



APRIL 2013

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SPRING TIME IS UPON US!  
Is it a time for change? See the president's message.  
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Supra Keybox  
Exchange  
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## Official Publication of the Newport Beach Association of REALTORS®

401 Old Newport Blvd., Ste. 100  
Newport Beach, CA 92663  
(949) 722-2300

The purpose of the Newport Beach Association of REALTORS® is to be a service and support organization through active participation in establishing programs and services that will enhance and promote the successful business endeavors of its members. With integrity and competence, it will provide a positive link to the local community by cultivating goodwill and protecting the individual rights to own, transfer and use real property.

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## The Coastal REALTOR® News

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# President's Message



**Mark Todd**  
2013  
President

## Excuse me . . . but can you spare some change?

What if everything you knew was wrong? Seriously, not metaphysically but scientifically wrong. Take something that you may already have taken as granted. For instance, the idea of the speed of light, which we have come to believe as a constant truth, is now being questioned by some modern day physicists who speculate that the postulate of the speed of light might actually vary. Yes it's true! It may seem as a heretical idea-that the speed of light is not constant; but there are those who now saying that light traveled faster in the early universe and have thus challenged the most fundamental tenet of modern physics. However these scientists, in order to prove their theory, must go through a rigorous, competitive, emotional, and an argumentative process amongst their peers. Hmmm I wonder what other industry I know of that might occasionally go through a similar process to reach an agreement.

No matter how much regulation, conformity, and agreement we have on anything there will be franchises that spin-off and find holes in a theory or a contract whether it is in the world of science or real estate. However, the one thing that remains constant across the spans of time is: change. Since the beginning of time all things have changed. Change is evolution and evolution takes time. In the real estate world, change can take almost no time for example; when you hang up the phone with your client one minute and then it immediately rings back with that client changing their mind. Or look at how fast our market has changed from having an abundance of REO and

Short Sales flooding the market just a few years ago to today's scarce inventory. Still there is that one constant, as Bob Dylan once wrote "Times They Are a-Changin"...again.

So how is this stuff relevant to a Newport Beach Associate REALTOR®? How do we manage these times of change? It's been said that time is money, but in fact, time is more valuable than money because you can always make more money but you cannot make more time. So with the time change and the arrival of spring I thought it was relevant to ask if you can spare some change. Not time. Not money. Just change. So can you spare some change or can some change spare you? How are you changing with the times? Let's take a look at some of the things we have going on that might affect your business.

During the Tempo to Matrix conversion, a special exception was made to the CRMLS Matrix platform's Auto Sell rule for converting Brokers and Agents. On Monday, April 1, 2013, the exception expired, and the number of days before a listing's status is changed to Auto Sold (S\*) will be reduced from 15 days to 5 days. To avoid potential status violations, please refer to the Matrix Auto Sell rule information below. Sure this seems as a hassle to some, but the system strives for the proper sustaining of the data integrity, which provides a better service to us all as well as our clients.

When changing the status of a listing to Backup or Pending, the listing Agent is required to enter an Estimated Close

of Escrow date. If the listing's Estimated Close of Escrow date is not extended or if the listing's status is not updated within 5 days of the Estimated Close of Escrow date you entered, the CRMLS Matrix platform's Auto Sell rule will automatically change the listing's status to Auto Sold (S\*). Failure to properly manage your listing's Close of Escrow date and/or listing status within 2 business days of the Estimated Close of Escrow date will result in a listing status violation.

Personally, over the past 20 years that I've been the business I have seen technology constantly changing the way we do business. This is yet another example. I don't know about you, but the more technology that I have in my life that is supposed to free up my time seems to take more of it. Perhaps that is because we no longer have compartmentalized time because technology can bridge the boundaries of our personal time for work, play, family, and planning or as I like to call it - prayer. As a coach also I have to make game plans all the time, but It's been said that if you want to make God smile, make a plan, that's why now I just pray instead.

Locally we have changes coming up at the proposed Uptown Newport project is a mixed-use development with up to 1,244 residential units, 11,500 square feet of neighborhood-serving retail space, and two acres of park space to be located at 4311-4321 Jamboree Road. The project would be developed in two phases. Development of Phase 1 is projected to start in 2014 and be completed in 2017 and Phase

2 is anticipated to begin in 2017 and be completed in 2021. The location is 20.05 acres generally located on the east side of Jamboree Road, with Birch Street to the north and Von Karman Ave and MacArthur Blvd to the west.

