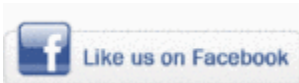


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March 14, 2018



### Get the Latest on the Mortgage Industry this Friday!

Join us for a discussion on the ever-changing mortgage industry! Have all your questions answered and concerns addressed by a panel of top local mortgage professionals. The changes in the mortgage industry affect all aspects of your business. Staying on top of these changes will help position you as a trusted adviser in real estate. Event date: Friday, March 16 at 9 am. \$20 registration fee includes breakfast. [Register here](#)



### Live Buffini Broadcast - Only \$10!

SCCAR will be hosting a live broadcast of day one of the Brian Buffini Success tour next Tuesday, March 20 at 9:30 am. The broadcast will take place at our office located at 2525 Main St., Soquel,

CA. You do not need to be a Buffini member to attend. The session will focus on strategies to help you find the diamonds in your database and will include a motivational message from author of the "The 5 Second Rule" Mel Robbins. Registration fee includes lunch. [Register](#)

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## Help Us Help Local Seniors

Join us on May 9th to help local seniors in need through our [REALTOR Service Volunteer Program](#) (RSVP). RSVP is a one-day community outreach program that provides free assistance to qualified seniors who cannot otherwise perform certain household tasks due to physical or financial constraints. This will be RSVP's eleventh year running! Find a volunteer application [here](#). Deadline for submission is April 10th.

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## Remember to Renew zipForm in March

This is the month when you MUST renew your zipForm® Plus account! March 1, 2018, was the first day that REALTORS® in California saw a pop-up window alerting them to renew their zipForm® License Agreement to continue using this valuable member benefit. If you don't renew in March zipForm® Plus access will be temporarily disabled. To find more info on zipForm® Plus or any other zipForm® products, visit the Support Page on [car.org](#).

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## Free MLS Training March 28

[The Science of an Open House](#), 10 am: In this course you will learn how to prepare for your next Open House with detailed neighborhood active listings and sold reports, market statistics and brand-able client tools. Be the neighborhood expert that consumers want to work with.

[Market Intelligence](#), 1 pm: Market intelligence is defined as the information relevant to a company's business environment, gathered and analyzed specifically for the purpose of accurate and confident decision-making.

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## Live Legal C.A.R Webinar

Do you have a legal question that you really want to ask an attorney but just can't seem to find the time to call the C.A.R. Legal Hotline? Join C.A.R. Managing Senior Counsel, Howard Fallman and C.A.R. Staff Attorney, Kate Simon on March 15 at 3:00 p.m. for the first C.A.R. Member Legal Services Electronic Legal Open Forum of 2018. Space is limited. [Be sure to register now](#).

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## Can You Play Ball with NAR President Elizabeth Mendenhall?

The NCAA Division I men's and women's basketball tournament is set to begin this week. It looks like it will be another March Madness full of surprising upsets and nail-biting finishes. Do you have the skill ( or luck) to beat NAR's president and submit the winning bracket? Make your bracket picks for both the [men's](#) and [women's](#) tournament.

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