



1039 E. Valley Blvd., #205B, San Gabriel, CA 91776. 626-288-6212, 626-288-7658 (Fax). Office Hours: M-F 9AM-5PM

Weekly Updates

March 30, 2017

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Breakfast Meeting...

March Program Chair:

Silvia Rosich, Landz Real Estate, Inc.

- **March 30th ...** Affiliate Title Panel: Angie Tang, First American Title; Nancy Chan, Lawyers Title Company; Yolanda Martinez-Arenas, WFG Title Company; Annie Fan, Chicago Title. Their topic will be "2017 Title Issues."
- **April 6th ...** Matt Ahlmann, Social Media Network. His topic will be "Social Media Training."

Attendance Drawing (3/23/17)

Kris C. Tseng's name from Ko Tai Realty was drawn; however she was not present. This week's drawing will be for \$325.00.

50/50 Winner (3/23/17)

Congratulations to Nick Baldry from Vastree Real Estate who won \$32.00 at our last MLS Breakfast Meeting.

Inspirational Quote from 3/23/17:

"I've missed more than 9000 shots in my career. I've lost almost 300 games. Twenty-six times I've been trusted to take the game winning shot and missed. I've failed over and over and over again in my life. And that is why I succeed." By Michael Jordan

Did You Know?

- Weekly Caravan listings are printed on pages 7 and 8.

Save the Date

Join us for March Madness Championship Game!
Monday, April 3, 2017 @ 5:30 p.m.
West San Gabriel Valley Association of REALTORS®
1039 E. Valley Blvd., #205B, San Gabriel, CA
Pizza* Hot Dogs* Drinks
FREE
RSVP by March 31st to Belen Berrios (626) 288-6212
Or email Belen@wsgvar.com

Upcoming Chambers of Commerce
Mixers & Events
San Gabriel Chamber of Commerce

"Complimentary Business Networking Breakfast"
Friday, March 31, 2017 from 7:00 a.m. to 9:00 a.m.
Elks Lodge
1373 E. Las Tunas Drive, San Gabriel, CA

Upcoming Committee Meetings:

Friday, March 31st ...

Grievance Committee Meeting, 9:30 a.m. to 10:30 a.m.

Wednesday, April 5th ...

Education Committee Meeting, 9:00 a.m. to 10:30 a.m.

Education Schedule

All education classes can be found at www.wsgvar.com by clicking on the "Education Schedule" under the "Education & Events" menu.



Friday, March 31, 2017 from 10:00 a.m. to 11:00 a.m. "Estate Planning" Speaker: Tracy Kayser, Esq., Kayser Pahor, LLP



Monday, April 3, 2017 from 8:30 a.m. to 5:00 p.m. "New Salesperson & New Broker Exam 1-Day Crash Course" Instructor: Duane Gomer Seminars



Friday, April 7, 2017 from 11:30 a.m. to 12:30 p.m. "Brown Bag Lunch and Learn: 1% Down Program & Digital Mortgage" Speaker: Richard Zaleta, Guaranteed Rate



Monday, April 10, 2017 from 10:00 a.m. to 3:30 p.m. "zipForm® Plus Training" Instructor: Fatima Sogueco, zipForm® Products Supervisor, California Association of REALTORS®



Tuesday, April 11, 2017 from 1:00 p.m. to 3:00 p.m. "Commercial Seminar: Marketing on Steroids and How to Double Your Income as a Real Estate Professional" Speaker: Bill Ukropina, Managing Principal Commercial Properties



Wednesday, April 12, 2017 from 10:00 a.m. to 3:00 p.m. "CRMLS Training" *Managing Listings in Matrix* 10:00 a.m. to 11:00 a.m. *Showing Time for the MLS* 11:00 a.m. to 12:00 p.m. *Promoting your Personal Brand* 1:00 p.m. to 2:00 p.m. *Engaging Clients with Matrix* 2:00 p.m. to 3:00 p.m.



MLS MONTHLY PROGRAM CHAIR ...MARCH 2017



Silvia Rosich, Landz Real Estate, Inc.

