

QUARTERLY NEWSLETTER

VOLUME 20 • ISSUE 2 - July 2015

COLORADO DIVISION OF REAL ESTATE
LAUNCHES NEW 'eLICENSE'



Online licensing management system cuts time and red tape for Colorado's real estate industry professionals; database provides consumer information on licensees.

This information was distributed by the Colorado Division of Real Estate, part of the Department of Regulatory Agencies (DORA). If you have any information on the article below, please contact the Division of Real Estate at 303-894-2424 or by visiting their website at www.dora.colorado.gov/dre.

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DENVER — Working in Colorado's booming real estate industry just became more efficient and effective thanks to eLicense, a new online license management launched this week by the Colorado Division of Real Estate, part of the Department of Regulatory Agencies (DORA).

Mailing in written applications, using checks for payment, or waiting for a license to arrive is now history. Today, approximately 55,000 licensed real estate industry professionals in Colorado can use eLicense to submit their applications online, update their accounts, renew or reinstate their license, and print their licenses on demand.

The eLicense system also creates efficiencies for Division of Real Estate staff. For example, the division receives approximately 10,000 transfer and change applications a year for real estate brokers alone. These transfers and changes can now be completed by the licensee at their convenience.

In addition, the system's database allows the general public to get instant information on licensees, such as disciplinary actions, and use the system to file a complaint.

"Modernizing licensing processes through technologies like eLicense helps relieve some of the regulatory burdens on our licensed industry professionals," said DORA Executive Director Joe Neguse. "This allows them to spend less time worrying about keeping their licenses up to date and more time on their businesses."

"Plus, the public database serves an invaluable resource for consumers to get more empowered and informed. Taking just five minutes to research licensees before using their services could save consumers from unnecessary problems later," he noted.

"We're excited to offer such a comprehensive, streamlined tool for licensees to manage everything they need to stay in compliance," said Division of Real Estate Director Marcia Waters. "At the same time, consumers can use the database to find out if their real estate broker, mortgage loan originator or other professional's licenses are up to date, view disciplinary actions, as well as file a complaint with us — all online."

The Governor's Office of Information Technology (OIT) partnered with DORA for eLicense and worked diligently to ensure the project rolled out smoothly for everyone using the system. "This improvement is part of our goal at OIT to use technology to make life easier for our citizens," said Suma Nallapati, Secretary of Technology and Chief Information Officer for Colorado. "We look forward to partnering on many more projects with DORA to streamline other processes for the ease of Colorado residents."

Save the Date

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KEYNOTE SPEAKER

Bruce Turkel

'Building Brand Value'

Bruce Turkel has helped create some of the world's most compelling brands. He has worked with Hasbro, Nike, American Express, Charles Schwab, Citicorp, Discovery Networks, Bacardi, and many more great companies.



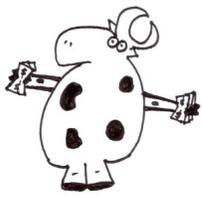
**WELLS FARGO HOME MORTGAGE'S CENTER
STAGE EVENT KEYNOTE SPEAKER**

Nicole Nicolay

'Live Your Dream: Work Hard & Play Harder by Your Own Rules'

Nicole Nicolay is the founder of 2 real estate marketing companies, and has traveled for nearly a decade training and speaking to over 200,000 agents nationwide. Nicole has been named one of Real Estate's 100 Most Influential Leaders and one of the Top 5 Social Media Masters by Inman News.

Information regarding exhibitor/sponsorship opportunities coming soon!



AREA ONE DAY SEMINARS 4 HOUR CONTINUING ED CREDIT

Income Property Investing

PAGOSA SPRINGS, CO / SATURDAY's JULY 18 and AUGUST 8
8:30 AM to 12:00 PM (noon)

A Colorado Division of Real Estate Approved 4 Hour Continuing Education Credit Course

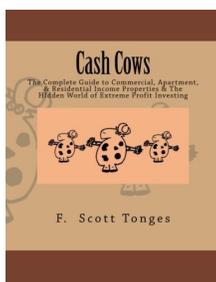
Start with Nothing & Build a High Cash Flow Property Portfolio !

