



**TUOLUMNE REALTOR®**  
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**TUOLUMNE COUNTY ASSOCIATION of REALTORS®**

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Tel. (209) 532-3432 – FAX (209) 533-9418 - [www.TCRealtors.org](http://www.TCRealtors.org)



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**ANNUAL HOUSING PROGRAMS PRESENTATION**

9:30am Thursday, April 7, 2016  
T.C.A.R. Conference Center

**SHEILA SHANAHAN, County Housing Program Coordinator**

- Descriptions of County housing programs and how to qualify your clients
  - First Time Homebuyer  
The County offers silent second loans for homebuyers which allow lower-income households an opportunity to purchase a home. This program can also be used for clients who are buying a property in need of renovation.
  - Green First Time Homebuyer  
The Green First Time Homebuyer Program is aimed at new construction which is energy efficient and meets certain green building standards.
  - Housing Rehabilitation  
The County Housing Rehabilitation Program can help homeowners make needed repairs to their properties.
  - Program changes for 2016  
Who qualifies; how to apply; funds available; down payment matching grants

**TAMMY HAMMOND, Loan Officer, Academy Mortgage Corporation**

- Updates on how current Academy Mortgage loan programs work with county housing programs.
- USDA & FHA programs

Refreshments will be provided!

**PLEASE RSVP VIA TCAR MLS LAMPS <https://tcar.getlamps.net/>**

**\*\*\*\*  
THANK  
YOU  
\*\*\*\*  
TCAR  
AFFILIATE  
MEMBER  
ACADEMY  
MORTGAGE  
  
FOR  
BEING  
THE  
SPONSOR  
FOR  
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TCAR  
EVENT**

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A Message From  
Your Association  
Executive

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**SEE PAGE  
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FROM  
YOUR  
PRESIDENT  
VAL O !!!**

**APRIL 8  
Deadline  
Sign up  
for C.A.R.  
Leg Day  
bus,  
Region 7  
lunch,  
and  
contests.  
See page  
9 & 11 for  
info!**

**WIN  
CONTESTS**

T.C.A.R. Member Exclusive

Legislative Day  
April 27, 2016  
RAF give away!!!

T.C.A.R. will be giving away an Apple I-pad & a Microsoft Surface tablet. To be entered into the drawing, agents must have paid the true cost of doing business (\$149) and attend legislative day in Sacramento on April 27<sup>th</sup> (ride the bus, attend the Region 7 luncheon, attend the Legislator meetings).

Please sign up with TCAR by April 8<sup>th</sup> for the bus to Legislative Day.  
Scholarships available for the Region 7 luncheon.

It is not too late to pay the true cost of doing business – see CAR website for more details and payment options, or click on the Realtor® Action Fund Icon above.

Winners will be announced when the bus arrives back to the Junction Shopping Center.

**WELCOME  
NEW MEMBERS**

**New REALTOR® Member(s):**

**Amy Otts**, Century 21  
Wildwood Properties  
**Jennifer Arnold**, Coldwell  
Banker Mother Lode  
**Stephanie Weaver**, Berkshire  
Hathaway Home Services

**New Affiliate Member(s):**

**Rick Daniel Home  
Inspections**, Rick Daniel  
**Grace Moving  
Company**, Patrick Bolger  
**MBH Insurance & Financial  
Services**, Melissa Gabriel





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**TCAR CHARITY FUNDRAISER**

*Stage 3 Preview Night: Cowgirls the Musical*  
**5:30pm Thursday April 7, 2016**

Tickets \$25.00 Proceeds benefit Habitat for Humanity Tuolumne County  
Join us for Social Hour with Hors d'oeuvres & beverages plus Raffle Prizes  
Please RSVP & Book your Tickets via the TCAR MLS Lamps System



