

# FRIDAY NEWS

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Western Pinal Association of REALTORS®

FEBRUARY 15, 2008

## MIXING IT UP, STIRRING THE POT, CHANGES!\*

### *A Breakfast! Not a luncheon*

\*The board of directors is stirring the pot, mixing things up, trying a new direction this year! This month, Thursday, February 21, 2008, the monthly member meeting will be a breakfast at THE PROPERTY. The breakfast will begin at 9:00 and end at 10:30. The board of directors meeting immediately follows. The cost of the breakfast will be \$10.00. Guest speaker info: [F.I.R.P.T.A. and How it Can Affect Your Real Estate Transaction](#).

Call early to make your reservation! 421-1222

### RAPAC? RIMC? eRALLI?

#### WHAT IS IT?

No, it's not a new soft drink. It's not a new packaging system. It's kinda like an insurance policy for your business.

**RAPAC** (REALTOR Arizona Political Action Committee) is a voluntary, nonprofit group, which allows REALTORS to collectively and effectively participate in Political affairs. RAPAC is not affiliated with any political party and is non-partisan in its support of candidates.

**RIMC** (REALTORS Issues Mobilization Committee) is a tool to help financially support a real estate issue in the community. It reviews and approves funding requests from local associations to expend the fund reserve balances.

**eRALLi** is a weekly government affairs newsletter dedicated to bringing you the most current information on issues impacting the real estate industry. eRALLi features summaries of the latest local and national real estate legislation news as well as upcoming legislative events, RAPAC news, and much more! Remember, staying informed on legislation that could effect your livelihood is half of the battle! To receive eRALLi via email, please contact Lore Anne Brown at [Lore@AARonline.com](mailto:Lore@AARonline.com) or call 602-248-7787 to sign up and get informed!

### REALTOR Day at the Capitol has been cancelled.

Scheduled for February 20<sup>th</sup> but a notice from AAR says it is cancelled and they will try to arrange another date. No explanation about why.

### RAPAC/Issues Mobilization Donations 2008

Thanks to these great agents who have already given their fair share to the Realtors of Arizona Political Action Committee. Names in red have contributed **more** than their fair share!

- Susan Abdallah
- Frank Barancik
- Ken Bolan
- James Brouhard
- Andy Brumbaugh
- Norrie Burruel
- Cathy Chance
- Elizabeth Carter
- Tyler Campbell
- Jennifer Clendenen
- Darrah Dremler
- Ed Farmer
- Lupita Farmer
- Laura Feliz
- Dorothy Griffiths
- Melissa Gutierrez
- Kay Kerby
- Nancy Hawkins
- Brent Hillman
- Darla Johnson
- More on page two.....

### Coming up!

- Tue. Feb. 19 Truth about no cost loans sponsored by AMS
- Wed. Feb 20 2<sup>nd</sup> FHA class by TSA, First Horizon, ARA see flier
- Thurs. Feb. 21 WPAR breakfast see flier
- Feb. 28-29 GRI 203 Agency
- Mar. 5 Mortgage Loss Mitigation: Intro to Short Sales class. And Guerrilla Marketing Business Plan class...see page two
- Mar. 27 GRI 100 Business Planning
- Apr. 24-25 GRI 201 Transaction Financing

### ANNUAL REPORT

Check out the interesting facts on the annual report that is attached.

### DONATION MADE

to Casa Grande Food Bank. The Fair Housing class on February 6 sponsored by Fidelity National Title was attended by 27 agents who paid \$10.00 for the class, to be donated to the Food Bank. Jay Hendrix of Wallick & Volk added another \$30.00 to round out the donation to \$300.00. A check was sent to Casa Grande Food Bank on the behalf of WPAR, Fidelity National Title Agency and Wallick & Volk Mortgage.

# FRIDAY NEWS, *Segundo parte*

## **Mortgage Loss Mitigation: Intro to Short Sales** 3 hours RE Legal Issues 9:00 3/5/08

Gives you a working knowledge of how to help a homeowner in financial crisis. Whether you intend on working with short sales or not, this course will give you the knowledge to discuss options with clients as well as provide full explanations to the questions people have about short sales: Working with non-profits to negotiate with lenders, mortgage loss mitigation options, credit report and score ramifications, financial hardship package. \$25.00

## **Guerilla Marketing Business Plan:** 3 hours general 1:00 3/5/08

Gives a marketing/business plan that will be the cornerstone of a real estate career; high-impact, low-cost marketing, boost profits without spending a lot of money, work 10 times smarter instead of 10 times harder, attendees leave with a written business plan for their business. \$25.00

Classes taught by Patrick Richie, GRI instructor.

## **WHAT'S HAPPENING**

### **IN CASA GRANDE?**

February 15-18, O'odham Tash Indian Days. Parade, ceremonial dances, rodeo, crafts and more. Events throughout Casa Grande. Schedule in the Dispatch

March 1, Chili Cook-off. Ed Hooper Park, 10:00-6:00

## **Jahns' School of Real Estate**

123 N. Florence St. Historic Downtown Casa Grande

Sales Agent Prelicensing Saturday from 8 AM - 6 PM

Starts February 16 and ends April 19 with review and test. \$450 plus \$55 for book.

Email: [suejahns@yahoo.com](mailto:suejahns@yahoo.com) to confirm.

Pay at the door or get book ahead of time....

I only have five books left so first come, first serve; however, CAC has more books on hand and you can buy them there...

**BROKERS!** Check out the website to find all the forms you need; applications, transfers, mls....

Remember, new agents must sign up as soon as possible!

## **RAPAC/Issues Mobilization**

More names.....

Valerie Juster  
Kay Kerby  
Larry LaSalvia  
Penny Long  
Ralph Lopez  
Lynden McGee  
Morris Mennenga  
Beth Moore  
Joseph Morgan  
Griselda Paez  
Yvonne Pledger  
Stan Pollack  
Mary McCormick  
Cristina Mendoza  
Manny Murrieta  
Shea Nieto  
Amy Palmer  
Gale Pearce  
Gina Rayer  
Brian Russell  
Cindy Sills  
Joyce South  
Annalisa Tapia  
Debora Vitela  
Sandra Wascher  
Charlie Weaver  
Doreen Wellington  
Rhonda Zierolf

If I missed your name, please let me know and I will put it in next week. I don't want to omit any name!



**Children's Logic:**  
'Give me a sentence about a public servant,' said a teacher.  
The small boy wrote: 'The fireman came down the ladder pregnant.' The teacher took the lad aside to correct him. 'Don't you know what pregnant means?' she asked. 'Sure,' said the young boy confidently. 'It means carrying a child.'

## **AFFILIATE CORNER**

Dan Greg Fulton Homes at Villago

Fulton Homes at Villago has 3 communities with homes ranging from 1600 sq to over 4300sf! "Spec" home prices at "Napa" start at \$169,900. (contact Teri at 876-4677) Basement "spec" homes at the "Classics" are in the mid \$300's for around 4,000 sf of living space (contact Dan at 316-0944) "Sonoma" spec homes range from 2000 to 3700 sf and are priced in the low to mid \$200's (contact Beth at 836-4094) These homes are complete and highly upgraded. Fast COE! Bring all offers! Villago is a master-planned community located on the northeast corner of McCartney Road and Pinal Avenue (SR387). "Fulton Homes-you're proud to own, we're proud to build."

## **NEW MEMBERS IN JAN**

Colleen Gunderson, Century 21 All Star, Realtors; Judy Babbitt, Leslie Hammond, Alicia Orgega, Keller Williams Legacy One; Richard Hanten, Realty Experts; Mindi McWherter, Golden Touch; Stacey Gams, RE/MAX Casa Grande; Denise Orozco, Ahwatukee Realty; Tanya Stiegemeier, RE/MAX Market Advantage; Tanya Ramirez, Tucson's TLC Realty; Vicky Raney, Century 21 Desert Casa; Michael Oliver, Tierra Antigua; Christine McGinty and Paula Sindelar, The Pepper Group; Melissa Didelotte and Yzmira Ysaquique, Palo Verde Land; Curtis Grier, Havasu Realty; Roy Garrison, Ivory Towers Realty; William Kummitz, Long Realty

### **New Offices in January;**

Realty Experts, Century 21 All Star, Realtors, The Pepper Group Diversified, Havasu Realty, GDC Realty

### **New Affiliate in January**

Emily Stetson, Blanshan Appraisals

## **MORE TAX STRATEGIES**

### **CLASSES IF YOU MISSED THE ONE LAST WEEK:**

TUESDAY, March 11, 2008...West Maricopa Association

TUESDAY, March 18, 2008...Phoenix Assn