Also the John Wayne Airport Settlement Agreement Extension Proposal Aims to Extend Curfew through 2035. Since late 2011, the City of Newport Beach (City), the Airport Working Group (AWG), Stop Polluting Our Newport (SPON), and the County of Orange (County) have worked cooperatively to develop a proposed extension of the John Wayne Airport (JWA) Settlement Agreement. The parties share a commitment to reaching an agreement that would preserve and continue important restrictions on the use of JWA. 1. Protection and extension of the noise-based curfew for another twenty-two (22) years, through 2035 - no commercial departures before 7:00 a.m. Monday-Saturday nor before 8:00 a.m. on Sunday and no arrivals after 11:00 p.m. A challenging aspect of the discussions between the four parties was determining the appropriate balance between the interests of Newport Beach residents and the interests of the residents of the JWA "corridor cities" located within vicinity of the airport, air travelers, air cargo needs, and the aviation industry.

Statewide the DRE will be changing its name to The Bureau of Real Estate under the Department of Consumer Affairs in July. Meanwhile they are also planning on raising the standard requirements that must be met to

become a California Real Estate License. In fact many agents seem to be in favor for the increase in professional standards however this might require them too to evolve. I believe the members of the NBAOR are a heartier bunch of agents capable of handling change with little set back. Take for example how we have endured the change from TempoMLS to CRMLS. And now we must steady ourselves as we get ready to change our lock boxes in a few weeks. Today's housing landscape looks entirely different from a year ago. Have you altered your business plan to take advantage of new opportunities? Will the changes in 2013 help you become more profitable and successful?

Nationally, NAR's official designations and certifications can help you as much as double your income and earn have the specialized expertise to navigate today's marketplace.

All these changes again! So what things are timeless? What always endures the winds of change? Here is what always perseveres in times of change: a strong moral character, ethics, and values. Others would also submit a strong vision and the ability to execute a plan - despite God's sense of humor. C.A.R. is also recognizing Realtors for such timeless traits. Realtors have opportunities every day to make life-changing meaningful impact for our clients by showing exceptional compassion and care in the service of our clients and by going beyond the negotiations and always making our clients' needs a priority.



By GPA Chairman **Tony Bartos**

## The REALTOR® Party – Newport Beach Chapter – Call For Action

Here are the latest updates on anti-private property and other anti-business policies that need watching or immediate action.

### Last Oyster Farm

Here's an update on Drakes Bay Oyster Farm at Point Reyes National Seashore. The company has been given a reprieve and the chance to fight the draconian fists of the EPA. If this type of governmental land-grab can happen in Marin County it can happen on our coastline. Search for more info at [capoliticalnews.com](http://capoliticalnews.com) and [sfexaminer.com](http://sfexaminer.com).

### CAR UPDATES

SB 30 and AB 42 are supported by CAR to extend debt forgiveness income tax in regard to homeowners' short sales. The previous bills expired December 31, 2012. CAR is in favor of the new bills' forgiveness beginning on January 1, 2013. The national extension expires in 2014.

CAR is sponsoring SB 176 which requires openness in all aspects of state agencies, boards and commissions regulatory practices. Notices, meetings and reports will need to be posted not only on the particular agency website but all agencies must post all information necessary for public oversight in one place.

### REALTOR® Party

The REALTOR® Party still needs help to save the Mortgage Interest Deduction (MID). More phone calls and e-mails to our senators and congressman will remind them the MID is needed for low to moderate income buyers. It is a helpful deduction not a loophole.

California Association of REALTORS® (CAR) President Don Faught's 'call to action' regarding this problem can be viewed via video at [www.car.org](http://www.car.org). Also visit [KeepTheMID.com](http://KeepTheMID.com). Get the word out through your social media network. Call Congress at (202) 224-3121.

### Agenda 21

Another Agenda 21 scheme is brewing. Non-elected officials plan to divide our state into regional governance instead of towns or counties, meaning that fiscally responsible communities in a given "region" will suffer losses of revenue to irresponsible local governments - or "from each according to their ability to each according to their need", Karl Marx.