**Cowgirls the Musical by Betsy Howie**

**Music & Lyrics by Mary Murfitt - Directed by Rocky Rhoades**

**April 7<sup>th</sup> TCAR Preshow - Regular Season Show Dates: April 8 - May 8**

Jo is in a pickle: She has twenty-four hours to save her father's once-famous country-western saloon in Rexford, Kansas from foreclosure. But what will pack in a crowd to make the money she needs? Mickey, Jo's wise-cracking waitress has been dying to get up on that stage and prove she's got what it takes to make it as a country singer, and Mo, Jo's cook/cashier, is right behind her. But Jo has other plans: She's booked the Cowgirl Trio, sure it will save the place. The problem is there is no Cowgirl Trio. A minor misunderstanding on the telephone brings the Coghill Trio: Rita, Lee and Mary Lou, classical musicians currently on a reunion tour. Jo isn't looking for classical music but the Coghill Trio show up for a legitimate booking. These six women surely mix like oil and water but fate must have brought these women together and when they side out—it's classical versus country. Can they meet in the middle? Sure thing, and when Jo proudly presents to the public the Cowgirl Trio, you can bet your bottom dollar that it raises the roof and Jo saves her bar!

*"A joyous slapstick hoe-down!"*

*COWGIRLS wrings every drop of moonshine humor from its crossbreeding of classical and country." —NY Times*

**RSVP TCAR LAMPS <https://tcar.getlamps.net> Call TCAR with questions!**

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AUCTION  
RAFFLE**

**CAN YOU  
DONATE A  
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PRIZE?**

**CAN YOU  
DONATE  
AN ITEM  
TO GO IN  
A GIFT  
BASKET?**

**BRING  
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DONATION  
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AT LEAST  
2 DAYS  
BEFORE  
THE  
EVENT...**

**THANKS!**



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## **APRIL 2016 GAD CORNER**

### **Government Affairs Update - Karen Burkhardt, Government Affairs Director**

Contact [karenmburkhardt@gmail.com](mailto:karenmburkhardt@gmail.com) 772-8097 (cell – 916/947-0563)

for more information or to share information on the topics below or on other governmental topics.

### **March general membership meeting covered state of emergency issues**

Members who attended the March meeting heard information from local experts on the effects of the drought emergency on residential wells. Attendees heard about the residential water assistance program for residents whose wells have failed or are failing, and saw county maps showing the pattern of failed wells. Tom Haglund, TUD General Manager, reviewed Capital Improvement Plan water infrastructure projects.

Mike Albrecht, Sierra Resource Management president and project manager for the county tree mortality plan, was a guest speaker. Mike is working with a core group including Cal OES, Cal Fire, Cal Trans and PG&E to mark, log and dispose of thousands of dead and dying trees. He explained there is no financial help through the county or the state under the current plan for hazard tree removal from private property. However, county tree mortality resources are available to deal with hazardous trees on private property which threaten public infrastructure or safety. The Tuolumne County tree mortality plan is recognized by the Governor's task force as a leading example for tackling the tree mortality problem.

For detailed information on the county tree mortality plan, attend one of these community forums:

4/7, 6 PM -- Columbia Elementary Cafeteria, 22540 Parrots Ferry Rd.

4/12, 6 PM -- Board of Supervisors Chambers, 2 So. Green St., 4<sup>th</sup> Floor

4/14, 6 PM -- Twain Harte School Cafeteria, 18815 Manzanita Dr.

4/19, 6 PM -- Tenaya Elementary Gym, 19177 Hwy 102, Groveland

### **T.C.A.R., Housing Policy Committee, and City join forces to produce a community expo on homeownership**

The expo task force, under the leadership of Jan Dyer (T.C.A.R. Board Public Relations Committee Chair), will produce a community expo called “Green Home Ownership Expo: Green your Home or Buy a Home”. The event is scheduled for Saturday, June 25 from 10 AM to 4 PM at the Sonora Opera Hall.

The Board of Supervisors Housing Policy Committee, as a part of its 2016 Work Program, decided to co-produce a community expo featuring resources for home ownership and for energy efficient home upgrades.

