

NOVEMBER 2ND, 2018

# The Grapevine

OFFICIAL NEWSLETTER OF THE FRESNO ASSOCIATION OF REALTORS®

In Observance of Veterans Day, all FAR  
Offices will be Closed  
Monday, November 12th, 2018

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MLS Dues bills have  
been mailed out.  
\$210 is due Nov 1st  
The last day to pay is  
December 15th 2018

Click here to listen to the  
latest episode



# What REALTORS® Need to Know About the New Tax Law



This video series with Evan Liddiard, Director of Federal Tax Policy for the National Association of REALTORS®, and Peter Baker of the Business Planning Group, gives an overview of 2018's new tax laws. The series offers guidance for individuals and families filing tax returns, the tax incentives of owning a home, as well as business tax changes for real estate professionals.

**[Click here for more videos and the full article.](#)**

## New FAR Store Items



## NEW WOODWICK CANDLES HAVE ARRIVED IN THE FAR STORE







FRESNO ASSOCIATION OF REALTORS®  
& Women's Council of REALTORS®



# *Launch Mixer*

Thursday November 8, 2018

The Point from 5 - 7 PM

2940 E. Nees Ave.

Must R.S.V.P. in advance to F.A.R. at 559-490-6400

to enjoy complimentary beverage and appetizers

*Bring a new unwrapped toy & you get  
in for FREE! Or \$10 at the door.*



Fresno Association of REALTORS®  
Yosemite Gateway Branch

SHOP LOCAL  
*Christmas*  
**BAZAAR**

Saturday, November 24, 2018

9:00 AM - 3:00 PM

40050 Highway 49, Suite N-4  
Oakhurst, CA 93644  
(Former Blockbuster)

Support Local Artisans  
Come take pictures with Santa  
Warm up with Hot Cider  
Spread some Holiday Cheer!



Benefits FARAF Scholarship Committee  
Please call 559-490-6400 with any questions

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



## YPN Advisory Committee Members and Roles

1. Chair
2. Vice-Chair
3. Past Chair
4. Social Media Leader
5. Events Leader
6. The "Affiliate" committee Leader
7. Sponsorship Leader
8. Wake Up YPN Leader
9. Membership Leader

### **Chair (REALTOR® seat)**

The Chair is responsible for leading the YPN in every capacity. Foremost are the advisory committee meetings. The Chair has full responsibility for anything and everything and will make himself/herself readily available to committee members to aid in any of their responsibilities. The Chair must have served as Vice-Chair the year before, and reports directly to the Association Executive and staff liaison. The Chair shall travel to state and national meetings as budget allows throughout the year.

### **Vice-Chair (REALTOR® seat)**

The Vice-Chair is positioned to be the Chair the following term and must have served on the committee the previous year. The primary role of the Vice-Chair is to learn and prepare himself/herself for the following year. The Vice Chair will aide the Chair in running committee meetings, being readily available to help other committee members, and most importantly to fill the Chair's duties if the Chair cannot perform.

C.A.R. meeting attendance will be budgeted for Chair travel in the annual budget. When budget allows, Vice Chair will attend.

### **Past Chair**

This position is vital to the continued success of the advisory committee, the Past Chair is your history. The experience and knowledge they bring will help the committee grow and be a great resource for the current chair.

### **Social Media (REALTOR® seat)**

This role is responsible for maintaining our Facebook and Instagram accounts for YPN. It is also a responsibility for this position to take photos of committee members and YPN members in general who attend our events and post these to social media, as well as keep a log of photos for the staff liaison.

**Events (REALTOR® seat)**

It is the responsibility of this position to schedule and plan all events for our Network year. This includes all learning events, mixers, and family events. All correspondence during the planning and scheduling of events must include staff liaison. All discussions with vendors, venues, caterers, and speakers about terms of service must be made by staff liaison. This position will work closely with the Chair, Vice-Chair, and staff liaison.

