

THE GRAPEVINE

OFFICIAL NEWSLETTER OF THE FRESNO ASSOCIATION OF REALTORS®

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UPCOMING COURSES THIS WEEK

ANNUAL PROFESSIONAL STANDARDS AND GRIEVANCE TRAINING

HYPOTHETICALS—FROM ACTUAL HEARINGS
ETHICS and MIS-VIOLATION issues
PROCURING CAUSE and COMMISSION issues
PROCEDURAL matters

RECENT DEVELOPMENTS AND TRENDS
National CASES of interest
CURRENT ISSUES with the CODE OF ETHICS and MLS RULES

BRIEF PROFESSIONAL STANDARDS OVERVIEW
Dates of the GRIEVANCE COMMITTEE
Responsibilities of HEARING PANEL members, including
PREPARATION, EVIDENCE EVALUATION and preparing
FINDINGS OF FACT

DIRECTOR'S ROLE in Professional Standards, including SHOW CAUSE hearings

INSTRUCTOR: John Giardelli
John Giardelli has been an attorney since 1977. He is a principal of The Giardelli Law Group APC. His law firm focuses on real estate, business law, and employment law. He has been a member of several Associations of REALTORS® and numerous bar associations, and has been a professional standards program. Mr. Giardelli is a certified Professional Standards instructor for the California Association of REALTORS® and has been a speaker at the National Board meetings on Professional Standards. He has been a trial lawyer, mediator, arbitrator, and arbitrator. Current topics include: in brokerage issues, associations and corporate issues, strategic planning, and land use.

Date: Friday, March 16, 2018
Time: Registration: 8:00 a.m.
Class: 8:30 a.m. to 3:30 p.m. (lunch provided)
Location: Fresno Association of REALTORS®
6720 North West Avenue
Fresno, California

**COST: Free to Fresno REALTORS®
\$40.00 For Members of Other Associations**

To register, complete information below and email it to: fresno@fresnorealtors.com

Enroll me in the Professional Standards & Grievance Training on Friday, March 16, 2018

Name _____
Firm _____
Address _____
Phone _____
Email _____

Return To:
Fresno Association of REALTORS®
6720 North West Ave
Fresno CA 93711
Phone: 559.490.6400
Fax: 559.490.6404
Email: fresno@fresnorealtors.com

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

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From 8:30 am – 5 pm

Two-day course fee - \$295 (includes lunch)
Call 559-490-6400 for more information.
To register, go to: www.fresnorealtors.com

NATIONAL ASSOCIATION of REALTORS®
Official Designation

ABR

This is your last chance to sign up

Call FAR at
559.490.6400
before classes
fill up

SOCIAL MEDIA : EASY MISTAKES

7 THINGS TO WATCH OUT FOR ON SOCIAL MEDIA

ARTICLE COURTESY OF CALIFORNIA REAL ESTATE MAGAZINE

Make your Facebook personal.
Promote yourself, but don't be another MLS

Automation and Bots can be helpful , but beware of creating fake branding

If you aren't maximizing the usage of tags, you are limiting your exposure to potential new clients.

Business accounts are NOT for venting. Reserve venting for personal accounts, take being professional on all platforms.

Don't choose social media as a platform for debates/ argues with clients or anyone. Remember, you can't please everyone.

Take advantage of great reviews or feedback. Its a great way to promote yourself and show great service.

Always be mindful of compliance rules even on social media platforms.

[Click here to read the full article](#)

YPN

TERRY'S HOUSE NEEDS DONATIONS

Fresno Association of REALTORS® **YPN**

Gives Back



Wish List

For future families in need, please help Terry's House keep the kitchen, pantry and closets stocked with the most commonly used household items.

