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Community Service



Affiliate of the Year

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For advertising and deadline information, please contact SCCAR.

INSIDE REAL ESTATE Newsletter

Inside Real Estate is the official monthly newsletter of the Santa Cruz County Association of REALTORS® provided as a member service to inform, educate and update REALTOR® and Affiliate members on local, state and national news, as well as the Association's calendar of events.

Santa Cruz County Association of REALTORS®

2525 Main Street, Soquel, CA 95073
(831) 464-2000
(831) 464- 2881 (fax)

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Happy Valentines Day



Message From The President

The Value of Membership

Barbara Palmer
 2012 SCCAR President
 Bailey Properties, Inc.
 831-688-7434 bpalmer@baileyproperties.com

The REALTOR® organization is consistently analyzing real estate business and adding membership value. Not many organizations have the commitment and power to consistently evaluate the needs of members and improve the tools used in their business.

Sign riders, flyer boxes, and forms are always available in our store at our Association. Changes in the business bring about a need for specific classes, and our Association brings in speakers and educators that we need.

I particularly like and appreciate the weekly eScoop. It is quick to read, relevant and timely which informs of events, classes and special tips. The eScoop was designed to consolidate all information that should go out to our members in a once a week format rather than barrage our members with short emails. By visiting mysccar.org you will find local disclosure forms needed for your transactions (members only), contact information for real estate offices, a list of committees for which you can volunteer, as well as a calendar of events.

At car.org you can get the latest information concerning your business, such as short sale information, access to forms which includes a list of forms you will need for a sale, access to the legal hot line or take a look at the latest information on government affairs. You can also access the latest information concerning statistics on sales in our state.

At realtor.org you will find the latest statements from our economist and president discussing real estate issues from a national perspective, professional development information, and a list of businesses that offer discounts to REALTORS®.

Our REALTOR® organization becomes stronger when more members participate. In the simplest of ways you can participate. Attend an event or a class. This year we plan to have 3 membership meetings that will inform our members of the latest information coming from our Association. These meetings will be noticed in the eScoop and on our website. The first will be on February 10th, then in May and September. Come to these meetings and learn more about your organization and the latest information concerning your business. Suggestions and comments are always welcome.

Simply by attending events you can help your business. Next time you see a "Thirsty Thursday" drop by and say hello. You may meet a fellow REALTOR® for the first time, and the very next time

you see that person they may be sitting across a table presenting an offer.

I urge you to take a look at the list of committees and attend an open meeting until you find one that appeals to you. A list of the committees and their mission statements is on our website.

Our organization will become stronger with your participation. We are an organization built from the bottom up. Ideas, concerns, and suggestions that you bring can be pushed into action. We are in a very challenging real estate market and your participation can make a difference both for your business and our Association. Do not underestimate the power of involvement. Your involvement may be the one element we need for success!



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EQUAL HOUSING LENDER
 Borrower/person on title must be at least 62 years old.



Annual Installation and Awards Luncheon Honors SCCAR's Finest



2012 SCCAR Board of Directors

Betsy Tyler, Anne Marie Sorcenelli, Renee Mello, John T. Peterson, Morgan Lyng, Sandy Kaplan, John Hickey, Lauren Spencer, Candace Bradfield, Carol VanAusdal, Betty Danner, Barbara Palmer

A beautiful day, stunning views and a gentle ocean breeze greeted this year's Installation & Awards Luncheon attendees.

This year's event was celebrated in the Coconut Grove Sunroom on January 13, 2012 and honored incoming 101st President, Barbara Palmer and the 2012 Officers and Directors: President-Elect, John Hickey, Monterey Bay Properties, Treasurer, Betty Danner, Bailey Properties, Inc., Immediate Past President, Candace Bradfield, Premier Real Estate. Directors: Sandy Kaplan, Santa Cruz Properties, Morgan Lyng, David Lyng Real Estate, Renee Mello, Keller Williams Realty – SC, John T. Peterson, Sterling Properties, Anne Marie Sorcenelli, Sereno Group, Lauren Spencer, Coldwell Banker Residential Brokerage, Betsy Tyler, Monterey Bay Properties, Carol VanAusdal, Keller Williams Realty – SC.

Robert and Paul Bailey were both outstanding and entertaining Masters of Ceremony. Special guests, Congressman Sam Farr, Former Secretary of State, Bruce McPherson, Santa Cruz County Supervisors John Leopold and Ellen Pirie and County of Santa Cruz Treasurer, Fred Keeley were in attendance to show their support of Barbara and SCCAR.

