

MARCH 2020

Welcome, Spring!

The weather is warming up, blossoms are springing up across the Central Valley, and we are welcoming in an early Spring. Here at FAR, the calendar is filling up with educational and networking events and we want to make sure our members take advantage of these exciting opportunities. From our informational and networking events like our YPN Lunch & Learn (March 11th) and Wine Trip (April 1st), to our educational and professional development events like EVOLVE (April 21st) and Legislative Day (April 28th), we offer a variety of ways to get involved in the local real estate community so you can advance personally and professionally as a local REALTOR®.


Please take a look below, mark your calendars, and we hope to see you in the weeks ahead as we gear up for a productive and action-packed season!

The Fresno Association of REALTORS®



March 2020

All events are held at the Fresno Office unless otherwise noted.

SUN	MON	TUE	WED	THU	FRI	SAT
1	2	3 - 9:00am MLS HOME TOUR - 10:30am SEARCH	4 - 9:00am FAR OPEN	5 - 8:00am MLS HOME TOUR @YGB - 8:30am MLS CMTE MTG - 2:30pm CPRP	6 - 8:30am I / E	7 
8	9 - 9:00am MLS HOME TOUR - 10:15am KYF	10	11 - 9:00am FAR OPEN - 9:00am CRMLS - 11:00am YPN LUNCH & LEARN	12 PRO STANDARDS 2020 - 8:00am MLS HOME TOUR @YGB - 9:00am WAKE-UP YPN	13 - 8:30am I / E	14 9-10am RADIO
15	16 - 9:00am MLS HOME TOUR - 10:30am ZIP	17	18 - 9:00am FAR OPEN	19 - 8:00am MLS HOME TOUR @YGB - 8:30am BOARD MEETING - 2:30pm CRS	20 - 8:30am I / E	21 9-10am RADIO
22 - 2:30pm HUD	23 - 9:00am MLS HOME TOUR - 10:30am RPR	24	25 - 9:00am FAR OPEN	26 - 8:00am MLS HOME TOUR @YGB - 8:30am NEW	27 - 8:30am I / E	28 9-10am RADIO
29	30 - 9:00am MLS HOME TOUR - 10:30am CLERK	31				

Calendar Key

YGB = Yosemite Gateway Branch, Oakhurst
I/E = Investors Exchangers
FORMS = Know Your Forms
CRMLS = CRMLS Training
NEW = New Member Orientation
HUD = HUD Training

ZIP = ZipForms & Digital Ink
AGENT = Agent Essentials & Engaging Clients in Matrix
CLERK = Clerical Training & Renewal
RADIO = Welcome Home Radio on ESPN 940AM

MLS Trainings in Rapattoni:
CP&RP = Client Portal & Reverse Prospecting
SEARCH = Searches in Rapattoni Training
CRS = CRS Data Training
RPR = Creating CMAs in RPR

[View Complete F.A.R. Calendar Online](#)

Make the most of the month ahead!

Read & click below for more information about each event.

KNOW YOUR FORMS
TUESDAY, MARCH 10TH MONTHLY SERIES
PROFESSIONAL DEVELOPMENT

Every Second Tuesday
10:15 AM to 11:30 AM
@ F.A.R. & Streamed.

**CLICK FOR
MORE INFO**

YPN MENTAL HEALTH & WELLNESS
Lunch & Learn with keynote speaker
Dani Blain
Wednesday, March 11th from 11 AM - 1 PM at *Elite*
EVENT-VENUE

Logos: ECOWATER, FRESNO YPN, FRESNO ASSOCIATION of REALTORS®, ECOWATER

YPN WINE TASTING -PASO ROBLES BUS TOUR
WEDNESDAY, APRIL 1, 2020
WINE TIME - \$105 PER PERSON & Includes:
Chartered Transportation, Lunch, & Tastings at:

Logos: ECOWATER, MIF MID VALLEY FINANCIAL, Sierra Pacific, homebridge, ALPINE MORTGAGE, FRESNO ASSOCIATION of REALTORS®, FRESNO YPN, EBERLE WINERY, TOBIN JAMES CELLARS

Save-the-Dates!