Silvia is a full time REALTOR® at Landz Real Estate. She is currently serving as Vice Chair for the Global Business Council and Grievance Committee. Silvia is also serving her fourth year as a member of the Education Committee and her third year as a member of the MLS Committee. In the past, she was Co-Chair of Special Events. Silvia takes pride in her professionalism, ethics and customer service skills. She developed these traits early in her career working in the banking industry from 1978 until 2009. Silvia has been a member of the WSGVAR since she got her license in 2005. After becoming a REALTOR®, Silvia went on to get designations and certifications, such as GRI, SFR®, SRES®, CNE, ABR®, CIPS, GREEN, and is currently a CRS Candidate.

Silvia developed a passion for singing at a very young age. At the age of 13, her father prompted her to start singing with a mariachi band in Los Angeles where he was a member himself. She later joined her brother's band as the lead singer. Soon she took ownership of her family owned musical group as the manager, where she, her two sisters, brother and friends performed as the *Santa Maria Band* and *Silvia, "La Baby"*. Santa Maria Band has two single 45 rpm records and you can find two of her big hits on YouTube as well as on "[Klie Radiosuerte.com](http://Klie.Radiosuerte.com)". Silvia is married to her second husband and they will be celebrating their 26th Wedding Anniversary this year. Silvia has one daughter, she is married and together they have two children, ages 5 and 3. Silvia is bilingual, fluent in both Spanish and English. She has resided in Alhambra since 1989 and loves the community she serves.

March 30th Breakfast Meeting

Affiliate Title Panel Discussion Topic: "2017 Title Issues"



Angie Tang
First American Title



Nancy Chan
Lawyers Title Company



Yolanda Martinez-Arenas
WFG Title Company



Annie Fan
Chicago Title

April 6th Breakfast Meeting

Matt Ahlmann, Social Media Networkx Topic: "Social Media Training"



Matt is one of the best social media strategists in the business. Initially known for developing the most comprehensive Facebook curriculum, his teachings continue to prove fantastic results. Referred to by many markets as, "Mr. Facebook," Matt has mastered the art of taking a rather complex issue and simplifying it for all who attend his training sessions. His ability to understand consumer behavior through obsessive research, allows him to leverage his humorous yet transparent delivery to help others identify the type of creative content needed in order to grab the attention of their target audience. Matt is an expert at providing an executable action plan to ensure your success. Quickly becoming a crowd favorite, he has gained national recognition and continues to present tech trainings across the country with executable game plans.

**March 23, 2017 MLS Breakfast Meeting
50/50 Drawing**

Congratulations to Nick Baldry from Vastree Real Estate who won \$32.00 at the last MLS Breakfast Meeting.



**YPN MIXER
Wednesday, March 22, 2017**

Thank you to everyone that joined us at 28 West. A great time was had by all!



MLS Breakfast Meeting on March 23, 2017

West San Gabriel Valley Association of REALTORS® would like to thank Art Carter of CRMLS, Inc. for his informative presentation.



The National Association of REALTORS®

Code of Ethics

Article 4

REALTORS® shall not acquire an interest in or buy or present offers from themselves, any member of their immediate families, their firms or any member thereof, or any entities in which they have any ownership interest, any real property without making their true position known to the owner or the owner's agent or broker. In selling property they own, or in which they have any interest, REALTORS® shall reveal their ownership or interest in writing to the purchaser or the purchaser's representative.

www.realtor.org/code-of-ethics

Our MLS Breakfast Meetings are available on WSGVAR TV.

You may follow us on
www.youtube.com/WSGVAR10



WATCH US LIVE ON: 

Join us for

MARCH MADNESS

Championship Game



FREE!

