



# REALTOR® UPDATE

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## The Berkeley Association of REALTORS®



### Survivor 2009!

Bring your ideas and strategies on how to out-wit, out-play and out-last in 2009!

**Wednesday, February 11, 2009  
12:00PM in the B.A.R Auditorium**

#### Table Facilitators:

The "Buyers" Table  
**Tim Cassidy - Coldwell Banker Real Estate**

The "Sellers" Table  
**Helen Walker - Thornwall Properties, Inc.**

This is a "brown bag" event; please feel free to bring a lunch.  
Water and coffee will be provided by the B.A.R.

Please call the B.A.R. at 510.848.4288 to reserve your seat.

## CONTINUING EDUCATION & RENEWALS

**The Berkeley Association of REALTORS® &  
REVEI PRESENT - Continuing Education  
Optional Review & Testing For Salesperson  
& Broker Renewals**

Course includes an Optional Review of Materials to prepare you for your open book True/False exams! REVEI offers a "No-Pass, No-Pay GUARANTEE!" It's Fun Stress-free and most importantly, INFORMATIVE ON ALL SUBJECTS!

This is a Home-Study program, order your materials EARLY! Seating Is Limited!

**Wednesday, March 4, 2009**  
**9:00 a.m. - 12Noon**  
**At the B.A.R.**  
**1553 Martin Luther King Jr. Way**  
**Berkeley, CA 94709**

Course Outline: 8:30 Registration Begins  
9:00 - 10:30 Optional Review (for all 45 hours)  
10:45 Exams Begin

► 125 min for mandatory course testing and RECEIVE your certificates of completion for the five (5) mandatory courses upon completion of exams.

**Important:**

The licensees needing the other 30 hours of education can TEST ONLINE after the seminar. Total of 68 T/F questions.

**Registration Fee:** \$89.00 - B.A.R. Members  
\$99.00 for non-B.A.R. members

\*THIS HOME STUDY COURSE IS APPROVED BY THE DEPARTMENT OF REAL ESTATE AND IS PROPERTY OF REVEI - SPONSOR # 2473 \*\*

To register for this class please contact the B.A.R. office at 510.848.4288.

**For more information please see  
enclosed flyer or call  
REVEI at - 800/582-7979**

## NEW FREE Brown-Bag Luncheons for 2009!



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 topic is:

**Estate Planning, Trusts  
& Probate Law**

**Guest Speaker:**

**Jeff Tachiki with The Myers Law Firm**

Attendees are encouraged to bring a brown-bag lunch; coffee and water will be available.

**WHEN: Wednesday,  
February 25, 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.**

# The Berkeley Association of REALTORS® & REVEI PRESENT...

## Continuing Education Optional Review & Testing For Salesperson and Broker Renewals

### WEDNESDAY, MARCH 4, 2009

Course includes an Optional Review of Materials to prepare you for your open book True/False exams! REVI offers a "No-Pass, No-Pay GUARANTEE!" It's Fun Stress-free and most importantly,

**INFORMATIVE ON ALL SUBJECTS!**

**This is a Home-Study program, order your materials EARLY! Seating Is Limited!**

#### Optional Review Date & Location

**Wednesday, March 4, 2009  
1:00 PM – 4:00PM**

#### **Berkeley Association of REALTORS®**

1553 Martin Luther King Jr. Way  
Berkeley, CA 94709

#### **To Register by Phone:**

(510) 848-4288

*Need more information? Call*

**REVEI – 800/582-7979**

#### Course Outline:

- 12:30 Registration Begins
- 1:00 – 2:30 Optional Review  
(for all 45 hours)
- 12:45 Exams Begin
  - ▶ 125 min for mandatory  
course testing

RECEIVE you certificates of  
completion for the five (5)  
mandatory courses upon completion  
of exams

#### **Important:**

▶ The licensees needing the other 30  
hours of education can TEST  
ONLINE after the seminar. Total of  
68 T/F questions. (see box on right)

#### Registration Fee:

**ONLY \$89.00 B.A.R. Members  
\$99.00 (Non- B.A.R. Members)**

#### Topics:

Ethics, Agency, Fair Housing, Trust Fund  
Handling, Risk Mgmt., Legal & Marketing  
Update-

In Accordance with new DRE regulations,  
no licensee will be allowed to TEST for  
more than 15 hours of credit in one (1) day.  
Therefore, we have set up a special  
ONLINE testing site for those licensees  
needing to test for the other 30 hours of  
credit. This service is provided to you  
FREE. Details will be given during the  
seminar.

\*THIS HOME STUDY COURSE IS APPROVED BY THE DEPARTMENT OF REAL ESTATE AND IS PROPERTY OF REVEI -  
SPONSOR # 2473 \*\*

**Complete bottom portion of this flyer and fax THE ENTIRE FLYER (credit card payments) to:  
PLEASE FAX TO THE B.A.R. - (510) 848-2439**

**Yes! Please enroll me in 45 Hour C.E. Package on, Wednesday, MARCH 4, 2009 at Berkeley AOR**

Name: \_\_\_\_\_ Office: \_\_\_\_\_

D.R.E. License #: \_\_\_\_\_ (REGISTRATION DEADLINE: February 27, 2009)

#### Circle One:

Home / Office (*Home-study materials will be mailed to address given below; no PO boxes please-Sent UPS!*)

Address: \_\_\_\_\_ Phone: \_\_\_\_\_

City & Zip: \_\_\_\_\_ Email: \_\_\_\_\_

Method of Payment: (Checks payable to B.A.R.)

