



REALTOR® UPDATE

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The California Association of REALTORS® & The Berkeley Association of REALTORS® present

GREEN DESIGNATION

Instructor: Bob Hart

Make yourself the green real estate resource in your community. Two days of live lecture, plus a six-hour elective completed online, fulfill the requirements for this NAR designation. The core curriculum includes green building principles and practices, sustainability and New Urbanism, as well as regulatory issues. You will learn the financial advantages of eco-friendly, energy efficient properties and how to market green consumers.

DATES: Tuesday, February 3rd & Wednesday, February 4th

TIME: 8:30AM to 5:00PM

LOCATION: Berkeley Association of REALTORS®
1553 Martin Luther King Jr. Way
Berkeley, CA 94709

COST: \$295 for CAR members

Designees must be members (and maintain membership) in the NATIONAL ASSOCIATION OF REALTORS® either as a REALTOR® member.

For additional information, please visit the Green Designation web-site at: <http://www.greenresourcecouncil.org/>



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Yes, I'll be there. Please reserve a seat for me.

Name _____

Company _____

Phone _____ e-mail _____

NRDS#/CAR Member ID _____

\$295 for CAR Members

[] My check is enclosed or charge my [] Visa [] MasterCard in the amount of \$295

a/c _____

exp date __ / __ 3 digit customer code ____
(from the signature line on the back)

Mail to BAR at 1553 MLK Berkeley 94709 or fax to 510-848-2439 ph: 510-848-4288

GO GREEN!

Green Designation Course

Make yourself the green real estate resource in your community. Two days of live lecture, plus a six-hour elective completed online, fulfill the requirements for this NAR designation.

The core curriculum includes green building principles and practices, sustainability and New Urbanism, as well as regulatory issues. You will learn the financial advantages of eco-friendly, energy efficient properties and how to market green consumers.

When: February 3rd & 4th

Time: 8:30AM to 5:00PM

Location: The B.A.R.

1553 MLK Jr. Way
Berkeley, CA 94709

Cost: \$295

Course Instructor: Bob Hart

As the foundation of NAR's Green Designation program, this two-day course shows real estate professionals how to explain to consumers what makes a home, building, or property green, how to list and market green properties while fulfilling ones legal and professional obligations, and how to implement green practices on the road and in the office.

The two-day Green Designation Core Course counts as credit toward earning the Green Designation, awarded by the Green Resource Council. To complete the designation requirements, students must take a six-hour online elective. Upon completion of the Core Course, students will receive a one-year membership in NAR's Green Resource Council.

**New Name for
Seniors Task Force -
Realtors Resource for Seniors**

There has been confusion about what the BAR Seniors Task Force is trying to accomplish. Some people see our group meeting around a table in the BAR auditorium and say "I'm too young to be part of the Senior Task Force." We have changed our name to Realtors Resource for Seniors to more accurately describe what we hope to accomplish. Here are some examples of what we can do:

A few weeks ago a colleague asked me about services for seniors in El Cerrito. She has clients moving here from Southern California and the husband in the family has Alzheimer's Disease. My colleague wants to help her clients get information about community services that will ease the husband's transition to a new community.

Another colleague emailed me because her mother has been asked to leave the assisted living facility where she has been living for many years because her behavior has become too difficult for the staff to handle. My colleague wants to move her mother to the East Bay so she can be closer to her and needs help finding an appropriate retirement community.

As realtors we encounter many situations like this among our clients, families and friends. It is our hope that the Realtors Resource for Seniors will be able to help. We are planning educational programs for the BAR, information programs for seniors in the community, a lending resource library at the BAR and programs to help seniors remain in their homes safely.

Please come to our next meeting on Wednesday January 28 at 1:45 p.m. after the BAR monthly membership meeting. Marty Appel from the Bank of America is coming to speak with us about new reverse mortgage products for seniors. Please call Joann Sullivan at 393-7889 or Judy Boe at 280-2114 for more information.



Joanne Sullivan, Thronwall Properties
Realtors Resource for Seniors Committee

**NEW FREE
Brown-Bag Luncheons for 2009!**



Thanks to suggestions from our members, the B.A.R. is revamping the monthly membership Luncheons for 2009.

This event is now FREE as a catered lunch will no longer be provided. Attendees are encouraged to bring a brown-bag lunch; coffee and water will be available.

