

February 11th 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](http://www.vvar.com) website under 'VVAR Weekly Newsletters'. We hope this will allow all of our members to stay informed!

### General Membership Meeting

The next General Membership meeting:  
February 24th, 2010.

The guest speaker will be Annette Kerber, Assistant Treasurer-Tax Collector/Public Administrator. She provides great tips and advice for our members on their taxes. We hope you will join us for her presentation!

**Where:** VVAR OFFICE  
**Time:** 7am Breakfast/7:30 Program Begins

**ALL REALTORS & AFFILIATES WELCOME!**

### REALTOR DUES

If you have not paid your Annual REALTOR dues a late fee of \$25.00 has been added on as of February 1st, 2010.

Dues must be paid before February 12th, 2010 to avoid Inactivation of your account.

[You can pay on-line by clicking  
HERE](#)

### Broker Manager Meeting

Broker/Manager meeting will be held on **Friday, February 26th** at 9am!

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!

## Equal Opportunity Committee: REALTORS RULE OF THUMB

We live in a very litigious society now days. There are individuals who do nothing but look for situations to profit from, this should be a huge concern for us as Realtors. We Realtors put ourselves in jeopardy on a daily basis when it comes to our Marketing Remarks, which is then viewed by the public. What might seem as an innocent remark while describing a property, can potentially cost the broker/ the agent and our board a substantial financial amount, and could end a realtors career. We all know the obvious words and phrases to stay away from but the laws run deeper than the obvious.

The best way to avoid liability in Real Estate marketing :  
LIMIT DESCRIPTIONS TO THE ACTUAL PHYSICAL PROPERTY ITSELF.

In other words, describe the property and not the people you want to live there.

By: Lisa McDaniels  
Lisa Reichert  
Equal Opportunity/Fair Housing Committee

## Sign up for these classes today!

### 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! This is a ONE TIME live Training!

**When:** Wednesday, February 17th, 2010 **Time:** 9am-11am/1pm-3pm **Where:** VVAR OFFICE  
**Fee:** FREE/ *CALL to sign up* [Click HERE to view the Flyer](#)

### 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](http://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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