

Main Office:
7232 Balboa Blvd.
Van Nuys, CA, 91406
Ph: 818-786-2110
Fax: 818-786-4541

Santa Clarita Office:
20655 Soledad Canyon Rd. Suite 33
Canyon Country, CA, 91351
Ph: 661-299-2930
Fax: 661-299-2940

Office Hours: M-F 8:30am-5:00pm | Email: contact.us@srar.com

CRISNet Technical Helpline: M-F 8am-6pm
818-847-2202 / 661-295-7117 Sat. 8am-5pm

SRAR Commercial &
Investment Division

[Home](#) | [Affiliates](#) | [Community](#) | [Events/Education](#) | [Links](#) | [Membership](#) | [MLS](#) | [Realtor Report](#) | [Services](#)

About SRAR

Code of Ethics Status

Login to CRISNet/Matrix

Member Login
PAY YOUR MLS FEE HERE

Tech Support Helpline

Tech Support Videos

Become a Member

**RPR (REALTORS®
Property Resource)**

Dispute/Complaint Center

Report Listing Not in MLS

Find an SRAR REALTOR®

Affiliate with Us

**SCV Division & WCR SCV
Resource Panel**

YPN Alumni Panel

**Home Buyer Grant
Income Limits Raised!**

**CALLING ALL GOLFERS
& NON GOLFERS ALIKE!**

YPN Alumni Panel

TOP AGENTS

Please come and join us for our
first YPN Alumni Panel
Event! Top Agent
Speakers: Nathaniel Pitchon-
Getzels, Mark Gonzalez, Clark
Hill, Eric... >>>
[Click Here for Full Story!](#)

Upcoming Events/Classes

April 9: 2pm - 4pm
Matrix Searching 1

April 10: 9am - 12pm
Duane Gomer 45 Hour
Continuing Education Course

April 12: 8:45am - 10:30am
SCV Networking Meeting

April 12: 2pm - 4pm
Listing Management/Add Edit

April 15: 8am - 5pm
Classic

April 16: 8:15am - 9:30am
C&I Networking Mtg

SRAR Commercial/Inve...

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Real Estate Agents
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ENGEL & VÖLKERS®

Advertisement

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PASSION
EXCLUSIVITY**

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**HONESTY
INTEGRITY
RESPECT**

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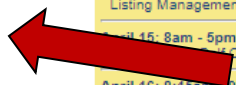
onlineEd

HNE

**REALTOR
ACTION FUND**

rentspree

Expense tracking





Code of Ethics

*To complete your
orientation requirements;
you must take
the online
Code of Ethics offered by
NAR at realtor.org.*

Code of Ethics NATIONAL ASSOCIATION OF REALTORS®

Preamble

Under all is the land. Upon its wise utilization and wisely selected ownership depend the civilized and good lives of our citizens and of our children. REALTORS® should recognize that the interests of the nation and its citizens require the highest and best use of the land and the widest distribution of land ownership. The purpose of our profession is adequate housing, the building of thriving cities, the development of productive industries and farms, and the preservation of a beautiful environment.

Such interests impose obligations beyond those of ordinary commerce. They impose grave social responsibility and a patriotic duty to which REALTORS® should dedicate themselves, and for which they should be diligent in preparing themselves. REALTORS®, therefore, as a status to maintain, improve the standards of the realty and share with their fellow REALTORS® a common responsibility for its growth and honor.

It is with this purpose in mind to promote competence, fairness, and high integrity resulting from adherence to a lofty ideal of moral conduct in business relations, the inclusion of profit and no inclusion of fraud, and the justly derived income.

In the interpretation of this obligation, REALTORS® can take no other guidelines than which have been handed down through the centuries, embodied in the Golden Rule:

"Whatsoever ye would that others should do to you, do ye even so to them."

integrity
ethics values
information
professional commitment
awareness education
standards

Accepting this responsibility, the new REALTOR® pledges to observe the Code of Ethics and to accept the conduct of his business in accordance with this code and the laws.

