

Welcome to the “WHAT’S UP”

The Official Weekly News Brief of the Orange County Association of REALTORS®

Monday, August 30, 2010

OFFICE HOURS

Laguna Hills: Monday - Friday – Open 8:00 A.M. to 5:00 P.M.

Huntington Beach: Monday - Friday – Open 8:00 A.M. to 4:30 P.M.

Monday, September 6th – Both offices closed for Labor Day Holiday

Saturday, September 11th – Both offices will be open from 9:00 A.M. to 1:00 P.M.

Click on a Link below to Jump to that Section:

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- [Upcoming OCAR Events and Seminars](#)
- [OCAR Broker Preview / Marketing Sessions](#)
- [OCAR Community Partner Events](#)
- [Non-OCAR Sponsored Events](#)

OCAR ANNOUNCEMENTS

FUNERAL SERVICES FOR BARBARA WEBER

OCAR is sad to announce the passing of long-time member Barbara Weber. Services for Barbara will be held on Saturday, September 4th at 1:00 P.M. at Our Savior’s Lutheran Church, 200 Avenida San Pablo in San Clemente. A reception will follow at Casino San Clemente at North Beach in San Clemente.

Condolences may be sent to The Family of Barbara Weber, 1657 Via Tulipan, San Clemente, CA 92673.

In lieu of flowers, donations may be made in her name to the Coral Thrift Shop, 524 North El Camino Real, San Clemente, CA 92672.

NEW! C.A.R. HONORARY MEMBER FOR LIFE: DEADLINE APPROACHING

The California Association of REALTORS® (C.A.R.) awards its Honorary Member-for-Life designation to REALTOR® and REALTOR®-Associate Members of the State Association who have 25 years of accumulated C.A.R. membership and are 75 years of age or older. The Honorary Member-for-Life application requires approval of the C.A.R. Membership Committee and the Board of Directors at one of its three annual membership meetings. Once approved, the member is exempted from paying C.A.R. Dues. In order to be processed at the October Business Meetings, and to have your C.A.R. dues waived for 2011, the final deadline for submitting your application to OCAR is September 17th. OCAR will send the application to C.A.R. for review. If you will be turning 75 between the fall meetings and December 31st, you will still be able to have your application processed this year. The application is available at OCAR’s site at: <http://www.ocar.org/join/Honorary.asp>. Please contact either Amanda or Dirissy in Member Services at (949) 586-6800 if you have any questions.

POLITICAL AFFAIRS AND ELECTIONS COMMITTEE SEEKING NEW MEMBERS

OCAR's Political Affairs and Elections Committee (PAEC) is seeking new members to serve a two-year term in 2011-2012. The committee is now accepting applications from REALTOR® members living or working in the following cities:

- Rancho Santa Margarita
- San Juan Capistrano
- District 5, Board of Supervisors (Aliso Viejo, Dana Point, Laguna Hills, Laguna Niguel, Laguna Woods, Lake Forest, Mission Viejo, San Clemente, San Juan Capistrano)

For more information and to download the application, [click here](#). Or, you may contact OCAR's Government Affairs Director, Dave Stefanides at (949) 268-0416 or dave@ocar.org for details. The application deadline is Wednesday, September 15th.

ATTN: ACTIVE KEY FEE INVOICES HAVE BEEN MAILED

This is a friendly reminder to those agents with ActiveKEY service: **GE Supra/UTC has mailed your 2010-2011 ActiveKEY lease statements.** Lease renewal is due to Supra by September 1st, 2010. You may remit your paper bill or pay online via Supra's payment link by [clicking here](#) or by calling Supra directly at (877) 699-6787, option 2. *If you do not wish to renew your ActiveKEY lease, please return your key to either OCAR office to cancel the lease agreement. This must be accomplished no later than 4:30 P.M. on August 31st, 2010. Failure to do so will result in continued billing by Supra and lease obligation.* For more information, please contact Supra at (877) 699-6787.

REALTOR® INPUT REQUESTED ON WORKING WITH LENDERS

C.A.R. is conducting an important and time-sensitive survey of members to obtain reliable and up-to-date information about recent experiences working with the four largest lenders in distressed transactions. The results will be used by the National Association of REALTORS® (NAR) in upcoming meetings with the four largest lenders to discuss the ongoing challenges REALTORS® nationwide are experiencing in these areas. Individual responses will be kept confidential. Please click [HERE](#) to participate in the survey.

