



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



### Time to Renew Your Real Estate License?

Register today for Charlie Krackeler's 45 Hour Panic Program on September 9th from 9:00am-12:00pm. At this seminar you will complete exams for the five mandated courses\* and receive a certificate for 15 credits. You will receive an access code to Charlie's website to complete the remaining 30 hours of testing over the course of two days. \*\*Study material will be emailed to you upon registration. To register contact Karen at 831-464-2000. Click [here](#) for more information.

### Guy Berry is back at SCAOR on September 16th 1:30-5:00pm! REO Sales *A Goldmine or only the Shaft!*

**You will learn:** How to make sure your offer is the one that gets accepted; How to get listings from Bank's REO departments; Myths surrounding REO sales; How to make sure that the Listing agent calls you back; What the Bank expects their listing agent to do; How banks feel about repairs and credits for repairs; BPO's and other unique issues, and more! To register contact Karen at 831-464-2000. Click [here](#) for more information.

### LEARN. APPLY. SUCCEED.

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## Coming Up

8/17 [Summit 2009](#)

8/24 MLS: [Matrix Essentials](#)

8/24 MLS: [Realist](#)

9/3 [Investment Property Analysis GRI #111](#)



### 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)

*Are there any copyright laws that I should be aware of in regards to the C.A.R. forms (WINForms)?*

Yes. The standard forms published by C.A.R. for use in real estate transactions are protected by copyright law. To insure the value of the copyright is preserved, C.A.R. vigorously pursues and prosecutes persons who commit copyright infringement on the standard forms. Occasionally, persons inadvertently commit copyright infringement because they lack an understanding of basic copyright law. Therefore, to clarify the application of copyright law to C.A.R.'s standard forms and to avoid unnecessary prosecutions...Read [more](#).

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

