



REALTOR® UPDATE

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February Brown-Bag Luncheon

Estate Planning, Trusts & Probate Law

Guest Speaker:

Jeff Tachiki with The Myers Law Firm

WHEN: Wednesday, February 25, 2009

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

WHERE: 1553 MLK Jr. Way,
Berkeley



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



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

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
12:30PM– 4:00PM
At the B.A.R.
1553 Martin Luther King Jr. Way
Berkeley, CA 94709**

Course Outline: 12:30 Registration Begins
1:00PM - 2:30 Optional Review (for all 45 hours)
2:45 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**

How Real Property is Taxed Upon Sale?

**Nancy Douglas, Esq. with
OREXCO 1031 Exchange**

Please join Nancy Douglas, Esq. as she explains how real property is taxed upon sale.

- Primary residence
- Second home
- Investment property
- Flipped property



**Wednesday, March 11, 2009
From 10:00AM – 12:00PM at
the B.A.R.
Cost: \$10**

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

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

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

Then you will 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. (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

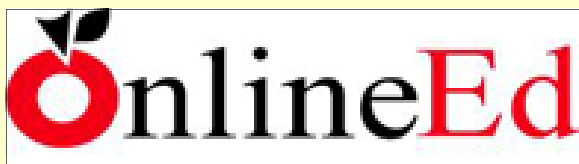
Check out what features
Are on the B.A.R. website!



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.



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.

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

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**



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 .

**Leslie Easterday
Carla Buffington
Francine Di Palma**



Do you work with Senior clients?

If so, please join us at the next meeting of Realtors Resource for Seniors, **Wednesday, February 25 at about 1:30** after the monthly luncheon at the BAR. We will be having an organizational meeting and welcome your ideas. If you have any questions, please call Joann Sullivan at Thornwall Properties, 848-1950 or Judy Boe at Red Oak Realty, 280-2114. We would love to see you there.

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

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	Judy Boe

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.

Sally Dunker
 Executive Officer
 sdunker@BerkeleyAOR.com

Lea Mathewson
 Member Services Manager
 Leam@BerkeleyAOR.com

Rebecca Harris
 Office Manager
 Rebecca@BerkeleyAOR.com

Sophia Rockmore
 Member Services Assistant/Receptionist
 Sophia@BerkeleyAOR.com

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 #48

Escape unfriendly dogs.

If an unfamiliar dog is growling, has bared its teeth and otherwise gives you reason to believe it is aggressive, try to place something between yourself and the dog, such as a briefcase or coat. Slowly back away without meeting the dog's eyes. If the dog starts to circle you, turn with it rather than letting it get behind you.

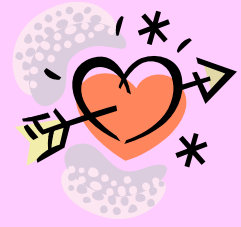
Tip #49

Find a self-defense class.

The best way to find a good self-defense class is to learn what is available, and then make a decision. Many health clubs, martial arts studios and community colleges offer some type of class. You can also ask your fellow REALTORS®, friends and family if they have taken a self-defense class that they would recommend.



FEBRUARY CALENDAR



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