The expo, free and open to the public, will feature lenders, Realtors, non-profit housing agencies, service providers, and county housing program information for home energy efficiency upgrades and rehabilitation projects. For more information, or to get involved, contact Jan Dyer at [jandyer2@gmail.com](mailto:jandyer2@gmail.com).

### **Local Candidate Recommendation Committee will reconvene with new members**

The LCRC, chaired by Kathie Burby, will consider support for 3 contested supervisor seats. Voting members are Val Ogle-tree, Steve Campbell, Laura Jennings, and Jody Federigi. Shauna Love and your GAD are non-voting members. The LCRC will develop candidate interview questions and scorecard, interview candidates, consider hosting a “meet the candidate” forum, and recommend contributions.

After approval by State CREPAC Trustees, contributions are made from the T.C.A.R. LCRC funds. Local associations do not have their own PAC. C.A.R. takes care of government required reporting and ensures compliance with regulations.

### **Meetings of Note:**

-- The Housing Policy Committee meets at 9:30 AM in the Board Chambers on 4/13.

-- Members of the LGR Committee will meet on 4/13 with Supervisor Randy Hanvelt.

-- The annual general membership meeting on housing programs for entry level buyers is on 4/7 at 10:30 AM. Learn about 2016 county housing programs and Academy Mortgage programs for first time homebuyers.



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**FREE**

**zipForm®  
Training**  
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**Tuesday, April 19, 2016**  
**10 a.m. -11:30 a.m. | zipForm® Basic with  
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**11:45 a.m. -1 p.m. | zipForm® Advanced  
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Feel free to follow along during the training.  
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Call | 209-532-3432

Website Events | [www.tcrealtors.org](http://www.tcrealtors.org)

MLS LAMPS | <https://tcar.getlamps.net>



\*\*\*\*

**FREE  
C.A.R.  
LIVE  
CLASS  
AT  
TCAR**

\*\*\*\*

**MINIMUM  
HEADCOUNT  
REQUIRED**

\*\*\*\*

**PLEASE RSVP**

\*\*\*\*

\*\*\*\*

**THANK  
YOU  
TCAR  
AFFILIATE  
MEMBER**

**AAA  
INSURANCE**

**FOR  
PROVIDING  
SNACKS &  
BEVERAGES  
FOR  
THIS  
TCAR  
EVENT**

\*\*\*\*





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## From the MLS Director's Desk: Ofelia Ontiveros MLS Director

### REMINDER - TCAR MLS Policy states that...

A listing can only have a status of Temporarily Off Market (TOM) for a maximum of 30 days. After 20 days the listing must be withdrawn or be placed back to active status.

**A complete copy of the TCAR MLS Policy is available on the TCAR website at:**

**<http://tcrealtors.org/mls-information/mls-policy/>**

**MLS RULES & REGULATIONS UPDATES!** Modifications to the Model MLS Rules & Regulations from NAR & CAR were recently approved by your TCAR MLS Committee and Board of Directors. A summary of the required and recommended (both adopted by TCAR) changes are provided below. A complete copy of the TCAR MLS Rules & Regulations can be found on the TCAR website at: <http://tcrealtors.org/mls-information/mls-rules-regulations/>

#### California Association of Realtors: Changes to these Model MLS Rules

From time to time, C.A.R. updates these Model MLS Rules to comply with changes in N.A.R. policies or California law as well as for general improvement. All recent changes to these Model MLS Rules are shown in red print by strikeout or underline.

**In this most recent revision, the changes to the Model MLS Rules pertain to Sections 7.9, 7.24, 8.3, 9.9, 10.1, 11.10, 12.16 and 12.19, and the rules have been amended as follows:**

**NAR Mandated Changes** - the below revisions are contained in Sections 12.16 and 12.19 and are mandated by NAR:

1. Section 12.16 Use of Listing Information on Internet [Also known as Internet Data Exchange (“IDX”)] has been revised to adopt NAR’s mandated addition of “pending” listings to IDX.
2. Section 12.19 Virtual Office Websites [“VOW”] has been revised, in accordance with NAR’s mandated VOW parity requirements, to adopt the addition of “pending” listings to VOWs.

