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## The SCAOR e-Scoop

### OFFICE HOURS

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



If you are unable to open any of the links visit our website at [www.scaor.org](http://www.scaor.org)  
or call Karen Kirwan at 831-464-2000 or [karen@scaor.org](mailto:karen@scaor.org)

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NATIONAL ASSOCIATION OF REALTORS® SAFETY WEEK



### REALTOR® Safety Tip:

**Create an office distress code:** Establish a voice distress code, a secret word or phrase that is not commonly used but can be worked into any conversation for cases where you feel that you are in danger. Use this if the person you are with can overhear the conversation, but you don't want to alarm them. Example: "Hi, this is Jennifer. I'm with Mr. Henderson at the Elm Street listing. Could you e-mail me the RED FILE?"

SCAOR Education Highlight– Short notice on Short Sale Class

### The Real Deal on Short Sales

Tuesday, September 23rd 1:00pm-4:00pm

Cost: \$10 SCAOR Members/ \$25 at the door

\$30 Non-member anytime

Call SCAOR at 831-464-2000 to register

Are you sick of working long hours on Short Sales AND NOT GETTING PAID? Learn Critical Strategies to Close Transactions NOW! Learn How to Get a Short Sale Closed! Learn the Right Short Sales to pursue; Learn How to Really Work with the Bank; Learn What the Banks are Looking For From You; How to have the bank Send You Referrals, and more!



What's On Sale!  
at the SCAOR Store



Supra Combination Lockbox  
\$30 Member Price



Supra Push Button Lockbox  
\$31.50 Member Price

### Weekly Green Tip:



More than just an eyesore, over 80 strains of mold have been associated with respiratory tract disorders. With the health risks posed by a pesky mold problem, getting rid of furry patches should be top priority. Fortunately, you likely have a potent mold eliminator under the kitchen sink--straight vinegar. Undiluted white vinegar kills 82 percent of mold strains, enough for most problems. Fill a spray bottle, saturate the area, and let it sit. The smell will be a bit harsh, but it typically clears out in a few hours, taking the unsightly respiratory tract-threatening brown patch with it.

For more resilient mold colonies, try a mixture of two teaspoons of tea tree oil and two cups of water. The smell can be overwhelming, and will linger for a few days, but tea tree oil works when nothing else will. Nearly as effective as tea tree oil, grapefruit seed extract (20 drops mixed with two cups of water) will do the trick without the smell.

### Coming up at SCAOR!

Sept. 12th [Stay Fiscally Fit!](#) - Cancelled

Sept. 15th [Lead Generation](#)

Sept. 19th [Natural Hazard Disclosures](#)—FREE!

Sept. 24th [MLS Essentials](#)—Hands On!

Sept. 24th [MLS Advanced CMA](#)

Sept. 24 [Microsoft Outlook Dashboard](#)-NEW DATE

Sept. 26th [Seller Pricing Strategies](#)

Sept. 30th [Quadrennial REALTOR® Ethics](#)

Oct. 1st [License Renewal Review & Testing](#)

Oct. 3rd [Tax Strategies for the Self-Employed Real Estate Agent](#)

Oct. 6th [Myths & Misconceptions of Reverse Mortgages](#)

To Register call SCAOR 831-464-2000  
For a complete list of classes click [here](#).