

**RSAOR**  
Rancho Southeast Association of REALTORS®

**EDGE**

11812 South St., Ste. 200  
Cerritos, CA 90703  
T: 562-860-5656 [www.rsaor.com](http://www.rsaor.com)

Welcome to the **RSAOR's EDGE** a quick, easy-to-read publication designed to give you the edge you need to succeed in your business.

Editor: [DebS@rsaor.com](mailto:DebS@rsaor.com) or 562-860-5656 ext. 104

**MONEY—MONEY—MONEY....N.A.R. Credit Union** is available to members and their families. Visit [REALTORS-FCU.ORG](http://REALTORS-FCU.ORG) or call 866-295-6038. **C.A.R. Scholarship Foundation** awards scholarships three times a year to students enrolled at a California College or University for professions which are centered on, or support a career in real estate transactional activity. **Next Application Deadline: December 17, 2010.** <http://www.car.org/aboutus/carscholarships/> **The C.A.R. Education Foundation** provides real estate and education related scholarships, awards, and grants to California Real Estate students and California REALTORS® who are either students attending a California college or university who complete a real estate-related course or \*REALTORS® who complete advanced professional designation courses such as GRI, SRES®, etc. after the designation is attained. For guidelines and eligibility visit: <http://www.car.org/aboutus/educationfoundation/>.

**Notary Class:** Mon Nov 15th. Course @ RSAOR office. Cost \$99. Exam after class. 562-860-5656. [lettyl@rsaor.com](mailto:lettyl@rsaor.com)

**OnlineEd offers two classes in November** with 30% discount from catalog pricing. 1) Certified Home Marketing Specialist: <http://bit.ly/OnlineEdCHMS> 2) Accredited Luxury Home Specialist: <http://bit.ly/OnlineEdALHS>

**Deadline to Submit MU 4 Application:** To perform MLO licensed activities you MUST submit your MU 4 application by December 1, 2010 to waive the 20 hour National Mortgage License System (NMLS) pre-license courses. To qualify for a MLO license endorsement, existing licensees will need to achieve a passing score on both the National and State component of the SAFE Mortgage Test. The deadline to complete all requirements is January 1, 2011. The California Practice Test and the California Study Guide are also included for FREE with the Ultimate S.A.F.E. Act Test Prep Kit! visit <http://www.car.org/education/licenser renewal/safeacttestprep/>

**New C.A.R. legal articles:** Available on Legal's [What's New](#), the [Legal Articles](#) pages, and the [2010 Q&As](#) page on C.A.R. Online. 1) [Licensing Violations](#) (Sep. 20, 2010). This new Q&A lists all the ways that a real estate licensee risks facing loss of a license or other discipline from the DRE. Revised legal article, 2) [Nonresident Property Owner Withholding](#) (Sep. 20, 2010). This Legal Q&A discusses the FTB's enforcement of existing withholding laws affecting property managers with nonresident owners. The property managers have to withhold 7% of all income, if that income that exceeds \$1500, on properties owned by nonresidents if the income is to be sent to the nonresident property owner. This Legal Q&A has been revised to include links to the most recent FTB forms. 3) [Short Sale Fraud](#) (Sep. 30, 2010). This new legal article provides legal and practical guidelines for REALTORS® and their clients for dealing with short sale fraud.

**N.A.R. - Surveys of REALTOR® Sentiment/** (Nationwide): [http://www.realtor.org/research/research/srs\\_rvpr](http://www.realtor.org/research/research/srs_rvpr).

**NEW C.A.R. FORMS:** The latest forms release from C.A.R. is scheduled for the week of November 22, 2010 and includes one new form, 15 revised forms and one discontinued form. For summary of new forms visit <http://www.car.org/media/pdf/legal/standard-forms/495397/>

**What's Happening @ RSAOR?** Check out the November Calendar of Meetings/Events on line at [www.rsaor.com](http://www.rsaor.com) or <http://www.rsaor.com/pdf/monthlycalendar.pdf>.

**Disneyland Tickets at Discount Price:** Disneyland prices went up as of August 5th 2010, but our ticket prices have remained the same. Tickets can be purchased from RSAOR now and used until Jan 3, 2011 — A great gift idea for the holidays! **New** - "ELECTRONICA" in Disney California Adventure, a night time party in the Hollywood picture backlot area of Disney California Adventure park which combines music and dance, fun food and drinks, within the colorful and exciting world of the upcoming movie 'TRAN'S Legacy.

**New Log On Page for Tempo:** Effective November 3rd, the Tempo Log On page will have a new simpler look!

**Cerritos College Seeks Advisors:** The Real Estate Advisory Committee at Cerritos College is currently looking for advisors from outside the college. Interested? Contact Mary Ellen Brady [mebrady@cerritos.edu](mailto:mebrady@cerritos.edu) or call 562-331-1534.

**RSAOR offices will be closed** Thursday Nov 25 & Friday Nov 26 to observe the Thanksgiving holiday and will re-open Monday Nov 29 at 9:00 a.m. The officers and staff wish you all a very happy Thanksgiving celebration.