**Recommended Changes** - the below revisions set forth in Sections 7.9, 7.24, 8.3, 9.9, 10.1 and 11.10 are NOT mandated by NAR but rather reflect C.A.R. consensus for updating and improving the Model Rules:

1. Section 7.9 Withdrawal of Listing Prior to Expiration has been revised to require that a listing must be withdrawn by listing agent if seller instructs withdrawal in writing and that it may be withdrawn by listing agent in instances of a dispute with seller 48 hours after listing agent provides seller with notice of intent to withdraw. The MLS can require listing agent to produce a copy of notice of dispute or written instruction from the seller. There is an ongoing obligation to report solds. [\*Note: commensurate revision made to Model Citation Policy, attached as Exhibit B; see Tier One, item 7].
2. Section 7.24 Auction Listings has been revised to disallow right of reservation auctions because by their no minimum bid/ “confidential” reserve amount nature, they don’t fit MLS requirements requiring disclosure of an actual list price. Reference to compensation in the auction rule has also been removed since rules governing the offer of compensation are already set forth elsewhere in the MLS Rules.
3. Section 8.3 Accuracy of Information; Responsibility for Accuracy has been revised to give the MLS the right to remove a listing that has been flagged for inaccuracy when an agent has refused or failed to correct.
4. Section 9.9 Physical Presence of Participant or Subscriber has been revised to clarify that a participant or subscriber must be “physically” present when providing access to a property. [\*Note: commensurate revision made to Model Citation Policy, attached as Exhibit B; see Tier Three, item 2].
5. Section 10.1 Statuses has been revised to change the title “Back-Up” to the RESO (Real Estate Standards Organization) “master” heading of “Active Under Contract.” [\*Note: correlating language changes also made to Section 10.2 Reporting of Sales and revision made to Model Citation Policy, attached as Exhibit B; see Tier One, item 14].
6. Section 11.10 Indemnification; Limitation of Liability has been added to provide a broad stand-alone indemnity provision.

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*Information on County Housing Programs  
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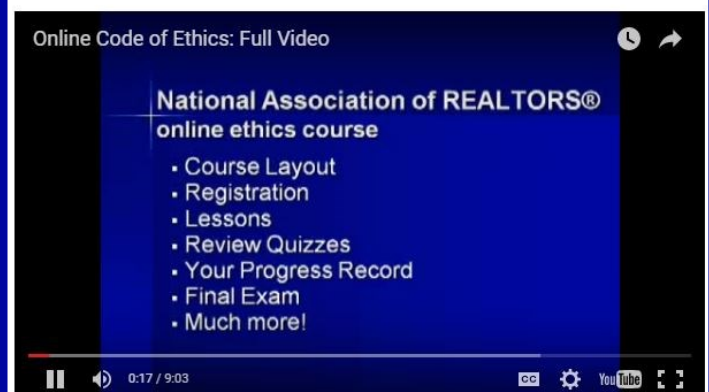
1270 Suzanne Drive, Suite B  
Angels Camp, CA 95222  
(209) 736-4600 [www.calaverasrealtors.com](http://www.calaverasrealtors.com)

**April 9 & 10 at Mother Lode  
Fair Grounds - See You There!**

**All Realtor members  
must be certified on  
the Code of Ethics at  
least once every 4  
years. NAR's online  
training class is free.  
December 31, 2016 is  
the current deadline.**

**Video: How to Complete the Training**

JANUARY 12, 2012



This tour will help make your online training experience as productive and enjoyable as possible by familiarizing you with the course layout and answering frequently asked questions before you begin. You can watch the full video tour or specific segments. Please note that the tour is optional; to bypass it and go directly to the course, click "Skip the Tour/Start the Course" below.



