



## Strictly Ed: *All Education-All the Time*



### Become a Clarus Expert!

Friday, August 7, 2009

9:00-10:30a.m. Clarus MarketMetrics

11:00a.m-12:30p.m. Clarus Investor

Seating is limited! Register Today by calling Karen at 831-464-2000 or fax the [registration form](#) to 831-464-2881. Click [here](#) to learn more about your new member benefit. Attend a FREE Clarus training session and learn all about your new member benefit. In this training session you will learn how to quickly use your newest benefits in a 90 minute training. A product expert will review and demonstrate the features of Clarus MarketMetrics and Clarus Investor, including: How to use Clarus MarketMetrics as a prospecting tool to market to future clients. The best practices for integrating Clarus Investor to provide a professional report to your clients; Tips and Tricks for using Clarus MarketMetrics and ClarusInvestor effectively.

### Coming Up

**Northern California CRS Chapter  
2009 Monterey Educational Networking Meeting**

Friday, August 7, 2009 9:00am-3:00pm

Monterey Plaza Hotel

Topic: Power Prospecting & Renewing Referrals with Social Media. Click [here](#) to learn more

### CCIM: Commercial Contract Forms

A Special Seminar Hosted by NCalCCIM

Friday, November 6, 2009 8:00am-5:00pm

A complete review of AIR's Commercial Real Estate Contract Forms by Leading Real Estate Professionals and an Attorney. Click [here](#) for details

**Join SCAOR and C.A.R.'s  
Leslie Appleton Young  
Tuesday, August 4th 1:30-4:30pm  
Palace Hotel, San Francisco**

The Santa Cruz Association of REALTORS® (SCAOR) is pleased to announce C.A.R.'s Chief Economist Leslie Appleton-Young, along with a dynamic group of real estate experts, many of whom hail from the Bay area, will share their knowledge with attendees of the session "Gain the EDUTIZING Edge: How to build your business by giving today's buyers and sellers what they really value--local market insight!" Learn how to educate consumers rather than simply advertising your skills through "EDUTIZING"

Click [here](#) for more info or to register

### SAVE THE DATE

7/22 [Breakfast w/the Mayors](#)

8/7 [Clarus Training](#)-New Member Benefit

8/12 [Get your Notary Commission](#)

8/17 [Summit 2009](#)



### Ask Ms. Ed:

Submit a question to Ms. Ed and if we use it you will receive \$5 off your next class registration. Send an email to [kkirwan@scaor.org](mailto:kkirwan@scaor.org)

*Is there a property tax reassessment exemption for taxpayers 55 years of age or older?*

Yes. Under certain conditions as described below, a taxpayer who is 55 years of age or older may transfer the Proposition 13 base-year assessment value of his or her principal residence to any replacement dwelling of equal or lesser value in the same county and, sometimes, in another county (Cal. Rev. & Tax Code § 69.5(a)(1) and (2)).

For a complete list of classes currently being offered at SCAOR, click [here](#).