Mark your calendars and sign up for these opportunities.

Register & Get Ready for

EVOLVE 2020

April 21st | Downtown Fresno

Early Bird Registration: \$35

Join us again for this incredible event at the DoubleTree Convention Center. We have an enhanced schedule this year including our keynote speaker **Sharran Srivatsaa**, CEO of Kingston Lane, as well as educational

seminars to help you maximize your real estate potential. Mark your calendars and don't miss this opportunity to gain industry insights and network with colleagues. We hope to see you there!



FRESNO ASSOCIATION OF REALTORS®
WE ARE EXCITED FOR YOU TO JOIN US ON **TUESDAY, APRIL 21, 2020**
FROM 7:30 A.M.- 4:30 P.M. FOR OUR SECOND ANNUAL EVOLVE EVENT
WITH KEYNOTE SPEAKER...

SHARRAN SRIVATSAA, CEO OF KINGSTON LANE

IT'S THAT TIME OF THE YEAR TO LEARN, NETWORK AND HAVE SOME FUN! A DAY FILLED WITH BREAKOUT SESSIONS, NATIONAL KEYNOTE SPEAKERS AND LOCAL AFFILIATES EDUCATING ON THEIR PRODUCTS AVAILABLE TO TRANSFORM YOUR BUSINESS!

Break-Out Session Hosts Include...

- Rapattoni
- CRS Data
- ShowingTime
- ZipForms

\$35
EARLY BIRD REGISTRATION

TICKETS INCLUDE: PARKING, CONTINENTAL BREAKFAST, LUNCH, COCKTAIL HOUR, ACCESS TO EXHIBITOR ROOM & BREAK-OUT SESSIONS
*tickets are non-refundable

CALL TO GET YOUR TICKETS
559-490-6400

Tuesday, April 21, 2020 DoubleTree by Hilton-Fresno
2233 Ventura Street Fresno, CA 93721

REGISTER NOW - Call 559-490-6400 or [click here](#) for more info!

Join FAR for our 2020 **LEGISLATIVE DAY** April 28th | Sacramento

Join us on Tuesday, April 28th for Legislative Day 2020! Are you a 2020 R.A.F. minimum contributor of \$148? If so, join us on the bus! We will depart from the FAR office at 5:30am and plan to return by 7:00pm. Seating is limited - call FAR to reserve your spot. If you are a first-time attendee, be sure to ask about scholarship info.

CALL MAILE TO SIGN UP: (559) 490-6400



JOIN THE FRESNO ASSOCIATION OF REALTORS®

LEGISLATIVE DAY 2020

Tuesday, April 28, 2020

MAKING HISTORY
LEGISLATIVE DAY 2020
April 28, 2020
Register Today!

ARE YOU A 2020 R.A.F. MINIMUM CONTRIBUTOR OF \$148?
IF SO, JOIN US ON THE BUS FOR LEGISLATIVE DAY!
DEPARTS FROM F.A.R. AT 5:30 AM
AND RETURNS BY 7:00 PM.

SEATING IS LIMITED - CALL MAILE AT FAR TO RESERVE
BY WEDNESDAY, MARCH 25TH.

559-490-6400

*FIRST TIME ATTENDEE? ASK ABOUT SCHOLARSHIP INFO

Mark your calendar for our annual **GOLF TOURNAMENT** May 6th | Dragonfly Golf Club

Save the date, get your foursome ready, and join us for the 54th Annual *John Scarborough REALTORS® Classic* Golf Tournament & Luncheon on Wednesday, May 6th at the Dragonfly Golf Club in Madera. Stay tuned for more information on sign-ups, sponsorships, and more!





IMPORTANT REMINDER: XpressKEY Bill Due Now

Be on the lookout for your annual XpressKEY Access & all co-ops bill. This billing period covers March 1st, 2020 through February 28th, 2021. If your key bill is not paid by April 15th, 2020, access will be suspended until payment is received.

Member Benefits - just for you!