YOU'LL LEARN

- What savvy home investors do & how it applies directly to all income property types.
- That all apartment & commercial properties follow the same simple formula and you can learn it.
- How to analyze deals on the back of an envelope in 1 minute & how to become an investor.
- What the TV house rehabbers really do & what they don't tell you, you must know to profit.
- How one property, bought right, can serve to buy other properties without new cash.
- How to control and profit from a property without owning it & how to invest at a distance.

Named among the top 25 commercial brokers in the US (by CBRE), the trainer, Scott Tonges, distills over 37 years of observing successful clients, building a 5 state property management company, and investing personally, into a simple, 3 step plan to start with nothing, earn seed capital, invest wisely, then parlay your holdings into a portfolio of high cash flow properties, locally & at a distance. The seminar is for agents, brokers, investors & would be investors. Scott simplifies and shows you what you need to know to make money with homes, apartments, shopping centers, office buildings, warehouses, hotels & motels, starting with no cash or credit...really. It's not rocket science.

Help yourself or your clients with this information.



CASH COWS



WORK BOOK

The Complete Guide to
Commercial, Apartment, & Residential
Income Properties & The Hidden World
Of Extreme Profit Investing

By F. Scott Tonges

You'll get a copy of Scott's book, Cash Cows, which sells for \$24.95 at Amazon.com and the Workbook, which is only available with the \$500 home study course & at this live training. Both included with the course price of \$69.



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Did you know new rules are set to take place that will affect every real estate closing across the country? The Real Estate Settlement Procedures Act and Truth in Lending Act integrated disclosure rule is set to take effect October 3. This new rule will affect loan closing procedures and settlement documents.

The National Association of REALTORS® (NAR) has urged the Consumer Financial Protection Bureau (CFPB) to implement a grace period for those seeking to comply in good faith with new rules. Even if only 10 percent of transactions experience closing issues that's as many as 40,000 transactions a month, according to NAR home sales data. A grace period through the end of 2015 would delay enforcement to the slower winter months when fewer consumers would be negatively impacted.

As the CFPB moves ahead with implementation, REALTORS® remain committed to working with the agency and our industry partners so that consumers only benefit from the new rules. Our work is not done with the CFPB, on Capitol Hill, or at the state house here in Colorado. We will continue to defend legislation both in Denver and in Washington to protect Colorado REALTORS® and their clients. [An investment in RPAC today will help protect our industry.](#)

The REALTORS® Political Action Committee (RPAC) is the only political group in the country organized for REALTORS® by REALTORS®. An investment in Colorado RPAC is an investment in your business. For as little as \$15, you can join me and thousands of others to invest in RPAC and protect the real estate industry. So what are you waiting for?

Sincerely, Ann Hayes RPAC Co-Chair & Michael Marcus RPAC Co-Chair

Colorado Association of REALTORS®
309 Inverness Way South Englewood, Colorado 80112
Phone (303) 790-7099 | Fax (303) 832-3390

Contributions are not deductible for income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. The amounts indicated are merely guidelines and you may contribute more or less than the suggested amounts. The National Association of REALTORS® and its state and local associations will not favor or disadvantage any member because of the amount contributed or decision not to contribute. You may refuse to contribute without reprisal. 70% of each contribution is used by your state PAC to support state and local political candidates; 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a.

REALTOR

E D U C A T I O N



New Members- have you taken DAAR Orientation yet? You are required to within the first 6 months of membership. If not, please remember to contact us at DAAR to register for the New Member Orientation Course on 7/16!!!

Tax Strategies for the Real Estate Professional

Date: Thursday, July 23rd from 9am-11am at the DAAR Office

Instructor: Maine Shafer

Cost: FREE NO CE CREDIT

Please sign up online using your LAMPS login at <https://daar.getlamps.net/Default.aspx?page=calendar>
83% of Americans over pay their Taxes... Are you one of them? Learn how to save \$2,500 to \$27,000 in new deductions during this Free Seminar. Take your Business to the next level now... Learn safe & effective strategies that will help your business prosper immediately!

NAR Ethics

Date: Thursday, July 23rd from 1-5pm at the DAAR Office

Instructor: John Gillam

Cost: \$45 for 4 CE Credits

Please sign up online using your LAMPS login at <https://daar.getlamps.net/Default.aspx?page=calendar>
This 4 hour course fulfills the need for NAR quadrennial ethics requirements for both new and existing REALTOR members. (Quadrennial period 1/1/13-12/31/16)

ListHub Training for Brokers

FREE

Date: Thursday, August 6th from 9a-10am at the DAAR Office

More information to come...