Visa \_\_\_\_\_ MC \_\_\_\_\_ Amount \_\_\_\_\_ \$89.00 B.A.R. Member \_\_\_\_\_ \$99.00 B.A.R. Non-member

Credit Card # \_\_\_\_\_ Exp. \_\_\_\_\_ CID# \_\_\_\_\_

Signature: \_\_\_\_\_

**Interested in obtaining your Brokers license? Contact REVEI Today at 800.582-7979**

The B.A.R. website  
keeps you  
connected!

[www.berkeleyaor.com](http://www.berkeleyaor.com)

Check out what features  
Are on the B.A.R. website!



Get up-to-date foreclosure listing in your area.  
Add foreclosure search to YOUR website and  
start connecting with more buyers.

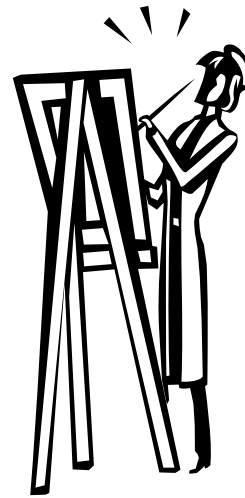


A direct link to the C.A.R. store for all your  
business needs.

COMING SOON!  
**Education! Education! Education!**  
Designation Courses, renewals &  
continuing education ALL online

# Got Art?

Showcase your Creative Side



The Association will welcome in a new  
rotation of artwork by our agents and their  
associates.

If you would like to submit your  
masterpiece, please contact the B.A.R.  
office at 510.848.4288.

Art installation will take place on Monday,  
February 23, 2009. This rotation of art will  
end on June 1, 2009.

You can also get a complete list of upcoming events  
and Member Resources.

[www.berkeleyaor.com](http://www.berkeleyaor.com)

**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](http://www.ebrdi.com)

**Thursday March 4, 2009**

**Paragon Essentials**  
9am - 1pm

**Listing Load/ Paragon Customization**  
1pm-4pm

**Thursday March 18, 2009**

**Paragon Essentials**  
9am - 1pm  
  
**CMA**  
1pm-4pm

**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 .

Denise Milburn  
Stina Charles-Harris  
Donna DeBardi  
Leslie Easterday  
Carla Buffington

**Thank You for Your Support!**

**NEW AND NEWLY REVISED LEGAL ARTICLES**

C.A.R. provides REALTORS® and local boards and associations with many legal articles covering a wide range of topics of interest. Some of the new or newly revised legal articles available at <http://qa.car.org> are as follows:

- Abandoned Personal Property After Termination of a Tenancy at <http://www.car.org/legal/2008articles/abandoned-personal-property/>
- REO "Net" Commissions at <http://www.car.org/legal/2008articles/reo-net-commissions/>.
- Licensing Guide for REALTORS® at <http://www.car.org/legal/2008articles/licensing-guide-realtors/>.
- Referral Fees and Arrangements at <http://www.car.org/legal/2008articles/referral-fees-arrangements/>.
- Foreclosure Timeline at <http://www.car.org/legal/2008articles/foreclosure-timeline/>.
- Fictitious Business Names at <http://www.car.org/legal/2008articles/fictitious-business-names/>.



**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 Fickenscher
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 2009 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 #46**

**A safe garage means a safe home.**

Help keep your home safe by covering garage windows. There is a lot about your garage you don't want potential criminals to know about - such as whether someone is home, or if there are tools or ladders available to help break in to your home. If you have an attached garage, make sure the door that connects your house to the garage is a solid core exterior door with a deadbolt lock.

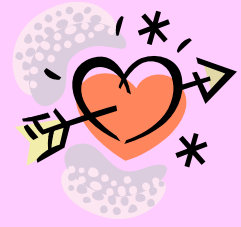
**Tip #47**

**Prevent identity theft.**

Contact the fraud department of any of the three consumer reporting companies— Equifax, Experian and Trans Union—to place a fraud alert on your credit report. The fraud alert automatically lets credit card companies and other creditors know they must contact you before opening any new accounts or making any changes to your existing accounts.



# FEBRUARY CALENDAR



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
02	03	04 Community Funds Committee Meeting 3:00PM	05 <b>Tour Day</b>  <b>Paragon Training</b>	06
09	10 MLS Committee Meeting 3:00PM	11 <b>Roundtable Discussion Survivor 2009! 12:00PM</b> Education & Professional Dev. Committee Meeting 1:30PM Green Council Meeting 3:00PM	12 <b>Tour Day</b>	13 Strategic Planning Retreat 10:00AM
16 <b>B.A.R. OFFICE CLOSED</b>  <b>PRESIDENT'S DAY</b>	17	18 Board of Directors Meeting 12:00PM	19 <b>Tour Day</b>  <b>Paragon Training</b>	20 LGR Committee Meeting 12:30PM
23	24	25 <b>Brown-Bag Luncheon</b> Estate Planning, Trusts & Probate Law <b>12:00PM</b>	26 <b>Tour Day</b>	27