

January 28th 2010



VVAR Weekly Newsletter

Dear Diane,

Since November 2009 we have been sending out Weekly Newsletters with information about our upcoming classes, News, and announcements! We are archiving these weekly newsletters on our www.vvar.com website under 'VVAR Weekly Newsletters'. We hope this will allow all of our members to stay informed!

Broker/Manager Meeting 1/29/2010

Attention all Brokers & Managers!
Join us for our quarterly Broker/Manager on:
Friday, January 29th 2010!

Our C.A.R. directors will present to you the reports from the C.A.R. meetings & different Issues!

Don't miss out on this valuable information!
Call us at 760-244-8841 and sign up today!

REALTOR/MLS Orientation

The New Member Orientation for February 4th has been cancelled. New Members have been rescheduled for **Thursday, March 4th 2010** from 7:45am - 12pm. If you are unsure if you are signed up please call us at 760-244-8841 to confirm.

MLS DUES

If you have not paid your MLS dues a late fee of \$25.00 was added on January 21, 2010.

Please pay the \$121.00 prior to February 1, 2010 to avoid additional fees and interruption of service. You can pay on-line by clicking [HERE](#).

REALTOR® Annual Dues

REALTOR® dues not received by **January 31, 2010** places a former member into a "Suspended" status. Renewal after this time will incur late fees at the local and state level.

The Designated REALTOR® is always responsible for the licensees affiliated with the firm and the payment of any dues and fees to the association.

[You can pay Online by clicking HERE.](#)

New Member Benefit: Doc Central

DocCentral is a wonderful tool that helps you to protect your real estate and mortgage documents! Go paperless with DocCentral for the utmost efficiency, safety and security!

Doc Central is a simple and intuitive platform that enables your agents to share and manage all their documents online, with the utmost safety and security.

DocCentral Classes will be held at the VVAR OFFICE on February 17th, first session is from 9am - 11pm, second session is from 1pm - 3pm. This is a ONE TIME ONLY class. Call & Sign up NOW!

Click [HERE](#) to view the DocCentral Flyer.

Click [HERE](#) to view the DocCentral Quick Start Guide.

Click [HERE](#) to view the DocCentral User Guide.

Dinner & a Movie

THE VICTOR VALLEY ASSOCIATION OF REALTORS SPECIAL AFFAIRS COMMITTEE PRESENTS - DINNER AND A MOVIE

REALTORS AND FRIENDS COME AND ENJOY A FAMILY FUN EVENING AT THE VICTOR VALLEY ASSOCIATION OF REALTORS!

Come and join the fun with other families from the Victor Valley Association of Realtors on Friday, February 12, 2010 from 5:30 p.m. to 9:00 p.m. at the Association office!

You will enjoy a wonderful spaghetti dinner and a family movie for only \$ 5.00 per person, or the group price of 6 for \$ 25.00.

Dinner will be served from 5:30 p.m. to 6:30 p.m. and the movie will begin at 6:45 p.m. There will be popcorn, candy and soda available for purchase. Movie to be shown: Ratatouille

You may purchase your tickets by February 9, 2010 at the Victor Valley Association of Realtors, located at 11890 Hesperia Road, Hesperia, California.

The monies from this event are donated to the charities supported by the Victor Valley Association of Realtors. The charities are The Local Red Cross Chapter, High Desert Domestic Violence, Assistance League School Bells program, Local Salvation Army, High Desert Homeless Shelter and the Cooper Home. Your donation is truly appreciated by these charities.

Come for the fun - you will not be disappointed!

How the CRS Designation can benefit you:

Here is a testimonial from Jeff Longshore:

Having the CRS designation has proven time and time again to be beneficial to my business in numerous ways. First, when competing for listings the designation as a certified residential specialist has helped me to secure listings over other non CRS agents. I can prove that I have spent the extra time and money to be trained in how to be the best agent for my clients. The second reason CRS has helped my business is by the referral networking the designation carries. Over the years I have received and sent many referrals. This is a large source of business for me and I feel comfortable knowing that the agent I refer my clients to in other cities are also as serious about their business as I am about mine. Finally and most importantly, the information and tools that I have learned from my CRS training has been invaluable in the success of my business. I have become a much better agent and have learned new techniques that keep me up with current trends. As times change so do teaching tools. Keeping up with current trends, market conditions and sales skills is a must in this fast pace world.

Fondly,
Jeff Longshore, CRS

Upgrade to ZipForm® 6 Today

Don't get left behind on technology. Upgrade to zipForm® 6 before March 31st and take advantage of the new features it has to offer. Upgrade for free and experience the easy-to-use navigation that enables you to quickly move through documents and transactions. As an added bonus, members who upgrade to zipForm® 6 also will receive free access to ePUBS™, a new C.A.R. member benefit.

Current WINForms Online® users who upgrade to zipForm® 6 automatically will have their existing transactions imported to zipForm® 6 Professional edition. Desktop users can choose to import all previously saved transactions from WINForms® Desktop to zipForm® 6 Standard edition.

zipForm® 6 offers many benefits, including:

- * Complete and e-mail/print forms without first having to create a transaction;
- * Virtual Sticky Notes for reminders;
- * Apply one or multiple templates at any time during a transaction;
- * Synchronize offline and online transactions;
- * Automatically saves your files;
- * Platform independent - runs on PC or MAC and Compatible with Windows Vista.

