

THE GRAPES

OFFICIAL NEWSLETTER OF THE FRESNO ASSOCIATION OF REALTORS®



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IMPORTANT DEADLINES


MLS dues must be paid before **June 15th** to avoid late fees.
Late fees are 10% of the original invoice.

Website Billing is due no later than **June 29th**

2019 F.A.R. Board of Directors Candidates

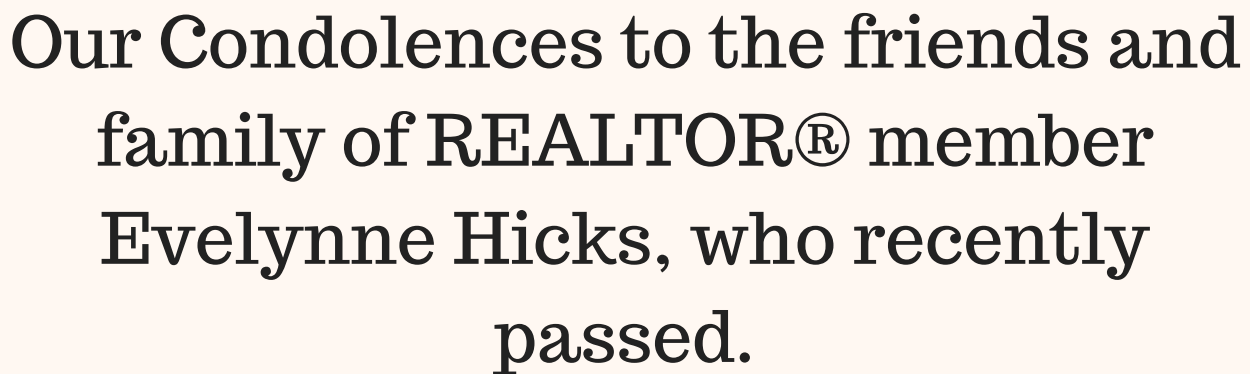
The following are the candidates for the 2019 FAR Board of Directors. There are 4 vacancies to serve 3 yr terms. Watch for ballots to be mailed June 1st

Julie Caglia
Sandy Darling
Annie Foreman
Lupe Uribe
Kam Singh Wade
Don Scordino

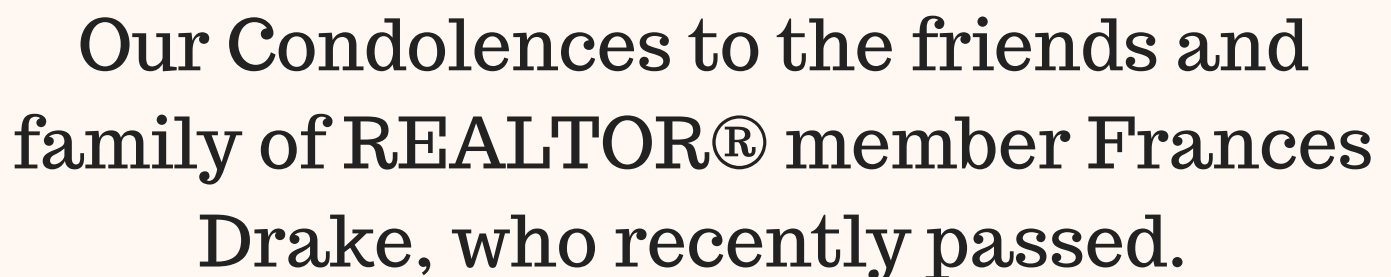


Click here to
read
Candidate
Statements

Ballots have been mailed!



Our Condolences to the friends and
family of REALTOR® member
Evelynne Hicks, who recently
passed.



Our Condolences to the friends and
family of REALTOR® member Frances
Drake, who recently passed.

NAR Mandatory Code of Ethics Training

As of January 1, 2017, the National Association of REALTORS® (NAR) has required that every REALTOR®, in order to maintain membership in the Association of REALTORS®, must complete a 2 ½ hour Code of Ethics course every two years. This means all FAR REALTOR® members must complete the training at some point between January 1, 2017 and December 31, 2018. Failure to comply with this required ethics training is a violation of a membership duty and will result in suspension and possible termination from the member's primary Association.

Training may be completed through local associations or through another method, such as home study, correspondence, classroom courses, or online courses. Code of Ethics training is also included in CalBRE license renewal requirements, so if a member has renewed their license between January 1, 2017 and December 31, 2018, their Code of Ethics requirement is covered.



**Congratulations to
Patti O'Neill
newest FAR and CAR
honorary member**



Fresno Home Care Tips Now Available in Multiple Formats!

The Fresno Association of REALTORS® created Fresno Home Care Tips in order to help REALTORS® connect with their clients and Home Owners maintain their home.

Fresno REALTORS® can use these Home Care Tips to create business opportunities by sharing them with future, current and reconnecting with past clients. USB-Keys, Cards and Books can be picked up at the Association.