Basic Principles of the Code of Ethics

1. Protect and promote your client's interests, but be honest with all parties.
2. Avoid negotiation, misrepresentation, and concealment of pertinent facts. Do not reveal facts that are confidential under the scope of your agency relationship.
3. Cooperate with other real estate professionals to advance your client's best interests.
4. When buying or selling, make your position in the transaction of interest known.
5. Disclose known or can be readily obtained facts properly and fully to all.
6. Avoid disclosure with out your client's informed consent.
7. Accept compensation from only one party, except with full disclosure and informed consent.
8. Keep the funds of clients and customers in escrow.
9. Assume, whenever possible, that transactional deals are honest.
10. Provide equal service to all clients and customers.
11. Be knowledgeable and competent in the fields of practice in which you ordinarily engage. Obtain assistance or disclose lack of experience if necessary.
12. Communicate honestly and accurately the nature of your services, including and other public representation.
13. Do not engage in the multiple listing service.
14. Do a will report to the Code enforcement procedures.
15. Ensure that all contracts, whether real estate professionals are involved, are full, fair, and not misleading.
16. Respect the exclusive representation or exclusive brokerage relationship agreements of a REALTOR® who will treat them as such.
17. Arbitrate and mediate controversies and specific non-contractual disputes with other REALTORS® and with your clients.

For full text, refer to:

**Code of Ethics and Standards of Practice of the
NATIONAL ASSOCIATION OF REALTORS®,
1-800-874-6500**

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101-02410
06/05/10



REALTOR® Safety

Protect Yourself, Protect Your Clients

- In your office
- Transporting strangers
 - Open houses
 - Showing homes
- Vacant properties
 - Online fraud



nar.realtor/safety



REALTOR® Safety

Local FBI Office – Los Angeles

losangeles.fbi.gov

(310) 477-6565

Ask for Michael Sohn or

ic3.gov

The Internet Crime Complaint Center, also known as IC3, is a multi-agency task force made up by the Federal Bureau of Investigation (FBI), the National White Collar Crime Center (NW3C), and the Bureau of Justice Assistance (BJA).



REALTOR® Safety

Wire Fraud



CALIFORNIA
ASSOCIATION
OF REALTORS®

WIRE FRAUD AND ELECTRONIC FUNDS TRANSFER ADVISORY (C.A.R. Form WFA, Revised 12/17)

Property Address: _____ ("Property").

WIRE FRAUD AND ELECTRONIC FUNDS TRANSFERS ADVISORY:

The ability to communicate and conduct business electronically is a convenience and reality in nearly all parts of our lives. At the same time, it has provided hackers and scammers new opportunities for their criminal activity. Many businesses have been victimized and the real estate business is no exception.

While wiring or electronically transferring funds is a welcome convenience, we all need to exercise extreme caution. Emails attempting to induce fraudulent wire transfers have been received and have appeared to be legitimate. Reports indicate that some hackers have been able to intercept emailed transfer instructions, obtain account information and, by altering some of the data, redirect the funds to a different account. It also appears that some hackers were able to provide false phone numbers for verifying the wiring or funds transfer instructions. In those cases, the victim called the number provided to confirm the instructions, and then unwittingly authorized a transfer to somewhere or someone other than the intended recipient.

ACCORDINGLY, YOU ARE ADVISED:

1. Obtain phone numbers and account numbers only from Escrow Officers, Property Managers, or Landlords at the beginning of the transaction.
2. **DO NOT EVER WIRE OR ELECTRONICALLY TRANSFER FUNDS PRIOR TO CALLING TO CONFIRM THE TRANSFER INSTRUCTIONS. ONLY USE A PHONE NUMBER YOU WERE PROVIDED PREVIOUSLY.** Do not use any different phone number or account number included in any emailed transfer instructions.
3. Orally confirm the transfer instruction is legitimate and confirm the bank routing number, account numbers and other codes before taking steps to transfer the funds.
4. Avoid sending personal information in emails or texts. Provide such information in person or over the telephone directly to the Escrow Officer, Property Manager, or Landlord.
5. Take steps to secure the system you are using with your email account. These steps include creating strong passwords, using secure WiFi, and not using free services.

If you believe you have received questionable or suspicious wire or funds transfer instructions, immediately notify your bank, and the other party, and the Escrow Office, Landlord, or Property Manager. The sources below, as well as others, can also provide information:



New Member Orientation

Thank you!