



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



### **Clarus Investor®-Webinar Wednesday, Dec. 2nd 2:15pm-3:15pm**



Clarus Investor® enables agents to engage clients in a healthy discussion about adding real estate to their investment portfolio. This property analysis tool allows agents to help buyers interested in investment real estate obtain a quick picture of the property's value and profit potential. REALTORS® can expand their market and profits with the power of Clarus Investor®

- [View a demo](#)
- [View a Video Testimonial](#)
- [FAQ's](#)

Click [here](#) to register  
This is a FREE webinar but registrations area must!



### **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)

### **New Lender Approved Guidelines for Short Sales Tuesday, January 19th 1:00-4:00pm**

*Are there any new laws for 2010 that I as a real estate professional need to be aware of?*

*In this class, you will learn.....*

- ▶ The **Techniques, Strategies and Rules**
- ▶ How to Get your **Short Sales Closed**
- ▶ The **Right** Short Sales to pursue
- ▶ How to **Work with the Bank** & Make it Happen
- ▶ What the **Banks are Looking For** from You
- ▶ How to have the bank **Send you Referrals**
- ▶ How to get People in **Default to Talk to You**

Yes. Actually there are quite a few new State and Federal statutes that you need to know about. Laws affecting foreclosures, advertising, appraisals, housing and land use, HOA's, landlord-tenant, and more. Click on the link below to view a chart summarizing all the new laws passed by the California and Federal legislatures affecting the real estate industry in the upcoming year as well as emergency legislation passed the end of 2009 that went into effect immediately.

Click [here](#) to register  
This a FREE seminar but registrations are a must!  
Call 831-464-2000

Click [here](#) to view the 2010 New Federal & State Statutes

### **Also Coming Up in January 2010**

This information is provided by the Legal Department at the California Association of REALTORS®. For more information go to [www.car.org](http://www.car.org)

- 1/15 Mastering Matrix 10:30-11:30am  
Realist 1:00-2:30pm
- 1/22 Face to Face with Facebook 9:00-10:30am
- 1/25 Fair Housing 10:00am-12:00pm
- 1/27 zipform 6 9:30am-12:30pm

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

