



SAN FRANCISCO
ASSOCIATION of REALTORS®

The Member's Edge

The Newsletter of the San Francisco Association of REALTORS®

July 31, 2018 Issue

SFAR OFFICES WILL BE CLOSED

The SFAR Offices will be **CLOSED** on
Wednesday, August 1 for Staff Appreciation Day.

We will return to regular business hours on
Thursday, August 2.



Staff Appreciation



Fight "Costa Hawkins Repeal" on the November Ballot!

Educate your clients about voting NO on Prop 10

This November, California voters will be deciding Proposition 10, which is a



full-scale repeal of the Costa Hawkins Act. Proposition 10 will allow rent control to apply to single-family homes and new developments, and take away a small property owner's ability to reset rents back to market rate after a tenant vacates a unit.



Proposition 10 will dramatically hurt the housing market in San Francisco and California.

Please encourage your clients and colleagues to educate themselves about Prop 10, and encourage them to vote NO on Proposition 10. Please click on the link below for a flyer with more information about the proposition and the campaign.

[Click here for more information.](#)

NOMINATING COMMITTEE NAMES CANDIDATES FOR ELECTION/REELECTION TO 2019 BOARD OF DIRECTORS

In accordance with the provisions of the Bylaws, the Nominating Committee has proposed seven candidates to run for four directorship positions which will become vacant at year end. The vacancies in the following categories and the names of the candidates running for election/reelection to the 2019 Board of Directors to fill those vacancies are as follows:

REALTOR® or Designated REALTOR® Member Director Elected/Reelected from a Brokerage with More than 75 REALTOR® Members (one vacancy)

Damon M. Knox - Zephyr Real Estate
Jack D. Ryder - Pacific Union International

REALTORS® or Designated REALTORS® Member Directors Elected/Reelected At-Large (two vacancies)

Mary Cassidy - Coldwell Banker Res. R.E. Svcs.
Jodi L. Hansen - Park North Real Estate
Daniel A. Hershkowitz - Vanguard Properties
ChienShen Steven Huang - Ascend Real Estate

Affiliate Member Elected/Reelected At-Large (one vacancy)

Ashley E. Klein - G3MH

All nominees have met the Bylaws requirement of having served as a member of at least one committee.

Nominations are not limited to those proposed by the Nominating Committee. The Bylaws provide that 100 REALTOR® members may nominate an additional REALTOR® member candidate for any position becoming vacant. All such nominations must be submitted in writing and filed with the corporate secretary not later than 12:00 noon on August 7, 2018, at which time nominations will close. For this purpose, [click here](#) for the signature collection form. Once completed, please return the form to Marivic Cuevas at marivic@sfrealtors.com.

The Association wishes to express its appreciation to REALTOR® members who indicated an interest in running for election/reelection to the 2019 Board of Directors. The continued success of the Association is dependent upon the willingness of members to serve on policy-making bodies, such as the board, and we should all be grateful to the members for manifesting that interest.



CALLING ALL C.A.R. DIRECTORS

Deadline to Submit Application is Friday, August 24th

Each year, the San Francisco Association of REALTORS® (acting as C.A.R. Region 8) appoints those REALTOR® members it believes will best represent the interests of the district on the State Association's board of directors. When vacancies occur, new REALTOR® members who show promise of best representing the district in the future are appointed directors.

There are currently seven vacant positions for the district that should be filled in 2019. Accordingly, the directors are seeking to determine whether any qualified REALTOR® members of the San Francisco Association of REALTORS® are interested in being considered for State directorship.

The only qualification for serving as a State Association director is that the member shall have served on a San Francisco Association committee for at least one year.

Qualified members wishing to apply should fill out and return this [questionnaire](#) by Friday, August 24th.

MOLD INSPECTION, TESTING, and ANALYSIS



Standard inspection \$300, including lab fees and is the lowest rate for these services offered in San Francisco.

REQUEST AN INSPECTION (650) 296-0323


SFAR members receive \$25 off by mentioning this ad.

NEW Free Member Benefit Now Available!

Use Glide Forms to collect the TDS, SPQ, AVID and other disclosure forms securely online.