JOIN OCAR ON ITS BLOG, FACEBOOK PAGE, TWITTER AND MORE!

OCAR Social Media is live. We are **blogging**, posting to **Facebook**, tweeting on **Twitter**, sharing photos on **Flickr**, and checking-in on **Foursquare**. To get started, visit the front page of www.OCAR.org and click on the "OCAR Social Networks" button to reach our new platforms (or go direct at: <http://www.ocar.org/social/connect.html>).

OCAR'S WEEKLY NEWS CLIPS

Want to get the latest local and national real estate news, all in one, convenient location? Visit **OCAR WEEKLY NEWS CLIPS** (<http://www.ocar.org/NewsSource.asp> or click [HERE](#)) for the most up-to-date news regarding the real estate industry in your area.

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OCAR ENDORSED / SPONSORED EVENTS

TEMPO CLASSES AT OCAR HUNTINGTON BEACH

Customizing Your Tempo – Thursday, September 9th from 10:00 A.M. to 12:00 P.M.

Prospect / Client Gateway – Thursday, September 9th from 1:00 P.M. to 4:00 P.M.

MLS Office Basic – Monday, September 27th from 10:00 A.M. to 12:00 P.M.,

MLS Office Advanced – Monday, September 27th from 1:00 P.M. to 3:00 P.M.

Introduction to Tempo – Thursday, October 21st from 9:30 A.M. to 12:30 P.M.

How to Add / Modify – Thursday, October 21st from 1:30 P.M. to 3:30 P.M.

To RSVP for any of these classes, please call SoCalMLS at (714) 517-2600 *or simply reserve your seat by emailing training@socalmls.com. Be sure to include your MLS User ID, class date, time, and location.*

SADDLEBACK COLLEGE: MORTGAGE LOAN BROKERING AND PROPERTY MANAGEMENT

Every Tuesday from 6:00 P.M. to 9:00 P.M. – August 24th through December 14th at OCAR Laguna Hills

Seats for these courses (both of which can be used towards your Broker's license) are available through Saddleback College, however instructor permission is required to enroll as classes have begun. For more information or to register, please call (714) 271-7322.

REALTOR® FHA UPDATE WITH HUD'S NANCY WEST

Friday, September 3rd from 8:30 A.M. to 12:00 P.M at OCAR Laguna Hills

Nancy West, Marketing and Outreach Specialist with the U.S. Department of Housing and Development, will present, "FHA: The Best and Fastest Mortgage Finance Option for your Clients." In this class, you'll learn new ways to serve your clients in today's market, and also you'll learn of the many changes that have taken effect under the Housing and Economic Recovery Act of 2008. Class is free to all OCAR members and is \$10 for non-OCAR members. OCAR's \$10 No-Show Fee Policy Applies. To attend, please register via OCAR's [Internet Members Services](#) at www.OCAR.org. When logged-in, click on "Education and Seminars Calendar/Registration" to find the class.

MORTGAGE LOAN ORIGINATION EDUCATION

Wednesday, September 8th from 9:00 A.M. to 4:30 P.M. at the OCAR Laguna Hills

Duane Gomer Seminars is debuting a MLO National and State Test cram course. There are no other "live" cram courses available and about 40% or more of experienced brokers in California are failing by studying online. The cost is only \$189.00 and will include the respected Hondros MLO review book, practice exams, glossary, testing tips, and "how to get NMLS endorsed." Duane Gomer, who is not a loan originator and never was, used these materials and passed both exams with no injuries. To sign up, call (949) 457-8930 or visit his website www.duanegomer.com. Space is limited. If you fail a test, you will have to wait 30 days to test again. If you fail three times, you have to wait six months.

RENEW YOUR LICENSE IN A HALF-DAY WITH DUANE GOMER

Friday, September 10th from 9:00 A.M. to 12:00 P.M. at OCAR Laguna Hills

45 Hours for second renewals and Agency, Ethics, Trust Funds, Fair Housing and Risk Management for 1st 4-Year Renewals Cost: Only \$88.88 (Special Price for OCAR) Unconditional money-back guarantee. This is the most popular renewal program in California. The first 30 signups will receive three Duane Gomer CDs, which cover REO's, Foreclosure Law and Short Sales (A \$60.00 value!). To sign up, call (949) 457-8930 or visit his website at www.DuaneGomer.com. You must be registered to receive your study materials by Wednesday, September 8th.

