

THE GRAPEVINE

OFFICIAL NEWSLETTER OF
THE FRESNO ASSOCIATION OF REALTORS®

A Message from the President



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Do you know how to use the REALTOR® Trademark?

When REALTOR®, REALTORS®, or REALTOR-ASSOCIATE® are used in the text of webpages, brochures, pamphlets, newsletters, or otherwise in the body of written material, all capital letters and the registration symbol “®” should be used.

Test Your
Knowledge of the
REALTOR®
Trademarks
[Click Here](#)



Don't miss the deadline to complete
your NAR Requirement
December 31st

CODE OF ETHICS

WITH
KEN NEUFELD
PROFESSIONAL STANDARDS
CHAIRMAN

September 20, 2018
1:00 PM
FAR Office
6720 N West Ave

[Click Here to Register](#)



Fresno Association of REALTORS®

Appreciation

Wednesday, September 12th
from 5 - 8 PM at
2140 E. Clubhouse Drive



*We would like to thank all of
our FAR Affiliate members.
Please bring your Affiliate business
card for raffle drawings!
This night is for you!*

Attention REALTORS®

*Don't miss this opportunity to meet and
mingle with your valuable Affiliate Members!
To show your appreciation for all they do,
please donate a raffle prize for the event.*

*Must R.S.V.P. by calling
FAR at 559-490-6400
Free for REALTOR® &
Affiliate members
\$15 for guest*

[illegible]

Fresno Association of REALTORS®
BOWLING
Night

Friday, October 19th

Sponsorship Opportunities

We're bringing it back! The FAR Bowling Tournament has had a long history of fun and competition. Who doesn't like Bowlin', some pizza and a beverage or two?

*Sponsorship Opportunities are available until
Wednesday, September 12th*

1.21 GIGAWATT TOURNAMENT CO-SPONSOR - \$500

*** 1 TEAM OF FIVE PLAYERS (\$250 VALUE) PLUS**

Company Logo on all printed materials, FAR Website, FAR Social Media

• Digital Banner at the Alley • Team Tee Shirts (5)

GREASE LIGHTNING SPONSOR - \$300

*** 1 TEAM OF FIVE PLAYERS (\$250 VALUE) PLUS**

Company Name on all printed materials • Verbal mention during event

QUESTIONS? PLEASE CONTACT JILL OR GERARD AT THE FAR OFFICE 490-6400

*** TEAM SIGN UPS WILL BEGIN FRIDAY, SEPTEMBER 14, 2018**

Dispute Resolutions & Mock Trials

1. EXCLUSIVE RIGHT TO SELL:

hereby employs and grants
beginning (date)
the exclusive and irrevocable right to sell
County of _____

They Stole my Client!!!

2. ITEMS EXCLUDED AND INCLUDED:

are attached to the Property are included,
ADDITIONAL ITEMS EXCLUDED:
ADDITIONAL ITEMS INCLUDED:

Who Do I Contact?

What Do I Have To Do?

What Happens Next?

3. LISTING PRICE AND TERMS:

A. The listing price shall be: _____

Can we Still be Friends?

B. Additional Terms: _____

4. COMPENSATION:

Notice: The amount of compensation shall be set by each Broker individually and compensation shall be paid by Seller.

A. Seller agrees to pay _____ percent of the listing price AND _____ percent of the net proceeds.

(1) If during the Listing Period, _____

who offers _____

is entitled to _____

Period.) _____

OR (2) If within _____

of this Agreement, _____

Property _____

Property _____

Come Witness the Hearing Process First Hand!

Tuesday, September 18th from 1 PM - 3 PM at F.A.R.

ETHIC COMPLAINTS

ARBITRATION COMPLAINTS

Alleging membership duty violations

Requesting money

• *Filing of Complaint*

• *Mediation vs. Arbitration*

• *Grievance Committee Review*

• *Filing Complaint*

• *Forward to Hearing*

• *Hearing*

• *Actual Hearing*

• *Decision*

• *Decision*

• *Appeal Process*

***To register call FAR at 559-490-6400
or click [HERE!](#)***

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**"Invest in Real Estate,
Invest in Yourself"**



**with
KRISTIN SMITH**

Lunch & Learn

**catered by
DOG HOUSE GRILL**

***Wednesday, September 26th
from 11:30 - 1:30 @***



**\$20 if purchased before September 26th
\$25 if purchased the day of and at the door**



***Click Here to Register or
call F.A.R. at 559-490-6400***



CUTTONE | WATERS

Earn your Seller Representative Specialist (SRS) Designation.
Now recognized by the National Association of REALTORS®.



achieve more WITH YOUR SRS

Two Scholarships are available from F.A.R.A.F. for this Designation course. Call 559-490-6400 for more information.

