

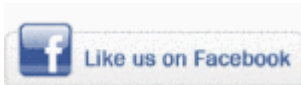
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August 17, 2016

eSCOOP

Santa Cruz County Association of REALTORS® weekly industry news update



Annual License Certification forms were mailed to all active REALTOR® members last week. Please be sure to complete both sides of the [form](#) and return to SCCAR by 9/15/2016.



New Class! Business Coaching with Clint Pardoe

“The Integral Agent” is a holistic approach to real estate sales and leadership as presented by Clint Pardoe. Clint is a business coach whose focus is working with people in the real estate industry. He has also successfully coached managers, teams and agents from such organizations by bringing a holistic approach to real estate sales and leadership. Course date: Mon., August 29 at 9:30 am. [Read more](#)



Legal Risks and Benefits of Teams - NEW!

Learn about the best risk management practices for teams with topics that include: > Compensation - Does your team have employees?, > Legal risks and benefits to brokers and the team, > Team names and advertising (signage, brochures, business cards, etc.)
Class date: Wed., August 30, 11:30 am. [Read more](#)

	<p>Order a report</p>	<p>Order a virtual tour</p>
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One Hour Business Planning with Keith Holtaway

Instructed by Keith Holtaway, award winning business consultant and Pizza My Heart cofounder, this workshop will teach you the One Page Business Plan and the 90 Day Sales Plan. Workshop date is September 14, 2016, 9:30 - 10:30 am. Member price is \$10. [Read more](#)

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Learn how in our **Property Insurance 101** course being held Wed., September 7 at 9 am. The seminar will cover topics such as: Property Insurance Basics, Underwriting Challenges, Working with an Insurance Agent and much more. [Read more](#)



MVP Offer Promotes Safety

Through NAR's Member Value Program, register for the REALTOR Safety Webinar Summit on September 14 and earn a free 'The Little Red Book: Safety Rues to Live by for REALTORS' download. Act [now](#)



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First Time Buyer Specialist Training

First Time Buyers are finally returning to the market. And they will become your repeat customers for life if you learn how to turn their challenges into your opportunities! Learn how to win their business and overcome the hurdles in the first course in C.A.R. Education's FTBS Certification. This is a C.A.R. LearnMyWay® course and is held online on Tues., August 30, 10 am. [Read more](#)



Booths Still Available at "A Taste of SC"!

Santa Cruz's premier culinary extravaganza is seeking booths sponsors for its hugely successful, delicious and FUN community fundraising event! Support local home buyers while enjoying the best our county has to offer by sponsoring a booth at "A Taste of Santa Cruz". Event date: November 10, 2016. [Read more](#)



20% Off Health Screenings Next Week

Preventative health screenings can help prevent stroke, heart attack, osteoporosis and more. No insurance or doctor's order needed. Take advantage of these convenient and low-cost health screenings. Special discounts: 20% off all packages!! Screenings at SCCAR on Wed., August 24. Call for appt.: 877-487-7324 [Read more](#)

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