The Brown-Bag Monthly Luncheons will still feature:

- Top-notch Speakers
- Timely and relevant topics
- Opportunities to Market Your Listings
- Networking with fellow REALTORS
- Monthly Updates from Timothy Cassidy, B.A.R. President

This month's presentation will be an
**Annual Update for the
State of the City of Berkeley
by City Councilman,
Laurie Capitelli.**

WHEN: Wednesday, January 28, 2009

TIME: Networking - 12:00PM,
Presentation - 12:15 to 1:30PM

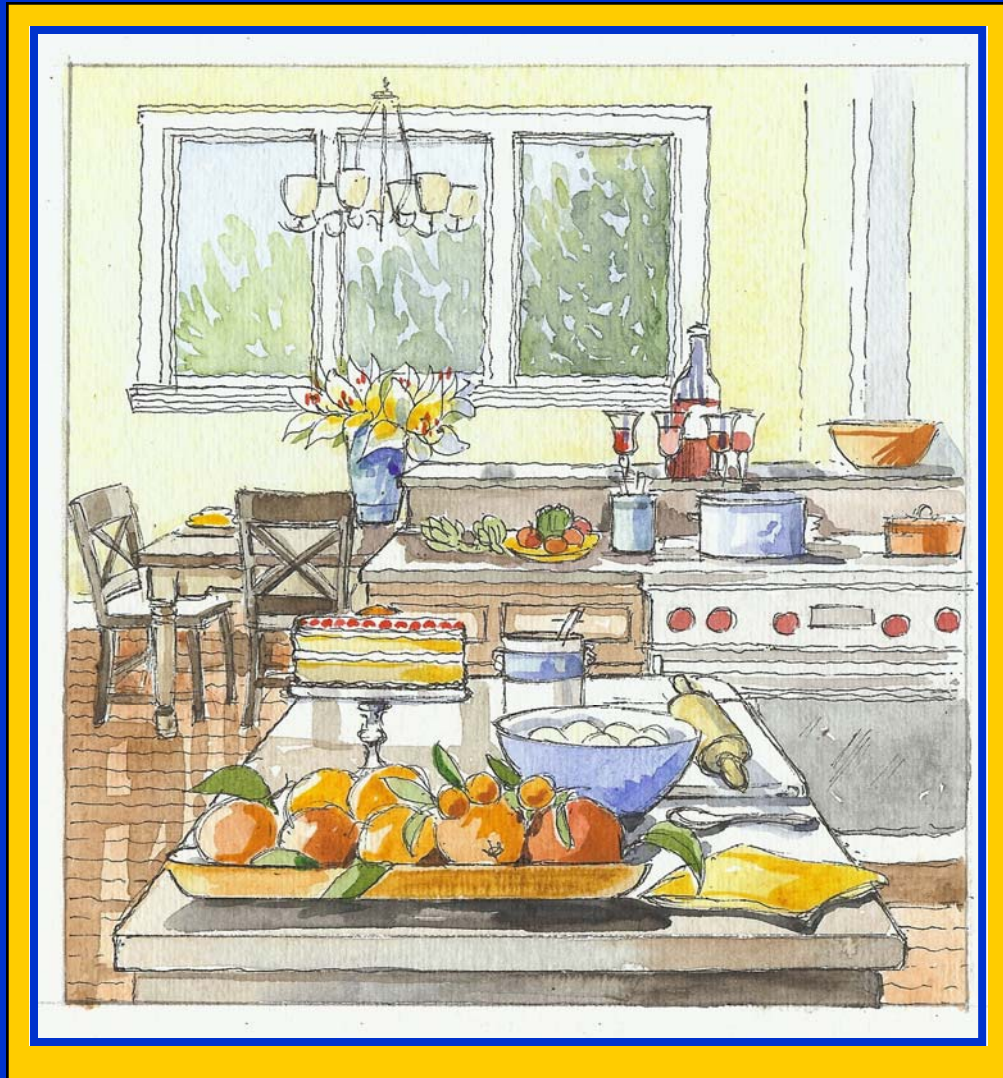
WHERE: 1553 MLK Jr. Way, Berkeley

COST: FREE!

**To reserve your space please contact the
B.A.R. office at 510.848.4288.**

B.A.R. COOKBOOK ON SALE NOW!

FROM OUR HOME TO YOURS



A Collection of Favorite Recipes from the
BERKELEY ASSOCIATION OF REALTORS®

Featuring over 150 recipes from local celebrity Chef's, restaurants
and our own B.A.R. member Chef's.