Those who attended enjoyed a delightful and seamless event that reminded us all of the outstanding professionalism SCCAR members offer and their commitment to the community and the real estate industry.



*Robert Bailey,
Barbara Palmer
and Paul Bailey –
Bailey Properties,
Inc.*

*Anne Marie Sorcenelli
– SCCAR Director,
Santa Cruz County
Supervisor
John Leopold
and
Candie Noel,
Bailey
Properties, Inc*





Barbara Palmer, SCCAR President & Congressman San Farr



Yvonne Oliver, Grace Mundy, Barbara Palmer and Candie Noel – Bailey Properties Inc.



Lauren Spencer-SCCAR Director, Inez Pandolfi - 2010 Community Service Award winner and Sandy Kaplan, SCCAR Director



Frank May, Frank O. May & Associates, John T. Peterson, SCCAR Director and Randy Turnquist, American Dream Realty



Barbara Palmer, SCCAR President and Former Secretary of State Bruce McPherson



Marilyn Koll, Bailey Properties, Inc., Robert Bailey, Bailey Properties, Inc. and Ellen Pirie, Santa Cruz County Supervisor

Congratulations Gail Mayo, Thunderbird Real Estate, for winning the 'SCCAR Win Your Dues Back' Contest!

The event also celebrated the 2011 SCCAR Award Winners



**Lifetime Achievement, Debra Frey,
Intero Real Estate Services**

The Lifetime Achievement Award is given to a REALTOR® member in good standing (broker or salesperson) who shows exemplary behavior in all aspects of life; high ethical conduct; continuous support/service to the Association over a number of years and enhances the reputation of the Association.

Debra Frey, the 2011 recipient of the Lifetime Achievement Award, has been a SCCAR member for 35 years beginning her real estate career in February of 1977 working for L'Hammediere & Co. REALTORS® at the tender age of 19. Born in Coronado, California the youngest of 5 kids with a military upbringing. Her father was a Navy Captain, so they learned lots of "discipline" which has been invaluable for a Real Estate career.

She has been involved with the Santa Cruz County Association of REALTORS® serving on numerous Committees and served on the Board of Directors for 8 years. Debra chaired the Grievance Committee numerous times, is a member of Masterminds Organization of SC and the 2011 recipient of the "Be the Difference Award" given by the Volunteer Center of Santa Cruz.

In 2008 Debra founded "Taste of the Harbor", which started off as an Office Grand Opening Event and is now an annual community event.



**Community Service Award, Wayne Shaffer,
Shaffer & Associates**

The Community Service Award is given to an individual in the Community, not necessarily a REALTOR® for accomplishments for the general welfare of the community. This year our recipient is a REALTOR® member.

Wayne Shaffer, recipient of the SCCAR 2011 Community Service Award, was born in Youngstown, Ohio and was raised in Santa

Cruz. For more than three decades he has devoted himself to Nourishing the souls of the homeless and struggling.

In 1982 he co-founded the St. Francis Catholic Soup Kitchen that serves 190 clients per day. He currently sits on the board of directors and is still a frequent visitor. In 1999 he met a young pregnant woman who was living in her car, he was deeply troubled by this. In the year 2000 he opened Siena House Maternity Home. As co-founder and president he has helped provide more than 350 women with pre and post natal care, individual and group counseling, baby care and much, much more.

In his spare time Wayne is often seen distributing communion to the ill at Dominican Hospital and Sunshine Villa. He is a man who means what he says and does what he means. In 2011 he received the prestigious Good Neighbor Award from the National Association of REALTORS®.



**REALTOR® of the Year, Linda Darrigo,
Monterey Bay Properties**

The REALTOR® of the Year Award is given to a REALTOR® member in good standing, who has given significant contributions to the Association and its communities; has a high ethical conduct towards the Public and is active in Santa Cruz County AOR.

Linda attended Cal State Monterey Bay earning a degree in the Chinese language and culture. She spent a year in Taipei and has been a martial arts student and teacher for more than 30 years. Linda volunteers every Friday to help deliver food to the senior community for Santa Cruz County's Grey Bear Association.

In 2003 Linda joined the Santa Cruz County Association of REALTORS® working for Sherman and Boone. She is currently working at Monterey Bay Properties.

