

THE GRAPEVINE

OFFICIAL NEWSLETTER OF THE FRESNO
ASSOCIATION OF REALTORS®



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2018 Dues due by
Thursday
February 15th 2018
Don't get a late fee
Call FAR today
559.490.6400

Podcasts are a great tool to use to gain more knowledge on best practices in the industry, how to better market yourself, or hear what is working for other agents. Now, this may sound great, but what is a podcast? A podcast is a "radio" style show that is available for free through the internet or a hosting app, (Apple podcasts, Google podcasts, Spotify,etc.)

Click Here for more information



How do you know where to start? Here is a list of some Real Estate related podcasts that might be of interest to you. This is a list put together by Placester, simply a suggestion of where a good place to start would be.

BEYOND THE SALE

Be a Homeownership Hero

Legislative Update Lunch & Learn



Tickets are \$12 & must be purchased in advance by calling F.A.R. at 490-6400

Wednesday, February 21 from 11 - 1

Talk to some of the industry's best homeownership advocates and learn how to protect your clients in their new home purchase.



THE FALLS
EVENT CENTER
4105 W. Figarden Dr.
Fresno, CA 93722

Fresno, CA
YPN REALTOR® Young Professionals Network
FRESNO ASSOCIATION of REALTORS®

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new report



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\$12.00
Call FAR to purchase
your ticket today!

Scholarships Available For ABR Designation Class

Click to Apply

Call FAR for more information
559.490.6400



Fresno Association of REALTORS® and Affiliates Foundation
REALTOR® ABR Scholarship Application
6720 N. West Avenue, Fresno, CA 93711
Telephone: (559) 490-6400 Fax: (559) 490-6464
E-Mail: scholarships@faraf.org
Website: <http://faraf.org/what-we-do/scholarships/>

Name: _____		Date of Application: _____
Application Deadline 03/08/18		Applications will be reviewed and awarded by the F.A.R.A.F. Scholarship Committee. Two (2) Scholarships are to be awarded. Thank you for your interest and good luck to you.
Section A - GUIDELINES AND PROCEDURES		
Initials	Initial each item to confirm understanding.	
Applications are to be emailed to: scholarships@faraf.org or faxed to (559) 490-6464.		
This Scholarship Application is for the specific course: Accredited Buyer's Representative® being held on Wednesday, March 14, 2018 & Thursday, March 15, 2018. The course will be held at the Fresno Association of REALTORS® office.		
REALTOR® applicants who have enrolled in and have paid for the ABR course, may receive \$295.00.		
REALTOR® applicants must be in good standing with the Fresno Association of REALTORS®.		
A typed essay of no more than 100 words expressing the importance of the course to your Real Estate Career. Please include how you learned of the F.A.R.A.F. Scholarship program.		
APPLICANT IDENTIFICATION INFORMATION		
Your Full Name:	Fresno Association of REALTORS® Member #: _____	
Mailing Address:	Valid CA BRE License #: _____	
E-Mail:	Number of years as a Real Estate Agent: _____	
Primary Phone Number: ()	Fax Number: ()	
QUESTIONS		
If you have any questions, please contact Mary Van Ness by Email: mvanness@fresnorealtors.com		Phone: (559) 490-6400 Submit Application by Email: scholarships@faraf.org Or Submit Application by Mail to: F.A.R.A.F. 6720 N. West Ave Fresno, CA 93711
I certify that all of the information provided on this form is true and correct.		
Signature of Applicant: _____		Date: _____

REALTORS® Scholarship Fundraiser



Win this Custom Wine Rack
with 44 bottles of
Premium Wine!

Drawing to be held
March 15

Tickets \$5.00 each or
6 for \$20.00



Available at the Fresno Association of
REALTORS® Yosemite Gateway Branch
at back of Sears Parking Lot in
Oakhurst.

Please make checks payable to FARAF.

Information: Fresno Association of REALTORS® 559-490-6400



The purpose of the F.A.R. & Affiliates Charitable Foundation is to promote the American dream of home ownership through education, housing affordability projects and community involvement.