25 WAYS TO REDUCE RISK

Monday, September 13th from 10:00 A.M. to Noon at OCAR Laguna Hills

Litigation costs thousands of dollars, hours of time and causes tremendous mental stress. Most cases can be avoided if you properly note and report issues that trigger lawsuits. This class will cover these topics: twenty-five things you should be doing to reduce your risk; yellow and red flags to look for in your walk-through; aspects of C.A.R.'s Transfer Disclosure Statement; home inspections—what they do not include that you should; and how to use a home inspection for you and your client's benefit. Class is free to all OCAR members and is \$10 for non-OCAR members. To attend, please register via OCAR's [Internet Members Services](#) at www.OCAR.org. When logged-in, click on "Education and Seminars Calendar/Registration" to find the class.

ACCREDITED BUYER REPRESENTATIVE (ABR) DESIGNATION COURSE
Wednesday, September 15th and Thursday, September 16th from 8:30 A.M. to 4:00 P.M. at OCAR Huntington Beach

The Accredited Buyer's Representative (ABR®) designation is designed for real estate buyer agents who focus on working directly with buyer-clients. When you decide to earn your ABR®, you gain valuable real estate education that elevates your skills and knowledge in the eyes of homebuyers; ongoing specialized information, programs and updates that help you stay on top of the issues and trends in successfully representing homebuyers; access to REBAC members-only marketing tools and resources, which provide an additional competitive edge. Course fee of \$299 includes first year's membership in REBAC. *This course is approved for 12 Consumer Protection hours of continuing education credit with 90% attendance of the live class and an 80% passing grade on the multiple choice final exam.* Please bring your DRE license number, a government issued picture I.D. and your NRDS number to class with you. To attend, please register via OCAR's [Internet Members Services](#) at www.OCAR.org. When logged-in, click on "Education and Seminars Calendar/Registration" to find the class.

ENDLESS SUMMER MIXER

Thursday, September 16th from 4:00 P.M. to 7:00 P.M. at the beautiful Hilton Waterfront – 21100 Pacific Coast Highway, Huntington Beach

OCAR REALTORS will ride the perfect evening with the sound of crashing waves! By the pool, guest will enjoy tasty appetizers, cocktails, and music which will be sponsored by your OCAR Affiliate members. Bring plenty of "clams," as there will be great raffle prizes and silent auction items! Let this be the never-ending evening to a perfect summer! No need to RSVP. FREE for REALTORS®, \$75 for Affiliates at the door.

NEW! WOMEN'S COUNCIL OF REALTORS SOUTH ORANGE COUNTY
BUSINESS RESOURCE LUNCHEON FEATURING DUANE GOMER

Friday, September 17th from 11:30 A.M. to 1:30 P.M. at the Marbella Country Club, 30800 Golf Club Drive, San Juan Capistrano

Learn about the New DRE regulations and education updates from Duane Gomer! What are the Newest DRE Regulations? Join our Duane Gomer for an informative seminar and update. Cost: \$25 for WCR members; \$35 for non-members. For more information, please visit www.WCRSouthOrangeCounty.com. Also, **SAVE THE DATE!** The **WCR Annual Casino Night** will be held on Friday, September 24th. Make sure you mark your calendars. More details to follow!

3rd ANNUAL 2010 HUNTINGTON BEACH GREEN EXPO – FREE ENTRY
Saturday, September 18th from 10:00 A.M. to 4:00 P.M. at the Huntington Beach Pier Plaza, PCH, Huntington Beach

OCAR's Green Task Force will be sponsoring a booth and would like you to stop by to find out why "real estate is a green issue." Additional booths will consist of solar energy systems, eco-friendly products, water conservation and quality, organic products and much more. To learn more about the event, go to: <http://www.huntingtonbeachgoesgreen.com/>

DO YOU KNOW THE CONDITION OF YOUR PROPERTY?