She has been involved for several years with the Association's RSVP (REALTOR® Service Volunteer Program) and in fact has been the chair since 2009. This past year our RSVP Group participated in helping over 20 Seniors in performing various tasks (change batteries, filters, yard clean up, wash windows (lots of windows) and other tasks that Seniors have trouble doing themselves. She has also served on the Housing Committee, participating in the Association's Housing Expo and Chairing the Committee.

Continued on Page 8

Happy New Year!

As a long-time member of the Real Estate Association Management community, your CEO of SCCAR and part of the leadership team, I understand the importance of this organization to its members, their careers and your business.

As we begin 2012 we are ever mindful that many of our members continue to deal with significant challenges and their economic ramifications. In order to respond appropriately to these circumstances, SCCAR leadership and staff must continue to work together seamlessly to strengthen our member's strategic position in a manner that will maximize their market position in this new and more complex real estate market environment.

I would like to thank all the members who have renewed their membership with SCCAR for 2012 and look forward to working with you this year.

I also hope you are taking advantage of the many benefits your membership entitles you to including those of the California and National Associations of REALTORS®. At your local level we are in the process of introducing several new educational opportunities, including our own certification course called "Santa Cruz County Pro", so keep watching for



Kathy Hartman
SCCAR
Chief Executive Officer
kathy@mysccar.org

more information. We continue to keep you posted on all developments both educational and informational through various communications vehicles.

President Barbara Palmer's message at her Installation on January 13, 2012 was "Strength through Association" and this Association will focus its every activity on what is best for all SCCAR members.

To be effective for the membership, we must incorporate what we have learned in the past, while also anticipating the coming trends so we are able to understand their impact on our world and our market. Be assured that we are doing so.

Some of Your REALTOR® Association Benefits

Local - SCCAR

Communication: *Newsletter, eScoop, Mobile App, Website, Facebook, Twitter*
Professional & Education Opportunities
Annual updates on industry issues
Networking Opportunities
Political Advocacy

State - C.A.R.

zipForm®, zipForm® Mobile Web Edition, zipLogix Digital Ink®
Legislative Advocacy
Legal Hotline & Market Data
Short Sale Assistance Desk

National - N.A.R.

The REALTOR® Party
Connections to industry news, resources and peers
Education and professional development
iPhone / iPad / Android Apps



License Renewal and Training Online!

License training

OnlineEd provides the real estate pre-license education needed to get a real estate license in California. Work at your own pace using our mastery-based system without time-monitoring. Work with a personal instructor throughout the course. No special software required.

Professional Designations

Real estate career enhancement courses teach you strategies developed by industry professionals. Learn how to increase your income, generate more leads, and be more productive. It's all online!

License Renewal

Easy. Convenient. Value-Priced. Get your real estate continuing education credits online without the hassles of books and CDs. Print your completion certificates directly from your printer. No special software required.

Find the link to Online Education on our website, www.mysccar.org.



State Now Allows Landlords to Ban Smoking on Residential Rental Properties

By: Terry Rein
Bosso Williams, APC

Real Estate Legal Matters

California Senate Bill 332, authored by Senator Alex Padilla and signed into law on September 6, 2011 by Governor Jerry Brown, now permits landlords to ban smoking on residential rental properties and inside of rental units.

While landlords previously could, and often did, include terms in rental agreements that prohibited smoking, the new law explicitly permits such prohibitions. The new law is intended to provide legal clarity and empower landlords who chose to offer smoke-free housing.

This state initiative is consistent with smoke-free housing policies that have been adopted in thirty-five California cities and counties. The bill faced little opposition, and was supported by a Senate vote of 33-2.

The law includes two new procedural requirements of which landlords should be aware. Newly codified California Civil Code §

1947.5 provides that: (1) Every lease or rental agreement entered into on or after January 1, 2012, for a residential dwelling unit on property on any portion of which the landlord has prohibited smoking shall include a provision that specifies the areas on the property where smoking is prohibited if the tenant has not previously occupied the unit and (2) For a lease or rental agreement entered into before January 1, 2012, a prohibition against smoking in any portion of the property in which smoking was previously permitted shall constitute a change of the terms of tenancy, requiring adequate notice in writing, to be provided in the manner prescribed in Section 827 of the Civil Code.

As such, landlords who chose to restrict smoking on residential rental properties should make sure to include these restrictions in their rental agreements, and also to provide proper notice to existing tenants of any changes to smoking policies.

