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November 8, 2017



RPA-CA Training: *What You Don't Know Can Hurt You!*

Whether you are new to the business or find yourself on automatic pilot when filling out the Residential Purchase Agreement (RPA-CA) contract, now may be the time to really understand what you are having your client sign. Class date: Mon., November 13, 9 am. Sign up for our [Listing Agreement](#) training December 5th and get both classes for only \$15! [Register here](#)

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Don't let tax reform become a tax increase for homeowners!

For many middle-class families, buying a home is the single largest investment they'll ever make.

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that homeowners simply cannot afford. REALTORS® cannot support a bill that takes home ownership off the table for millions of middle-class families. Let your voice be heard, [take action!](#)

Learn about upcoming County Projects SCCP

The final class in our SCCP series of presentations will give you an overview of planning projects and obstacles, red tag and unpermitted structure solutions in our County..and much more! Class date is Friday, November 17, 9:30 am. Class can be taken independent of series. [Register here](#)

Bay Federal Does Home Loans

Federally Insured by NCUA. Equal Housing Lender.

Apply Today!

Digital Marketing: How to Budget & Gauge

Budgeting your marketing spend is a critical part of building a successful business plan. With so many platforms and vendors competing for your money, it's important to be diligent and disciplined with your marketing spending. Finding what works best for your business with your target markets requires A/B testing of different marketing tools and messages to different target audiences. [Here](#) are some important considerations to help maximize ROI.



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Free MLS Training on November 17

[Paragon Essentials](#) at 10 am: This course will teach you how to search, report, print, and email listings in the MLSListings Paragon system. This course is highly recommended for agents that were previously using MLSListings CA Edition. [Tackling Technology](#) at 1 pm. Learn basic smart phone techniques and skills to maximize features. This lab-focused class will start at the beginning with navigation, photos, applications and updates, maps, and general terminology.

Help Create the Vision for SC County

With direction from the Board of Supervisors, the County is undertaking its first Strategic Plan. The Plan will set goals for our County by which our investments and activities can be measured against. On November 28 the County will be holding a community meeting about this effort at the Simpkins Family Swim Center, 9797 17th Ave., 6 - 8 pm. Please come out and help shape the direction of our county. To find out more, click [HERE](#).

MLO Continuing Education

Brought to you by Duane Gomer, this class will satisfy requirements for DBO and CaBRE students. Live class, no 8 hours on the computer! Class date is Wednesday, November 22. Register by calling 949-457-8930. [Read more](#)

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