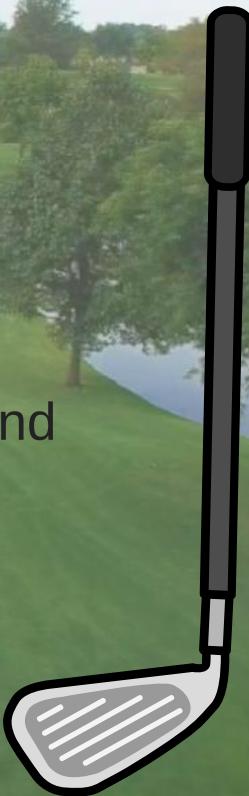
All donations are tax deductible. Federal Tax ID #27-3995622

Buy Your
Tickets
Now!

Don't Miss
out on
delicious
wine!

SAVE THE DATE!

John Scarborough REALTOR® Classic 52nd
Annual Golf Tournament & Luncheon
Thursday May 10, 2018
Sunnyside Country Club



Valentines Day Date Nights Basket

Drawing to be held February 13th at 9am
F.A.R.A.F. located at 6720 N. West Ave. Fresno
Do not need to be present to win

All donations are tax deductible and Benefit Local Scholarships. Federal Tax ID# 27-3995622
Make checks payable to F.A.R.A.F.



\$5 a ticket or 5 tickets for \$20
Over \$750 value



Don't miss a
chance to
win!

The first
basket is
being drawn
Feb 13th
2018

Calendar

Upcoming Training and Events

- Held at FAR Office
- Held at **Yosemite Gateway Branch Office**
- Held Offsite

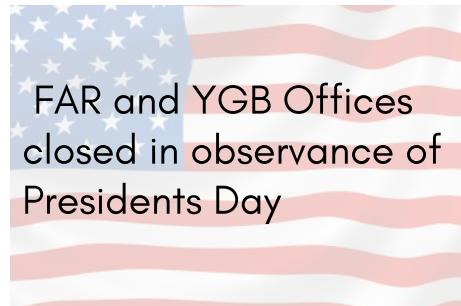
Tues.

13

8:30am - MLS Home Tour Meeting
Speaker : Briana Ramirez/WCR
10:00am - Know Your Forms
11:30am - CRS Data Training

Mon.

19



Tues.

20

8:30am - MLS Home Tour Meeting
Speaker : Monisha Edwards: Truth
Branding
10:30am - Website Training

Wed.

14



Thurs.

15

8:30am - Yosemite
Gateway Branch Home Tour
Meeting
10:30am - Zipforms/ Digital Ink

Wed.

21

10:30am - Clerical/Renewal Training
11:00am - YPN Lunch and Learn, at
The Falls Event Center

Fri.

16

8:30am - Investors/Exchangers

Thurs.

22

8:30am - New Member Orientation
8:30am - Yosemite Gateway Branch
Home Tour Meeting
2:30pm - Rapattoni MLS Training

Fri.

23

8:30am - Investors/Exchangers



**Closing loans and
opening doors
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Meet our team



Lu Beltran

Branch Manager
NMLS #244787
M: 559.260.9057
lbeltran@guildmortgage.net



Chuck Bangerter

Sales Manager
NMLS #725494
M: 559.940.3444
cbangerter@guildmortgage.net



Patty Grissom

Loan Officer
NMLS #350159
M: 559.307.7611
pgrissom@guildmortgage.net



Michelle Walker

Loan Officer
NMLS #247479
M: 559.803.8818
mwalker@guildmortgage.net



Judy Neisler

Loan Officer
NMLS ID #251130
M: 559.970.3281
jneisler@guildmortgage.net



Our wide variety of programs can
help you sell more homes. We're also
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the weekends.

