

THE GRAPEVINE

OFFICIAL NEWSLETTER OF THE FRESNO ASSOCIATION OF REALTORS®

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UPCOMING COURSES THIS WEEK

ANNUAL PROFESSIONAL STANDARDS AND GRIEVANCE TRAINING



INSTRUCTOR: John Garofoli

John Garofoli has been an attorney since 1977. He is a principal of the Garofoli Law Group, APC. His law firm focuses on real estate, business, and personal injury. He is a member and represents several associations of REALTORS® and numerous bar associations in the Fresno area professional standards programs. Mr. Garofoli is a certified Professional Standard Examiner for the National Association of REALTORS® and has been a speaker at the NAR Annual meetings on Professional Standards. He has been involved in ethics, arbitration, and grievance issues, professional and corporate music, strategic planning, and has lectured on many topics.

HYPOTHETICALS—FROM ACTUAL HEARINGS
ETHICS and MLS VIOLATION issues
PROCURING CAUSE and COMMISSION ISSUES
PROCEDURAL matters

RECENT DEVELOPMENTS AND TRENDS
National CASES—Interest
Representation of HEARING PANEL members, including
PREPARATION, EVIDENCE EVALUATION and preparing
FINDINGS OF FACT

DIRECTORY ROLE If you represent clients, including SHOW CAUSE hearings

Day: 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: irene@fresnorealtors.com

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

NAME
FIRM
ADDRESS
PHONE
EMAIL

RENTAL INFORMATION
Fresno Association of REALTORS®
6720 N. West Ave.
Fresno, CA 93711
Phone: 559.490.6400
Fax: 559.499.4664
Email: irene@fresnorealtors.com

**Want to significantly increase your earning power?
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FRESNO ASSOCIATION of REALTORS®
Two Scholarships are available from F.A.R. for the Designation course. Call 559-490-6400 for more information.

Take the course:
Fresno Association of REALTORS®
6720 N. West Avenue
Fresno, CA 93711
March 14 & 15
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