KITCHEN & PANTRY

- Ground coffee
- Non-dairy creamer
- Sugar substitute
- Insulated cups with lids
- Canned goods
- Boxed cereal & foods
- Cake mixes & frosting
- Single serve snacks & drinks
- Cooking oil & spices
- Paper plates & plastic utensils
- Food storage bags & containers
- Pots & pans
- Foil & plastic wrap

STOCK THE HOUSE

- Liquid dish soap
- Hand soap
- Laundry detergent pods
- Dish sponges
- Cleaning wipes
- Paper towels
- Hotel / travel size toiletries
- Tooth brushes & toothpaste
- Shaving razors & cream
- Kleenex
- 8.5 x 11 copy paper
- DVD's
- Fabric softener
- Hair dryers

You can bring items to the Fresno Association of REALTORS®, or if you want us to get the items for you, you can make a monetary donation for any amount. Deadline for collections are Friday, March 23rd.
(Please make checks payable to F.A.R. with YPN Terry's House in the memo)

CLASSES

Special Class



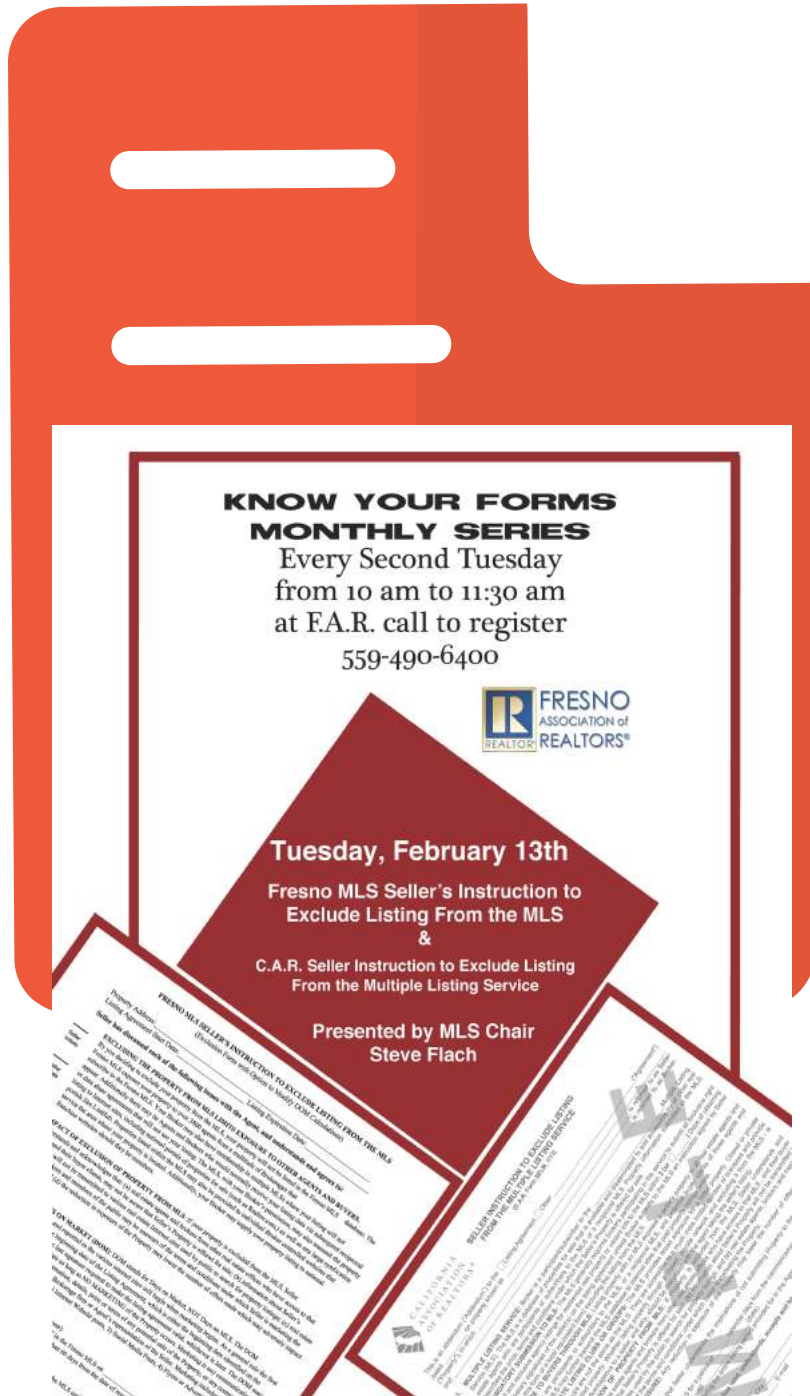
Showing Mountain Property

Tuesday March 20

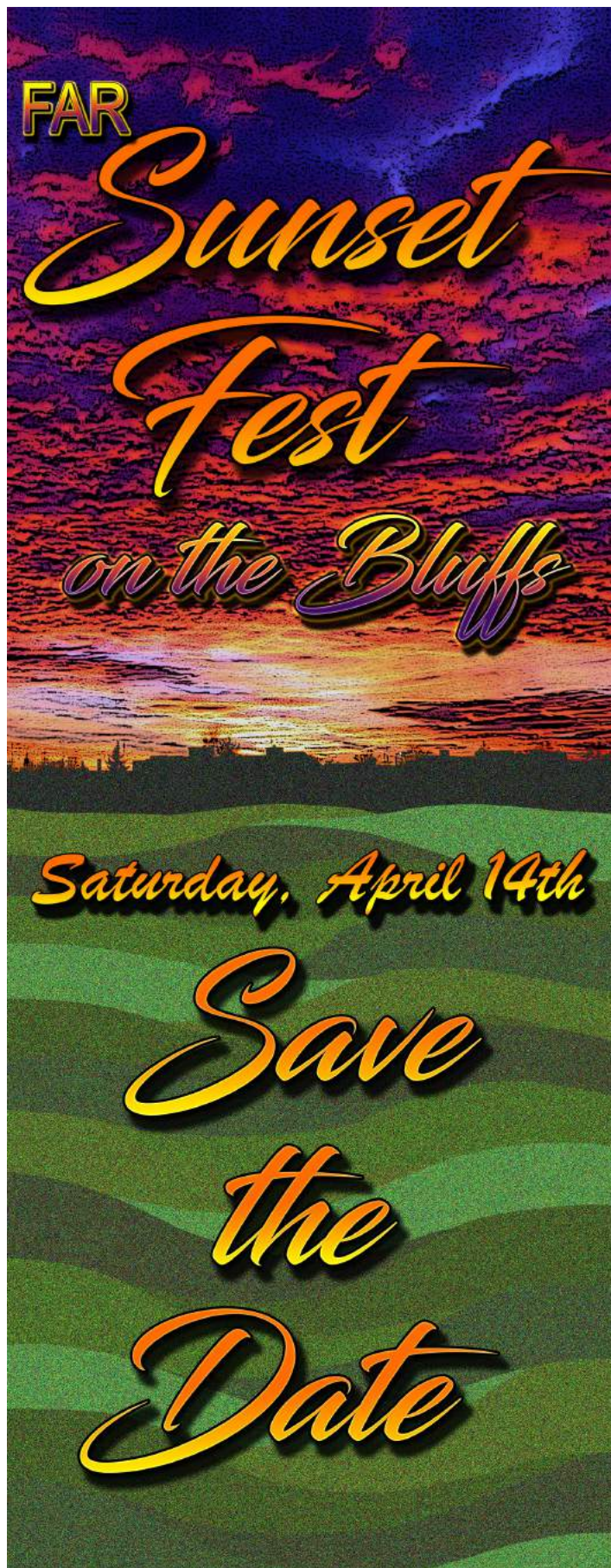
10:00 am - 11:30 am

Fresno Association of Realtors®

6720 N West Ave
Fresno CA 93711



Save the Date



Calendar

Upcoming Training and Events

● Held at FAR Office

● Held at Yosemite Gateway Branch Office

Tues.

