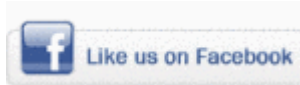


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August 25, 2016

# eSCOOP

Santa Cruz County Association of REALTORS® weekly industry news update



## Take Your Business to a New Level!

“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:

**Monday, August 29 at 9:30 am.** [Read more](#)

**GeoDisclosure**  
Order a report

Order a virtual tour  
**tourfactory**

## Learn the 90 Day Sales Plan in One Hour

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 **Wednesday, September 14, 2016, 9:30 - 10:30 am.** Member price is \$10. [Read more](#)

## Analyzing Consumer Buying Activities

Learn how to combine tools within Matrix and Realist to analyze consumer buying activities and then determine the homeowners whose homes match the buying trends of today's home buyers. You will also learn to use the same processes to help buyers find homes that are currently not on the MLS but perhaps would be interested in selling. Class date is **tomorrow, Friday, August 26 at 10 am.** [Free sign up!](#)

## How Can Understanding Insurance Grow Your Business?

Learn how in our **Property Insurance 101** course being held **Wednesday, 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](#)

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"Ole!" style at our annual charity golf tournament on **Friday, September 16**. The tournament will be held at the DeLaveaga Golf Course. Ticket price includes 18 holes of golf, cart, awards BBQ and raffle entry! Loads of contests to win great prizes! [Read more](#)



## Reserve Your Space at "Taste"!

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](#)

## eKey Users: How to Receive Viewing Notifications

In order to receive showing notifications in your eKey application, "Notifications" must be turned on for your lock box and your box must be in your inventory. To turn on notifications log into to Supraweb and go to Settings, General Email. When you add the box to a property or assign it in the MLS, the box is automatically added to your inventory.

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