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[www.scaor.org](http://www.scaor.org)



## The SCAOR e-Scoop

### OFFICE HOURS

8:00am to 5:00pm Monday-Friday  
Every Thursday the office is closed from  
9:00-10:30am for a staff meeting



If you are unable to open any of the links visit our website at [www.scaor.org](http://www.scaor.org)  
or call Karen Kirwan at 831-464-2000 or [karen@scaor.org](mailto:karen@scaor.org)

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Tickets for the 4th Annual "A Taste of Santa Cruz" can now be purchased online at [www.ATOSC.com](http://www.ATOSC.com)! Tickets for the November 13th event are only \$30 and WILL SELL OUT! "A Taste of Santa Cruz" is the signature fundraising event of the SCAOR Housing Foundation. Proceeds benefit the Closing Cost Assistance Grant program. More information can be found at [www.ATOSC.com](http://www.ATOSC.com) or by calling 464-2000. The event will be held at the Coconut Grove from 5:30-9:00 pm. We are currently seeking volunteers and silent auction items. Please email Julie Ziemelis at [julie@scaor.org](mailto:julie@scaor.org) to donate your time or item. Thanks to our major sponsors, MetLife, David Lyng Real Estate, Keller Williams Realty, Coastal Homes /Homes and Land, and the Good Times.



**SCAOR STORE SPECIAL**  
Everything on sale 5-15% for  
the entire month of October!



### FALL CLEANUP TIPS

Changes in seasons may not be as dramatic here as they are in other parts of the country, but they do happen. You can prepare and protect your home with these seasonal maintenance tips. Cold and freezing weather can be a real home-wrecker. Keep it together with these precautionary tips.

- Clean or replace furnace and humidifier filters and clean the vents. This will increase efficiency and lower your energy bills.
- Hot summer sun may have damaged exterior caulking. Check and replace it as needed.
- Fences and gates take a beating during the summer months. Inspect yours for weather or insect damage. Replace or repair any damaged parts. Repaint or refinish as needed. And lubricate the hardware to protect from rust.
- Call a professional to winterize your air conditioner. This will add years to its life.
- Clean and flush the gutters and down spouts before the rainy season starts.
- Schedule any needed furnace maintenance early before peak use periods.
- Dry autumn weather is a great time to do any needed painting. It's still warm enough to open windows for ventilation inside and cool enough to make exterior paint more pleasant.
- In many areas, autumn can mean brush fires. Cut back any brush growing close to your home and remove any potential fire hazards.

## SCAOR Education Highlight

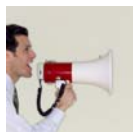
### Tax Strategies for the Self-Employed Real Estate Professional

**Monday, November 3rd 9:00am-11:00am**  
**Being held at SCAOR, 2525 Main Street in Soquel**  
**\$5 SCAOR Members/\$20 at the door/\$30 Non-member anytime**  
*Sponsored by Old Republic Title Company*

#### **You could have overpaid your taxes by \$11, 438!**

The "hidden" sections of the 2008 Economic Stimulus Package; How to use the tax side of your business to increase your spendable income; Myths—What taxes really cost you—regardless of your earnings; Entertainment Strategies; Learn how to safely transform 50% entertainment deductions into 100% deductions; Audit-Proofing—documentation tips that will save you time, all the time; How to 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 2008 \$25G to \$25G auto deductions; IRS Audit—Reduce your chances—Red flags to avoid; Home Office Deductions, and more!

Click [here](#) for more details



**CALLING ALL Broker/  
Owners,  
Managing Brokers &  
Office Managers!**

Broker Breakfast Meeting  
October 22nd 9:00-11:00am  
Check-in & Networking 8:30am-9:00am  
Best Western Seacliff Inn  
7500 Old Dominion Court, Aptos.  
Cost: FREE

**RSVP's are a must! Seating is limited!**

Call SCAOR at 831-464-2000  
to reserve your seat!

**HAVE YOU MOVED?**  
Please let us know by  
**October 24th!**



## Coming up at SCAOR!

**Oct. 20th MLS Essentials**  
**Oct. 20th MLS Advanced CMA**  
**Oct. 21st Internet Marketing—FREE**  
**Oct. 24th [Bullet Proofing the Transaction](#)**  
**Oct. 30th [Power of Technology](#)**  
**Nov. 5th [Boomers 2 Zoomers-](#)**  
**[Generational Differences in Real Estate](#)**  
**Nov. 10th [Street Smart Negotiation Skills](#)**

To register call SCAOR 831-464-2000  
For a complete list of classes click [here](#).