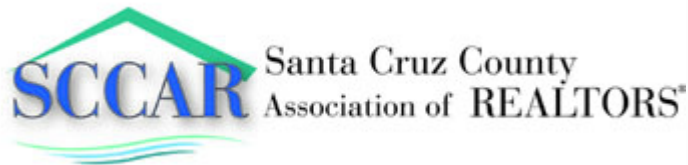
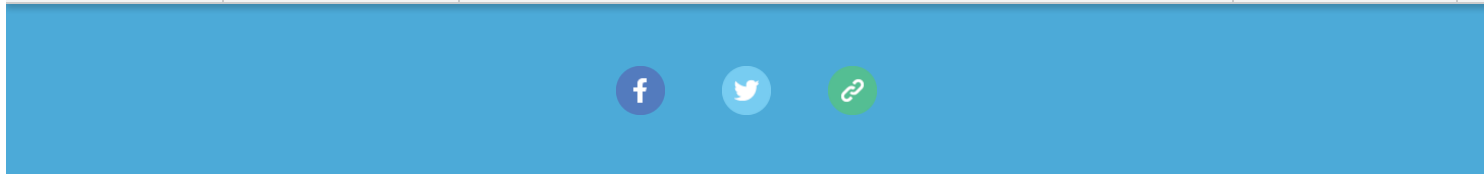


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Top Producer Panel

Join us for our panel of Top Producers on Wednesday, January 29, 2020 at 9:30 am. Get tips from some of the pros on top strategies to get listings, staying relevant in a changing market, effective marketing strategies, successful habits, pushing through during the tough times and much more! **THIS EVENT WILL SELL OUT!**
[Register today](#). (\$20 in advance, price goes up at the door).
 Sponsored by: All Cal Financial

Early Bird Price Ends for Pro Series this Friday

The first in our 9 class certification series will take place on Friday, January 24 and will cover the History& Culture of our area. Early bird pricing is still being offered for the entire series! \$99 for 9 class until January 17...after this date the price goes up to \$159. Individual classes can be taken for \$20. [Learn more](#)

Free MLS Training

- January 24**
Matrix 101: Start Selling with Matrix
[1 pm](#)
- February 7**
How Do I: Determine a CMA Value
[1 pm](#)
- February 24**
Aculist: 2019 Year-in-Review
[10 am](#)
- February 24**
MLSListings: Open Forum
[1 pm](#)

Earn the Little Black Book

Log in to the Commitment to Excellence (C2EX) Website and take an assessment and earn The Little Black Book: Relationship Rules to Live By

SCCAR Upcoming Office Closures

SCCAR will be closed Monday, January 20 in observance of Martin Luther King Jr. Day. Additionally, we will be closed until 2 pm on

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Adult Village Age Requirments

It has been brought to our attention by the Bay Village Homeowners Association in Adult Village that some listings are not reflecting the correct age requirements to buy in this area. From BVHA they are requesting the following verbiage (or similar) be used "Age restrictions apply: 1 resident must be 55+, second resident 45+, no age restriction for buyers." in accordance with their CC&R's. For questions contact: contact@bayvillagewatsonville.com.

What to Know About the Census and Why It Matters

The Census Bureau recently announced @nardotrealtor as a national 2020 Census Partner. With this partnership, the Census Bureau will provide publicly-available promotional materials to help Realtors® educate their clients, friends, and neighbors about the importance of responding to the 2020 Census – coming April 1, 2020. Learn more at nar.realtor/census

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