Be on Welcome Home Radio! Saturdays from 9:00am-10:00am on ESPN 940am

Did you know, as a member of the Fresno Association of REALTORS® you have the opportunity to be a guest on Welcome Home Radio? Host Don Scordino - FAR's 2020 President - discusses issues and insights pertaining to our industry. From market trends to real estate specialties, we invite you to bring your expertise to share with the public. The show show intended to be an informational format for the public, not a promotion of one's own product or services.

[Click here to sign up to be a guest!](#)



Veterans Opportunity Program New & Improved Requirements for 2020! Buyers agents can now apply for program prior to offer acceptance. Earn a \$2,000 credit for sellers!

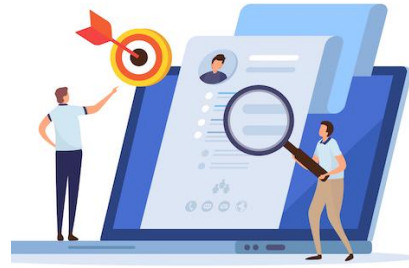
Submit the signed Addendum to Exclusive Listing Agreement and Listing Agent Participation and Agreement Form to FARAF. Program documents are to be included with purchase contract and attached to any counter offers with qualified Veteran Owner Occupant Buyer. [Click here to download revised VOP forms.](#)

FAR Nominating Committee has been named!

Per the FAR Bylaws, the Immediate Past President, at least ninety (90) days prior to the Annual Meeting, shall appoint a nominating committee of five (5) REALTOR® Members including himself/herself as Chairperson and shall immediately notify the Membership of this Committee. The Nominating Committee shall nominate a slate of REALTOR® Members at least equal to the number of vacancies that will occur in the next year. The names of the nominees shall be reported to all REALTOR® Members at least sixty (60) days prior to the Annual

Meeting.

The 2020 FAR Nominating Committee members are: J.P. Shamshoian (Past President), Sandy Darling, Patrick Prince, Brandon Uribe, and Kristy Henry. There will be three (3) vacancies for a three-year term, beginning in 2021 through 2023. If you have questions, please contact any of the above or Gerard Lozano at (559) 490-6400.



DOWNLOAD CANDIDATE APPLICATION

FAR in the News: Rent vs Buy on ABC30

Thanks to our FAR president Don Scordino for his interview on ABC 30 representing our industry in a feature on Renting vs. Buying. **Click here** to watch his recent TV news segment.



Stats & Resources:



LOCAL

Want a quick summary of the most recent market statistics from Fresno & Clovis? [Click here and listen to our "Market Minute" report for February 2020.](#)

Want to dig deeper into the stats? [Click here to download the complete, most recent Market Summary Report from February 2020.](#)



STATE

California's Legislative Day is coming up on Tuesday, April 28th. See above for more information on how to join the local efforts, and connect with 2,000 of your closest REALTOR® friends in Sacramento for C.A.R.'s 48th annual event!

[Click here to learn more about this year's Legislative Day on CAR.org](#)



NATIONAL

Be Counted! The 2020 Census might seem untouchably vast, but it has the power to affect real change right in our neighborhood. The data collected will influence our local community and impact neighborhood development, home values and property taxes.

[Click here to learn more about the 2020 Census and how it affects REALTORS®](#)

Welcome New Members!

Join us in welcoming our newest REALTOR® Members!
As of our last New Member orientation in February, we have welcomed 39 new members to our F.A.R. family. Every month we'll be highlighting these newest REALTORS® in REAL NOTES.

[Click here for the full list of new members.](#)

WELCOME
NEW
MEMBERS!



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1 We're Taking The Lead
As California's leading mortgage lender, we make the loan process fast and straight.

2 Local
We have roots in the Central Valley, and pride ourselves in establishing relationships with local, family-owned and real estate companies.

3 Convenience
We use the latest technology to make the loan process as smooth as possible for all our clients.

4 No Waiting Around
We complete business within one hour!

5 Expertise
Mid Valley Financial has been proudly serving borrowers in the Central Valley since 1984.

6 Who We Are
Our goal is to provide excellent service through lasting relationships with all of our clients.

myloans.com
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Office Hours: Mon/Tues/Thu/Fri: 8:00am - 5:00pm | Wed: 9:00am - 5:00pm | Sat/Sun: Closed

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