

# The SCAOR eScoop

March 25, 2010 - Vol. 3, Issue 62



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## It's All About Layering!

Learn how to layer the various down payment and closing cost assistance programs available in Sant Cruz County at the '**Understanding Homebuyer Assistance Programs**' Workshop and make a sweet deal for your clients!



The workshop will be held on April 13th at SCAOR from 12 - 1:30 PM and is FREE to SCAOR Members. A light lunch will be provided. [Click here](#) to register.

## Special General Membership Meeting

SCAOR will be holding a Special General Membership meeting for all SCAOR REALTOR® members on April 12th at 11:00 AM at our offices. If you have not recieved your notice or would like more information please contact SCAOR at 831-464-2000.

## Watch Your Mailbox!

The Key Administration Fee and Tour Program invoices are being mailed out this Friday, March 26th. Please be sure to pay this invoice by April 15th to avoid de-activation of your Key on April 30th and a \$50 reinstatement fee. If you do not receive your Key and Tour bill please contact SCAOR at 831-464-2000.



## Last Chance....Classes!

[Disclosure! Disclosure!](#)

**3/31**  
[MLS Training: Mastering Matrix](#)

[Disclosure! Disclosure! or How to Keep You and Your Clients out of Jail](#)  
Monday, March 29th from 9:30am-12:30pm

**3/31**  
[Clarus MarketMetrics & Investor](#)

[Mastering the MLS Matrix](#)  
Wednesday, March 31st 10:30am-12:00pm



**4/12**  
[Parcel Legalities](#)

[Clarus Market Metrics & Investor](#)  
Wednesday, March 31st 1:00-2:30pm

**4/14**  
[Guide to Selling Short Sales - New Date!](#)

[Practical Guide to Selling Short Sales & REO's - Early Bird](#)  
Price ends April 1st!  
Wednesday, April 14th 8:30am-12:30pm

For a complete list of classes [click here](#).

### New Additions!

[Success Starts Now!](#) Tuesday, March 30th 2:00-3:00pm



[Parcel Legalities](#) - Monday, April 12th 1:30-3:30pm

**Office Hours:**  
8 AM - 5 PM  
Mon. - Fri.

[Understanding Homebuyer Assistance Programs](#) - Tuesday, April 13th 12:00-1:30pm

**SCAOR will be closed April 2nd in observance of Good Friday. Normal business hours will resume the following Monday**

[At Home with FHA Panel presentation](#) Monday, April 19th 10:00am-12:00pm

[Natural Hazard Disclosures and the Law](#) - Includes Lunch  
Wednesday, April 28th 12:00-2:00pm

### SCAOR Office Hours

The SCAOR Offices will be closed on Friday, April 2nd in observance of Good Friday. We will resume normal business hours the following Monday.

If you are unable to open any of the links visit our website at [www.scaor.org](http://www.scaor.org) or call Andrea Harbert at 831-464-2000 or send an email to [andrea@scaor.org](mailto:andrea@scaor.org)  
For a pdf version of this week's eScoop [click here](#) or go to <http://www.scaor.org/escoop.php>.

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