Time: 5:30PM (Game starts at 6PM)

Date: Monday, April 3, 2017

Place: WSGVAR Association Office
1039 E. Valley Blvd., #205B
San Gabriel, CA 91776



**PIZZA!
HOT DOGS!
DRINKS!**



RSVP by March 31st to
Belen Berrios (626) 288-6212
or belen@wsgvar.com

Brought to you by
the Membership Committee

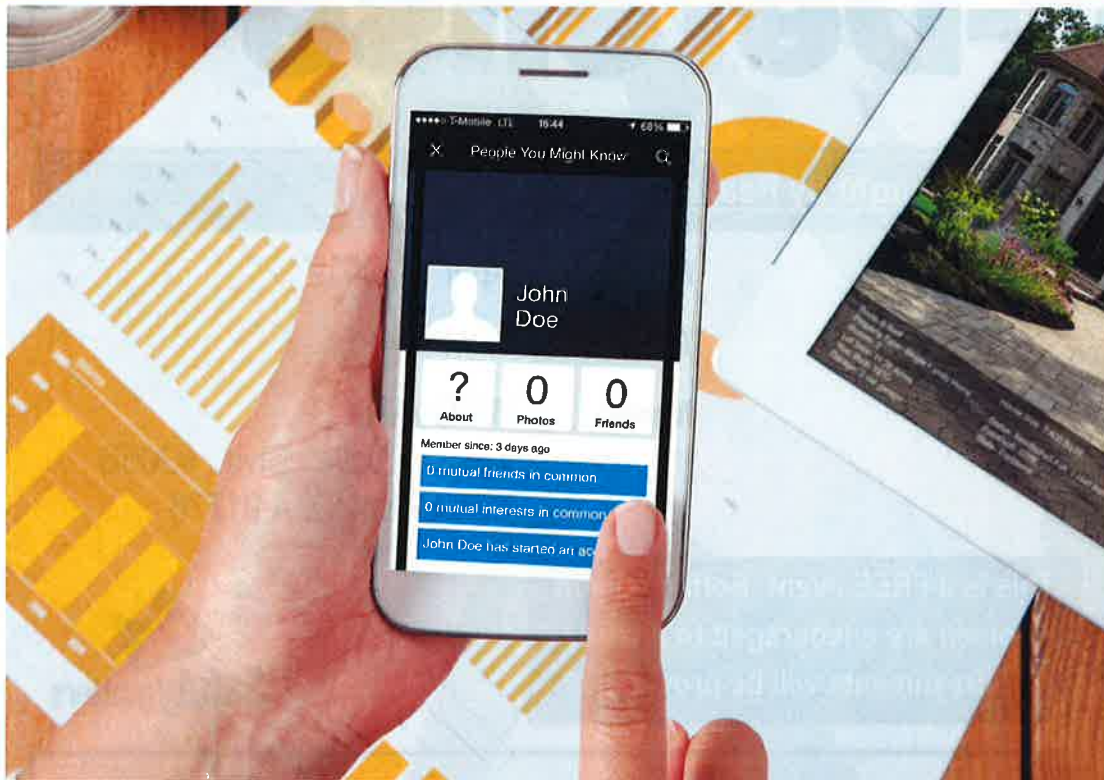
Real Estate Safety Matters: Safe Business = Smart Business

Monday, April 17, 2017
12PM to 4PM

WSGVAR
1039 E. Valley Blvd., #205B
San Gabriel, CA 91776

This course is **FREE**
Lunch will be provided.

INSTRUCTORS:
Suzi Dunkel-Soto, NAR's Real Estate Safety Certified Instructor and 2017 WSGVAR President
&
Albert Tran, NAR's Real Estate Safety Certified Instructor and WSGVAR Executive Officer



Ready to protect your business from real estate safety risks?

Working in real estate means working with a lot of people in a variety of locations and online. While focusing on finding the best real estate opportunities for your clients, you need to keep an eye on the risks of doing business.

Real Estate Safety Matters: Safe Business = Smart Business, is a **three-hour course brought to you by Realtor® University**. Learn how you can easily keep business risks low while increasing opportunities for growth by:

- Developing safety protocols for client meetings, open houses, showings and online interactions
- Understanding responses to threats or attacks
- Maintaining data security
- Protecting personal and electronic information



Register online by visiting: www.wsgvar.com and click on the *Education Schedule* under the *Education & Events* tab or fill out the information below and mail to WSGVAR, 1039 E. Valley Blvd. #205B, San Gabriel, CA 91776 or fax to 626-288-7658

Name: _____

Member #: _____

Phone #: _____

E-mail: _____

Contact: Education Department
1039 E. Valley Blvd., #205B, San Gabriel, CA 91776 | Office: (626) 288-6212 | Fax: (626) 288-7658
Email: education@wsgvar.com | Website: <http://www.wsgvar.com/>

Register today to learn how.



