



Monday, December 7, 2020

## Legal Update with Gov Hutchinson 2021

What happens in Sacramento can have a tremendous impact on your ability to do business. Make sure your up to date on the latest legal and forms changes with Gov Hutchinson, C.A.R.'s Assistant Legal Counsel.

Event date: Tuesday, January 5, 2021. [Register](#)

**\*\* Register by December 20, 2020 and save 50% on admission price!\*\***

## Zoom Tour Meeting December 10

Pitch your listing and do a little virtual networking at our weekly Virtual Tour Zoom Meeting! Members who wish to participate will need to [RSVP](#).

**This week's speaker:**  
SCCAR's GAD, Victor Gomez on what a possible shutdown could mean for real estate.

## Natural Hazard Disclosure Training

This training will cover: NHD Report, New Laws, New Zones, Tax Report and Environmental Hazard Report. Class date: December 8, 2020 at 11 am via Zoom.

[Free with RSVP](#)

## Second Harvest Needs Volunteers

Second Harvest Food Bank has reopened their volunteer program to help pack the unprecedented volume of food needed: they have gone from feeding 55,000 people a month to 30,000 a week! They have a variety of ways to help, please contact Jael at 831-232-8141 for [jael@thefoodbank.org](mailto:jael@thefoodbank.org) to sign up.

## Breaking Down the Changes to the Code

NAR will host monthly training's to provide guidance on the changes to the Code of Ethics that were approved by the NAR Board of Directors on November 13, 2020, and to provide an opportunity to ask questions of our policy experts. Training date for December: Wednesday, December 16, 1 - 2 PM CST.

[Learn more](#)

## Learn How to Host Your Own Virtual Open House

Virtual open houses are increasingly becoming a necessary instrument in every agent's toolkit. This course begins with an overview of searching and entering listings for open houses and broker tours in Matrix, and progresses to show how to conduct your own virtual open house. Webinar date: Wednesday, December 9 at 1 PM.

[Learn more](#)

## Signs of Love for CZU Fire Victims

This local facebook event is asking families to make signs showing love and support for those who lost everything in the CZU Complex fires. The date: December 19th at whatever time you choose. Post your sign wherever you wish including the Highway 9 corridor and in Scotts Valley while masked and socially distancing. Many victims are struggling emotionally, and an outpouring of love and support would mean so much.

[Read more](#)

## First Time Buyer Specialist Training

First Time Buyers are finally returning to the market. And they will become your repeat customers for life if you learn how to turn their challenges into your opportunities! Learn how to win their business and overcome the hurdles in the first course in C.A.R. Education's FTBS Certification. Class date: Tuesday, December 15. [Learn more](#)