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2011 SCCAR Award Winners

Continued From Page 6



Affiliate of the Year, Dennis Spencer, WIN Home Inspection

The Affiliate of the Year Award is given to an Affiliate member who has a high degree of cooperation with Association members, high ethical and business standards and makes a significant contribution to the Association.

This year's recipient, Dennis Spencer, WIN Home Inspection joined SCCAR in 2010 and has been the Affiliate Committee Chair for 2011 and again in 2012.

Dennis has volunteered countless hours to SCCAR through RSVP, Spring Fling, Oktoberfest, Adopt a Family and continues to Sponsor many SCCAR events. He has an endless supply of enthusiasm and commitment to the Association.

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Education & Professional Development



Register Online by visiting our [Education Calendar](#) or our [Online Registration Center](#)

[Matrix Easy 1 \(hands on\)](#)

10 am - 12 pm, Wednesday, February 8,
Cost: Free to SCCAR members with RSVP
Instructor(s): MLS Listings, Inc.

This 90 minute workshop course will provide you with the basic skill requirements for Matrix Search & Report. You will learn a select group of fundamental Matrix functions in this hands-on workshop. Please bring your laptop. Limited seating!

[REALTORS®Property Resource™](#)

Friday, February 17, 10:30 am -12 pm
Cost: Free to SCCAR Members who pre-register
Instructor(s): MLSListings, Inc.

RPR offers REALTORS® the competitive edge via comprehensive property data and powerful presentation tools within a single website that includes: Tax Assessment MLS Content Foreclosure Data Liens / Permits Neighborhood Information Economics Mortgage & Deed Recordings REO / Short Sale Data Property Zoning Flood Plain Maps School District Data Demographics

[CMA Training](#)

Friday, February 17, 1 pm -2:30 pm
Cost: Free to SCCAR Members who pre-register
Instructor(s): MLSListings, Inc.

This 90 minute course will provide you with the basic skill requirements for the Matrix CMA application. Upon completion you will have learned: Navigating the NEW CMA Wizard, Pre-Foreclosure Searches, Price Adjustments, CMA Report Options and much more.

[Matrix Essentials](#)

Wednesday, February 29, 10:30 - 12 pm
Cost: Free to SCCAR Members with pre-registration
Instructor(s): MLS Listings, Inc.

This 90 minute course will provide you with the basic skill requirements for the Matrix search application. Upon completion you will have learned: Application Navigation, Inputting Search Queries, Map Search, Reporting & Results Options, Driving Directions, Adding Search Fields, Saving Searches, Emailing & Printing

[Matrix Advanced](#)

Wednesday, February 29, 1 - 2:30 pm
Cost: Free to SCCAR Members with pre-registration
Instructor(s): MLS Listings, Inc.

This course will provide you with advanced skill levels for the Matrix search application. Upon completion you will have learned: Sorting Results, Statistics from Results, CMA's from Results, Area Statistics, Customizing Results, Building Hotsheets, Emailing Results, Auto Emailing. View Flyer

Unless otherwise stated, all Education & Professional Development offerings are held at the SCCAR offices at 2525 Main Street, Soquel, CA 95073



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From the desk of Dale Gray

Government Affairs Director

Business License Taxes

Heads Up... and Let Sleeping Dogs Lie

At the California Association of REALTORS® Business Meetings in Indian Wells last month the Government Affairs Directors “hot topic” was the various types of business license taxes imposed by cities and counties in California. Most, but not all, have some sort of revenue generator related to business licenses and GAD’s have been fighting for fairness for REALTORS® for several years. Ours is a unique industry in many ways when it comes to business license taxes and there is not a “one size fits all” approach. Because of this you will often see a separate section in the code specifically for real estate brokers and/or agents.

In recent years, when cities and counties are experiencing revenue shortfalls, business license taxes are spotlighted. It was reported that the City of Hawthorne is using a firm that many of us have had experience with in the past and this company is aggressively going after REALTOR® members (on behalf of cities) to drum up business taxes from whoever they can find. In one case, the company was going after a REALTOR® (not a broker) because she had incorporated as a LLC, or some other limited-liability corporation. The company argued that they’re not taxing the REALTOR® as a **person** but rather her **business entity**, and they don’t really care where the revenue comes from. The GAD response was that thousands of REALTORS® have

their own LLC’s. If those LLCs or corporations are liable for business license taxes, then our entire policy position on business taxes and REALTORS® flies out the window because local jurisdictions will just walk around us.

