



zipForm® today - CA edition

LEADING THE WAY...[®] IN TRANSACTION TECHNOLOGY.



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THE NEW ZIPFORM® PLUS IS HERE AND SO IS YOUR FREE ZIPFORM® TRAINING FROM C.A.R.

The Classic zipForm® Plus is gone to the sands of time and the NEW zipForm® Plus is here to help members perform and succeed during their real estate transactions. Have you started using the Transaction Management portion of the platform? Did you know that zipLogix Digital Ink®, a member benefit, and DocuSign®, a subscription service, can both be found inside the zipForm® Plus platform? What about dragging and dropping PDFs or other files into zipForm® Plus for future use?

Learn to master all of these features at some of our free online training broadcasts as part of your member benefits. You can register for any of these upcoming sessions on our Upcoming Webinars page or catch up on a webinar you missed with our recorded Webinar Library.

[Upcoming Webinars](#) [Webinar Library](#)

Remember, all members can view online videos and download user guides at any time from www.zipLogix.com or from www.car.org.

See you online!

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ZIPTIPS: THIS MESSAGE IS TO INFORM YOU THAT A NEW FORMS LIBRARY REVISION IS NOW AVAILABLE
California REALTORS®, we heard your calls.

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HOW TO MAKE A \$MILLION DOLLARS SELLING REAL ESTATE - No charge 3 hour Bootcamp reveals proven strategies to break through the ceiling on production while working less hours. Only serious agents looking for massive growth should >> [MORE](#)

Lots of you were concerned about a message that pops up in the new zipForm® Plus. The message has been revised and we can explain a little bit about it here.

Currently the message reads, "This message is to inform you that a new forms library revision is now available" and a link is provided to show what forms you are using that are found in the library that received the update.

Some users create new Transaction files when they have new listings or purchase offers to make. This is the correct way to work with zipForm® Plus transaction files. The message was added because other users copy and paste transactions to save time and run the risk of using old data, or worse, old and outdated forms in new transactions.

Inside the NEW zipForm® Plus, the platform will alert you when a library has been updated somehow: a new form was added, changes were made to an existing form, etc. This does not automatically mean you need to change the forms in your transaction file. This just means that a new version of the library is available (with an update on a form somewhere).

The new message should also encourage users to create new transaction files each time they begin work on a new real estate transaction rather than duplicating past records.

Find more tips and [support information](#) at www.car.org.

ZIPFORM® SERVICES SPOTLIGHT:



Homeowners Insurance helps protect your clients from what MIGHT happen. An American Home Shield Home Warranty helps protect them from what WILL happen, like breakdowns to home systems and appliances.

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NEW BROKER EMPLOYMENT GUIDE AND COURSE

Are you a broker who hires office managers, support staff or salespersons with one or more assistants? Then you need to make sure you know how record-keeping, wages and overtime pertain to you and your business.

C.A.R.'s new online course and guide for brokers, office managers and team leaders goes over the basics that apply to independent contractors or employer-employee relationships. Choose between an online course or a paperback guide. [Learn more >](#)

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Don't let your current clients become your past clients. STAY CONNECTED EVERY MONTH WITH [C.A.R.'s FREE ClientDIRECT® NEWSLETTER!](#)

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C.A.R.'S INNOVATORS WORKSHOP - DEADLINE APPROACHING

[C.A.R.'s Innovators Workshop](#) welcomes Innovators to make their best pitch for an idea or tool that can help elevate the business of real estate professionals. Individuals or company submissions that are selected will gain access to assets and resources from C.A.R. to help turn their vision into reality. Submissions for the program are open to REALTORS®, brokers, real estate industry gurus, engineers, software developers, and entrepreneurs.

The next deadline for submissions is Friday, November 24th. Please visit the [Innovators Workshop](#) page on the C.A.R. website for more information. Submit your idea [here!](#)

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With our Just Listed & Sold Facebook ads you can **target and reach more people** and get more immediate leads for less than the cost of a postcard mailing. [Get started now! >](#)

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NEW LEGAL TOOLS: DISCLOSURE OF DEATH

C.A.R. Legal Tools offers dynamic, concise, and engaging legal material to help you, your office, and your clients quickly and easily understand

There are three AHS packages available during the real estate transaction, making it easy for homeowners to get the coverage they need. As a trusted expert, advise your clients that having an AHS Home Warranty is a wise decision. They'll appreciate your guidance and the fact that you care enough about them to recommend protection and willingness to go the extra mile for them.

Visit [American Home Shield](#) to learn more!

3D TOURS: THE NEW STANDARD IN REAL ESTATE

Did you know that adding VR and 3D tours to your business is easier than you think? Join us on Thursday, November 30th for our webinar about a solution that we've found to help you easily integrate 3D Tours and Virtual Reality into your real estate business. [Register here >](#)

If you're trying to create an impact on your real estate business – you should consider adding Virtual Reality (VR) and 3D Tours. As more homebuyers and home sellers are demanding a more immersive homebuying and selling experience you can create flawless VR & 3D tours with [immoviewer](#). This award-winning do-it-yourself 3D tour software tool has an easy-to-use guided app that will help you shoot, produce, and share a polished and professional 3D enabled virtual property tour in 30 minutes or less. [Get started today >](#)

PROTECT YOUR BROKERAGE

It's no secret that technology has changed the game in real estate. The upside is faster, more streamlined service, and the downside is the risk of falling prey to cybersecurity breaches and/or wire fraud. That's why taking the proper steps to protect your brokerage and clients is so important. [Here are some preventative steps](#) you can take to protect your real estate business and clients from becoming a victim of wire fraud.

Another way to protect your transactions from being compromised online is by taking advantage of the Cybersecurity Protection option that we offer through zipLogix Digital

key legal issues pertaining to real estate.

Sellers are required to disclose all material facts relating to the value and desirability of the property they are selling. The most recent Legal Tools topic explains the requirements for disclosing the occurrence of death on a property.

[View the Disclosure of Death Video, Slide Deck, and Quick Guide](#)

New topics are released each month and all may be viewed and downloaded on the [Legal Tools](#) page of [car.org](#).

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You'd be a lot cooler if you used infographics in your marketing. Free consumer-friendly infographics are delivered free to your inbox every week from C.A.R. [Try One Cool Thing](#).
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EXPIRED LISTINGS ARE ONE OF THE BEST LEADS!

Why? Because they've already shown they are ready to sell!

But if you're like most agents, you probably don't like calling them. After all, you're cold calling people who are upset and disappointed with real estate agents for failing to sell their home.

Join us this Thursday, November 16th at 9 a.m. PST, as we along with the Paperless Agent will share how to run an innovative campaign for converting expired listings into your listings (without all the cold calling!) [Register here >](#)

Ink®. This option allows agents to verify the identity of all transaction parties involved before signing, adding an extra layer of security to documents. [Learn how it all works.](#)

Your transactions are a login away.
Sign in to zipForm® from the homepage by clicking on the Access Link next to the featured REALTOR®.

**The Tools you Need.
Support You Want.
The [new car.org](#).**

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EDITED BY: Nathaniel Osollo, nateo@car.org

EXECUTIVE OFFICES:
525 South Virgil Ave., Los Angeles CA 90020
phone (213) 739-8200; fax (213) 480-7724

LEGISLATIVE OFFICES:
1121 L Street #600, Sacramento CA 95814
phone (916) 492-5200; fax (916) 444-2033

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QUESTIONS OR COMMENTS: [contact C.A.R.](#)

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