As an SFAR member, you will now receive complimentary access to the new electronic system developed by Glide and zipLogix® that allows you and your clients to complete disclosure forms online. Glide Forms replaces today's dense PDF and paper forms with an easy-to-use, step-by-step online wizard experience that offers several benefits to agents and clients:

1. Ensure all required questions are answered
2. Ensure all answers are neatly typed and legible
3. Easily add overflow text and addendums for lengthy explanations
4. Attach images and documents directly to each form
5. See contextual help and definitions for difficult questions
6. Easily update responses when new information arises
7. Navigate step-by-step through each form instead of completing a dense PDF

GLIDE 

NEW FREE MEMBER BENEFIT
**TDS, SPQ, AVID
Now Online!**
Register at glide.com/forms

7. Navigate step by step through each form instead of completing a dense PDF.
8. Monitor client progress as they complete each form

Get started by registering at www.glide.com/forms.

How To Check Your NAR Education Record Online

When you log into your MLS Dashboard you will want to click on the "Member Svcs" button on the right hand side of the screen. Next, please click on the "Track Your Ethics Requirements" button. Finally, click on the "Personal Education Tracking" link. Your completion status will display.



Member Svcs

Please see the NAR Ethics requirements below, if you still need to complete your Ethics Training.

EDUCATION AND MLS TRAINING

SF Forms - Update and Tutorial

Friday, August 3 | 11:00 a.m. to 12:30 p.m.

San Francisco Association of REALTORS®

301 Grove Street, San Francisco



Instructor: Britton Jackson

Britton will guide our members through the use of the San Francisco purchase agreement, and also advise our members as to which of the corollary addenda and counter-offers are recommended, and when. Britton will also compare and contrast the SFAR purchase agreement with the California Association of REALTORS® purchase contract.

Ethics Classes on Video

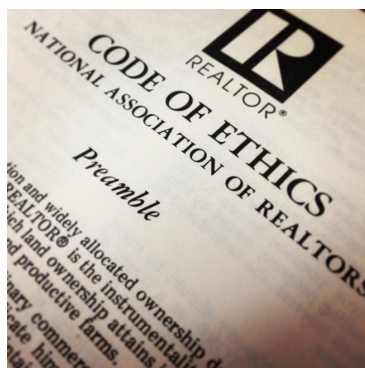
Video classes are held each Friday | 1:15 to 3:45 p.m.

San Francisco Association of REALTORS®

301 Grove Street, San Francisco



New members of the San Francisco Association of REALTORS® are required to complete an orientation course on the Code of Ethics within 25 days of their acceptance as a REALTOR® member in accordance with the Association's bylaws. If a new member fails to take the course within the 25-day time frame, he or she will have their membership placed on inactive status until the requirement is filled.



The National Association of REALTORS® also requires continuing members to complete the NAR Code of Ethics course once in every 2-year Biennial period. The current Biennial period is from January 1, 2017 to December 31, 2018.

The two and a half hour DVD course is presented at the Association's offices every Friday afternoon at 1:15 p.m. The cost is \$15 for all SFAR members. Payment is required at the time a reservation is made. To register, please click the button below and you will be prompted to provide your credit card information. Or, you may call (415) 431-8500, extension 1130.

Please note that the \$15 fee is non-refundable and non-transferable to future courses.

Parking is available across the street at the Performing Arts Garage.

FYI: If you would like to take the ethics class online for free instead you can do so by visiting www.realtor.org selecting

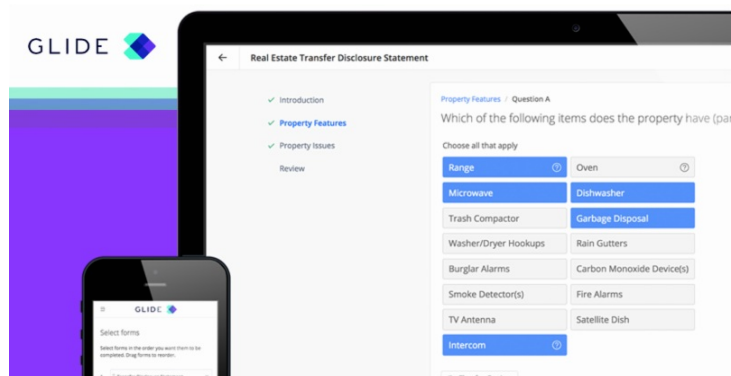
the "Education" tab, and then clicking on the "Code of Ethics Training" button.

You can also submit a completed [Ethics Self-Certification Form](#).

Glide Forms Demo and Training Webinars

Glide is providing SFAR members with Webinars to help get you set up with Glide Forms.

The Webinars will be offered on Tuesdays and Thursdays between August 7 and September 27. Please click in the links below to sign up for the Demo day and time that works best for you.



