



SAN FRANCISCO  
ASSOCIATION of REALTORS®

# The Member's Edge

The Newsletter of the San Francisco Association of REALTORS®

February 1, 2018 Issue

## What You Need to Know

### FORMS UPDATE

In an ongoing effort to improve and simplify the transaction process...

1) SFCA has retired our local Approval Parking and Storage form. The statewide Parking and Storage (PSD) form available on the CAR library in zipForm® was updated and improved in December. We no longer need to maintain a separate local form.

2) SFCA has updated the rent-control annual rent increase calculation table. The form is now current for 2018. See form RENT-SF.

3) SFCA has updated the security deposit calculation table. The form is now current for 2018. See form SDC-SF.

4) SFCA recommends the use of the local San Francisco Apartment Association (SFAA) lease forms, available to all SFAR members via our secure login website. An advisory Form has been added to our local library reminding members of their access to the SFAA forms.



**Learn What the New GOP Tax Plan Means for You and Your Clients**



NAR has developed a briefing document on what the final GOP Tax Plan passed by Congress and signed by President Trump will mean for you and your clients.

Find the briefing document [here](#).

## Family Wealth Workshop in the Mission - February 10, 2018

by Assessor Carmen Chu

Do you have questions about estate planning and someday passing your property to your family and loved ones? Or just want to learn about the City's affordable homeownership opportunities?

Come check out our free educational workshop organized by the Office of the Assessor-Recorder of San Francisco.

We understand financial planning and asset building is important for every family, from purchasing a home, managing taxes to planning for your children's college expenses, you may have many unanswered questions!

Come join us on February 10, 2018, from 10:00 a.m. to 12:00 noon at City College Mission Campus, 1125 Valencia Street, San Francisco.

[Click here](#) for more information, or [click here](#) to Register.



## Education and Training

### MyPropertyOffice Training

Learn the Best Kept Secrets for Marketing and Building Your Business

Monday, February 5 at 1:00 to 2:00 p.m.

San Francisco Association of REALTORS®

301 Grove Street, San Francisco



Learn how to search SFAR, BAREIS and EBRD/BridgeMLS data in a new "inside the MLS" interface.

Learn MyPropertyOffice best kept secrets for marketing and building your business, all available to you FREE.

- \* Property search across Multiple MLSs for you and your clients
- \* Market Reports by Neighborhood
- \* View and Organize your Broker Tours (in multiple MLSs)
- \* Broker Tour trip planner and custom tour sheets
- \* Collaborate with your clients on your website
- \* Save searches and favorite properties across multiple MLSs

## New Member Orientation

Friday, February 9 | 9:00 a.m. to 12:00 p.m.

San Francisco Association of REALTORS®

301 Grove Street, San Francisco



SFAR monthly in-person Member Orientations for SFAR REALTOR® members.

New REALTOR® members are strongly encouraged to attend these Orientations.

Current REALTORS® are also invited for a refresher of new services or to satisfy the REALTOR® Code of Ethics.

Orientations will cover:

- Intro to the REALTORS® and from SFAR Leadership (including overview of benefits from SFAR/CAR/NAR)
- Intro to SFAR MLS from SFAR MLS Staff
- Overview of Professional Standards and REALTOR® Ethics Training Requirements
- Intro to SFAR Professional and Social Networks
- MLS Fundamentals Class offered by SFAR MLS Staff

This Orientation also covers the REALTOR® Ethics Training Requirements for the 2017-2018 Biennial Cycle.

## Making the Most of the New Tax Law for Real Estate Agents

Thursday, February 15 | 3:00 to 4:30 p.m.

San Francisco Association of REALTORS®

301 Grove Street, San Francisco



Making the Most of the New Tax Law for Real Estate Agents is an entertaining, fast-paced presentation designed specifically for real estate agents.

Here are a few highlights of what will be covered in this seminar:

- How the new tax law really works
- Effects on prospective and existing homeowners
- How "Qualified Business Income" affects you
- How to slash your audit risk (Fly under the IRS radar!)
- How to beat the IRS. Legally!
- The truth about accountants (Do you know the single most expensive mistake they make?)
- Rescue lost deductions for thousands in savings
- The single most powerful strategy for most agents
- Retirement savings strategies for every career stage
- Entertainment Deduction Gone: How to make the most of meals and gifts
- The "mileage allowance" mistakes that cost thousands!
- Write off your medical bills as a business expense. (Far better than Healthcare Savings Accounts!)

How to deduct your kids' private school and college tuition

## BONUS STRATEGY THAT SELLS PROPERTIES

- How to Overcome The Capital Gains Tax Objection (Going Beyond 1031 to Help Sellers Off the Fence!)

### *About the instructor:*

Jake Birnberg, AKA The Deduction Detective, is an IRS Enrolled Agent with a degree in Finance from the Haas School of Business at UC Berkeley. He has decades of tax, investment banking, and wealth management experience. He is the author of the forthcoming book: 5 Strategies to Avoid Real Estate Capital Gains Taxes and Improve Cash Flow.

He has helped real estate agents save \$1,000s in a single year. And he's consulted with their clients to relieve them of the huge capital gains they often face. He is dedicated to helping agents stop wasting their hard earned money by sending it to the IRS.



## FREE zipForm® TRAINING February 16, 2018

### Session #1

zipForm® Plus Basics - 9:00 to 10:30 a.m.

zipForm® Plus Advanced - 10:45 to 11:30 a.m.

### Session #2

zipForm® Plus Basics - 1:00 to 2:30 p.m.

zipForm® Plus Advanced - 2:45 to 3:30 p.m.



Classes will be held at the San Francisco Association of REALTORS® | 301 Grove Street, San Francisco, 94102