U.N. Agenda 21 continues to push "tenement-style" housing in the northern part of our state. The city of Danville successfully fought against this concept of development that requires importing people from outside a community.

REALTORS® are trying to prevent what SF Bay Area passed into law. A consequence of Agenda 21 is the notion of Urban Growth Boundaries or the prevention of so-called "urban sprawl". CAR has defeated legislation that would create a statewide mandate. The environmentalists continue their land-use control battle.

The battle is confusing as one model prevents growth and the other pushes increased population. These ideas are spreading so be watchful in regard to what is productive for our area.

### Remember REALTORS®

Over 1700 of CAR's 100,000 REALTOR® members are from our association. We have a voice. Support the Realtor Party.

Remember that we are not just sales people. We are advocates for private property rights and overseers of properly used eminent domain. Come visit me at [ArchitecturalCollection.com](http://ArchitecturalCollection.com).

"Ultimately property rights and personal rights are the same thing." Calvin Coolidge. Stephen Sutherland is the Newport Beach Association of REALTORS® past-president and the 2013 Government & Political Affairs Committee Chair.

# SACRAMENTO UPDATE: FIXING REALIGNMENT

In the 2011 state budget, Governor Brown introduced "realignment" where the state stopped providing many services and expected local government to pick up the slack. This was implemented through Assembly Bill 109 and took effect on October 1, 2011.

Under this flawed plan, thousands of serious and repeat criminals were shifted from state prisons to already overcrowded local jails in communities all across California. Without room for the influx, thousands of criminals were given early release.

Enough time has passed that we're able to review crime statistics to see the scary effects of realignment. FBI data comparing the first six months of 2011 to the first six months of 2012 shows that crime rose notably as realignment was implemented.

Last week, I joined with many of my colleagues in authoring comprehensive reforms for this failed experiment. Our goal is to keep the worst of the worst off our streets.

Taken as a whole, the proposals my colleagues and I have introduced are the common-sense solutions to fix the problems with realignment. We need to make sure local government has the resources it needs to address the problems created by realignment, and by returning parolees to state prison for certain parole violations and increasing penalties for certain crimes committed while on parole, our reforms seek to keep the worst of the worst offenders off our streets.

In addition to addressing the problems created by realignment, I'm also working to ensure existing laws intended to prevent gun violence are enforced. Why create new regulations when existing regulations are not enforced? As a Member of the Joint Legislative Audit Committee, I helped initiate an audit of systems used to

maintain lists of people not allowed to own guns. I like existing regulations requiring background checks for gun purchases, but we also need to ensure that the information checked is accurate. I believe efforts to enforce existing laws will be more successful than piling on additional regulations when existing regulations aren't being enforced.

As always, I am available for your questions and concerns. You can send an email to [Assemblymember. Mansoor@assembly.ca.gov](mailto:Mansoor@assembly.ca.gov) or call (714) 668-2100. My door is always open.

*Assemblyman Allan R. Mansoor represents the 74th Assembly District in the Legislature. The 74th Assembly District includes the cities of Costa Mesa, Newport Beach, Laguna Beach, and Laguna Woods, along with large parts of Irvine and Huntington Beach.*



Assemblyman  
**Allan R. Mansoor**

# Newport Beach Association of REALTORS® **CHARITY GOLF TOURNAMENT**

*SeaCliff Country Club*  
**Monday, April 29, 2013**



**9:30a.m.** - Check-in & Registration

**10:00 a.m.** - Shotgun Start - Scramble Format

**4:00 p.m.** - Awards Banquet

**Tournament Chairman:**

Adam Vaughan, *Mariners Escrow*

**Awards • Prizes • Raffle • Silent Auction**

**Awards for:**

1st, 2nd, 3rd

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Company: \_\_\_\_\_

Best Phone: \_\_\_\_\_

Player Names:

\_\_\_\_\_  
\_\_\_\_\_

Banquet Only Names:

\_\_\_\_\_

\$ \_\_\_\_\_ Golf and Awards Banquet, \$700 Foursome

\$ \_\_\_\_\_ Golf and Awards Banquet, \$175 Single

\$ \_\_\_\_\_ Awards Banquet Only, \$50.00 per person

\$ \_\_\_\_\_ Total

Please charge my Visa / MC Exp Date \_\_\_\_\_ Zip Code \_\_\_\_\_

Card # \_\_\_\_\_ CVC# \_\_\_\_\_ House # \_\_\_\_\_

Signature: \_\_\_\_\_ OR Attach checks payable to NBAR

*Reservations by Payment Only - Sorry No Refunds.*

**SCCC dress code:**

*Shorts must be 17" from inseam, shirts must have collars, no denim, jeans, t-shirts, tank tops, spaghetti strap tops or bare midriffs.*

**Mail to: Kimberly Foreman, NBAR, 401 Old Newport Blvd. Ste 100, Newport Beach, CA 92663 or Fax to: 949-642-4105**

# Fax to zipForm®

## A special update for MongoFAX users

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## YPN Apple Apps Luncheon A Success!



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## Top 5 Violations and How to Avoid Them

### Listing Status Violations

All listing status changes must be input into the MLS within 2 business days of the change.

To avoid this violation, update your listing's status within 2 business days of the change in status. For information on how to update your listing's status, refer to "Updating Listing Status" in the Matrix Listing Management manual. For complete details on listing status definitions and the timeframe allowed for inputting changes in the MLS, refer to Section 10: Reporting Sales and Other Information to the MLS of the CARETS Standardized Rules and Regulations.

### Auto Sell Status Violations

When changing the status of a listing to Backup or Pending, the listing Agent is required to enter an Estimated Close of Escrow date. If the listing's Estimated Close of Escrow date is not extended or if the listing's status is not updated within 5 days of the Estimated Close of Escrow date you entered, the CRMLS Matrix platform's Auto Sell rule will automatically change the listing's status to Auto Sold (S\*).

To avoid this violation, you must properly manage your listing's Close of Escrow date and/or listing status within 2 business days of the Estimated Close of Escrow date you entered. For complete details on listing status definitions and the timeframe allowed for inputting changes in the MLS, refer to Section 10: Reporting Sales and Other Information to the MLS of the CARETS Standardized Rules and Regulations.

### Property Description Violations

Information entered in the Property Description field shall only relate to the marketing, description, and condition of the property. This area can also include specific terms to or exclusions from a sale (or lease), legally required statements, and description of Type of Sale (such as Standard Sale, Short Sale, Foreclosure, and Bank Owned).

To avoid this violation, do not enter contact information, open house information, occupancy information (such as vacant), showing instructions, or compensation information

in the Property Description field. For information on how to modify your listing, refer to "Modifying Listing Details" in the Matrix Listing Management manual. For complete details on the types of information allowed, refer to Section 12.5: Misuse of Remarks and Media of the CARETS Standardized Rules and Regulations.

### No Listing Photo Violations

At least one photo or graphic image accurately displaying the exterior of the listed property is required to be posted on the MLS within 5 days of submission of the listing in all categories other than Lots and Land.

To avoid this violation, add at least one photo or graphic image that accurately displays the exterior of the listed property within 5 days of listing input. For information on how to add a photo to your listing, refer to "Adding Photos to Your Listing" in the Matrix Listing Management manual. For complete details on listing photos, refer to Section 11.5: Photographs on the MLS of the CARETS Standardized Rules and Regulations.

### Inaccurate APN Violations

Entering an inaccurate APN number for your listing is a violation of Section 8.3: Accuracy of Information; Responsibility for Accuracy of the Standardized Rules and Regulations.

To avoid this violation, always populate your listing's APN using the Fill From Tax feature in the CRMLS Matrix platform. For information on how to auto-populate your listing's APN from tax data, refer to "Importing Tax Data" in the Matrix Listing Management manual. For complete details on listing accuracy, refer to Section 8.3: Accuracy of Information; Responsibility for Accuracy of the CARETS Standardized Rules and Regulations.