ListHub Training for Agents

FREE

Date: Thursday, August 6th from 10:30a-11:30am at the DAAR Office

More information to come...

HOA Issues & Concerns / DORA Update

Date: Thursday, September 24th from 2:00p-4:00pm at the DAAR Office

FREE, NO CE Credit

Instructor: Gary Kujawski

More information to come...

NEED EDUCATION? NEED TIME?



PLEASE SIGN UP FOR LIVE CLASSES USING YOUR LAMPS LOGIN AT
<https://daar.getlamps.net/Default.aspx?page=calendar>

We now have 3 online educational options for you! Everything from licensing to continuing education and beyond. We understand that you are busy and we are happy to offer some choices that would allow you to learn & fulfill your requirements from the comfort of your home, office, coffee shop, beach... the options are only limited by your imagination!

- Van Ed: <http://www.vaned.com/index.cfm/fa/statepage/state/co/pcode/dbo25>
- The CE Shop: <http://durangorealtor.theceshop.com/online-education/colorado/real-estate/broker/continuing-education/courses.html>
- American Dream RE School: <http://americandreamreschool.com/real-estate-ce/>

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IMPORTANT UPDATES AND REMINDERS!

DAAR ELECTIONS COMING UP

Keep an eye out for more information! Elections are being held August 20th

DAAR OFFICE CLOSURE REMINDER

The DAAR Office will be closed on Monday, September 7th in honor of Labor Day. Regular business hours will resume Tuesday, September 8th.



TAKE ACTION!

Next week the U.S. House of Representatives is scheduled to vote on H.R. 9 - The Innovation Act of 2015 which will take vital steps to protect the real estate industry from frivolous lawsuits brought by patent trolls. It is critical that you urge your Member of Congress to support this important legislation.

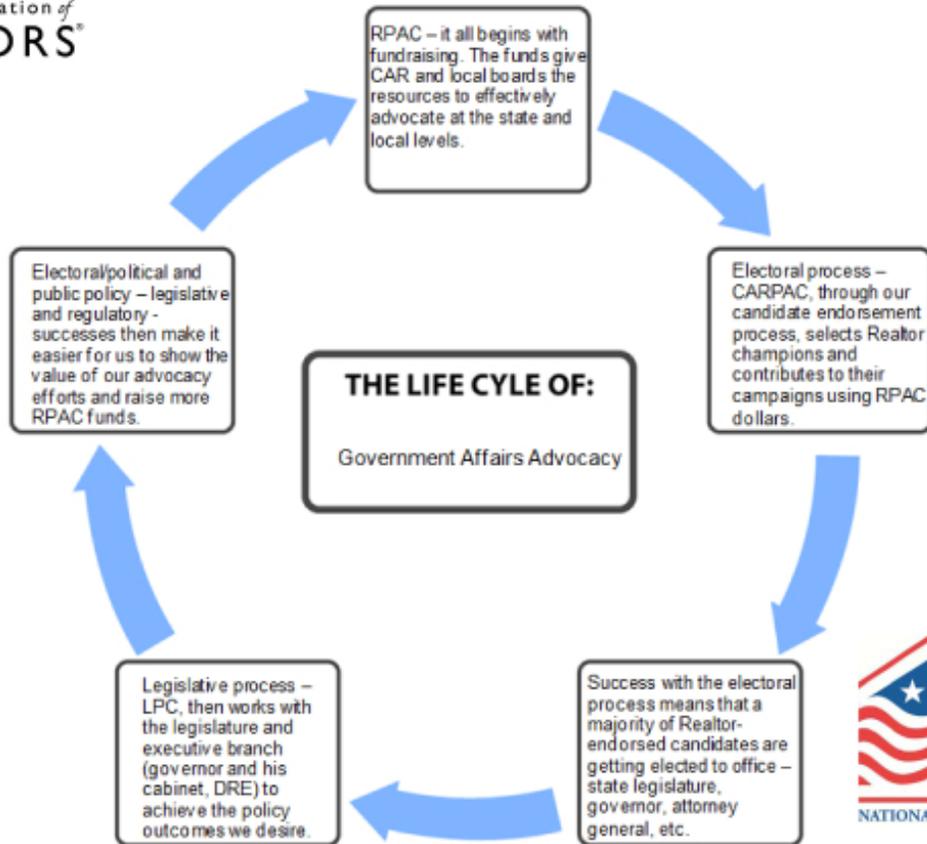
[Contact your Member of Congress to Stop Patent Trolls](#)