F.A.R. & Affiliates
Charitable Foundation



TAKE THE COURSE!

Come learn tips and tools that will equip you to list in today's marketplace!

Fresno Association of REALTORS®
6720 N. West Avenue
Fresno, CA 93711

October 3 & 4, 2018
From 8:30 - 5:00

REGISTRATION INFO

Instructor - Tamara Suminski
Two-day course fee - \$295
(Includes lunch)

Call Jill at 559-490-6400 for more information or go to www.fresnorealtors.com to register

The SRS designation is the *premier* credential in seller representation. It is designed to elevate professional standards and enhance personal performance.

WHAT TO EXPECT



Increase your listings and grow your business



Demonstrate and communicate your value package



Understand and apply the Code of Ethics & Standards of Practice



Understand and comply with your state license laws



Learn tools and techniques to provide services that sellers want and need

WHY CHOOSE SRS?

New agents and top producers from all over the US and Canada say this course exceeded expectations and provided them with cutting edge tools that leave their competition in the dust.

rebi
Real Estate Business Institute



FRESNO
ASSOCIATION of
REALTORS®

Visit REBINstitute.com to learn how to earn the SRS designation!

45 CE RENEWAL COURSE

Cynthia Ciampi presents:

**An informative and easy way to
complete your 45-unit CE requirement**

September 25,26,27

2:00pm to 5:00pm

**Location: Fresno Association of REALTORS®
6720 N West Avenue - Fresno, CA 93711**

**Tuition \$179 includes books, quizzes, lecture, shipping & certificate
SATISFIES NAR ETHICS REQUIREMENT!**



(All course materials and
DRE certificate Realty Publications #0473)

1. Register and receive your books
2. Complete your pre-homework
3. Attend 3 sessions of Q&A, lecture & tests

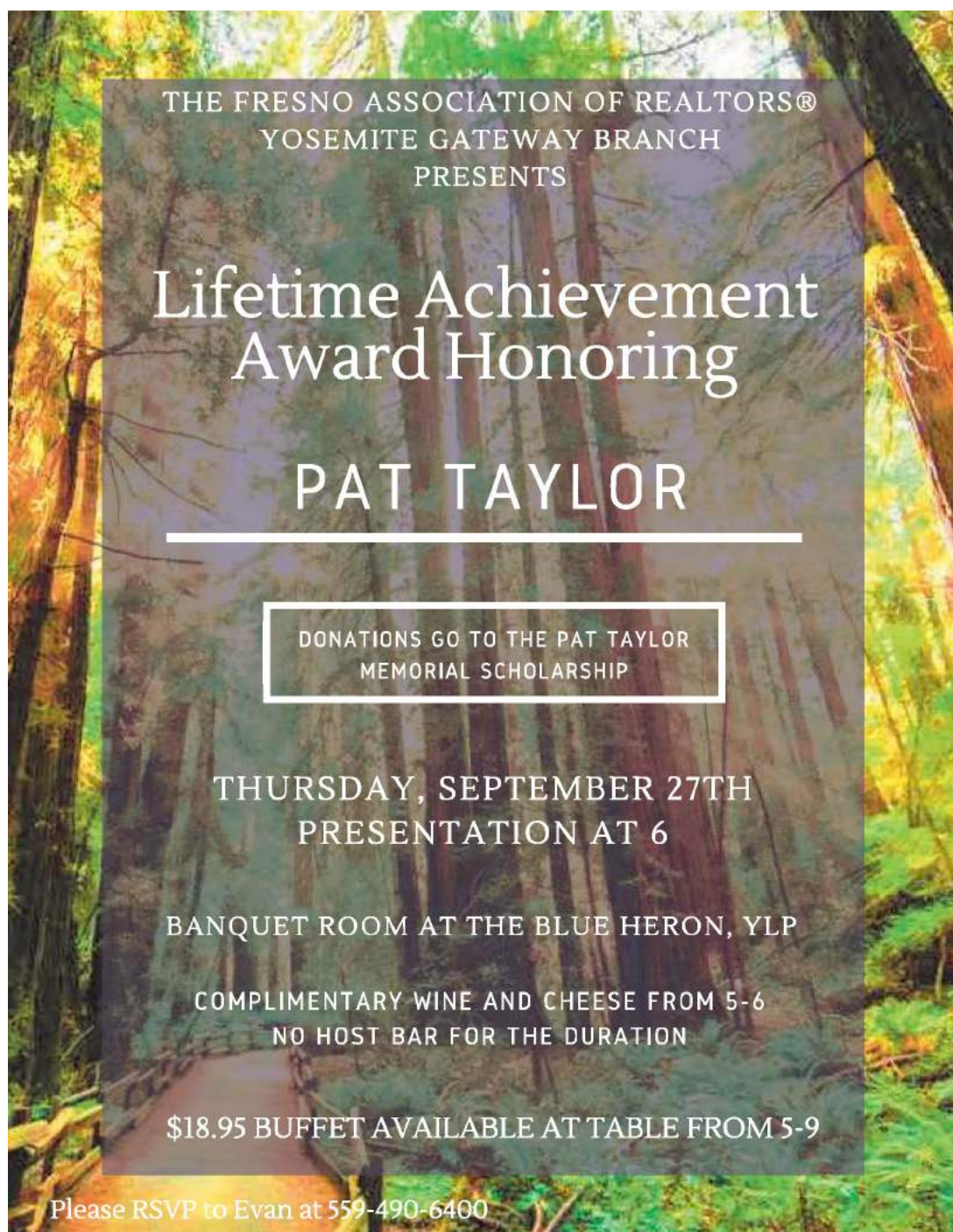
Call Cynthia to reserve your seat now!

