

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

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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
Click [here](#) for a pdf version of this week's eScoop

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SCAOR's 2009 Housing Expo September 19, 2009

SCAOR is currently seeking sponsors and exhibitors for this fantastic annual event that will be held on September 19, 2009 at Twin Lakes Church in Aptos. This third annual event is free to the public and will educate local consumers about the ins and outs of home buying, investing, greening their homes and foreclosure avoidance. Don't miss this opportunity to expose your business to this great audience. Click [here](#) for more information or contact Andrea at 831-464-2000.

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GOOD TIMES

California Association of REALTORS® EXPO

CALIFORNIA REALTOR® EXPO 2009 takes the guesswork out of identifying today's hot issues in real estate. We've planned more than 50 free sessions just for you on timely topics such as REO's, short sales, foreclosures, loan modifications, social networking, and more. You don't want to miss out. If you pre-register by October 5th, you get the added benefit of saving money. What are you waiting for? This year's REALTOR® EXPO takes place October 6-8 at the San Jose Convention Center. Admission to the exhibit hall is free for C.A.R. members, but registration is required. Visit www.realtorexpo.org or call (800) 242-2732 and register today!

Coming Soon

- August 24th [MLS Matrix Essentials](#) 10:00-11:30am
- [MLS Essentials of Realist](#) 1:00-2:30pm
- Sept. 4th [Investment Property Analysis GRI #111](#)
- Sept. 9th [Charlie Krackeler License Review & Renew](#)
- Sept. 16th [REO Sales! A Goldmine or only the Shaft?](#)
- Sept. 21st [Escrow Coordination Secrets](#)
- Sept. 28th [Buying Your Home with Reverse Mortgage](#)

The Santa Cruz Association of REALTORS® office will be closed on Wednesday, August 26th. SCAOR Board of Directors and staff will be at an offsite strategic planning conference. *Normal business hours will resume on Thursday.*

On Sale Now in the SCAOR Store: House shaped flyer stand with business card holder. Only \$7.50 (reg. \$9).



Code of Ethics Article 16: Interference with Agency

Article 16 has twenty Standards of Practice that clarify the circumstances under which a REALTOR® may ethically solicit a potential client and interfere with the agency relationship of another REALTOR®. While it is beyond the scope of this essay to describe each Standard of Practice, the reader is referenced to the complete Code of Ethics and urged to read the Standards of Practice to Article 16 in their entirety. Examples of issues covered by Article 16 and its Standards of Practice are:

- Innovative or aggressive business practices;
 - Advertising solicitations of agency or other relationships;
 - Solicitation of listings from clients of other brokers;
 - Dealing with other brokers' clients;
 - Obligations of exclusive relationships; and
 - Agency and/or brokerage relationship disclosure.
- Other Agents' Clients

HYPOTHETICAL: Client Nicole gave a 180-day exclusive right to sell listing of a commercial property to REALTOR® Kelly, specifying that no "for sale" sign was to be posted on the property. REALTOR® Kelly began marketing the property, but, after 3 months, had produced no offer to purchase. After REALTOR® Wendy heard about the property at an association luncheon, she paid ...[Read more](#)



Thank You to Ray Lawler & Kelly Christensen at Bank of America Home Loans for sponsoring Summit 2009!

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