



CHINESE AMERICAN REAL ESTATE PROFESSIONALS ASSOCIATION

華裔房地產專業協會

APRIL Monthly General Meeting

Wednesday, APRIL 9, 2014

6:30pm ~ 9:30pm

Empress Harbor Seafood Rest.

111 N. Atlantic Blvd., 3rd Floor
Monterey Park, CA 91754

AUCTIONEER Saul Larner, Ph.D., LL.M., AARE will give us the marketing tools to take our real



S. P. LARNER
Ph.D., LL.M., AARE
CA Surety Bond: MS175-72-10

estate practices to the next level by earning commissions on properties which are planned to be sold at a given time on a given day with a quick closing. Where auctions were once for distressed property, foreign nationals are coming to the Los Angeles and starting bidding wars.

The handouts will serve as your marketing tool. You will learn the advantages of auctions to present to your buyer and insert in your listing presentation kit. Also, Dr. Larner's credentials and testimonials will follow. To liven up the evening, you will learn the auction chant and with practice at home, you can learn to bid fast.

Dr. Larner is on the Board of Directors of CAREPA. He was the appointed auctioneer for

the \$60 million Robert Taylor Ranch. He has written the book on Real Estate Auctioneering and holds the AARE designation for real estate auctioneers which less than 5% of auctioneers hold. He has medaled in the international bid calling competition.

Refuse to participate in the recession and walk out ready to generate commissions in a short period of time by marketing the auction process.



How Time-Of-Use Rates Work –

Time-Of-Use (TOU) is part of a statewide initiative designed to keep the electric grid reliable so everyone will have power when they need it. Unlike flat rates, TOU rates vary by the time of day the energy is used. With these new rates, your bill will be affected by both when you use electricity and how much you use. The majority of business customers have already transitioned to TOU rates, and the remainder will transition by January 1, 2015.



Paul Yeh

Account Manager, Business Solutions , SCE

JOIN US . . . BRING A FRIEND OR COLLEAGUE . . . NETWORK . . . LEARN AND MAKE DEALS

MEMBERS FREE ~ GUEST \$20

**FOR INFORMATION AND RESERVATIONS, CONTACT
TEDDY LU @ 626-818-8032 or tcddevelopment@hotmail.com
LUCIA TAM @ 626-221-2888 or luciataam@yahoo.com**