



REALTOR[®] UPDATE

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GOV HUTCHINSON, CAR ASSISTANT GENERAL COUNSEL

PRESENTS

A

LEGAL UPDATE

**WEDNESDAY, NOVEMBER 11TH
AT 10:00AM**

RSVP WITH PAYMENT.

\$10 FOR RESERVATIONS

\$15 AT THE DOOR & NON-B.A.R. MEMBERS

TO RESERVE YOUR SPACE CONTACT THE B.A.R. OFFICE AT
510.848.4288

Tax Strategies for The Real Estate Professional

**Turn Tax Dollars Back Into Your Dollars
Find \$100.00 A Minute!!**

According to the Treasury Inspector General for
Tax Administration,
You Could Have Overpaid Your Taxes by \$11,438

Wednesday, November 4, 2009

10:00 am to 12:00 pm

\$10 - B.A.R. Members / \$15 - Non-B.A.R. Members

At the Berkeley Association of Realtors

Next Page for Details

Turn Tax Dollars Back Into Your Dollars

Find \$100.00 A Minute!!

Attend Tax Strategies for The Real Estate Professional

Wednesday, November 4, 2009

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\$10 – B.A.R. Members / \$15 – Non-B.A.R. Members

At the Berkeley Association of Realtors

RSVP TO B.A.R. TO ENSURE A SEAT AT THIS SEMINAR: (510) 848-4288

According to the Treasury Inspector General for Tax Administration,
You Could Have Overpaid Your Taxes by \$11,438

You'll learn:

Stimulus Package – Learn about important 179 Vehicle deductions! PLUS!!! NEW first year auto depreciation deduction UPDATES!

Myths – What taxes really cost you – regardless of your earnings

Increase Your Income – How to use the tax side of your business to INCREASE your spendable income

Entertainment Strategies – 2 remarkable entertainment deductions available to Real Estate Professional that may surprise you

Double Entertainment Deductions – How to safely transform 50% entertainment deductions into 100% deductions

Audit-Proofing - Documentation tips that will save you time, all the time

Help Your Accountant – How you can help your accountant work more effectively on your behalf

Car Strategies - Six methods that produce Thousands in deductions.

Actual Expenses vs. IRS Method Mileage – New \$25,000 - \$250,000 automobile deductions you don't want to lose.

IRS Audit - Reduce your chances – Red flags to avoid

Home Office Deduction – Why Real Estate Professionals may now safely qualify for this remarkable deduction and how it transforms personal commuting to deductible business miles.

Learn how a 105 Medical Plan can turn your family's medical expenses into tax-favored business expenses

This seminar is presented by Kelly Clark of Bradford and Company, Inc., and excerpted from the Bradford and Company, Inc. Tax Strategies for the Self-Employed course (available to register for after the program).

ZipForms 6 & Clarus MarketMetrics® Training

Friday, November 20, 2009

10AM - 1PM

Cost for REALTOR® Members who want DRE Credit: \$30
3 Hours of DRE Consumer Service Credit Available!

WINForms® is becoming **zipForm® 6** 

New Name – Same Great Product!

CALIFORNIA ASSOCIATION OF REALTORS® WINForms® users will have the option to upgrade for free to the new zipForm® 6 software. The new application features easy-to-use navigation that lets you move quickly through documents and transactions.

What are the differences between zipForm® 6 and WINForms® software?

- Complete and e-mail/print forms without first having to create a transaction
- Apply one or multiple templates at any time during a transaction
- Drag and drop forms into transactions
- Platform independent – runs on PC or MAC
- Automatically saves (in the background) as you work
- Compatible with Windows Vista 32-bit and 64-bit

To register, call the B.A.R. office at 510.848.4288

Annual Awards to be Presented @ Installation Nominations Due by November 18

One of the high points of the evening of the Installation of Officers and Directors is the Annual Awards Ceremony that honors BAR REALTORS® and Affiliate Members for their outstanding service and contributions. This year's Ceremony on December 4, 2009 will recognize recipients of The 2009 REALTOR® of the Year Award, The 2009 Affiliate of the Year Award and the BAR Cares Award.

REALTOR® of the Year Award

The 2009 REALTOR® of the Year Award recognizes an individual who has represented BAR through their active and dedicated participation in BAR, CAR, NAR and/or EBRD by serving as a Director, Officer, Regional Representative, Committee Chair, Committee Vice-Chair, Committee Member or Task Force Member.

Affiliate of the Year Award

Similarly The 2009 Affiliate of the Year Award is presented in recognition of an Affiliate Member who has served BAR through their active and dedicated participation on Association committees, special events and projects.

BAR Cares Award

In order to honor BAR REALTOR® and Affiliate Members who make a difference in our communities, the BAR Cares Award was created in 2004. Recipients of this award are acknowledged as a role model who volunteers their time and talents that make our communities a better place to live and work.

Nominations are now being accepted for these prestigious BAR annual awards; the Official Nomination Forms are available on the BAR website

www.berkeleyaor.com

Please fax all nominations to BAR at 510-848-2439 before November 18, 2009.

