

CALIFORNIA ASSOCIATION OF REALTORS®
Your Membership, Your Way

C.A.R. We're All About You.

Member Benefit #11 Your bottom line is worth protecting. C.A.R. legislative action efforts help save members an estimated \$12,000 annually.

What to expect when becoming an REO agent.

SAVING YOU TIME

It's easy to share C.A.R. videos. C.A.R. videos are now available for you to download. Liven up your Web site or blog content with the latest industry insights covered in C.A.R. videos. Our videos feature everything from REALTOR® tips to housing market updates. [Click here](#) to visit the new C.A.R. video page for more information and download instructions. Check back often for new video content.

Need legal counsel on the weekend? Don't worry--the C.A.R. Legal Hotline is open on Saturdays to help with your transaction-based legal questions. Members can call the C.A.R. Legal Hotline at (213) 739-8282 between 10 a.m. and 2 p.m. on Saturdays to speak live with a C.A.R. attorney. Calls are taken on a first-come, first-served basis to offer members free, confidential legal advice on a vast array of real-estate related topics, such as contract interpretation, arbitration, litigation, tax issues, commission disputes, disclosure requirements, fair housing issues, and laws governing homeowner's associations. [Click here](#) to learn more.

SAVING YOU MONEY

Brush up on your real estate finance facts. Attend one of the upcoming free C.A.R. webinars scheduled for Nov. 5 and Dec. 3. Both webinars will feature the latest news and information regarding loan modifications and updates on state and federal finance programs for home buyers. Our panelists include CalHFA's Leah Pears, Wells Fargo's Dennis Geist, and HUD's Nancy West. The Nov. 5 webinar also will feature an economic update on the residential real estate market from C.A.R.'s Deputy Chief Economist Robert Kleinhenz, and the Dec. 3 webinar will include a legal update from C.A.R. Senior Counsel Stella Ling. [Click here](#) to register for either webinar.

Keeping in touch and expanding your referral network is easy and free. ClientDIRECT™ is your customizable e-mail newsletter and a free member benefit for California REALTORS®. It's simple to use and easy to maintain. With your picture and contact information front and center on every page, your current clients and future prospects can reach you with one simple click. Remind your clients of the valuable services you provide to them as their REALTOR®. [Sign up](#) today.

SAVING YOUR SANITY

Curious how your fellow REALTORS® are using technology in practice? Compare notes with your colleagues by taking a look at the recently released "Use of Technology" survey results. You might even pick up a tip that can help sharpen your competitive edge. [Click here](#) for survey results.



Stay in-the-know and up-to-date on the latest California housing market news. Check in on where the market is and how it could affect your bottom line with our most recent sales and price report. [Click here](#) to read more.

SAVING YOUR TRANSACTION

Have your clients help efforts to extend the Home Buyers Tax Credit. You may have seen recent Call-for-Action requests from C.A.R. regarding the extension of the Federal Home Buyer Tax Credit, but did you know your clients also can help? In addition to you calling, you also can give your clients the same phone number to call, (800) 961-3302, and instruct them, when prompted, to enter "999999999" as their PIN number, along with their home ZIP code. They will then be connected to their legislator's office, determined by their home ZIP code. Together we can make a difference. [Click here](#) for more information.

Keep up with the legislative news that impacts you. This year has marked many victories in Sacramento. From stopping multiple point-of-sale measures to helping pass a bill to regulate appraisal management companies to getting the "tax" bill vetoed, our collective actions brought success. To read up on all the 2009 legislative wins, [click here](#).

We've teamed up with NAR to help homeowners at risk of foreclosure. With generous support from NAR's Foreclosure Prevention Grant Program, C.A.R. has teamed up with local REALTOR® associations and various nonprofit housing counseling agencies to conduct a series of foreclosure prevention events around California. Homeowners who are at high risk of foreclosure may attend the free events where they will have access to loan counselors and representatives from some of the major lending institutions. Counselors and lenders will work with them privately, one-on-one, to initiate a process of modifying their loans so that they can keep their homes. [Click here](#) for a list of scheduled events.

Your Membership, Your Way is published by the CALIFORNIA ASSOCIATION OF REALTORS®, a trade association representing more than 175,000 REALTORS® statewide.

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