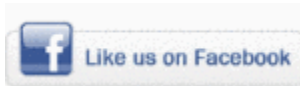


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August 2, 2017



Help Kids Gear up for School!

REALTORS Care is collecting school supplies to help students begin the school year prepared. Please make a donation from the [supply list](#) by August 18. No time to shop? Drop off a cash donation and we'll do the shopping for you! [Learn more](#)

How to Connect & Close More Sales

Gain an overview of the main personality traits of each of the DISC (dominant, influencer, steady, compliant) behavior styles, how to identify them and how to best relate to them. No matter which your client is, you will be able to connect and close more sales if you meet them where they are. Date: August 9, 11 am at SCCAR. [Early registration saves \\$\\$](#)

Sustainable Real Estate Will be the New Normal

The United States is going through an energy revolution that within 20 years will reshape people's

homes and communities, experts said at the National Association of REALTORS®' 2017 Sustainability Summit in Washington, D.C., this week. Most people aren't aware of the revolution right now, but that will change as the cost of alternative sources of energy goes mainstream.

[Learn more](#)

Learn the Tools of Listing Management

Learn the structure of the MLSListings listing management input wizard, along with tools and techniques. Date: Friday, August 11 at 1 pm. [Free with RSVP](#)

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Home Sales Poised to Reverse Downward Trend

Though existing-home sales took a hit last month, June's pending home sales—a forward-looking indicator based on contract signings—suggest a comeback is in line for most of the country. Every major region of the U.S. except the Midwest saw an uptick in contract signings last month, the National Association of REALTORS® reported. [Read more](#)

<h1>Bay Federal Does Home Loans</h1> <p>Federally Insured by NCUA. Equal Housing Lender.</p>	
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Market Intelligence = Market Expert

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. Clients look to you to be the market expert. Date: Friday, August 11 at SCCAR [Free with RSVP](#)

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