(559) 229-1969 * Cynthia@CynthiaCiampi.com

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Our Deepest Condolences
to the friends and family of longtime
REALTOR®

Jerry Framstead
who recently passed away.



THE FRESNO ASSOCIATION OF REALTORS®
YOSEMITE GATEWAY BRANCH
PRESENTS

Lifetime Achievement
Award Honoring

PAT TAYLOR

DONATIONS GO TO THE PAT TAYLOR
MEMORIAL SCHOLARSHIP

THURSDAY, SEPTEMBER 27TH
PRESENTATION AT 6

BANQUET ROOM AT THE BLUE HERON, YLP

COMPLIMENTARY WINE AND CHEESE FROM 5-6
NO HOST BAR FOR THE DURATION

\$18.95 BUFFET AVAILABLE AT TABLE FROM 5-9

Please RSVP to Evan at 559-490-6400

Calendar

Upcoming Training and Events

● Held at FAR Office

● Held at Yosemite Gateway Branch Office

● Held offsite

Tues.
11

8:30am – MLS Home Tour Meeting
Speaker : John Lewis : Safety and
CCW information
10:00am – Know Your Forms: CAR
form TDS and CAR form AD
Instructor: Lynn Heintz

Tues.
18

8:30am – MLS Home Tour Meeting
Speaker : Staci Valdivia Damsel in
Distress : Self Defense
10:30am – Websites Presentation
10:30am – CRS Data
1:30pm – CRMLS Training
1:00–3:00pm – Mock Trial

Wed.
12

5:00 – 8:00pm – Affiliate
Appreciation at Copper River
Country Club

Wed.
19

10:30am – Clerical Training

Thurs.
13

8:30am – Yosemite
Gateway Branch Home Tour
Meeting
Speaker – Melanie Barker: CAR
update
8:30am – New Member
Orientation

Thurs.
20

8:30am –Yosemite Gateway Branch
Home Tour Meeting
Speaker – TBD
10:30am – CRS Data
1:00pm – Code of Ethics Class with
Ken Neufeld

Fri.
14

8:30am – Investors/Exchangers

Fri.
21

8:30am – Investors/Exchangers



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Office 559.318.9931

Fax 559.318.9934



Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act. NMLS #264441

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THE OUR TEAM

**TOP 10 LENDER FOR
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kalcorn@iffghomeloans.com
NMLS ID: 1053786



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Phone: (559) 706-1825
rrubalcaba@iffghomeloans.com
NMLS ID: 1748265



PAT MALEY
Regional Manager
Phone: (559) 907-8619
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NMLS ID: 451134



PAMELA MCDANIEL
Loan Officer
Phone: (559) 906-3124
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MONICA REYES-AGUILAR
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monica@iffghomeloans.com
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AMALIA RUVALCABA
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Let our team help you grow your business

Ask us how

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7108 N. Fresno St., Suite 190 | Fresno, CA 93720

Guild Mortgage Company is an Equal Housing Lender; NMLS #3274, Fresno Branch NMLS #1312447. I am authorized to conduct business in the state of California. 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. (8-7306) This is a paid advertisement, not necessarily endorsed by the Fresno Association of REALTORS®.



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Clovis at 1660 Herndon Ave. (Herndon & Fowler)

(559) 256-1090

www.expressinsurance.com

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9/26/17

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