

SEPTEMBER 2019

Dear F.A.R. Members,

We hope all is well during these early days of September, as we carry out the last of summer and eagerly transition into Fall weather. Thanks again to everyone who participated in the YPN Month-Of-Giving Backpack Drive and the follow-up delivery to local schools, where hundreds of valley students had the opportunity to receive backpacks and supplies for the school year ahead (pictured below). What a gift it is to be able to gather with our FAR members and give back to the local community in a tangible way.

Take a look below at the events and educational opportunities coming up this month. We always encourage you to get the most out of your F.A.R. membership, and continuing to best serve your clients by expanding your knowledge through our education courses and specialized certifications.

~ The Fresno Association of REALTORS®

**"You make a living by what you get.
You make a life by what you give."**

-Winston Churchill





September 2019

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

SUN	MON	TUE	WED	THU	FRI	SAT
1	2 FAR & YGB CLOSED FOR LABOR DAY	3 - 9:00am MLS HOME TOUR - 1:30pm CRMLS @YGB - 2:30pm CP&RP	4 - 9:00am FAR OPEN	5 - 8:30am MLS HOME TOUR @YGB - 9:00am CRMLS	6 - 8:30am I / E	7 FSU GAME 7:30pm
8 - 11:00am TECH Q&A @YGB	9	10 - 9:00am MLS HOME TOUR - 10:15am KYF	11 - 9:00am FAR OPEN - 2:30pm SEARCH	12 - 8:30am MLS HOME TOUR @YGB	13 - 8:30am I / E	14
15 - 8:30am NEW - 11:00am TECH Q&A @YGB	16	17 - 9:00am MLS HOME TOUR - 10:30am RPR	18 - 9:00am FAR OPEN - 12:00pm YPN Lunch & Learn - 2:30pm CRS	19 - 8:30am MLS HOME TOUR @YGB - 2:30pm ZIP - 5:00pm Oakhurst Chamber Mixer @ YGB	20 - 8:30am I / E	21
22 - 11:00am TECH Q&A @YGB - 2:00pm - HUD	23	24 - 9:00am MLS HOME TOUR	25 - 9:00am FAR OPEN	26 - 8:30am MLS HOME TOUR @YGB	27 - 8:30am I / E	28
29 - 11:00am TECH Q&A @YGB - 1:00pm - CLERK	30					

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

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](#)

Community Real Estate Council - September 2019
Calendar

Make the most of September!

Read & click below for more information about each event.

KNOW YOUR FORMS MONTHLY SERIES

Every Second Tuesday

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

Presented by Jose Reyna

COUNTERS

Tuesday, September 10th



YPN's
TOP PRODUCERS REAL ESTATE PANEL
Lunch & Learn
WEDNESDAY, SEPTEMBER 18TH
12 to 3 PM @ tap&cellar
317 W. Bedford Ave. #101

YPN Lunch & Learn

Wednesday, Sept. 18th
Tap & Cellar | 12:00pm

Join us for the next YPN *Lunch & Learn* coming up on Wednesday, Sept. 18th at Tap & Cellar! Stay tuned for more information next week, and give us a call at the FAR office (559-490-6400) to sign up!

PLEASE JOIN US
Fresno Association of REALTORS® Yosemite Gateway Branch
SEPTEMBER CHAMBER MIXER
5:00 PM - 7:00 PM
Fresno Association of REALTORS® Yosemite Gateway Branch
40298 Junction Dr. Suite B, Oakhurst, CA 93644
SEPT 19
Thursday
MORE INFO

Sign-up for Bowling Night!

Friday, October 11th

Click below to learn more. Sign-ups begin today!

F.A.R. & Affiliates
Charitable Foundation

BOWLING Night

Friday, October 11th

Team sign ups begin
September 6th

5 players per team
includes pizza, drink
ticket & shoe rental

F.A.R.A.F. is a 501(c)(3) Charitable Organization.
All donations are tax deductible
Federal Tax Identification #27-3995622
Click for more information!

Member Benefits - just for you!



Veterans Opportunity Program

Tell your new listings how they can receive \$2,000 without being a veteran!

Be sure to take advantage of our Veterans Opportunity Program (V.O.P.), where sellers can receive a \$2,000 credit at the close of escrow. The program is brought to you by F.A.R.A.F. and is eligible for the first 25 successful closings. We still have funds available, so be sure to market this opportunity to your clients!

- **The seller does not need to be a veteran!**
- **Offer this program to NEW listings. Documents must be signed at time of listing in order to enroll.**
- **Only traditional sales qualify, and max sales price is \$300,000**
- **Seller and Buyer must be represented by a REALTOR® Member**
- **The \$2,000 incentive will be paid only if seller accepts an offer from a qualified, first time occupant veteran buyer who is pre-approved for a VA loan.**

[Click here to download the V.O.P. form](#)



New REALTOR® Members September 2019

Join us in welcoming our newest REALTOR® Members! As of August 22nd, we have welcomed 38 new members to our F.A.R. family. Every month we'll be highlighting these newest REALTORS® in REAL NOTES.

[Download the full list of new members.](#)

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 August 2019.](#)

Want to dig deeper into the stats? [Click here to download the complete, most recent TrendVision Report for August 2019.](#)

STATE

September 25 & 26: Hop on the road, and make your way to the City of Angels where REALTORS® from across the state will turn La La Land into REALTOR® Land. REImagine! Collaborate, get empowered, and dare to be bold with industry leaders who are ready to push you out of your comfort zone. [Click here to learn more and register!](#)

NATIONAL

As part of NAR's ongoing effort to keep its members safe, they dedicate September as REALTOR® Safety Month, reminding us of the importance of staying safe on the job. [Click here to learn about NAR's safety resources.](#) We also encourage you to learn about the [REALTOR® Safety Pledge](#), inspired by the tragic stories of two fellow REALTORS®.

Our Deepest Sympathies

We send our heartfelt condolences to the friends and families of Varinderpal "Paul" Dhaliwal, a FAR member who recently passed away.



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CPA'S AND MANY MORE

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Broker
NMLS ID: 351274
DRE: 01532827

**Gustavo Hernandez**
Loan Officer
NMLS ID: 1723240
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**Tatiana Limon**
Senior Processor

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FRESNO
ASSOCIATION of
REALTORS®



Fresno Association of REALTORS® | fesnorealors.org

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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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