**Affiliate (One Affiliate seat)**

The Affiliate leader manages and organizes the affiliates and is the primary counterpart to the events seat in every capacity. It is the responsibility of the affiliate to coordinate all community service events. We aim to do 4 community service events yearly and each one will be headed by this position. This seat especially works very closely with the Sponsorship leader year-round, in order to stay on track with current and prospective local sponsors for yearly commitments.

**THIS IS THE ONLY AFFILIATE THAT SERVES ON THE COMMITTEE.****Sponsorships (REALTOR® seat)**

The Sponsorship leader is responsible for bringing in at least 5 annual sponsors.

The main tasks of this leader are to communicate with our current sponsors every single month with an update. The updates are simply communications about recently past, current and future events and be the liaison to the sponsors for materials at events and logistics of all sponsor needs.

This leader works very closely with the Social Media Leader for current photos and to ensure that sponsors are on track with their monthly facebook posts. This seat will be key in the acquisition of new, fresh, and relevant sponsors. The Sponsorship leader will be responsible for hosting all the sponsors during the events, including helping to check-in guests as they arrive to events.

**Wakeup YPN Leader (REALTOR® seat)**

Wake Up YPN leader is responsible for planning and executing 12 morning events yearly. Wake Up YPN's are our only unchanging, consistent event - always at 9 am on the second Thursday of each month. Half of Wake Ups should be strictly geared towards Networking, while the other half should be content driven (tiny house, RAF, community outreach, etc.).

**Membership Leader (REALTOR® seat)**

This is a vital role when it comes to fostering relationships with new and continuing members of YPN. It will be your responsibility to collect new member business cards at each event and input them into our YPN membership on the Fresno Association of REALTORS® website. Most importantly, foster relationships between new members and our sponsors. This role will be vital in creating healthy and beneficial relationships between sponsors and new YPN members.



# Calendar

Upcoming Training and Events

● Held at FAR Office

● Held at Yosemite Gateway Branch Office

\*Important Information: Yosemite Gateway Branch will be closed

Wednesday November 7th, 2018

Friday November 9th, 2018

Wednesday November 14th, 2018

Friday November 16th, 2018

Tues.  
06

8:30am - MLS Home Tour Meeting  
Speaker : Sheila Kamps-Frowsing -  
Farmers Insurance  
10:30 am - MLS Training  
1:30pm - CRMLS Training

Wed.  
07

\*\*YOSEMITE GATEWAY BRANCH  
CLOSED\*\*

Thurs.  
08

8:30am - Yosemite  
Gateway Branch Home Tour  
Meeting  
Speaker - Melanie Barker - NAR &  
CAR Update  
9:00am - CRMLS Training

Fri.  
09

8:30am - Investors/Exchangers  
  
\*\*YOSEMITE GATEWAY BRANCH  
CLOSED\*\*

Mon.  
12

FAR and Yosemite Gateway Branch  
are closed in observance of Veterans  
Day.

Tues.  
13

8:30am - MLS Home Tour Meeting  
Speaker : CAR Directors Report  
10:00am -Know Your Forms: TBD

Wed.  
14

\*\*YOSEMITE GATEWAY BRANCH  
CLOSED\*\*

Thurs.  
15

8:30am -Yosemite Gateway Branch  
Home Tour Meeting  
Speaker  
10:30am - RPR Training

Fri.  
16

8:30am - Investors/Exchangers  
  
\*\*YOSEMITE GATEWAY BRANCH  
CLOSED\*\*



# CODE OF ETHICS

## 2018 NAR REQUIREMENT

REALTORS® are required to complete a Code of Ethics training before Dec 31, 2018

### **How do I know if I've completed this requirement?**

If you have renewed your license from 1/1/2017-present you have met the requirement with the DRE.

**If you have not completed the Code of Ethics requirement, you still have time! CAR offers a free online class, that can be accessed at this URL.**

<https://www.nar.realtor/about-nar/governing-documents/code-of-ethics/code-of-ethics-training>

### **How do I get credit once I've taken the class?**

Please email a FAR staff member, [kathy@fresnorealtors](mailto:kathy@fresnorealtors) or [irene@fresnorealtors](mailto:irene@fresnorealtors), with your completion date to ensure you get credit.