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### General Information

#### 2016 Officers

Val Ogletree — President  
Adam Wilson — President Elect  
Paul Wild — Treasurer

#### 2016 Board of Directors

Kathie Burby — Past President  
Veronica Hemphill — Director  
Melissa Oliver — Director  
Susan Paris — Director  
Roy Navarro — Director  
Sam Segerstrom — Director

The Board of Directors meet at 9:00AM  
on the third Wednesday  
of each month at TCAR  
(unless otherwise announced)

### TCAR Staff

Shauna Love—Executive Officer

[Shauna@TCRealtors.org](mailto:Shauna@TCRealtors.org)

Ofelia Ontiveros—MLS Director

[Ofelia@TCRealtors.org](mailto:Ofelia@TCRealtors.org)

Karen Burkhardt—Government Affairs Dir.

[Karenmburkhardt@gmail.com](mailto:Karenmburkhardt@gmail.com)

Carolyn Botell—RETS/IDX Administrator

[Carolyn@TCRealtors.org](mailto:Carolyn@TCRealtors.org)

T.C.A.R.

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FAX (209) 533-9418



Have you seen TCAR's Facebook page?

<https://www.facebook.com/home.php#!/pages/Tuolumne-County-Association-of-Realtors/125779880796966?fref=ts>

Log in, search Tuolumne County Association of REALTORS® , and "like" us  
To get your Association news via facebook.

### TCAR Newsletter Advertising Rates

Times Per	12X	5-11X	1-4X
Full Page	150	190	225
Half Page	80	100	120
Quarter Page	45	55	65
Business Card	25	30	35
Inside Front or Back Cover	200	240	275





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Join Us in Sacramento for  
**C.A.R. Legislative Day**  
Wednesday, April 27<sup>th</sup>



### Calling all TCAR Members: FREE Bus! Region 7 Lunch! More!

Hop the **FREE** bus & come to Legislative Day in Sacramento and join 2,000 of your closest **REALTOR®** friends for a day filled with networking, meetings with your state legislators, and lively discussions on the hottest issues most important to your industry.

**Legislative Day** is an excellent opportunity for **REALTORS®** from across California to meet with their state legislators to discuss the issues that impact the real estate industry the most. **REALTORS®** play a critical role in stopping bad legislation and promoting good bills. Attending Legislative Day is not only a great investment in your business, but also provides a chance to hear from the state's most dynamic political leaders and the leadership of your state association. This year, Governor Jerry Brown has been invited to address C.A.R.'s Legislative Day.

The **Region 7 Luncheon** is held at the Sutter Club, following the morning briefing. Cost is \$50.00 to members, call CVAR at (209) 858-1700 to book your seat & entrée selection. *Members can be reimbursed for the cost of lunch using the C.A.R. Scholarship program, but must register for the lunch event via the TCAR MLS LAMPS system to receive reimbursement, and must pay CVAR up front (can use credit card over the phone or send check) for the lunch cost.* TCAR will submit request to C.A.R. for the scholarship program & subsequent reimbursement to members. See separate Region 7 event flyer for details; please note the dress code.

The **FREE** bus to C.A.R. Leg Day will pick up TCAR members at Starbucks in the Junction Shopping Center at 6:15 a.m. *TCAR Members must register for the Free Leg Day Bus via the TCAR MLS LAMPS system.* Book your seat now, fill the bus!

For more information, contact the Tuolumne County Association of **REALTORS®**.



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April 8

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### ***FREQUENTLY USED CONTACT INFORMATION***

#### **BLACK KNIGHT FINANCIAL SERVICES: MLS SOLUTIONS**

TECH SUPPORT HELP DESK: 1-877-MLS-HELP (1-877-657-4357) [paragonsupport@lpsvcs.com](mailto:paragonsupport@lpsvcs.com)

#### **CALIFORNIA ASSOCIATION OF REALTORS® (CAR)**

CAR LEGAL HOTLINE SALESPERSON 1-213-739-8282

CAR LEGAL HOTLINE BROKER/OFFICE MANAGER 1-213-739-8350

CAR CUSTOMER CONTACT CENTER (HELP DESK): 1-213-739-8272 [cs@car.org](mailto:cs@car.org)