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# Keybox Exchange

Thursday & Friday, April 25<sup>th</sup> & 26<sup>th</sup>, 2013

The Marriott Newport Beach

900 Newport Center Drive

Newport Beach, CA 92260

**Parking:** Supra will accommodate parking while you are attending the event only (90 minute limit)

**This is a 1 for 1 iBox exchange. Please bring your iBox and exchange it for a new low energy Bluetooth iBox BT LE. You must be an active agent in order to participate.**

*Please make every effort to attend - See the appointment schedule and what to bring. Should you be unable to attend the exchange during the appointment schedule hours, the Association staff will be able to make you an appointment to bring your lockboxes in to the Association office for exchange at a cost of \$5 per lockbox.*

***Important Reminder:** During the swap of keyboxes, there may be listings that do not have a keybox on them. Please call before showing to ensure you have access.*



## Please bring with you to the exchange event:

- **A government issued photo ID**
- **Your assigned blue keyboxes, exchanged 1 for 1**
- **Your ActiveKEY and smartphone/tablet if you choose to upgrade your ActiveKEY to an eKEY**
- **If applicable, payment for eKEY fob in forms of: American Express, MasterCard, Visa or check.**

### **Please Note:**

Please make sure that your old keybox inventory is accurate prior to coming to the event. Only boxes that are assigned to you will be exchanged. To insure you have the correct number of lockboxes assigned to your member number, please visit KIMweb and register the lockboxes. If you are unable to register a specific box, please contact the Association office for support or visit [www.nbaor.com](http://www.nbaor.com) for details step-by-step instructions.

**Use your SmartPhone  
or Tablet as your Key**  
[Click here for eKEY  
Upgrade Information](#)

# Appointment Schedule (alphabetical)

Check the schedule to see where your last name falls alphabetically. Avoid scheduled showings close to your appointment time. **If you cannot come at your appointed time, please trade with another agent.**

Please allow 90 minutes to exchange your keyboxes.

Time	Thursday, April 25th	Friday, April 26th	Time	Thursday, April 25th	Friday, April 26th
9:00 AM	<b>CLOSED</b>	GRAY - HARD	11:45 AM	<b>CLOSED</b>	MOLI - NOON
9:15 AM	<b>CLOSED</b>	HARM - HEIN	1:00 PM	AAAA - ANDR	NORM - PAUL
9:30 AM	<b>CLOSED</b>	HELL - HOOV	1:15 PM	APAR - BAIL	PAXS - POST
9:45 AM	<b>CLOSED</b>	HOST - JOHN	1:30 PM	BAKE - BELL	POUR - RHON
10:00 AM	<b>CLOSED</b>	KAHN - KERN	1:45 PM	BERE - BRAN	RICC - RUDA
10:15 AM	<b>CLOSED</b>	KERS - LANG	2:00 PM	BRAS - CARL	RUGG - SHAT
10:30 AM	<b>CLOSED</b>	LARS - LOMB	2:15 PM	CARP - CLAR	SHAW - STOK
10:45 AM	<b>CLOSED</b>	LONG - MARK	2:30 PM	CLEV - COTT	STOR - TENO
11:00 AM	<b>CLOSED</b>	MARO - MCDO	2:45 PM	COUR - DOSS	TEST - TRID
11:15 AM	<b>CLOSED</b>	MCFA - MITC	3:00 PM	DOUG - EVAN	TROU - WALK
11:30 AM	<b>CLOSED</b>	<b>CLOSED FOR LUNCH</b>	3:15 PM	EWIN - FIGU	WALL - WHIT
			3:30 PM	FINE - GARB	WIEL - WYRI
			3:45 PM	GAUL - GRAN	YANK - ZZZZ
			4:00 PM	<b>CLOSED</b>	<b>CLOSED</b>

**Optional: Upgrade to eKEY...** Supra eKEY is an 'app' that turns your smartphone or tablet into your key. While you're at the event, why not upgrade to eKEY and only carry one device? For compatible devices visit [www.supraekey.com/Documents/current\\_devices.pdf](http://www.supraekey.com/Documents/current_devices.pdf).

**Special offer for current ActiveKEY users:** Select eKEY professional service on your smartphone at the exchange event and there will be no charge until September 19<sup>th</sup>! eKEY professional service includes lockbox functions on your smartphone plus MLS, maps, agent roster, and showing activity. [Click here for more information.](#)

## To download the eKEY 'app':

- Apple:** Select 'App Store' icon, select **Search** and search for **Supra eKEY**, select the app, & tap **Install**.
- Android:** Select 'Market', **Play Store**, or 'Google Play' icon, select **Search** and search for **Supra eKEY**, select the app, & tap **Install**.
- BlackBerry:** Select 'App World' icon, select **Search** and search for **Supra eKEY**, select the app & tap **Install**. Older Blackberry's need to open the internet browser, type [www.ekeymobile.com](http://www.ekeymobile.com) and download the app.

