

OFFICE HOURS

8:00am to 5:00pm Monday-Friday
Every Thursday the office is closed from
9:00-10:30am for a staff meeting

The SCAOR eScoop

2525 Main Street
Soquel, CA 95073
831-464-2000
831-464-2881 Fax



If you are unable to open any of the links visit our website at www.scaor.org
or call Karen Kirwan at 831-464-2000 or kkirwan@scaor.org

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EVERYTHING IN
THE SCAOR STORE
5-15% OFF DURING
THE MONTH OF
FEBRUARY

The SCAOR Office will be
closed on Monday, February
16th in observance of
Presidents Day



St. Joseph Statues
ONLY \$7.00!
(before discount)

Northern California CRS Chapter presents...
NEW 2-Unit Course—Finance and Tax—CRS 205
Thursday & Friday, April 16-17-in San Mateo, CA



\$25 discount for SCAOR Members
\$50 discount for existing CRS Designees

You will learn to identify tax saving opportunities; financing
alternatives; debt and mortgage management strategies;
tools that will demonstrate options.

For more information call 800-277-6003.

Last Chance to Register For:

Economic Outlook presentation with C.A.R.'s Chief
Economist, Leslie Appleton-Young. Click [HERE](#)
for more info or call 831-464-2000.



[Listing Lifecycle](#) Tuesday February 17th 1:30-3:30pm
This 90-minute course focuses on effective Listing
Management techniques, and how the rules of the
MLS apply when inputting and maintaining your list-
ing throughout its lifecycle.

Bob Barrie's [REO Listings-Getting Your Foot
in the Door!](#)

Wednesday, February 18th 9:00am-12:00pm
Are you interested in working the REO market
and frustrated with the lack of information on
how to get started? Then this is the class for you! In
this class you will get right to the heart of the REO
business, learn how to get the BPO's, forms, han-
dling offers, and so much more!!!

Bob's class sold out
last time! Don't miss
out this time!!!



Monday, February 23rd
2:00-3:30pm

RSVP's a must and can be
sent to Karen Kirwan at
kkirwan@scaor.org

Click [here](#) for more details

We invite you attend
a Town Hall Meeting
with special guests
Jim Harrison and
Robert Bustamante
with MLSListings.
They will provide
updates on several
"hot topics", as they
relate to your MLS.

SCAOR Education Highlight [Santa Cruz County Update with Assessor Gary Hazelton](#)

Tuesday, February 24th 1:00-2:30pm
FREE to SCAOR Members**

Gary will provide an update on the current conditions in
the valley as they relate to the Assessor's office. You will
also learn about the primary functions
and responsibilities of the Assessor's office; Prop 60;
Base-year transfer; Prop 58; Parent-child exclusion;
Mobile homes; declining values, and more!

To register for this class contact the SCAOR office at
831-464-2000 or complete the registration form and fax to
831-464-2881. **This is a FREE class to SCAOR mem-
bers but your reservation must be held intact with a credit
card. The card will only be charged the SCAOR Member
at the door price in the event you fail to cancel your reser-
vation within 24 hours of this FREE event.



Also Coming Up at SCAOR

[Listing Lifecycle](#)—MLS Class 2/17

[REO Listings](#)—2/18

[Intro to e-Pro](#) 2/20 FREE WEBSITE!!!

[RPA Contract w/Gov Hutchinson](#) 2/23

[MLS Essentials Basic & Advanced](#) 2/25

[Escrow Coordination Secrets](#) 2/27

Go to Member Resources at scaor.org for a complete list of classes