#### **ZIPFORMS & RELAY PRODUCT HELP**

zipForms® Technical Support 1-213-739-8227 [support@zipform.com](mailto:support@zipform.com)

RELAY™ Products 1-586-840-1168

#### **NATIONAL ASSOCIATION OF REALTORS® (NAR)**

NAR CUSTOMER SUPPORT: 1-800-874-6500

NAR INFORMATION CENTRAL: [infocentral@realtors.org](mailto:infocentral@realtors.org)

#### **REALTOR.COM LISTING SERVICES**

AGENT SUPPORT: 1-800-874-6500 FAX: 1-805-557-2332

#### **SUPRA (GE) LOCK BOX & KEY SYSTEM**

AGENT SUPPORT LINE (All Help Options)

1-877-699-6787 Option 1 Tech Support—Option 2 Billing—Option 3 Services [suprasupport@fs.utc.com](mailto:suprasupport@fs.utc.com)

KIM VOICE FOR AGENTS (for emergency key update code) 1-800-844-7560

#### **COUNTY HOUSE NUMBER INFORMATION**

Mariposa County House Numbering, Assessor/Records Office, 4982 10th St., Mariposa (209) 966-2332

Tuolumne County House Numbering, Public Works, 48 W. Yaney Ave. Sonora (209) 533-5628





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PLEASE JOIN US FOR  
**2016 REGION 7**  
**LEGISLATIVE DAY LUNCHEON**  
(New Location)

**Wednesday, April 27, 2016**

CLICK HERE TO  
REGISTER FOR C.A.R.  
SPRING MEETINGS

**SUTTER CLUB**  
1220 9th St. Sacramento

C.A.R. Legislative Briefing Session 9-11  
Region 7 Meeting & Luncheon 11:30-1:30  
Come & Meet your Local and State Legislators  
**\$50 FOR C.A.R. MEMBERS**

**ATTIRE**

- ♦ **Attire:** collared shirt, slacks or khakis (for men)
- ♦ **No jeans, T-shirts, shorts, flip-flops or tank-tops are allowed.**

**RESTRICTIONS**

- ♦ Limited cell phone use in private room only.
- ♦ All photography limited to our event only.



**CHOICE OF  
ENTRÉE**

- ♦ Pan Roasted Chicken with Wild Mushrooms & Truffle Sauce
- ♦ Grilled Portabella Mushroom & Vegetable Stack with Marinara Sauce

**DESSERT**

- ♦ Homemade Apple Strudel with Caramel Sauce & Vanilla Bean Ice Cream

**RSVP TO [RACHEL@CVAR.ORG](mailto:RACHEL@CVAR.ORG)**

Make checks payable to "LAR Region 7" and mail to CVAR 16980 S. Harlan Rd. Lathrop, CA 95330  
or call CVAR at 209-858-1700

To ask to be reimbursed the cost of the Region 7 Leg Day Luncheon via the CAR Scholarship Fund you **MUST:**

**First**

Before April 8th, reserve a seat, select your meal & pay CVAR directly

**Then**

Use the [TCAR MLS LAMPS system to register](#) for

the Region 7 lunch event (TCAR will submit list to CAR for funds return)





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**Bryan Gerdau**  
Sr. Loan Officer



31 North Washington Street  
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[www.AcademyMortgage.com/bryangerdau](http://www.AcademyMortgage.com/bryangerdau)



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1071 Sanguinetti Rd  
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Office 209.536.2563  
FAX 209.532.8492  
Email [Dedra.Davies@goAAA.com](mailto:Dedra.Davies@goAAA.com)  
California License No. OH56703