13

8:30am – MLS Home Tour Meeting
Speaker : Ken Steitz/Ecowater
10:00am – Know Your Forms : Seller
Instructions to exclude listing

Mon.

19

10:30am – Rapattoni MLSTraining

Wed.

14

8:00am – Check in for ABR
8:30am – ABR Designation
10:30am – CRS Data Training

Tues.

20

8:30am – MLS Home Tour Meeting
Speaker : TBD
10:00am – Showing Mountain
Property

Thurs.

15

8:00am – Check in for ABR
8:30am – ABR Designation
8:30am – Yosemite
Gateway Branch Home Tour
Meeting
Speaker : Sheriff Jay Varney

Thurs.

22

8:30am – Yosemite
Gateway Branch Home Tour
Meeting
Speaker : Amy Varney – Sheriff
Foundation
8:30am – New Member
Orientation

Fri.

16

8:00am – Check in begins
8:30am – Professional Standards and
Grievance Training

Fri.

23

8:30am – Investors/Exchangers

****NO Investors/ Exchangers**



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potential problem or issue along with all the great points of the home they are looking to buy.

3Sixty Inspect is a Fresno based company started in 2008 to perform inspections for residential and commercial properties. Our service includes Fresno and the Greater San Joaquin Valley. My name is Jerry Schooley owner and lead inspector. Since opening the business I have successfully completed over 4000 inspections which include mostly residential homes but also light commercial, multi-family, apartment complexes and more. I provide a quality and easy to understand report that is available within 24hrs of the inspection. After the inspection is complete I am always available for an onsite consultation to go over my findings. We really enjoy helping our clients in this process customer service is our highest priority.

Call Jerry: 559.704.4747
Email 3sixtyinspect@gmail.com
www.3sixtyinspect.com



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- Lite Commercial
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Lu Beltran

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



Deborah Darling

Loan Officer
NMLS #986640
M: 559.970.2214
ddarling@guildmortgage.net



Patty Grissom

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



Kathy Bron

Loan Partner
NMLS #1514344
M: 559.285.2329
kbron@guildmortgage.net



Michelle Walker

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



Judy Neisler

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

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

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THE OUR TEAM



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.maciell@loanpacific.com
Se Habla Español



Miguel Delgado

NMLS #508480
Loan Officer
559.799.0346
miguel.delgado@loanpacific.com
Se Habla Español

Fresno branch:

8050 N. Palm Avenue, Ste. 306
Fresno, CA 93711

Visalia branch:

2318 W. Sunnyside Avenue, Ste. 1
Visalia, CA 93227



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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9/26/17

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

Alma Zapata-Heflebower

alma@resource lenders.com
NMLS #287410

Dave Falke

davefalke@resource lenders.com
NMLS 246351

Guy Willis

guy@resource lenders.com
NMLS 308650

John Vartanian

johnv@resource lenders.com
NMLS 236760

Joy Nichols King

joy@resource lenders.com
NMLS 238933

Laporsha Foster

laporshafoster@resource lenders.com
NMLS 1489300

Nita Carrillo

nita@resource lenders.com
NMLS 298993

Paul Knebel

paulknebel@resource lenders.com
NMLS 320636

Roland Isaak

roland@resource lenders.com
NMLS 252365

Susan Schweda

susans@resource lenders.com
NMLS 269008

Sylvia Plumb

sylviaplumb@resource lenders.com
NMLS 222630

Yolanda Akers

yolanda@resource lenders.com
NMLS 251137

CHAMPLAIN OFFICE

1170 E Champlain #107 | Fresno, CA 93720
559.433.0500

Jeanette Oliver

jeanette@resource lenders.com
NMLS #1618240

Kay Connell

kconnell@resource lenders.com
NMLS 309399



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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

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LENDING



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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