In another case an Association GAD reported that all of his nine cities have a business license requirement that applies to REALTORS®, however, very few collect it. When pressed, his cities argued that it applies to any REALTOR® who completes a transaction within their city.

These are just two examples. We heard many different scenarios at our meeting in Indian Wells. C.A.R.’s current policy is to leave the fight up to each local Association to address if and when an issue surfaces. C.A.R. believes that trying to legislate business license taxes at the State level would jeopardize our long and hard fought preservation of the independent contractor status of agents.

I have dealt with this issue in the City of Stockton and the City of Salinas. I am writing this, not because we currently have an issue in our Santa Cruz area, but because each of you should be aware of what your current requirements are for the places you do business in....and let’s try to *Let Sleeping Dogs Lie!*

MLS Source Mobile App Coming Mid-February

At last – the MLS in the palm of your hand! MLSListings has partnered with leading mobile and web developer DoApp to provide our subscribers with a free native mobile app that provides direct-from-the-MLS listing information, including private remarks and showing instructions for agents. The app is currently being tested by our MLS Advisory Group and local members of NAR’s Young Professionals Network (YPN), and is slated for general availability in mid-February.

Key Features:

- MLS-sourced listing data, updated hourly
- Search nearby for instant comparables
- Multiple map views
- Driving directions and routing
- Save searches and favorites
- Search REOs and Short Sales (agent version)
- Open House search coming soon

The initial release includes native iPad/iPhone versions, with Android and mobile enabled Web (WAP) versions to follow. Stay tuned for more information to come!





Increasing 2011 Successes in 2012!

Genie Lawless, 2012 SCAORHF Chair
David Lyng Real Estate
glawless@davidlyng.com



As we dive head first into 2012 we can be so focused on what is ahead it can be tempting to forget the successes of 2011. As we forge ahead to assist first-time home buyers to bridge the gap to home ownership through our grant programs, I would like to share with you a little bit about whom we....YOU helped in 2011:

- 31 households with Closing Cost grants totaling \$50,000
- 13 households with Home Owner Association Dues grants totaling \$17,000

With \$67,000 of grant monies given, we begin to look at replenishing the funds in 2012 so that we may help as many households as possible. In 2011 the funds have come from 3 main sources:

- A Taste of Santa Cruz
- Member contributions...*thank you!*

• Corporate donations

Looking forward, we know we need to increase the donations as the requests are increasing *faster* than the donations. It is now more important than in recent years that our donations come from member and individual contributions. As your business increases with first-time home buyers, won't you consider giving a little bit back to those who might just need a little bit more to bridge the gap?

It's quick, easy, and tax-deductible, just go to www.scaorhf.org to donate online. Other opportunities to help are volunteering your time and attending upcoming fundraising events in 2012.

We look forward to seeing you at some of them!

Housing Foundation Angel Investors

It with much gratitude that the SCAOR Housing Foundation recognizes those individuals and businesses that have contributed to the Foundation. These contributions allow our organization to continue to assist low income families become homeowners.

Escrow Contributions

Sandy Kaplan, Santa Cruz Properties
Lela Willet, Unique Homes & Land
Kathy Davis, Keller Williams Realty
Genie Lawless, David Lyng Real Estate
Judy Ziegler, Cornucopia Real Estate

Matching Donation

Wells Fargo Home Mortgage, Jeff McCormac

Corporate & Personal Donations

Angie Wiedemann, Bay Federal Credit Union
Santa Cruz Home Finance

Keeping it Clean!



SCCAR Members Randy Turnquist and Dennis Spencer recently volunteered their time, equipment and labor to do some major cleaning out of the SCCAR Barbeque area .

Thank you guys for always helping out and making a positive impact!



Affiliate News

Dennis Spencer
2012 Affiliate Chair
WIN Home Inspection
dspencer@wini.com



Affiliate Spotlight

ATTENTION AFFILIATES! **We Want to Talk About You!**

A new year is upon us and I would like to change the direction of this column just a bit. One thing I plan to do is use this column to inform the Association membership of upcoming SCCAR events, the Affiliate Committee, and other sources that support the mission of the Association. Another change will be that one or more Affiliate Members will be highlighted each month in this column.

The Affiliate Committee plans to draw names of Affiliate members on a random basis. The winners of the drawing will then be featured in this column with an article describing the services they offer, a brief history of their business, and perhaps a little personal background. We'll start this format next month, and for the first article I would like an affiliate member to contact me directly if interested in being introduced to the membership. I need a guinea pig before we draw names! So if you or your company is brave enough let's get together and write a great article about you and the services you provide.