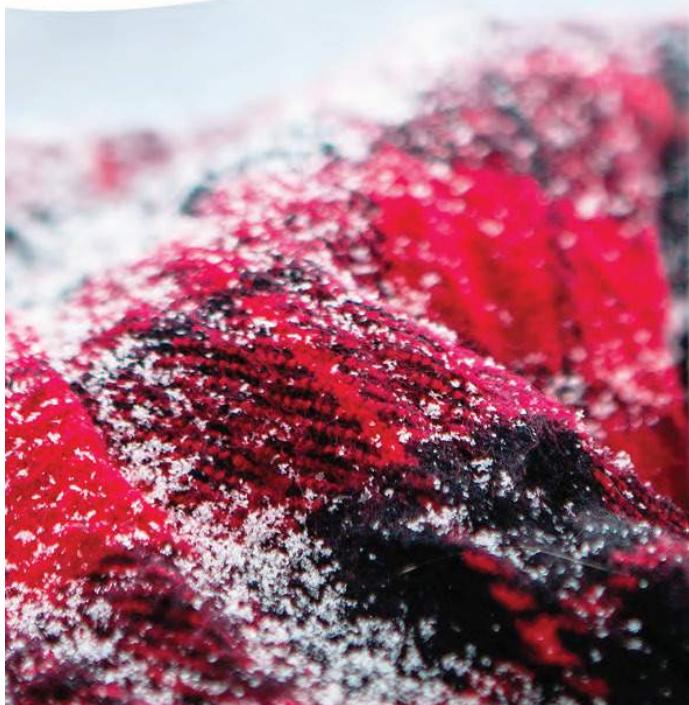
7108 N. Fresno St., Suite 300 | Fresno, CA 93720

Guild Mortgage Company is an Equal Housing Lender; NMLS ID# 3274. Fresno Branch NMLS #1312447. I am authorized to conduct business in California State. Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act. Guild Mortgage offices are not available on the weekends to conduct any substantial business.

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We work hard to *make mortgage easy.*SM



Michael Gilmore

NMLS #234739

Manager

Certified Mortgage Planner

559.281.0311

michael.gilmore@loanpacific.com



Bacilio Maciel

NMLS #387334

Loan Officer

559.470.5042

bacilio.maciel@loanpacific.com

Se Habla Español



Linda Holman

NMLS #235137

Loan Officer

559.281.5723

linda.holman@loanpacific.com



Miguel Delgado

NMLS #508480

Loan Officer

559.799.0346

miguel.delgado@loanpacific.com

Se Habla Español



Pacific Union Financial, LLC, 8900 Freeport Parkway, Suite 150, Irving, TX 75063, (800-809-0421), NMLS Number 2221, (www.nmlsconsumeraccess.org); Equal Housing Opportunity; Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act, Residential Mortgage Lending Act License #4150081 and the California Finance Lender Law, Finance Lenders Law License #6053971, loans will be made pursuant to either the Residential Mortgage Lending Act or the Finance Lenders Law license. "This is a paid advertisement, not necessarily endorsed by the Fresno Association of REALTORS®"



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CPA'S AND MANY MORE**

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There's a new lender in town!

Helping customers secure their dream home is the best part of your job. And with Stearns Lending, LLC on your side, you'll have even more resources to serve your clients.

1. We have revolutionized the home loan experience.

- Our online verification of employment, income and assets eliminates the need for your clients to have to dig up documents.
- Simple. Secure. Easy. The way homebuying should be.

2. We quickly set the wheels in motion!

- 11, 14, 21 days or more – we get you to the closing table when you and your client are ready.¹
- We process and underwrite loans in-house, so your originators can provide clients with accurate updates.

3. Jump start house-hunting with a Pre-Approval.²

- Lets you offer possibilities that other lenders can't.
- Gives your customers a competitive edge when bidding.

4. We can help you. And so can the rest of the Stearns Lending team.

- We had humble beginnings and still treat customers and business partners as we did from the start.
- For more than 25 years, we've been helping people find their one-of-a-kind loan for their one-of-a-kind home.

Ready to work together? Call us today!