**Important: Make sure the eKEY 'app' is downloaded prior to attending the event.**

Key Choice	eKEY Professional	ActiveKEY
<b>Pricing</b>	*\$26.86 per month, billed monthly starting on September 19 <sup>th</sup>	*\$17.03 per month, billed annually
<b>Functionality</b>	Basic Lockbox functions on your smartphone plus MLS, maps and showing activity	Basic Lockbox functions
<b>Optional Additional Accessory</b>	Older iPhones (iPhone 4 and older) and iPads (iPads 2 and older) require a fob. All smart phone users will need a fob when showing in an area that has not converted to the iBox BT LE. Supra recommends all new eKEY agents purchase a fob to guarantee access. Fob price is *\$54.95. For additional information, please click the <a href="#">Certified eKey Devices</a> list	N/A

\*Tax not included - Pricing subject to change

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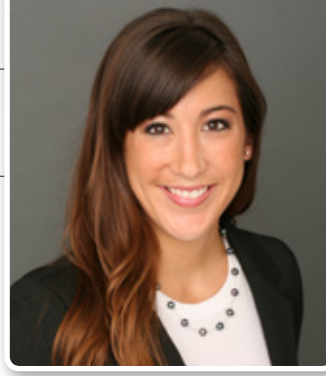


Together we'll go far





# Affiliate Corner



By **Alissa Hittner**  
*Prominent Escrow*

A little about me and Prominent Escrow! I am a local girl, born and raised in Orange County, attended USC for college and graduated with a degree in Business Administration with an emphasis in Finance. I have been with Prominent for about 4 years. I started at an escrow desk and became an Account Executive about a year and a half ago for the Newport area. I love

having an escrow background to better communicate between my clients and my amazing escrow team. Prominent has 4 OC offices, and I am lucky to work with teams in both our Irvine and Fashion Island offices. In order to provide the best service possible, I enjoy getting to know my clients on a personal level to build trust, communication and loyalty. In turn, my Escrow Officers

do their part to close our escrows efficiently, with knowledge and open communication with all parties. When I am not working (although I find it hard to really call my job "work"!), I am following my favorite sports teams. Now that football season is over, I am gearing up for a great season of Angels baseball!



## Affiliate Sponsor –

Brigitte Golay and  
Brigitte Ataya of *New  
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## Reminder: Matrix Auto Sell Rule Change

During the Tempo to Matrix conversion, a special exception was made to the CRMLS Matrix platform's Auto Sell rule for converting Brokers and Agents. On Monday, April 1, 2013, the exception will expire, and the number of days before a listing's status is changed to Auto Sold (S\*) will be reduced from 15 days to 5 days. To avoid potential status violations, please refer to the Matrix Auto Sell rule information below.

When changing the status of a listing to Backup or Pending, the listing Agent is required to enter an Estimated Close of Escrow date. If the listing's Estimated Close of Escrow date is not extended or if the listing's status is not updated within 5 days of the Estimated Close of Escrow date you entered, the CRMLS Matrix platform's Auto Sell rule will automatically change the listing's status to Auto Sold (S\*). Failure to properly manage your listing's Close of Escrow date and/or listing status within 2 business days of the Estimated Close of Escrow date will result in a listing status violation.

### Auto Sell Frequently Asked Questions

#### **Q: Do I receive a notification before my listing's status is changed to auto Sold (S\*)?**

A: Courtesy notices are sent to the email address specified in your listing 14 days, 7 days, and 1 day prior to the expiration of the date entered in the Estimated COE/End Date field. Click here for information on viewing and modifying your listing contact information.

#### **Q: What should I do when my listing's Close of Escrow date has been delayed?**

A: If your listing's Close of Escrow date has been delayed, you must manually enter the new date in the Estimated COE/End Date field in the CRMLS Matrix platform within 2 business days of the change notice.

