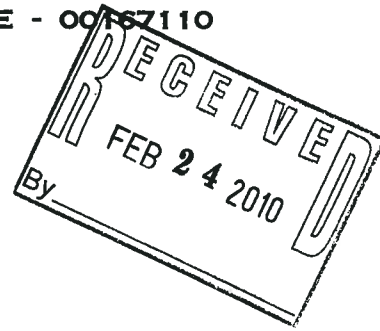




"FINE REALTOR ESTATE"  
SINCE 1954



THOMAS O. BERGE, CRS, RAA  
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DRE - 00167110



February 21, 2010

W.S.G.V.A.R  
1039 East Valley Boulevard  
San Gabriel, California-91776

Re: Director's Report For Indian Wells Meeting

My primary assignment was as regional representative to the Professional Standards Committee meeting. The main speaker at the meeting was Kathy Marin, who is the pro standards specialist for Coldwell Banker and assists their members when they have pro standards problems. She spoke on "Short Sale Ethics. She has a 13 part Code that CB recommends and which is available to all Realtors via [www.realestateriskmanagement.com](http://www.realestateriskmanagement.com).

New NAR rule allows pro standards notices to be sent via e-mail. New Standard of practice prohibits advertising access to property which was not approved by the client.

NAR says all BPOs must include, purpose, basis, address and limiting cond. Mediation Training for 2010 was cancelled due to a lack of interest by local associations. Huh! We were not contacted!

Ethics Advocate Program is alive and active in several boards including Bay East with a 3 year track record. Agents and brokers love it.

Dept. of Real Estate Meeting:

Your DRE License # is not required on refrigerator magnets, pens, newspaper ads, tv ads but is required on almost everything else.

Primary concentration of DRE is on "loan modification companies" who are ripping the public off. Lots of investigations and license revocations.

Real Estate Experts: My favorite committee. Speaker Bill Jensen, No. California Realtor, who has testified on behalf of Realtors about 2000 times in matters of Standards of Practice. Big problem is agent's failure in short sales to notify seller that they have about 5 options and the agent should never recommend just one. Agents should never promote themselves as a "short sale expert" (Realtors get in trouble like fish, they open their mouths). Finally, Realtors, who represent out of state clients should recommend, in writing, that the clients consult an attorney there in case there is unfamiliar language in the transaction.

This was a great meeting in Indian Wells and I am sure all of us directors benefited by attending.

Thomas O. Berge