REALTOR® Safety

Self-Defense

Self-Defense Taught by Peace Over Violence



When: April 18, 2017
Time: 1PM to 4PM
Where: WSGVAR
1039 E. Valley Blvd., #205B
San Gabriel, CA 91776

This is a FREE event. Both men and women are encouraged to attend. Refreshments will be provided.



Self-defense is a set of awareness, assertiveness, verbal confrontation skills, safety strategies, and physical techniques that enable someone to successfully prevent, escape, resist and survive violent assaults. A good self-defense course provides psychological awareness and verbal skills, not just physical training.

Participation in self-defense classes encourages you to think in terms of options and choices, develops your awareness and assertiveness skills and provides practice for physical self-defense techniques. It expands the way you think about violence prevention, helps you deal with your fears and enables you to feel more empowered in your life.

REGISTRATION

Name: _____ Phone #: _____

Email: _____ Member #: _____

Contact: Education Department
1039 E. Valley Blvd., #205B, San Gabriel, CA 91776
Office: (626) 288-6212 Fax: (626) 288-7658
Email: education@wsgvar.com Website: <http://www.wsgvar.com/>

SMART CONSUMERS. SMARTER YOU.



NATIONAL
ASSOCIATION of
REALTORS®

Official Certification



West San Gabriel Valley Association of REALTORS®
WE PUT OUR MEMBERS FIRST

Wednesday, April 26, 2017 from 9AM to 5PM

Instructor: Albert Tran, e-PRO® Certified Trainer and WSGVAR Executive Officer

Course Fees:

- **\$68** Early-bird pricing for all REALTORS® until 4/14/2017
- **\$88** for all REALTORS® who sign up on or after 4/15/2017

A continental breakfast
and lunch will be provided
during this course!

ELEVATE YOUR DIGITAL EXPERTISE WITH DAY 1 OF THE e-PRO® CERTIFICATION.

Whether you're already a social media rockstar, or you're just getting ramped up online and need to learn the basics — e-PRO® is for you.

The first day of e-PRO® coursework covers a wide range of topics, including:

- Changing technology
- Connecting the modern consumer
- Reputation management
- How to use new real estate technologies to your advantage

Register for the course now!

Register Online at www.wsgvar.com, OR

Make check payable to **WSGVAR** and mail it to:

WSGVAR – 1039 E. Valley Blvd. #205B, San Gabriel, CA 91776, OR

Fill out credit card info below and drop it off at the Association Office.

Name: _____

NRDS #: _____

Phone #: _____

E-mail: _____

Credit Card: Visa MasterCard AMEX Discover

Cardholder Name: _____

Credit Card #: _____

Exp. Date: _____

Signature: _____

Please note cancellations within 7 days before the course will result in a \$10 cancellation fee or you may apply it as a credit towards another WSGVAR class within the same calendar year.

SIGN UP FOR e-PRO® DAY 1 TODAY!

The e-PRO® certification program is broken into 2 parts. Take Day 1 at WSGVAR and Day 2 online (\$129) at your convenience. You may register for Day 2 at <http://bit.ly/1mqtFLo>. After you've completed the coursework for both days, simply submit your certification application online with a one-time application fee (\$110.50).

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For more information on earning NAR's e-PRO® certification, visit ePRONAR.com.

WEST SAN GABRIEL VALLEY ASSOCIATION OF REALTORS®, INC.

Multiple Listing Service Caravan Thursday – Preview of Homes 10:00 a.m. to 1:00 p.m.

NO CARAVAN TODAY – MARCH 30, 2017



**Your home is a big
investment. Protect it.**
Call me today.

Pomes Insurance Services, Inc.

626-286-7734

CA Insurance

Agent #: 0728948

Leticiapomes@allstate.com



Allstate®