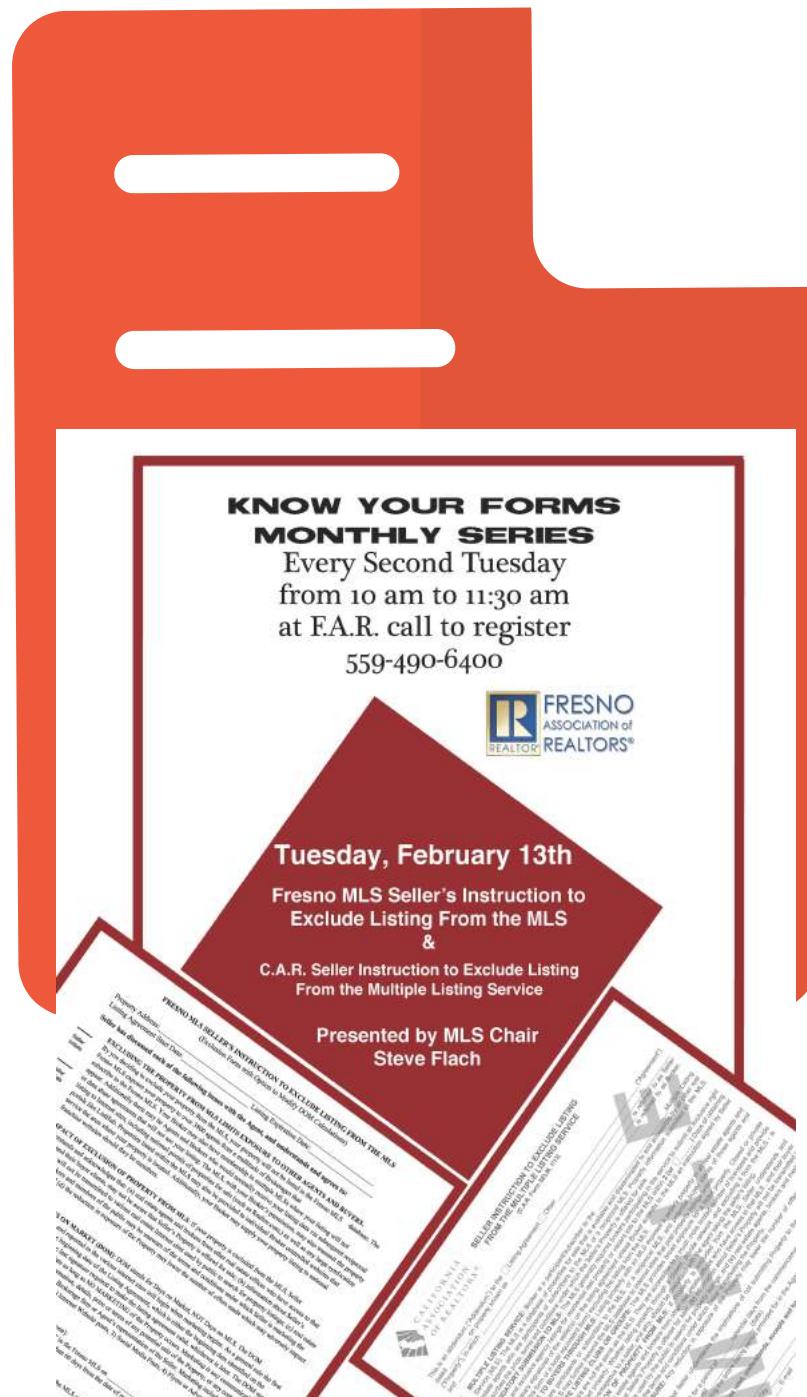
Showing Mountain Property

Tuesday March 20

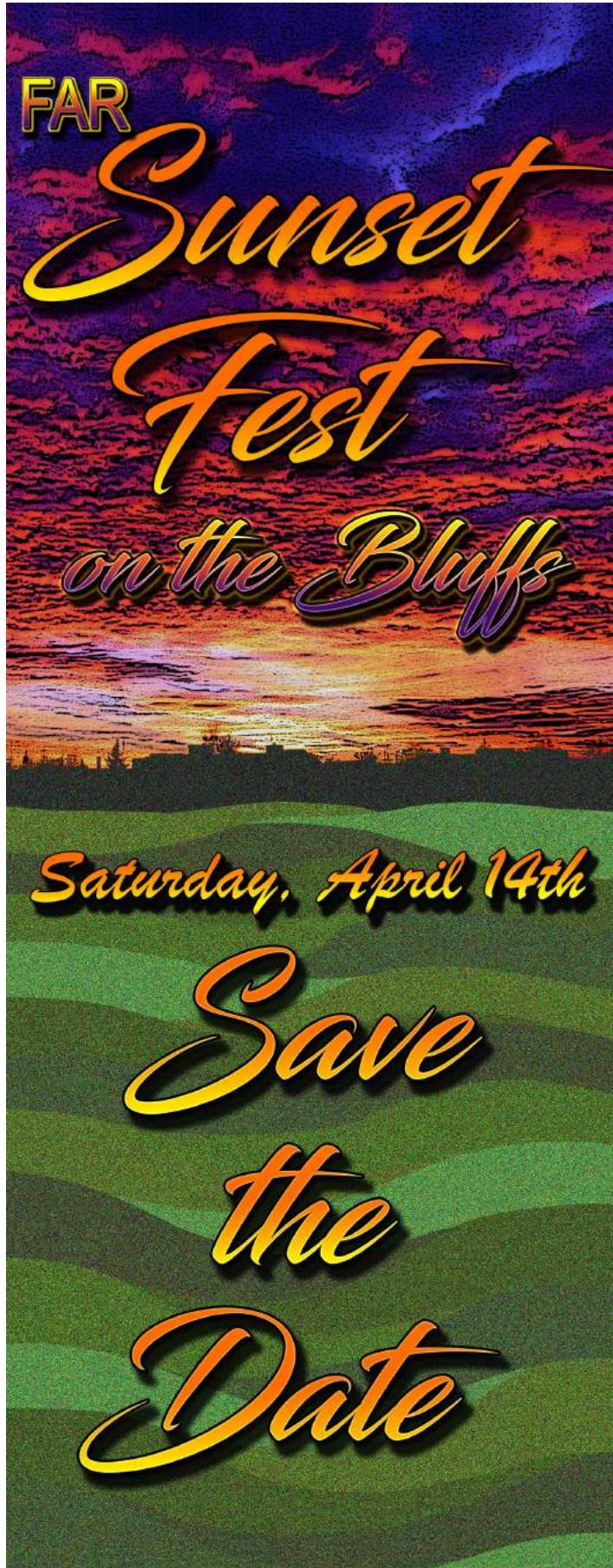
10:00 am - 11:30 am

Fresno Association of Realtors®

6720 N West Ave
Fresno CA 93711



Save the Date



John Scarborough
REALTOR® Classic
52nd Annual Golf
Tournament &
Luncheon

Thursday May 10,
2018
Sunnyside Country
Club

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

Wed.
14

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

Thurs.
15

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

Fri.
16

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

****NO Investors/ Exchangers**

Mon.
19

10:30am - Rapattoni MLSTraining

Tues.
20

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

Thurs.
22

8:30am - Yosemite
Gateway Branch Home Tour
Meeting
Speaker : Amy Varney - Sheriff
Foundation

8:30am - New Member
Orientation

Fri.
23

8:30am - Investors/Exchangers



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Let us partner with you in helping your clients receive the best possible inspection and report for their money. Your clients deserve to know everything that could be a 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



- Residential
- Lite Commercial
- Multi Family
- Condo and PUD
- Pool and SPA
- New Construction
- Manufactured Homes

"What Are You Walking Into"

Jerry Schooley



Experienced - Knowledgeable - Professional



Let our team help you
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Ask us how



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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. (18-7306)
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CPA'S AND MANY MORE**

SHEILA KAMPS-FROWSING, AGENT

559-221-5160 sheila@kampsinsurance.com

750 E Bullard Ste. 104 - Fresno 93710

CA License #: 0E48936

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OUR TEAM

MEET



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8050 N. Palm Avenue, Ste. 306
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Visalia branch:
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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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NMLS ID #698952

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www.mohancheema.com



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Information subject to change without notice. This is not a commitment to lend and all loans are subject to credit approval; certain restrictions may apply. Licensed by the Dept. of Business Oversight under the CA Residential Mortgage Lending Act. See www.phmc.com/licensing for additional licensing information. NMLS ID #13589 (www.nmlsconsumeraccess.org).

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ACCREDITED MEMBER

9/26/17

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Your Resource for Real Estate Loans

®



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Resource Lenders Inc. Real Estate Broker BRE #01079003 NMLS #254765

www.resourcelenders.com

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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!



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Stearns[®]
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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