Insurance | Travel | Membership

**TCAR Calendar of Events:**

- April 6 Precision Ultrasound at TCAR Conference Center
- April 7 **Annual Housing Programs Presentation** 9:30am - Sheila Shanahan, Tuolumne County - Refreshments provided by TCAR Affiliate member Academy Mortgage
- April 7 TCAR **Charity Fundraiser:** Stage 3 Theater Preview Night
- April 9 & 10 TCAR **Community Event:** Home & Garden Show
- April 19 **Education:** FREE Live C.A.R. ZipForms Class 10am-1pm at TCAR - Refreshments provided by TCAR Affiliate member AAA Insurance **(MUST HAVE MINIMUM HEADCOUNT!)**
- April 27 **FREE** TCAR Bus to C.A.R. Legislative Day in Sacramento - Region 7 Leg Day Luncheon
- April 27-29 C.A.R. Business Meetings in Sacramento
- May 14 TCAR **Community Event:** Local Mother Lode Parade
- May 20 **C.A.R. Economic Update** with Leslie Appleton-Young 9am at TCAR (Sponsor(s) needed)
- May 30 TCAR Closed for Holiday
- June 1 **Education:** Live C.A.R. Disclosures Class 10am-2pm at TCAR - \$65 w/CE credit, C.A.R. Instructor Howard Fallman - **MUST HAVE MINIMUM HEADCOUNT** - (Sponsor(s) needed)
- July 6 TCAR **General Membership Meeting:** Election 2017 Board & Officers
- August 12 TCAR Event: Fun Bus to S.F. Giants Game
- September 28 - October 1 CAR Expo & Business Meetings in Long Beach
- October 21 Board of Directors & Officers TCAR Installation Event at Black Oak Casino Resort
- November 9 **Education:** Live C.A.R. RPA Class 10am-2pm at TCAR - \$65 w/CE credit, C.A.R. Instructor Howard Fallman - **MUST HAVE MINIMUM HEADCOUNT** - (Sponsor(s) needed)
- November 25 TCAR Community Event: Local Christmas Holiday Parade
- December 6 Annual MLS Breakfast

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Our mission is to contribute to the elevation of our professional Realtor® image and to support our members commitment to success.



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**Join Us!**  
**Orange Friday**  
**AT&T Park**



- What?** Road Trip to the Giants Game at AT&T Park  
Orange Friday versus Baltimore Orioles
- When?** Friday August 12<sup>th</sup> – Game Time 7:15pm  
Bus pick up 3pm with estimated drop off at Midnight
- Where?** Seats in Bleachers Section 137  
Meet the Bus at Sonora Junction Shopping Center
- Who?** TCAR Realtors, Affiliates, Friends & Neighbors
- Why?** Network & Connect with your fellow members and...  
Have Bunches of Fun doing it!
- Cost?** \$70 per person
- And?** It's Orange Friday, so wear your Orange & Black, and  
bring a blanket, pillow, jacket, hat, etc. for comfort.
- More?** Raffle Prizes, Snacks & Beverages, Photos & More!

**RSVP REQUIRED** via [TCAR MLS LAMPS Portal](#) – First Come First Served  
Maximum Headcount 48 Persons – Note: **NO Alcohol** is allowed on the bus!

**Orange  
Friday**



**LET'S GO**







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As your Board President, I would like to request that each and every one of our REALTOR members make a \$20 voluntary contribution to the Realtor Action Fund (RAF) right now, TODAY. The TCAR office staff would be glad to help you make this contribution, just call them. The C.A.R. RAF program makes a HUGE difference in protecting YOU and your clients, by promoting home ownership as well as by preventing legislation that threatens our industry, and so much more. PLUS, right now TCAR is in a fundraising contest with Calaveras AOR and we want to win the race!



**NEW CE REQUIREMENT FOR ALL REALTORS®**

A new law went into effect in 2016 that requires you to add Management and Supervision as a mandatory subject!

Brokers renewing for the first time must take 3-hours and all Salespersons as well as Brokers renewing for a second or subsequent time must include the Management and Supervision subject as part of their renewal, using either the 3 hour course, or an 8 hour Survey course if it includes all 6 of the mandatory subjects.

The good news is that C.A.R. Education is offering this as a FREE online course as part of your 12 FREE Hours of Online CE courses from C.A.R. Visit [store.car.org/12FreeCE](http://store.car.org/12FreeCE) and click "Claim Your Free Course" then select the "California Management and Supervision" course.