#### **Q: What should I do when my listing's status has changed?**

A: If your listing's status has changed, you must manually update it in the CRMLS Matrix platform within 2 business days of the change.

#### **Q: Can I let my listing be Auto Sold if all of the Estimated Close of Escrow information is correct?**

A: No, you must manually change your listing's status to Sold no more than 2 business days after the final closing date. Failure to properly manage your listing's status within 2 business days of the final closing date will result in a listing status violation.

#### **Q: Why do some listings have an asterisk (\*) after their status indicators?**

A: Listings that have not been modified before the end of the estimated close of escrow date will display an asterisk (\*) after the status to indicate that the listing may not contain accurate information.

#### **Need Help?**

If you have any questions regarding the Auto Sell rule in Matrix, please contact California Regional MLS Customer Care. Our Customer Care team is available to answer your questions Monday through Friday from 8:30 AM to 9:00 PM and on Saturday and Sunday from 10:00 AM to 3:00 PM.

Phone number: (909) 859-2040 or (800) 925-1525

On the web: <http://www.crmls.org/support>



# Training

UPCOMING CLASSES

## FREE CRMLS Web Conference Training

Join us for any of the free web conference classes listed below in the comfort of your office or home. Spaces are limited. Click on the registration link for the desired class and reserve your spot.

Date	Subject	Start Time	End Time
4/1	<a href="#">Agent 101</a>	10:00 AM	11:00 AM
4/2	<a href="#">AnnounceMyNews</a>	11:00 AM	12:00 PM
4/2	<a href="#">Smart Desk &amp; Smart Sites Overview</a>	2:00 PM	3:00 PM
4/3	<a href="#">AnnounceMyNews</a>	10:00 AM	11:00 AM
4/3	<a href="#">Realist Tax: Your Farming Resource</a>	10:00 AM	11:00 AM
4/3	<a href="#">AnnounceMyListing</a>	11:00 AM	12:00 PM
4/4	<a href="#">Beyond the Basics: AnnounceMyListing &amp; AnnounceMyNews</a>	10:00 AM	11:00 AM
4/4	<a href="#">Smart CRM</a>	2:00 PM	3:00 PM
4/5	<a href="#">Searching 101</a>	10:00 AM	11:00 AM
4/8	<a href="#">Automating Your Clients in Matrix</a>	10:00 AM	11:00 AM
4/9	<a href="#">AnnounceMyListing</a>	10:00 AM	11:00 AM
4/9	<a href="#">AnnounceMyNews</a>	11:00 AM	12:00 PM
4/9	<a href="#">Smart IDX &amp; Smart Sites Overview</a>	2:00 PM	3:00 PM
4/10	<a href="#">AnnounceMyNews</a>	10:00 AM	11:00 AM
4/10	<a href="#">Matrix Statistics</a>	2:00 PM	3:00 PM
4/12	<a href="#">CMA for Success</a>	10:00 AM	11:00 AM
4/15	<a href="#">CRMLSMobile.com</a>	10:00 AM	11:00 AM

Want to see additional scheduled web conferences? [Click here.](#)



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**949.295.5576**

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# WELCOME NEW MEMBERS

# CALENDAR OF EVENTS



**Wed, Apr 3** - 9:00 AM - Affiliate Meeting

**Wed, Apr 4** - 9:30 AM - Young Professional Network Meeting

**Wed, Apr 17** - 9:00 AM - Duane Gomer Seminars

**Fri, Apr 19** - 9:00 AM - Gov't/Political Affairs Meeting  
Assemblyman Mansoor, Guest

**Mon, Apr 22** - 9:00 AM - HUD Workshop

**Thu & Fri, Apr 25-26** - Keybox Exchange at Hyatt Newport Beach

**Thu, Apr 25** - 9:00 AM - Board of Directors Meeting

**Mon, Apr 29** - 9:30 AM - Charity Golf Tournament at SeaCliff CC

EVERY THURSDAY

11:00 am - 2:00 pm  
Broker Open House,  
areas 9, 11, 12, 25-27

EVERY FRIDAY

11:00 am - 2:00 pm  
Broker Open House,  
areas 1-8, 10, 14-17

A red "OPEN HOUSE" sign on a white post, set against a blurred background of a house and greenery.

**OPEN  
HOUSE**