The National Association of Realtors is supporting H.R. 9 - The Innovation Act to close loopholes in our legal system that allows patent trolls to thrive. REALTORS® are targeted by patent trolls at alarming rates for simply using common business technologies like dropdown menus and search functions on websites or scan-to-email technologies found in every office scanner. Patent trolls exist solely to purchase old patents and to use the threat of expensive lawsuits to extort money from legitimate businesses. Congress must pass common-sense comprehensive patent litigation reform to protect Main Street businesses and REALTORS® from patent troll abuse.

[Contact your U.S. Representative and urge them to support H.R. 9, the Innovation Act](#)

Thank you for your support on this important legislative issue.

CAR Government Affairs



Did you attend our quarterly meeting?

If you did and you want a copy of the power point presentations

OR

If you didn't and want to see what you missed...

- 10 Things from Scott Peterson
- Government Affairs Life Cycle and Organizational Chart
- RPR Update

NOTE: THESE ARE POWERPOINT PRESENTATIONS and may need to be saved to be opened by your power point program.

Also available on our website at www.durangorealtor.com under the WHAT'S HAPPENING header.



JULY BIRTHDAYS

JULEE GLYNN	7/2	DON R KUNITZ	7/17
TINA BONECUTTER	7/2	ERIC ROMERO	7/17
BARBARA ACOSTA	7/2	CHRIS WHERRY	7/18
JOHN RALPH	7/5	DEBRA PARMENTER	7/19
TINA MIELY	7/6	JEFF MCGARVIN	7/21
KATHY HALL	7/6	REED SLINGERLAND	7/22
JOHN ANDREWS	7/8	TERRIE TROUTMAN	7/28
MICHELLE BROWN	7/8	Tiesha Weller	7/12
MARK TUCKER	7/8	BILL CARTWRIGHT	7/28
BROOKE O'MALLEY	7/9	ERIKA SIMPSON	7/28
MIKE DAVIS	7/10	SONDRA JOYCE	7/30
RICK LORENZ	7/12	CAROL BURNHAM	7/30
MARILYN THORSEN	7/13		

AUGUST BIRTHDAYS

DENISE BACA	8/1	JOHN BERNAZZANI	8/17
ERIC SAKADINSKY	8/3	MELISSA MAYER	8/18
MELANIE CORDES	8/4	BILL SCHULTZ	8/19
STEVE SETKA	8/7	VICKI ALPER	8/19
SANDRA TISCHAEFER	8/9	PAT CANNING	8/19
SUE PLVAN	8/9	DENNIS WIMMER	8/19
LINDSAY LAFFERTY	8/11	ALICIA ROMERO	8/23
TERESA STEPHENSON	8/11	PAT JANZ	8/24
VICTOR SCHULTHEISS	8/13	ANNIE SIMONSON	8/26
JULIE C MEADOWS	8/15	JERON PLOTNIK	8/29
DON RICEDORFF	8/17	KELSEY CLINE	8/31

SEPTEMBER BIRTHDAYS

DIANNE HELENO	9/2	TODD SIEGER	9/21
ZACH MORSE	9/3	CONNIE CHAMBERLAIN	9/21
TARYN YATES	9/4	JOE BOB MCGUIRE	9/22
SHEENA VARNER	9/5	BRUCE CAMPBELL	9/23
RONALD TRUJILLO	9/6	RICK ZIMMERMAN	9/23
EVENLYN O'NEILL	9/6	GORDON RHODES	9/25
Renee McAliney	9/7	JOHN WELLS	9/25
MARY RIGBY	9/9	KIM COFMAN	9/27
SUSAN FURRY	9/12	PAULA LAFFERTY	9/27
MICHAEL CARNEY	9/13	JEROME BLEGER	9/27
DENNIS OBRIEN	9/14	BILL WEIR	9/29
DAVE FIELDS	9/15	CANDICE EIDENSCHINK	9/30
NORMA ENGMAN	9/15	JIM LINDAMAN	9/30