Andrew Hunter

Market Leader
NMLS# 1321790
8050 N. Palm Avenue
Suite 300
Fresno, CA 93711
Branch NMLS# 1691194
555.408.1071 D
ahunter@stearns.com



Brandon Pugh

Branch Manager
NMLS# 1503918
8050 N. Palm Avenue
Suite 300
Fresno, CA 93711
Branch NMLS# 1691194
555.907.7792 D
bpugh@stearns.com
stearns.com/bpugh



Leigh Fisher

Mortgage Loan Originator
NMLS# 1562667
8050 N. Palm Avenue
Suite 300
Fresno, CA 93711
Branch NMLS# 1691194
559.760.6663 D
lfisher@stearns.com
stearns.com/lfisher



¹Closing times may vary based on various transactional factors such as borrower's document response times, property location, and credit profile.

²TBD Pre-Approval is for qualifying buyers whose property is yet To Be Determined. Supporting documents include 1 month of pay stubs, W2 forms for last two years, and other documentation that substantiates the borrowers' income and debt obligations derived from assets, self-employment and any other documentation that Stearns Lending, LLC requires.

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The information provided in this flyer is for dissemination to real estate and financial business entities only, and is not intended for use as an advertisement for the extension of credit to consumers. This is not a commitment to lend. Program restrictions apply. Stearns Lending, LLC offers many loan products. Stearns Lending, LLC is a California Limited Liability Company headquartered at 4 Hutton Centre Drive, 10th Floor, Santa Ana, California 92707. (800) 350-LEND (5363) Company NMLS# 1854 (www.nmlsconsumeraccess.org). Stearns Lending, LLC is licensed, registered, or exempt from licensing to conduct business in the following states which require license disclosure on advertising materials: Arizona Mortgage Banker License #0905413; Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act RMLA# 4130495; Georgia Residential Mortgage License #24066; Illinois Residential Mortgage License #MB 6760686; Kansas Licensed Mortgage Company #MC 0025047; Massachusetts Mortgage Lender/Broker License #MC1854; Licensed by the Mississippi Department of Banking and Consumer Finance; Missouri Residential Mortgage Loan Broker Registration #17-2052 (Stearns' in state office is located at 111 West Port Plaza, Ste. #639, St. Louis, MO 63143); Licensed by the New Hampshire Banking Department; Licensed by the N.J. Department of Banking and Insurance; Ohio Certificate of Registration #MB 804022.000; Rhode Island Licensed Lender, Registered under Texas SML Mortgage Banker Registration; Virginia State Corporation Commission Lender/Broker License #MC-2184; Washington Consumer Loan Company License #CL-1854. For State of Nevada residents Stearns Lending, LLC is a mortgage lender. This information is accurate as of January 17, 2018. © 2018 Stearns Lending, LLC All Rights Reserved. SHL2977_011718.

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NMLS #13589



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9/26/17



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7330 N. Palm Ave #106 | Fresno, CA 93711
559.225.0500

Alma Zapata-Heflebower
alma@resourcelenders.com
NMLS #287410

Dave Falke
davefalke@resourcelenders.com
NMLS 246351

Guy Willis
guy@resourcelenders.com
NMLS 308650

John Vartanian
johnv@resourcelenders.com
NMLS 236760

Joy Nichols King
joy@resourcelenders.com
NMLS 238933

Laporsha Foster
laporsha.foster@resourcelenders.com
NMLS 1489300

Nita Carrillo
nita@resourcelenders.com
NMLS 298993

Paul Knebel
paulknebel@resourcelenders.com
NMLS 320636

Roland Isaak
roland@resourcelenders.com
NMLS 252365

Susan Schweda
susans@resourcelenders.com
NMLS 269008

Sylvia Plumb
sylvia.plumb@resourcelenders.com
NMLS 222630

Yolanda Akers
yolanda@resourcelenders.com
NMLS 251137

CHAMPLAIN OFFICE

1170 E Champlain #107 | Fresno, CA 93720
559.433.0500

Jeanette Oliver
jeanette@resourcelenders.com
NMLS#1618240

Kay Connell
k.connell@resourcelenders.com
NMLS 309399



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