FREE ePUBS™ for zipForm® 6 FOR ALL C.A.R. MEMBERS!

ePUBS™ for zipForm® 6 makes it easy for you to send critical mandated disclosure information like the Combined Hazards Book and helpful consumer guides to your client via PDF. Get organized, get ahead of the curve and go green with ePUBS™ for zipForm® 6 in 2010.

ePUBS™ for zipForm® 6 is an add-on library for your zipForm® 6 account. It contains two mandated disclosure titles and seven consumer titles. The core titles in the ePUBS™ for zipForm® 6 library are the Combined Hazards Book and the separate signature file which contains the receipt of acknowledgement page from the booklet. Email the Combined Hazards Book with the separate signature file to offer your client a green alternative to printing out all 79 pages of the booklet. Using ePUBS™ for zipForm® 6 takes you one step closer to a paperless transaction.

Accessing ePUBS™ for zipForm® 6 is fast and easy. You will need to upgrade your WINForms® account to either ZipForm® 6 Professional or ZipForm® 6 Standard to obtain the library. Please visit www.car.org

for more information.

For information on upgrading to ZipForm® 6, click here: <http://www.car.org/winforms/zipForm6/>.
For step-by-step instructions on how to download ePUBS, click here: <http://www.car.org/tools/zipForm6/ePUBSZF6/ePUBSWebinars/>.

For a complete schedule of upcoming, 30-minute ePUBS webinars, click here: <http://www.car.org/tools/zipForm6/ePUBSZF6/ePUBSWebinars/>.

Sign up for these classes today!

New Lender Approved Guidelines for Short Sales

Get Informed about these Changes now! You will learn how to Get your Short Sales Closed, Learn the Right Short Sales to Pursue & how to have the bank send your Referrals!

When: Tuesday, February 2, 2010 **Time:** 9:00am - 12pm **Where:** VVAR OFFICE
Fee: \$5.00 per person

[Click HERE](#) to print out the Registration form and then fax it to 760-244-7387.

EPro Workshop

When the Market throws you a curve ball, will you be prepared to come back swinging? NAR's updated and enhanced e-PRO Certification Program can help you overcome your technology uncertainties by providing the tools you need to thrive in today's ever changing online real estate market.

When: Friday, February 5th, 2010 **Time:** 9am - 10:30am **Where:** VVAR OFFICE
Registration: <http://ePROworkshop.InternetCrusade.com> or call toll free 1-866-ePRONAR (1-866-377-6627) [Click HERE](#) to view the flyer

Doc Central Training

Sign up today for our new member benefit: Doc Central! it is a Document Management Program, with plenty of advantages for your business!

When: Wednesday, February 17th, 2010 **Time:** 9am-11am/1pm-3pm **Where:** VVAR OFFICE
Fee: FREE/ CALL to sign up

Residential REO Buyer Specialist

C.A.R. Education is proud to offer a new certified training program developed to provide real estate professionals with the knowledge and awareness of how to effectively package real estate offers to help prospective clients purchase REP properties.

When: Thursday, February 18, 2010 **Time:** 8:00am - 4:30pm **Where:** VVAR OFFICE
Fee: Realtors \$25.00/Non-member \$129.00

[Click HERE](#) to print out the Registration form and then fax it to 760-244-7387

REVEI Continuing Education Optional Review & Testing

Good News: Laws are not changing until July 1st 2010! Call for more information!
For Salesperson & Broker Renewals, Course includes and Optional Review of Materials to prepare you for your open book True/False exams! We offer a "No-Pass, No-Pay

GUARANTEE!! It's Fun and Stress-Free and most importantly, Informative on All Subjects!
This is a Home-Study Program, Order your materials EARLY! Seating is Limited!

When: Friday, February 19th, 2010 **Time:** 9am - 12pm (registration begins at 8:30am)
Where: VVAR OFFICE **Fee:** \$79.00 for REALTOR MEMBERS/ \$89.00 for non-member

[Click HERE to print out the Registration form and then bring it in to the VVAR OFFICE to pick up your supplies.](#)

(SFR) Short Sales & Foreclosure Resource Certification

Designed for real estate professionals at all experience levels, the National Association of REALTORS® Short Sales and Foreclosure Resource certification, or SFR for short, gives you a framework for understanding how to: Direct distressed sellers to finance, tax, and legal professionals; Qualify sellers for short sales, Develop a short-sale package, Negotiate with lenders, Tap into buyer demand, Safeguard your commission, Limit risk & Protect buyers.

When: Tuesday, March 16th 2010 **Time:** 8am - 4:30pm **Where:** VVAR OFFICE
Fee: \$99.00 (REALTORS ONLY)

[Click Here to print out the Registration form and then fax it to 760-244-7387.](#)

(CRS) CRS 202: Certified Residential Specialist

CRS two-day courses also earn you credit toward the industry's premier designation in residential real estate. With the CRS Designation, you become part of the network of more than 40,000 Certified Residential Specialists Designees and Candidates/General Members. To learn more about the Designation and learn more about CRS courses coming to you, visit www.crs.com.

When: March 30 & 31, 2010 **Time:** 7:30am - 5:00pm **Where:** VVAR OFFICE
Fee: \$279.00 before March 12th/ \$329.00 Thereafter

[Click here to print out the Registration form and then fax it to 760-244-7387](#)

VVAR STAFF

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