Here are a few ideas to get you started on how to use these various formats:

- Hand your client USB-Key Tips along with the key to their new home and closing package.
- Add www.fresnohomecaretips.com as a resource link to your website, email signature or voice mail.
- Send Card Tips out with your marketing material; the perfect reason to keep in touch with past clients.
- Go door knocking with the Home Care Book Tips in-hand and introduce yourself and your services

Enjoy your “Home Sweet Home”

www.fresnohomecaretips.com

**Don't forget about Orientation
New Members, Don't forget your refund**

Monday June 18th 8:30 am – 2:30 pm

Thursday July 26th 8:30 am – 2:30 pm

Thursday August 23rd 8:30 am – 2:30 pm

LEGAL UPDATE LUNCH, LEARN AND AFFILIATE FAIR



JUNE 14TH FROM 9 AM - 3 PM
CLOVIS VETERANS MEMORIAL DISTRICT

PRESENTED BY GOV HUTCHINSON,
C.A.R. ASSISTANT GENERAL COUNSEL



ADMISSION IS \$10 AND YOU
MUST REGISTER IN ADVANCE
BY CALLING F.A.R. AT 559-490-6400

PRESENTATION
9 AM - 11:30 AM

LUNCH &
AFFILIATE FAIR
11:30 AM - 3 PM



Military Relocation Professional Certification Course

How to Earn It

Education

Complete the one-day **Military Relocation Professional (MRP) Certification Core Course**.
Complete two one-hour webinars:
VA Home Purchase Financing and Options for Disabled Service Members and Veterans,
VA Compromise Sale

Professional Affiliation

Member in good standing of the National Association of REALTORS®

Application

Submit the online application.
Application fee
\$195

Benefits:

Earning NAR's MRP certification provides a number of important benefits, in addition to the knowledge you receive from taking the Military Relocation Professional Core Course.

Education in classroom and online formats that teach you how to work with current and former military service members to find the housing solutions that best suit their needs.

Use of the MRP logo and marketing materials to promote your certification.

Free Webinars that you can download anytime and anywhere.

Downloadable MRP certificate.

Differentiation as an MRP at REALTOR.org and REALTOR.com®.

Access to an exclusive online network to locate other Military Relocation Professionals for referrals and to share ideas.

After the initial application fee of \$195 is paid; there are no annual certification dues (although you must maintain membership in NAR to use MRP)

Monthly email updates.



Military Relocation Professional Certification Course

There are still
some spots
available, don't
miss your
chance to get
this
designation.

Call FAR to
register.
559.490.6400

Course Goal

The goal of *Military Relocation Professional Certification Course* is to educate real estate professionals about working with current and former military service members to find the housing solutions that best suit their needs—as sellers or buyers—and take full advantage of military benefits and support. Students will learn how to provide the real estate services—at any stage in the service member's military career—that meet the needs of this niche market and win future referrals.

Learning Objectives

1. The Military Market

- Learn the processes and procedures involved in a military relocation and how these impact service members' relocation and housing choices.
- Use demographics of the military market to formulate business strategies and determine service offerings.
- Provide information to help service members through a rent or buy/sell decision-making process.

2. PCS—The Military Relo

- Identify and provide services that help service members find and purchase suitable homes.
- Apply knowledge of the PCS process to guide service members through the real estate transaction.
- Enhance your sensitivity to the emotional issues involved when a military family relocates.

3. VA Financing for Active Duty—Vets

- Explain the basics of VA financing.
- Recognize situations in which a buyer is eligible for VA financing.
- Connect prospective buyers with sources of information and lenders for VA financing.

Fresno Association of REALTORS®
ANNUAL JUNE LUNCHEON

THURSDAY, JUNE 21, 2018

AT PARDINI'S CATERING & BANQUETS

SPECIAL GUEST SPEAKER

FORMER FSU HEAD COACH

PAT HILL

11:30 AM NO HOST BAR

12 PM LUNCH & PROGRAM

INDIVIDUAL TICKETS ARE \$23
OR \$230 PER TABLE OF 10

JOIN US FOR THE 2019
F.A.R. ELECTION RESULTS

**KNOW YOUR FORMS
MONTHLY SERIES**
Every Second Tuesday
from 10 am to 11:30 am
at F.A.R. & streamed at our
Yosemite Gateway Branch
Must register in advance 559-490-6400



Tuesday, June 12th

**C.A.R. Form RPA (pg 5-10)
Residential Purchase Agreement**

**Presented by
Ken Neufeld**



**Click here
to register**

Calendar

Upcoming Training and Events

● Held at FAR Office

● Held at Yosemite Gateway Branch Office

● Held Offsite

Mon. 11	10:30pm – MLS Training	Mon. 18	8:30am – New Member Orientation
Tues. 12	8:30am – MLS Home Tour Meeting Speaker : CAR and NAR Candidates 10:00am – Know Your Forms: RPA pages 5-10 Instructor: Ken Neufeld	Tues. 19	10:30am – Websites Class
Wed. 13	10:30am – Zipforms/Digital Ink	Wed. 20	Yosemite Gateway Branch Closed Today
Thurs. 14	Yosemite Gateway Branch Home Tour Meeting – NO MEETING 9:00am – Legal Update and Affiliate Fair at Clovis Veterans Memorial District 2:00pm – CRS Data Training	Thurs. 21	8:30am – Yosemite Gateway Branch Home Tour Meeting Speaker : 2018 Scholarship Winners 11:30 – Annual Luncheon at Pardini's Guest Speaker: Former FSU Football Coach Pat Hill
Fri. 15	8:30am – Investors/Exchangers 10:30am – RPR Training	Fri. 22	8:30am – Investors/Exchangers



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Mohan Cheema

NMLS ID #698952

Senior Mortgage Consultant

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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).

9/26/17



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NMLS 309399



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

www.resource lenders.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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THE OUR TEAM

**TOP 10 LENDER FOR
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PAT MALEY
Regional Manager
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pmaley@iffghomeloans.com
NMLS ID: 451134



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GOLDY SIDHU
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