Monday, September 20th from 10:00 A.M. to 1:00 P.M. at OCAR Huntington Beach

In this course, agents and brokers will learn the proper procedures for applying California's Structural Pest Control Act as well as the Business and Professions Code that pertains to wood destroying pests and organisms for escrow closing. This course is approved by the DRE for three continuing education Credits in Consumer Protection. Class Provider is Angelo Termite and Construction Company. Class is free to all OCAR members and is \$10 for non-OCAR members. OCAR's \$10 No-Show Fee Policy Applies. Register via OCAR's [Internet Member Services](#) at www.ocar.org. Once logged-in, click on "Education and Seminars Calendar" to find the class. Non-members may register by contacting OCAR's Education and Programs Director, Cassie Cardenas, at: cassie@ocar.org.

ROARING 20's GARDEN PARTY

Thursday, September 23rd from 4:00 P.M. to 8:00 P.M. at the Historic Landmark Forster Mansion, 27182 Ortega Highway, San Juan Capistrano

OCAR REALTORS® are invited to enjoy a non-prohibition evening, backroom casino tables, old-fashioned candy shop, and have a cut-a-rug good time! Period attire is encouraged but is not required. Enjoy the serene gardens and historic architecture at this stunning Spanish-style estate. No need to RSVP. FREE for REALTORS®, \$35 for Affiliates at the door.

MLS RULES, REGULATIONS AND DATA INTEGRITY STANDARDS

Friday, September 24th from 10:00 A.M. to 12:00 P.M. at OCAR Laguna Hills

This free class is open to all MLS subscribers. It will show you how to avoid receiving Letters of Warning and fines by teaching you the rules and practices to follow. All agents, seasoned and new, can become better informed about the CARETS Data Integrity Standards. Register via OCAR's [Internet Member Services](#) at www.ocar.org. Once logged-in, click on "Education and Seminars Calendar" to find the class.

RESIDENTIAL PURCHASE AGREEMENT WITH C.A.R.'S GOV HUTCHINSON

Monday, September 27th from 8:30 A.M. to 1:00 P.M. at OCAR Laguna Hills

Learn about the RPA from Gov Hutchinson, Assistant General Counsel for the California Association of REALTORS®. Receive four (4) DRE Credits. Cost: \$35 for OCAR REALTOR® members; \$45 for non-members. There will be no refund for a non-attended class without a prior 24-hour notice. OCAR's \$10 No-Show Fee Policy Applies. Register via OCAR's [Internet Member Services](#) at www.ocar.org. Once logged-in, click on "Education and Seminars Calendar" to find the class.

REALTOR® S.W.A.T – THE TOOLS YOU NEED TO SUCCEED IN 2010

Friday, October 15th from 8:30 A.M. to 11:30 A.M. at the OCAR Laguna Hills office, 25552 La Paz Road

The REALTOR® S.W.A.T. (Special Weapons and Tactics) Program is a morning packed with the tools and resources you need to succeed in today's short sale market. You'll hear a local market and stimulus update from a C.A.R. Economist, learn tips to help you navigate the new and changing laws from a member of C.A.R.'s Legal Team, and gain instruction on how to streamline the short sale process with the Treasury Department's Home Affordably Foreclosure Alternatives (HAFA) Program. Continental Breakfast will be served. Cost: \$25 for REALTOR® members; \$35 for non-members. Register via OCAR's Internet Member Services at <https://ims.ocar.org>. Once logged-in, click on "Education and Seminars Calendar" to find the class. For more information, please contact Cassie Cardenas at (949) 586-6800 x113 or at cassie@ocar.org.

NEW! SENIORS REAL ESTATE SPECIALIST (SRES) DESIGNATION COURSE

Monday, October 25th and Tuesday, October 26th from 8:30 A.M. to 4:00 P.M. at OCAR Laguna Hills

This is the only designation created to serve the 55+ community that is recognized and awarded by the NATIONAL ASSOCIATION OF REALTORS®. Cost of this two-day class is \$250.00. Course fee includes the first year's membership in the SRES Council; this course is approved for 12 Consumer Protection hours of continuing education credit with 90% attendance of the live class and an 80% passing grade of the 55 multiple choice closed book exam. Please bring your DRE license, a government issued ID, and NRDS number to the class with you. To register, visit www.OCAR.org and log into [Internet Member Services](#). When logged-in, click on "Education and Seminars Calendar/Registration" to find the class. For more information, please contact Cassie Cardenas at (949) 586-6800 x113.

