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SAVE THE DATE!

Sept 17, 2009

ARA's Fall Meeting

Topic:

Online networking, how it works, how to do it quickly, and just how it can help grow your business!

(CRP credits available)

[Click here for more information](#)

ENERGY QUOTES

Staying energized is tough...USE these quotes to help keep you moving!

"All people who have achieved great things have been great dreamers."
-Orison Swett Marden

"Action is the foundational key to all success."
-Pablo Picasso

It is a thousand times better to have common sense without education than to have education without common sense."
-Robert Green Ingersoll

The Latest from Lawrence Yun

Lawrence Yun, Chief Economist for the National Association of Realtors spoke at the Regional Real Estate Summit in San Diego on August 18, 2009. The event was the first put on by the San Diego Association of Realtors and was attended by over 700 people. The economist had some very favorable things to say about where the real estate market has been and where it might be headed:

Federal tax incentives - Yun feels that a key reason why the sales demand is up is the federal tax incentive for first time homebuyers. Many first time homebuyers were priced right out of the market during the boom. Now with the credit and the lower prices, they are back in the game.

Inventory decline - Prices are lowering which is bringing more buyers back to the table and taking really low priced homes off the market. This in turn is lowering the inventory level. Many foreclosure properties that lingered on the market last year now have buyers.

Speculators - Many buyers who were waiting out the market to see where the bottom was going to be are jumping back in now. After 4 years of steady price decline housing prices are very affordable.

Some of the obstacles that could prevent a comeback are:

Foreclosures - Job loss is still on the rise and this could put many more homeowners being forced into foreclosure. Job loss on top of already strapped out homeowners could mean even more foreclosures flooding the market.

Appraisal process changes - The new restrictions have caused longer closing times, higher appraisal costs, and sometimes inaccurate results causing the appraisals to affect the sale more than ever before. Slowing down the process or the appraisal not justifying the purchase price is causing some deals to fall off.

What is NAR doing to help:

Lobbying - NAR is taking feedback from realtors and lobbying Washington to extend the homebuyer credit beyond the November 30th expiration date. They are also pushing for a change in the bank appraisal requirements.

It seems that there is a turn in the market, but is it just a curve? If there is more job loss and an increase in foreclosures it could be a recipe of disaster. That may raise inventory levels back up and force speculators out of the market. It seems these days we are all just waiting, waiting to see what happens next. This positive news from Yun however is a strong beacon guiding us back to the days of a strong real estate market.



Americas Greenest Cities

Several American cities are doing a very good job at encouraging residents to become more green. From public transportation to farmers markets these cities are shining examples of the greenest cities across the US.

Chicago, IL

Public transportation & a commitment to renewable energy.

Portland, OR

Good planning to reduce greenhouse gas carbon dioxide & 44% of energy from hydroelectric sources.

Boston, MA

A future plant that produce energy from plants and create methane power.

Denver, CO

Greenhouse gas reduction, water conservation, waste reduction & increased recycling.

Eugene, OR

Alternative energy, reducing greenhouse gas emissions.

Oakland, CA

High watts of solar power, & 17% of it's energy comes from renewable energy sources.

Madison, WI

3 bikes for every car, 100 miles of bike paths, 1st city to offer curbside recycling with 97% participation.

Source: WebEcolst.com

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Are You Giving Back?

A mentor is a trusted friend, counselor or teacher, usually a more experienced person. Today mentors provide expertise to less experienced individuals to help them advance their careers, enhance their education, and build their networks. In many different arenas people have benefited from being part of a mentoring relationship, including some you may know:

Directors

Martin Scorsese mentored Oliver Stone

Actors

Martin Landau mentored Jack Nicholson.

Musicians

Bach mentored Mozart



I am sure you had heard the saying, "Pay it forward" or "What goes around comes around". Why not take time out of your schedule to give back some of your career knowledge to someone in need? Why not take the time to seek out someone who might help your life and career?

Should I mentor?

At some point during your career, you may have considered becoming a mentor but dismissed the idea, thinking it would not be worth the time and energy you put into it. It is time to rethink your decision. Being a mentor is more important than ever and you will get more out of the relationship than you think. If you are technologically challenge, maybe your protégé is good with technology and can give you some tips. You will also get a great feeling from giving back and helping someone in their career.

Why do I need a mentor?

Thinking you may benefit from a mentor is not a bad thing. It doesn't mean you are less intelligent or lacking skills, it just means you want to gain knowledge from someone who has been there and done that. This in itself says that you are smarter than the average. A mentor can help you fine tune your skills, network, and become involved with new things. They are a great sounding board for new ideas and can make a big difference in your life. Realizing a mentor can help you is the first step in the right direction.

Where do I find a mentor?

You may already have one and not even realize it. Look around your life. Is there someone that you might already be asking for career advice? It may be someone you work with today or have in the past. If no-one comes to mind look around and find someone who might make a good mentor and ask them if they are interested. They will most likely be very honored and accept the opportunity to help. If this doesn't work, there may be a program at your company or a city mentoring program. The Employee Relocation Council also offers a mentoring program. If you are interested, go to www.erc.org, click on Education & Training, and then New Professionals Network to register.

If you need a mentor or want to be one, there is no time like the present. Whether you are a real estate agent, appraiser, or relocation professional the job market is tough and the benefits of having or being a mentor could make the difference in your career.

Are you on ?

If the answer is "YES", please join the Arizona Relocation Alliance Group on Linked In. All you have to do is search for the group in the groups directory. Once you find it click 'Join this group'. If the answer to that question is, "NO" then you should get involved now! www.linkedin.com

Groups

 **Arizona Relocation Alliance**

Overview Discussions News Jobs Updates Members

 The Arizona Relocation Alliance was formed in the fall of 2001 as a way of bringing together local and regional relocation professionals in Arizona. Our primary function is to provide education and CRP credits to our members.

DON'T MISS YOUR CHANCE TO BE ON THE CUTTING EDGE!

ARE YOU REALLY NETWORKING?



SEPTEMBER GENERAL MEETING

Who:
Recruiters, Relocation
personnel, Human
Resource professionals

When:
Thursday
September 17th, 2009
8:30am registration
Session 9am - 11am

Where:
Coldwell Banker Success
Training Center
10446 N. 74th St.,
Scottsdale, AZ 85258

Cost:
\$20 Members
\$25 Non-Members
CRP credits available!!

Arizona Relocation Alliance is pleased to announce our
September General Meeting.

Have you heard about great networking websites and the benefits but aren't sure how to use them? Did you ever wonder just where to network and how to find the time? Well you can't afford not to network, so come and join us for the ARA September Meeting and you will leave with:

- Ways to build your personal online brand
- Where to network for the best results
- Crash Course on networking do's and don'ts
- Tips on helping build your business through networking
- And much, much more!

Sign up today!

And hold the online world in the palm of your hands...

For details & to register go to:
www.azrelocationalliance.com or contact Linda Shawn at lshawn1@cox.net