SPONSORSHIP OPPORTUNITIES

The Berkeley Association of REALTORS® will celebrate its annual Fundraising Event and Installation of Officers & Directors and the Inauguration of Helen Walker as 2010 President December 4, 2009.

The gala event will take place on the evening of **Friday, December 4, 2009** at The Faculty Club UC Berkeley and will include hors d'oeuvres, a gourmet buffet, awards presentation, and silent auction. This year's entertainment will feature live music by the **California Honeydrops**. You won't want to miss out on this year's event.

For the fifth year in a row, this celebration will be the major fund-raising event for the BAR's own charitable organizations, the Youth Arts & Education Fund and the Homeless/Workforce Housing Fund. In just the past several months our funds have contributed to essential programs at:

- Women's Daytime Drop-In Center
- ReBuilding Together
- Oakland Bay Symphony - Young Peoples Concerts
- Youth Enrichment Strategies
- Malcolm X Arts and Academics Magnet Elementary School Dance Program

The success of this annual event depends on the participation and generous support of our members and friends.

Since we will also be celebrating the Realtors and Affiliates who belong to our association, our evening's theme will be "Hats Off To Us". We invite you to participate in this very special event by being a contributor at any of the levels listed below:

Top Hat Sponsorship is available for \$2,500 or more. This sponsorship will entitle your group to six (6) tickets to the event, company logo listed on the food and beverage tables, prominent display of your company name or logo at the top of the presentation poster, name in the program, newsletter and BAR web site.

Fedora Sponsorship is available for \$1,000 - \$2,499. This sponsorship will entitle your group to four (4) tickets to the event, company logo listed on the food and beverage table, name or logo on the presentation poster, name in the program, newsletter and BAR web site.

Beret Sponsorship is available for \$500 - \$999. This sponsorship will entitle your group to two (2) tickets to the event, name or logo on the presentation poster, name in the program, newsletter and BAR web site.

Baseball Cap Sponsorship is available for \$250 - \$499. This sponsorship will entitle your group to one (1) ticket to the event, name in the program, newsletter and BAR web site.
Individual Event Tickets are available for \$100

If you are interested in sponsoring the event or donating items to the silent auction, please contact BAR office at 510.848.4288 for a Sponsorship form and/or a Silent Auction Form.

The California Honeydrops



Appearing at the

The Berkeley Association of REALTORS®

Annual Fundraising Event

&

Installation

December 4, 2009

UC Berkeley Faculty Cub

Buy your tickets 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

Friday, November 13, 2009

CMA

9am - 1pm

Paragon Essentials

1pm-4pm

Friday, December 4, 2009

Paragon Essentials

9am - 12pm

**Now
Available!**

Gently Used
Supra iBoxes at
the B.A.R.

Limited Supply!



SALE

\$59 + tax

\$54 + tax for 5 or more

Call the BAR Office for details

Appreciation Reception for Local Officials

This is free event is an opportunity to meet and greet Local Officials
and thank them for their efforts in keeping our community vibrant.

Wednesday, November 5th

From 5:00PM to 7:00PM

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

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	Lois Kadosh
Elizabeth Stevens	Jennifer Fickenschier
Lori Lombardo	Melissa Milton
Nancy Taussig	Arlene Baxter
Norm Williams	Tracy Sichterman
	Judy Boe

BE SEEN!

By 600+ REALTORS® & Affiliates

Place your ads in the weekly At a Glance and/or the B.A.R. Newsletter

At a Glance - \$30
Full page newsletter - \$50



For more information contact Lea Mathewson with the B.A.R. office at 510.848.4288.

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 #17

Practice safety when shopping online.

When shopping online, check out a Web site before entering your credit card number or other personal information. Enter this information only on secure Web pages with addresses that start with "https" and have a closed padlock symbol at the bottom of the browser window. These are signs that your information will be encrypted or scrambled, protecting it from hackers.

Tip #18

Plan ahead with a distress code.

Establish a voice distress code, a secret word or phrase that is not commonly used but can be worked into any conversation for cases where you feel that you are in danger. Use this if the person you are with can overhear the conversation, but you don't want to alarm them. Example: "Hi, this is Jennifer. I'm with Mr. Henderson at the Elm Street listing. Could you e-mail me the RED FILE?"



NOVEMBER CALENDAR



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
02 MLS Dues Payment DUE by 5PM	03 Community Funds Committee Meeting 11:00PM	04 Tax Strategies for The Real Estate Professional 10AM	05 Tour Day Local Government Officials Appreciation Reception 5PM - 7PM	06
09	10 MLS Committee Meeting 3:00PM	11 Legal Update with Gov Hutchinson 10AM - 12PM Education & Professional Dev. Committee Meeting 1:00PM Green Council Meeting 3:00PM	12 Tour Day	13 Paragon Training
16	17	18 Board of Directors Meeting 12:00PM	19 Tour Day	20 NEW!!! Zipfoms 6® & Clarus MarketMetrics® Training 10AM - 1PM
23	24	25 REALTORS Resource for Seniors Council Meeting 3:00PM	26 BAR Office Closed for the Thanksgiving Holiday	27
30				