With the New Year comes some good news for the housing market. Major newspapers are reporting positively about existing homes sales and new construction increases. Now is the time to prepare for the increase in activity. The Association will be hosting many classes to sharpen skills and take your business and brand to the next level. Take advantage of them and be ready to succeed! I recently returned from a National Home Inspection convention and I have to admit I learned a great deal and I am energized and ready to go! The convention was in Nashville Tennessee and worth every bit of the time and money needed to attend. The good news for REALTORS® is that you can get great education and motivation right here at a great price!

And lastly, I would like to personally thank Kathy, Norma, Andrea, and Leslie for making the Santa Cruz County Association of REALTORS® an awesome organization, and for honoring me with the Affiliate of the Year award!



Sarah Meads, ASP
Limelight Home Staging
(831) 708-8081

LimelightHomeStaging.com

Since 2006, Sarah Meads, ASP (Accredited Staging Professional) and insured professional home stager, and her team at Limelight Home Staging have been transforming properties in Santa Cruz and Monterey counties into eye opening, beautifully arranged attractions for home buyers. Using an astute eye that focuses on the perspective of the home buyer, Sarah craftily creates a welcoming, warm and inviting atmosphere to lure the widest possible range of prospective home buyers. She works hard to accent a property's positive features while directing the eyes of potential buyers away from any unfavorable and unflattering characteristics the property may have.

Limelight's technique works. Properties sell faster. Price reductions are avoided. In many cases, listings have been able to sell for more than the original asking price.

Sarah and her staff at Limelight Home Staging are committed to excellent service at affordable prices. Call on the services of Limelight Home Staging and put your property into the limelight today and have the best possible return no matter what the market is like!



Improve Social Network Engagement Tips

- **Be unique.** Social media users are constantly bombarded with dull advertisements and mediocre content. Make sure that you present a visually enticing page that will catch their eye and follow that up with relevant and engaging content to keep them reading and interacting.
- **Be a gracious host.** People are not obligated to like your page. By fanning you they are letting the rest of their network know that this is a company/product/cause/service that they support. A small thank you can go a long way.
- **Be Persistent.** After you have put all of this effort into building up your page, gaining followers, and creating relevant content the worst thing that you can do is ignore your page. Fans will be

looking for fresh content regularly. Engaging with your community on Facebook will pay huge dividends!

- **Blog.** Having an active blog on your website brings new information regularly and shows potential clients that you keep your information up to date. Blogging also keeps the search engines noticing the changes in your site, giving you more "juice" for higher ranking.

Need more tips on Social Media? Check out NAR's book [Social Media for Realtors®: 101 Dos and Don'ts](#).

Remember to use your member code at checkout (SCAOR2) to get a discount!

SCCAR - February 2012

SUN	MON	TUE	WED	THU	FRI	SAT
			1	2 	3 LGR Meeting 8:30 am	4
5	6 BOD & Committee Orientation 10 am - 12 pm	7	8 Executive Meeting 12 pm Matrix Easy 1 10:30 am -12 pm	9 Affiliate Committee 9 am	10 C.A.R. Directors Update 9:30 - 11 am	11
12	13	14 Housing Foundation 2:30 pm 	15 Foundation Fundraising 1:30 pm	16	17 RPR Training 10:30 am -12 pm CMA Training 1 - 2:30 pm	18
19	20 SCCAR Closed 	21	22	23	24	25
26	27 Education Committee 9:30 am	28	29 Matrix Essentials 10:30 am -12 pm Matrix Advanced 1 - 2:30 pm			

SCCAR Welcomes The Following New Members! January 2012

REALTOR® MEMBERS

Bailey Properties

Lori Hoover

Century 21 Lad Realty

Marcie Kirby

Coldwell Banker

Linda Nelson - Secondary

CB Residential Brokerage

Elizabeth Cramblet

Keller Williams Realty

Heather Bonds

Tiffany Sauce

Tiffany Klauer

Neil Kimmel

Monterey Bay RE Services

Christopher Miles

The Papas Group

Pamela Papas

AFFILIATE MEMBERS

Limelight Home Staging

Sarah Meads

Union Bank

Tina Dando

KB Home

Flavia Cesa

Sherman & Boone REALTORS, Inc

Christopher Johnson