# KEY FACTS

## YES ON PROPOSITION 5 AND NO ON PROPOSITION 10

Homeownership and private property rights are on the California ballot this November and the election outcome will determine our state's housing future. REALTORS® throughout the state are committed to protecting homeownership and are urging our clients, colleagues and fellow Californians to look closely at this year's ballot. The state's housing future depends on it.

### YES ON PROP 5

**The Property Tax Fairness Initiative (Prop 5) removes the unfair moving penalty for seniors, the severely disabled and disaster victims across the entire state while still ensuring they pay their fair share of property taxes.**

- Seniors will have the freedom to downsize or move closer to family.
- The severely disabled will be able to move to more practical homes.
- Many disaster victims will now have the opportunity to move without being penalized.

Too many Californians feel like they will never be able to become homeowners. Eliminating the moving penalty for seniors, disaster victims and the severely disabled will create more opportunities for homeownership for first time buyers and young families.

### NO ON PROP 10

**Prop 10 will make California's housing crisis worse. It's the wrong solution for a state that desperately needs to create more affordable housing for middle class families. Seniors, veterans, both gubernatorial candidates – Democrat Gavin Newsom and Republican John Cox – and affordable housing experts all oppose Prop 10 because it will make housing less available and less affordable.**

Prop 10 will:

- Let government dictate rental pricing for privately owned single-family homes.
- Reduce home values by more than 10%, according to MIT researchers; an average loss of approximately \$39,000 per California homeowner.
- Significantly restrict what single-family homeowners can do with their homes.
- Could allow bureaucrats to charge homeowners a fee for taking their home off the rental market.

The facts are clear: Prop 10 will reduce affordable and middle-class housing in California and drive down existing home values. For more information, please visit [www.housingforCalifornia.com](http://www.housingforCalifornia.com).

Paid for by California Association of REALTORS® Issues Mobilization PAC

For more information, please visit: [on.car.org/cayes5no10](http://on.car.org/cayes5no10)



# Let our team help you grow your business

## Ask us how



**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



**Judy Neisler**

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



**Jerry Gonzales**

Loan Officer  
NMLS #223441  
M: 559.999.0272  
jgonzales@guildmortgage.net

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NMLS# 1199447



**Steve Martin**  
**360-5158**

[smartin@kingsmortgage.com](mailto:smartin@kingsmortgage.com)  
NMLS# 359128



**Gerald Hayes**  
**917-9595**

[ghayes@kingsmortgage.com](mailto:ghayes@kingsmortgage.com)  
NMLS# 283054



**Lizette Hurtado**  
**743-5546**

[lhurtado@kingsmortgage.com](mailto:lhurtado@kingsmortgage.com)  
NMLS# 1126715



**Kaylee Wood**  
**349-0272**

[KWood@kingsmortgage.com](mailto:KWood@kingsmortgage.com)  
NMLS# 1031832

685 W. Alluvial, Fresno, CA 93711

**Office 559.432.5100**

**Fax 559.432.2796**

2020 High Street, Suite A, Selma, CA 93662

**Office 559.318.9931**

**Fax 559.318.9934**



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

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

**Guy Willis**  
guy@resourcelenders.com  
NMLS 308650

**Jeanette Connell**  
jeanette@resourcelenders.com  
NMLS#1618240

**John Vartanian**  
johnv@resourcelenders.com  
NMLS 236760

**Joy Nichols King**  
joy@resourcelenders.com  
NMLS 238933

**Kay Connell**  
kconnell@resourcelenders.com  
NMLS 309399

**Laporsha Foster**  
laporshafoster@resourcelenders.com  
NMLS 1489300

**Lisa Barnes**  
lisa@resourcelenders.com  
NMLS 1708685

**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**  
sylviaplumb@resourcelenders.com  
NMLS 222630

**Yolanda Akers**  
yolanda@resourcelenders.com  
NMLS 251137



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**[www.expressinsurance.com](http://www.expressinsurance.com)**

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