The cookbook makes a great client gift.

Easy to personalize with your own information.

Only \$15.00

All proceeds benefit the Community Funds.

Don't wait, buy your copy today.

**COMPUTER &
PARAGON TRAINING
at the B.A.R.**

FREE for MLS Members!!

**For reservations, contact
EBRD at 925.906.5200
or visit them online at
www.ebrdi.com**



Thursday, January 22, 2009

Paragon Essentials

9am - 1pm

CMA

1pm-4pm

Thursday February 5, 2009

Paragon Essentials

9am - 1pm

PC for Real Estate Professionals

1pm-4pm

Thursday, February 19, 2009

Paragon Essentials

9am - 1pm

CMA

1pm-4pm

**2009 DUES AND KEY BILLING
Due January 13th**

Your 2009 Annual dues for the National Association of REALTORS®, the California Association of REALTORS®, the Berkeley Association of REALTORS® and the annual maintenance fee for your Supra DisplayKEY are due by January 13, 2009. Invoices are in the mail. If you do not receive an invoice and access these services through B.A.R., or believe you have received an invoice in error, please contact us promptly at 510.848.4288. Your payment covers the 2009 annual dues.

**The Work Force Housing and
Homeless Fund**

&

**The Youth Arts and
Education Fund Donations**

We would like to thank the following Brokers and Agents, who have generously donated to The Workforce Housing and Homeless Fund and The Youth Arts and Education Fund .

**Carla Buffington
Denise Milburn**

Thank You for Your Support!

REALTOR® UPDATE
Berkeley Association of REALTORS®
 1553 Martin Luther King, Jr. Way
 Telephone (510) 848-4288
 FAX (510) 848-2439

2009 EXECUTIVE BOARD

Tim Cassidy
 2009 President

Helen Walker
 President - Elect

Mary Canavan
 Secretary/Treasurer

Gene Della Maggiora
 Immediate Past President

Heidi Abramson
 MLS/Technology Committee Chair

2009 BOARD OF DIRECTORS

Anita Thede	Kathie Longinotti
Diane Verducci	Matt Cord
Elizabeth Stevens	Jennifer Fickenschier
Lori Lombardo	Melissa Milton
Nancy Taussig	Arlene Baxter
Norm Williams	Tracy Sichterman

SMALL AND SPECIFIC ACTS OF KINDNESS & GENEROSITY GO A LONG WAY!!



Your modest per closing contribution to B.A.R.'s Community Funds will make a big difference to worthy local organizations dedicated to serving the homeless population and our children. For more information, please call the B.A.R. at 510-848-4288.

All contributions donated in 2008 are tax deductible

The REALTOR® UPDATE is published by the Berkeley Association of REALTORS®. The REALTOR® Update is designed to serve as a resource for important industry news and information, a forum for member recognition, and to promote programs and services that enhance the professional effort of the Berkeley Association of REALTORS® and its members. Members are encouraged to write to the REALTOR® Update and participate in active, thoughtful dialogue. Defamatory and derogatory commentary will not be published. BAR reserves the right to edit or refuse any article or letter (letters to the Editor should not exceed 150 words). The opinions expressed are those of the authors alone and do not necessarily reflect the opinions of Association officers, members or staff. Address your articles and letters to: Editor, REALTOR® Update, 1553 Martin Luther King, Jr. Way, Berkeley, CA 94709-2023.

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The Berkeley Association of REALTORS® is dedicated to serving its members by providing programs and services to enhance their ability to conduct business with integrity and competence, assuring a high level of professional conduct which benefits the community, and encouraging the preservation of real property rights.

REALTOR Safety Tips

Tip #41

Get expert advice on home security.

For a detailed security analysis of your home, contact a bonded professional locksmith who is an accredited member of a state or national locksmith association. At no cost to you, your police and sheriff's department will be glad to help when needed.

Tip #42

Take two seconds to pause and look around as you enter your destination.

- Does anything seem out of place?
- Is anyone present who shouldn't be there or who isn't expected?

JANUARY CALENDAR

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
			01	02
05	06	07	08 Tour Day	09
12	13 2009 BAR/CAR/NAR and KEY Dues are DUE	14 Board of Directors Meeting 12:00PM	15 Tour Day	16
19	20	21	22 Tour Day	23
26	27	28 Brown-Bag Luncheon 12:00PM	29 Tour Day	30