Ready to contribute on your own direct to C.A.R. now?  
You can use a credit card or send a check. Click here for the RAF contribution form.

*Take advantage of your*  
**12 FREE HOURS**  
of online CE courses  
*and get back to what you do best!*

**CLAIM NOW**

As part of your 2016 C.A.R. membership you receive 12 FREE hours of online CE courses from C.A.R. and The CE Shop.

All courses are approved by the CalBRE and are preferred by real estate professionals who adhere to the highest quality of standards. The CE Shop has all of the courses you need to complete your California CE requirement.

NEED MORE HOURS TO RENEW YOUR LICENSE?

**SAVE 20%**  
WITH PROMO CODE **CAR20**

**SHOP NOW**

Confused about what mandatory courses you need? Our Online Customer Care Team at The CE Shop can help you through! Please note: the free hours are available to all members who have not already used their 12 FREE hours of online CE courses in 2016 and as long as you are a member in good standing of C.A.R.



[store.car.org/12FreeCE](http://store.car.org/12FreeCE) | 888.827.0777



C.A.R. EDUCATION



**The CE Shop**  
INSPIRING CAREER EDUCATION

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**Watch a video about your  
Member Benefits here:**

**MAKE THE MOST  
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**CALIFORNIA  
ASSOCIATION  
OF REALTORS®**



**Leslie Appleton-Young, Chief Economist**

**10am May 20, 2016**

**Tuolumne County Association of REALTORS®**

# 2016 CALIFORNIA ECONOMIC & MARKET OUTLOOK

**Please RSVP for this event in advance, using the TCAR MLS LAMPS portal, Thank You!**



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**Affiliate  
Member(s)  
needed to  
provide  
refreshments  
for this  
TCAR event!**

Do you need to renew your real estate license this year? Do you prefer a "live review" class for study?

Those types of education do still exist. The Duane Gomer school offers sessions at various locations & dates around CA.

First you buy the course materials, and study them online or on paper. Then you attend a Live Review class. Finally you take the exam online via their website. (No paper exams are done anymore.)

Duane Gomer CE Live Review class date/location list:

[https://  
duanegomer.biz/  
live/  
schedule\\_ce.asp](https://duanegomer.biz/live/schedule_ce.asp)

**TOC**



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## Are You Prepared for California's Disclosure Requirements?



Disclosures are one of the most important areas to understand in real estate today.

All sellers are required to disclose material facts and as a real estate agent you have to have thorough knowledge of the California real estate disclosures.

This course will review approximately 30 disclosure requirements that are typically seen in a residential 1-4 transaction item by item. Take this course to help better serve your buyers and sellers along with protecting yourself from personal liability.

### All About Disclosures

#### How you will benefit from taking this course:

- Understand how to complete disclosures
- Learn how to read and use the various disclosure charts
- Review some important and recent cases affecting disclosures
- Discover local ordinance disclosure rules
- Review miscellaneous issues such as disclosure of repairs, death on the property, and illegal and contractual disclosures
- Understand the reasons behind the disclosures.
- Learn when the disclosures must be made
- Understand when they might be exempt

*This course is Bureau of Real Estate (BRE) accredited for 2 hours of Continuing Education (CE) in Consumer Protection. BRE Sponsor No. 9991.*

Space is limited!

**Class: Disclosures**

**C.A.R. Instructor: Howard Fallman**

**Wednesday June 1, 2016**

**10am to 2pm**

**TCAR Conference Center**

**14195 Tuolumne Road**

**Sonora, CA 95370**

**\$65 per person includes 2 hours CE Credit**

**To Register & Pay:**

**<https://tcar.getlamps.net/DefaultN.aspx>**

**Affiliate Member(s) needed to provide refreshments for this TCAR event!**

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[https://duanegomer.biz/live/schedule\\_ce.asp](https://duanegomer.biz/live/schedule_ce.asp)