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OCAR BROKER PREVIEW / MARKETING SESSIONS

Broker Preview meetings are a great opportunity to network with OCAR Affiliates and other REALTORS® to obtain first-hand knowledge of what is going on in the local market area, to learn about new listings that are available, and to make contact with an OCAR Affiliate who can enhance your real estate business. Click [HERE](#) to learn how to add Your Previews to Tempo.

SOUTH (Dana Point, San Clemente, San Juan Capistrano)

Wednesday, September 1st at 8:00 A.M. at Fratello's Restaurant, 638 Camino de los Mares, San Clemente.

NORTH (Irvine, Tustin, Tustin Ranch) *Guest Speaker: Doug Pollock, Star Home Mortgage*

Wednesday, September 1st at 9:30 A.M. at JT Schmid's, 2415 Park Avenue, Tustin.

WEST (Laguna Niguel, Aliso Viejo, Dana Point)

Thursday, September 2nd at 8:00 A.M. at Ball Park Pizza, 30120 Town Center, Laguna Niguel.

EAST/CENTRAL (Ladera Ranch, Laguna Hills, Laguna Woods, Lake Forest, Mission Viejo)

Thursday, September 2nd at 9:15 A.M. at the OCAR Laguna Hills office, 25552 La Paz Road, Laguna Hills.

CANYON AREAS (Coto de Caza, Modjeska Canyon, Rancho Santa Margarita, Silverado Canyon, Trabuco Canyon)

Friday, September 3rd at 9:00 A.M. at Ballpark Pizza, 22431 Antonio Parkway, B-110.

HUNTINGTON BEACH (Huntington Beach, Fountain Valley, Costa Mesa, Newport Beach)

Friday, September 3rd at 8:30 A.M. at Meadowlark Golf Club, 16782 Graham Street, Huntington Beach.

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OCAR COMMUNITY PARTNER EVENTS

The Orange County Association of REALTORS® is a proud supporter of the following organizations through its Community Partners Network (CPN). By joining forces with each of the well-recognized and well-respected organizations and supporting their community events, OCAR is able to accomplish much more.

NEW! ASIAN REAL ESTATE ASSOCIATION OF AMERICA PRESENTS “INCREASE YOUR INCOME”

Community Partner: Asian Real Estate Association of America, Orange County Chapter (AREAA, OC)

Thursday, September 16th from 10:00 A.M. to 12:00 P.M. at the Atrium Hotel, 18700 MacArthur Blvd, Irvine, CA 92612

Guest speakers include Gayle Bryce from Freddie Mac, Michael Hellickson, Top REO and Short Sale Trainer, and Merrisha Steele from Fidelity National Financial. Admission is FREE for AREAA members, \$10 for non-members. All real estate professionals are welcome. RSVP at caoc@areaa.org or call (714) 608-6448. Learn more about AREAA at www.areaa.org.

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NON-OCAR ENDORSED / SPONSORED EVENTS

NOTE: This section highlights classes, events and seminars offered by OCAR Affiliate Members, which are held at OCAR's offices. However, the Orange County Association of REALTORS® does not necessarily endorse the events, classes or seminars listed below, and as such makes no warranties and assumes no responsibilities for their contents. They are printed as a courtesy to our Affiliate members only. If you have any questions about these events, please contact the sponsoring Affiliate directly.

HOW TO CLOSE HAMP AND Hafa SHORT SALES IN 45 DAYS

Thursday, September 30th from 1:00 P.M. to 4:00 P.M. at OCAR Laguna Hills

Say goodbye to lengthy, frustrating transactions. Get the system that is 97% successful during this FREE training class. Instructor: Bob McManus. RSVP by calling (888) 554-5563 or email info@bobmcmanusgroup.com.

PASS THE NOTARY EXAM ON YOUR FIRST TRY! TAKE THE CLASS AND THE EXAM ON THE SAME DAY

Wednesday, October 13th from 8:15 A.M. to 3:30 P.M. at OCAR Laguna Hills

State Test follows. Cost: \$99.99 (or \$122.22 at the door). Reservations are required. Register early so that we can give you early access to our exam prep materials. This class is for new and renewing Notaries. RSVP to Duane Gomer Inc. at (949) 457-8930 or visit www.DuaneGomer.com for more information and registration details.

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