Tuesdays (8/7/18 through 9/25/18):

Demo from 11:00 to 11:30 a.m., followed by optional 30-minute Q & A session until NOON.

Sign up for TUESDAY WEBINARS -- https://zoom.us/webinar/register/WN_reFOUipFsbyLhwCBdUwsuA

Thursdays (8/9/18 through 9/27/18):

Demo from 9:00 to 9:30 a.m., followed by optional 30 min Q & A session until 10:00 a.m.

Sign up for THURSDAY WEBINARS -- https://zoom.us/webinar/register/WN_CoVynHvhTqGvnYFyt5NA



Upcoming Special Events



THURSDAY THINK TANK AND RECEPTION

Tariffs and Trade Wars: The Effect on REALTORS®

Thursday, August 15

Session: 4:00 p.m. to 5:30 p.m.

Reception: 5:30 to 7:00 p.m.

CLICK TO
REGISTER

Location: San Francisco Italian Athletic Club
1630 Stockton Street
San Francisco, CA 94133

The SFAR Education Committee and Global Business Council have joined forces to put together a seminar on the timely topic of Tariffs and Trade Wars. Join us as we bring in experts to help us understand the implications of the new tariffs and what the effect might be on local and international Real Estate transactions.

Immediately following the program will have a Cocktail Reception giving you a chance to mix and mingle with fellow SFAR members while enjoying some appetizers and drinks.

We hope to see you there!



THE REAL ESTATE SUMMIT: RECLAIMING CALIFORNIA'S HOUSING FUTURE

SEPTEMBER 06, 2018

 CENTER FOR
CALIFORNIA
REAL ESTATE

WE'RE HOSTING A SUMMIT VIEWING PARTY AND YOU'RE INVITED!

Thursday, September 6, 2018
LIVE STREAM from 9:00 a.m. to 1:30 p.m.
San Francisco Association of REALTORS®
301 Grove Street, San Francisco

Please [click here](#) to register for the Viewing Party at SFAR.

The 2018 Real Estate Summit is THE event that brings California's best and brightest thought leaders and decision makers together to tackle the big issues affecting housing in the state.

Topics include:

DELIVERING SOLUTIONS FOR CALIFORNIA'S TOP HOUSING CHALLENGES

Moderated by Joel Singer, CEO, C.A.R.

FIXING HOUSING SUPPLY AT REGIONAL AND LOCAL LEVELS

Moderated by Carol Galante, I. Donald Turner Distinguished Professor in Affordable Housing and Urban Policy and Faculty Director of the Turner Center for Housing Innovation, UC Berkeley

MAPPING THE FUTURE OF CALIFORNIA: WHERE AND HOW WILL CALIFORNIANS LIVE?

Moderated by Brad Inman, Founder, Inman

For information on the Summit please visit the event website at: <https://www.ccresummit.com/>



**Join your fellow REALTORS® at the
2018 Member Appreciation Day and Real Estate EXPO**

Thursday, October 4, 2018

9:00 a.m. to 5:00 p.m.

Holiday Inn Golden Gateway

FREE to SFAR Members

RSVP NOW

Member Appreciation Day will begin at 9:00 a.m. with a session on **Values-Based Life Planning and Goal Setting**, with internationally acclaimed real estate trainer, **David Knox**.

About this session: Personal accountability is the basis for success in life and business. To experience this internal motivation, you must be in touch with your emotional values, clear on your goals, then focus on the objectives of achievement.

This inspirational session contains exercises that lead you to answer the three questions of performance:

1. What do you want?
2. Why do you want it? and
3. How will you accomplish it?

The best part of the seminar happens when it's over and your belief and awareness attracts to you the resources you need.

David will cover the following topics during this session.

- Overview of Values, Goals and Objectives
- Values exercise
- Is seeing believing or is believing seeing?
- How to overcome Self-Limiting beliefs
- Comfort Zones
- Response-Ability
- Guides to goal setting
- Affirmations and Visualization
- Action steps
- Risk and Setbacks: Reward-Experience-Learning



Stay tuned for more information on other exciting sessions that will be held at the 2018 Member Appreciation Day and Real Estate EXPO.



Economic Update by Leslie Appleton Young

Covering San Francisco Bay Area, California, and the Global economy

Thursday, November 15

11:30 a.m. to 1:30 p.m.

Event Center at St. Mary's Cathedral

\$25 per person, lunch will be served.

[Click here to Register Now](#)

Sponsored by:

