



VENTURA COUNTY COASTAL
ASSOCIATION OF REALTORS®



MLS
MULTIPLE LISTING SERVICE

PROUDLY SERVING REALTORS® IN VENTURA • OJAI • OXNARD • CAMARILLO

THE VCCAR DIFFERENCE

PASSIONATE ABOUT THE DREAM OF HOMEOWNERSHIP

WHY VCCAR

When you joined the Ventura County Coastal Association of REALTORS® (VCCAR), you became a part of a network of over 2,000 members that collectively bring a wealth of knowledge and experience to the real estate industry.



VCCAR Members:
Jennifer Greule and Jorge DeLeón



VCCAR Members:
Michelle Nguyen, Julio Gomez and Vicky Cummings

Welcome, your journey with VCCAR has officially begun, and we thank you! Our organization wouldn't be where it is without members like you bringing your expertise to the real estate profession. On behalf of the 2024 VCCAR Leadership Team, we'd like to express continued gratitude for your membership.

This booklet is an introduction to the Association. You'll find details on our history, organizational structure, member benefits, and ways to be more involved with the real estate community through the Association.

Thank you again for joining the VCCAR family.



Cami Pinsak
2024 VCCAR President



Our MESSAGE

2023 promises to be a year of big accomplishments and VCCAR leaders are poised to make it happen!



Thank you for joining the Ventura County Coastal Association of REALTORS®. Your membership is essential to the future of the organization and our success. VCCAR remains steadfast in its commitment to the real estate profession and assisting our members in being the absolute best during a transaction.



Wyndi Austin, CAE, RCE, AHWD, C2EX, e-PRO®
Chief Executive Officer

Our ORGANIZATION

OFFICE LOCATIONS

Mon-Fri 9 AM to 5 PM
(Closed for Lunch Daily 12-1 PM)

OXNARD

2350 Wankel Way
Oxnard, CA 93030

OJAI

1211 Maricopa Highway, Suite 108
Ojai, CA 93023

HOURS OF OPERATION

CONTACT

T: 805-981-2100

F: 805-981-2107

Association Inquiries

E: vccar@vcrealtors.com

MLS Inquiries

E: mls@vcrealtors.com

OVERVIEW

The Ventura County Coastal Association of REALTORS® is a professional trade association of over 2,000 licensed real estate agents in western Ventura County, including the cities of Ventura, Oxnard, Camarillo, Santa Paula, Fillmore, and Port Hueneme. Its members abide by a strict code of ethics and have access to a wide variety of business services that are not available to non-Realtors. This gives them a competitive edge in the marketplace, enabling them to provide superior services to buyers and sellers of real property. The Association is also committed to furthering the interests of home- ownership, is involved in public service and consumer protection, and addresses political issues that impact development in the area.

Headquarters: 2350 Wankel Way, Oxnard, CA 93030

GOVERNANCE

VCCAR is governed by a Board of Directors elected by its members and appointed by leadership.

Governing Documents include Bylaws and Policy.

- Bylaws = Bylaws define the governing and operational rules of the corporation under which the board of directors and management must operate on behalf of the shareholders.
- Policy = Policies are set by the board and management to define the operations of the organization.



Bob Davis
VCCAR Member

Our HISTORY

- Oct. 30, 1925: The Ventura Realty Board is admitted to membership in the National Association of Real Estate Boards.
- June 7, 1926: The Oxnard Realty Board is admitted to membership in the National Association of Real Estate Boards.
- April 29, 1932: The Ventura Realty Board is dropped from membership in NAREB.
- Oct. 26, 1934: The Oxnard Realty is dropped from membership in NAREB.
- Nov. 16, 1943: The Oxnard Harbor District Real Estate Board and the Ventura Real Estate Board are admitted to membership in the National Association of Real Estate Boards.
- Nov. 14, 1967: The Camarillo Board of REALTORS® is admitted to membership in the National Association of Real Estate Boards.
- Sept. 13, 1996: The Ventura Association of REALTORS®, The Camarillo Association of REALTORS®, and the Oxnard Harbor Association of REALTORS® merge to form the Ventura Association of REALTORS®.
- Sept. 15, 1997: The Association's name is changed to the Ventura County Coastal Association of REALTORS®.

VCCAR

The Ventura County Coastal Association of REALTORS® is a 501(c)(6) organization.

- Association Membership
- Designated REALTOR®
- REALTORS®
- Affiliate
- Annual Dues

VCMLS

The Ventura County Multiple Listing Service, Inc. is a corporation.

- MLS Participant (Broker or Designated REALTOR®)
- MLS Subscriber (Agents) ◇ Clerical User
- Annual Fees

CRMLS

The California Regional Multiple Listing Service provides real estate professionals access to accurate data and a suite of technology products designed to help their businesses thrive. CRMLS manages our listing database.

REALTOR® BENEFITS



NAR Member Benefit Guide

With NAR REALTOR Benefits®, you'll find a robust roster of vetted business partners who've created custom products and services and exclusive member pricing designed to empower you to grow and thrive in your business.



VCCAR Members:
Tiffany Poirier and Yolanda Carr



C.A.R. Member Benefits Guide is a helpful guide to the programs, products, and services the CALIFORNIA ASSOCIATION OF REALTORS® has to offer its members.

Membership Logos and Trademark Rules

It is important to use NAR's membership marks—including the REALTOR® logo and the terms REALTOR®, REALTOR-ASSOCIATE®, REALTORS®—correctly and according to the rules outlined in the Membership Marks Manual.



The REALTOR® Difference

As a REALTOR®, you know the value you bring to your clients and communities every day. The difference is real when working with a REALTOR® versus a non-member agent, and it's important for consumers to understand that distinction. The REALTOR® Difference helps you communicate your value as a REALTOR®.

Learn More



C.A.R. Insurance - Competitively priced insurance products to meet your individual, group, or business needs RealCare is the exclusively endorsed insurance broker of the California Association of REALTORS®. They focus on providing unique insurance solutions to REALTORS® in the following categories: health, life, dental, vision, auto, home, and pet. Are you a Brokerage? They also provide errors & omissions, workers' compensation, general liability, and cyber insurance.



C.A.R. Legal Hotline: (213) 739-8282 – the C.A.R. Member Legal Hotline is available Monday through Friday from 9 a.m. - 6 p.m. and *Saturday from 10 a.m. - 2 p.m.



zipForm® Products - A FREE member benefit brought to you by NAR and C.A.R. zipForm® features easy-to-use navigation that lets you move quickly through documents and transactions.

Lone Wolf Technologies: zipForms® Edition Phone Number: (213) 739-8227 - available Monday through Friday from 8:30 a.m. – 4:45 p.m.



C.A.R. Insurance - Competitively priced insurance products to meet your individual, group, or business needs RealCare is the exclusively endorsed insurance broker of the California Association of REALTORS®. They focus on providing unique insurance solutions to REALTORS® in the following categories: health, life, dental, vision, auto, home, and pet. Are you a Brokerage? They also provide errors & omissions, workers' compensation, general liability, and cyber insurance.



Peer-to-Peer Infoline: Peer-to-Peer Ethics Infoline: C.A.R. offers our REALTOR® members a free ethics infoline where they can be assigned a volunteer member who is trained in the Code of Ethics to assist them with their non-legal ethics questions. Members can ask questions about whether their own actions might violate the Code of Ethics or whether the actions of another REALTOR® member might violate the Code of Ethics. Click [HERE](#) to request a callback now. You may also call (213) 739-9160 to speak with an intake coordinator who will qualify and assign your call.



MEMBER RESOURCES



Salena Bracamontes
VCCAR Member



VCCAR offers all MLS participants the Supra System. Sturdy, reliable, and secure key boxes hang on your listed properties to allow only authorized REALTORS® access for showings. A full range of Supra products is available from VCCAR.

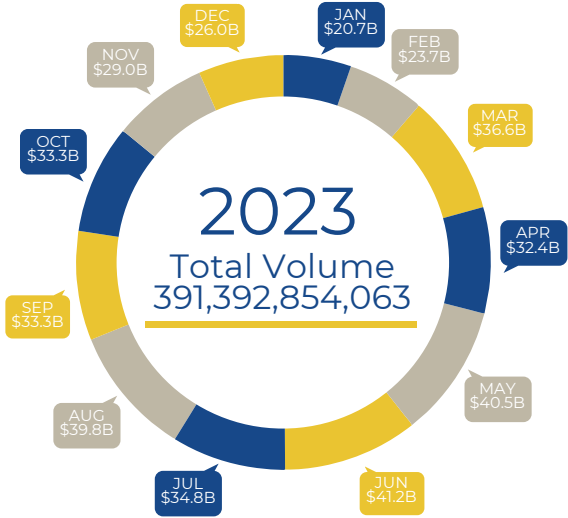


Phone & Chat Hours
(English & Spanish)
Office:(800)925-1525 Available
Mon. -Fri.
8:30 a.m. – 9:00 p.m
Sat. - Sun.
10:00 a.m. – 5 p.m.

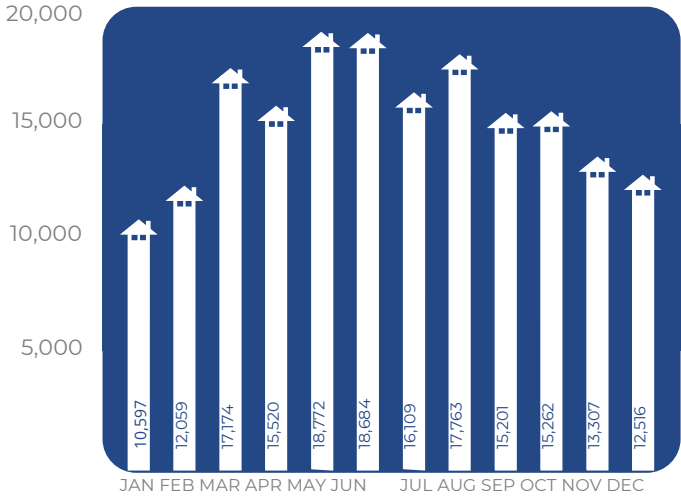
Compliance Center:
Chat Hours: Mon. - Fri.
8:30AM - 4:00PM



2023 AT A GLANCE



2023 Closed Sales: 182,964



CCD

- 21,951 Chats Fielded
- 4,341 Web Tickets
- 453 Suggestions
- 77,166 Calls Fielded

235,897 New Listings in 2023

Compliance

- 28,152 Reports Received
- 11% % Of Citations Issued
- 14,651 Chats Conducted

Training & Education

- YouTube Views: 124,255
- Knowledgebase Views: 585,983
- Trainings Scheduled: 2,920
- Association Attendance: 7,076
- Webinars Scheduled: 708
- Webinar Attendance: 20,173

THE ESSENTIAL REAL ESTATE AGENT

Buying a home is the largest and most complex transaction most people will make in their lifetime, with volumes of property, neighborhood, transaction, legal and regulatory details to navigate. Having an expert, local professional manage the process is more important than ever.

NAVIGATING THE BUYING PROCESS

Real estate agents wear many hats...



Community

- Know local, county and state property taxes
- Decipher public property information
- Advise on price trends, schools and neighborhoods



Financial

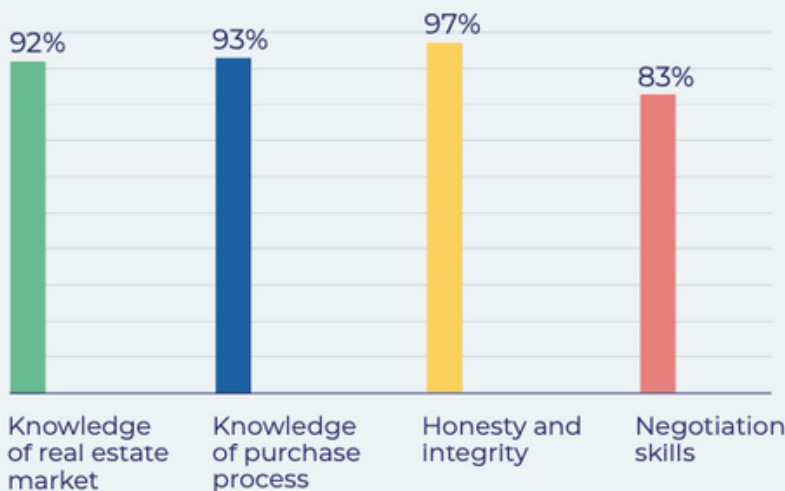
- Coordinate with lenders
- Research mortgage rates and terms
- Schedule appraisals and inspections



Legal

- Manage attorney reviews
- Navigate all required state and federal forms
- Handle closing documents

HOME BUYERS' SATISFACTION WITH REAL ESTATE AGENTS



Data according to National Association of REALTORS® 2019, 2020 and 2021 Profile of Home Buyers and Sellers Reports

AN EXPERT RESOURCE



91%

of home buyers consider their real estate agent to be a useful source of information.



85%

of first-time home buyers say their real estate agent helped them understand the home buying process.

REAL ESTATE AGENT TO-DO LIST

- Educate clients about transaction process
- Search broadest database of available homes
- Research information about properties
- Arrange tours of homes
- Navigate home inspections
- Negotiate best possible price

YOUR ADVOCATE

Expert real estate agents save home buyers time and help take stress out of the process. In fact, **90%** of home buyers say they would engage their real estate agent again or recommend them to others.

Real·tor

[rē(ə)ltər] *noun*

An expert whose business is finding a home for yours. We'll be your first customer too.

REALTORS® are members of the National Association of REALTORS®



**BECAUSE
LEADERSHIP IS
NOT A POSITION
OR TITLE; IT IS
A MINDSET AND
A WAY OF LIFE.**

LEADERSHIP ACADEMY

The VCCAR Leadership Academy is a nine-week program that provides an innovative and flexible learning experience that focuses on leadership development in the context of a learning community. The program includes seminars, guest speakers, group discussions, and leadership exercises that address vital issues affecting California REALTORS®.



I am so thankful to have been a part of the VCCAR Leadership Academy. The personal and professional growth I have experienced is beyond my original expectations, and they were high! I have definitely grown as an individual through this opportunity and my clients and community will surely benefit.

Katie Connelly, 2018 VCCAR Leadership Graduate
REALTOR®, Doorra Properties



2023 LEADERSHIP ACADEMY GRADUATES



Elizabeth Estrada
NextHome Pacific Coast Realty



Suzzi Koenig-Brown
Berkshire Hathaway HomeServices California Properties



Claudia Navarro
RESOURCE REAL ESTATE



Magda Nordahl
Berkshire Hathaway HomeServices California Properties



Vanessa Luevano
Realty ONE Group Summit



Alexandra Stamakinley
Doora Properties



Jeffrey Wytenbach
U Mortgage LLC

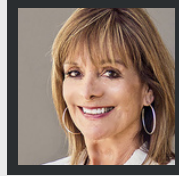


Brian Zell
Century 21 Everest

2024 OFFICERS



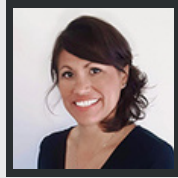
Cami Pinsak
President
Term: 2024
C.A.R. Director



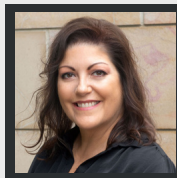
Rebeca Elliott
President Elect
Term: 2024
C.A.R. Director



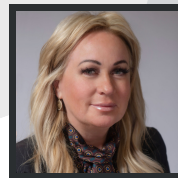
Jeri Becker
First Vice
President
Term: 2024
C.A.R. Director



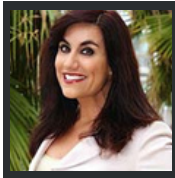
Dawn Durazo
Treasurer
Term: 2024
C.A.R. Director



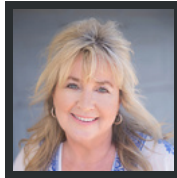
Juliet Esquibias
Immediate Past
President
Term: 2024
C.A.R. Director



Wyndi Austin
CEO / Secretary



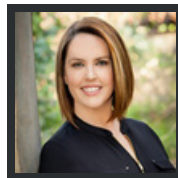
Vicky Cummings
Director
Term: 2024



Bonny Goetz
Director
Term: 2022-2024



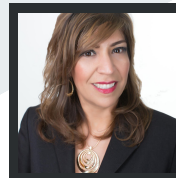
Julio Gomez
Director
Term: 2023-2025



Jennifer Greule
Director
Term: 2022-2024



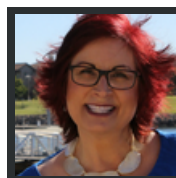
Walter Morris
Director
Term: 2022-2024
C.A.R. Director



Cibeli Rocha
Affiliate Director
Term: 2024-2025



Jana Scarborough
Director
Term: 2024-2026



Janet Sprissler
Director
Term: 2023-2025



Carolyn Triebold
Ex-Officio
MLS Director
Term: 2024
C.A.R. Director

2024 DIRECTORS

LEADING WITH EXPERTISE. FOLLOWING A CODE OF ETHICS. REALTORS® MAKE A REAL DIFFERENCE.

REALTORS® are members of the National Association of REALTORS®



As a REALTOR®, your Code of Ethics certification is a badge that shows your commitment to serving your clients with honesty and integrity. It's essential to keep it up to date!

CODE OF ETHICS COMPLIANCE OPTIONS

As a National Association of REALTORS® (NAR) member, they offer a convenient and free online course for existing members. This course typically takes about 2.5 hours to complete.

As a member of the California Association of REALTORS® (C.A.R.), you get an extra perk – a free 45-hour package of online Continuing Education (CE) courses to help you renew your license. These courses cover all the mandatory subjects and categories required by CalBRE. Plus, they include courses that fulfill the REALTOR® Code of Ethics Training Requirement.

For those of you who are new VCCAR Members, here's what you need to know. You have 30 days to complete the New Member Orientation, MLS Orientation (in-person), and the Code of Ethics (online) class as part of your membership requirements.

Two important things to remember:

- Complete the online NAR Code of Ethics course BEFORE attending the in-person New Member Orientation.
- Once you finish the online course, NAR will provide you with a certificate of completion. Make sure to email this certificate to angel@vcrealtors.com.

These options make it easier to stay compliant with the Code of Ethics and continue to provide top-notch service to your clients!



SCAN FOR UPCOMING DATES

STRATEGIC PLAN

OUR MISSION

The local advocate for private property rights and members.

OUR VISION

Pursuing the highest standards in service and ethics.

OUR CULTURE

We listen. We care. We serve. We embrace and drive change. We adapt and lead.

OUR CORE SERVICES

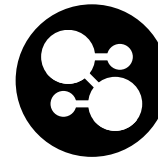
Industry Awareness & Preparedness
Real Estate Advocacy | Engagement
Visionary Leadership



MULTIPLE LISTING SERVICE

Benchmark of Excellence in Cooperation

Promote professional and ethical use of the MLS while providing subscribers and participants reliable, accurate data through innovative technology.



MEMBER ENGAGEMENT

Collaboration of Efforts Supporting Member Success

Elevate member experience by providing increased access to specialized education, technology and resources which support professional development and business growth.

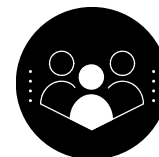
THAT'S WHO WE



ADVOCACY

Grassroots Initiatives That Matter

Expand opportunities for members to engage in advocacy efforts and collaborate on initiatives which influence public policy and protect fair housing and private property rights.



CONSUMER OUTREACH

The Voice for Real Estate

Foster strategic partnerships and alliances in support of vibrant, dynamic communities and enriched quality of life, while positioning the REALTORS® as leaders in community and economic development.

ADVOCACY

MULTIPLE LISTING SERVICE

- Access to all benefits of membership through CRMLS
- Customized training solutions for all CRMLS products and services
- Dedicated support and guidance on new MLS Rules and Regulations.
- Broad access to MLS listing data
- Local representation at CRMLS via committees and Board of Directors seats

MEMBER ENGAGEMENT

- Career focused pathways which enhance both the leadership and professionalism of REALTOR® and Affiliate members.
- Experiential in-person and virtual programming, events, and specialized education from subject matter experts, covering all facets of the real estate industry.
- Clear, purposeful communication which educates members on opportunities and services provided by the association and affiliates.
- Highly qualified, skilled staff to provide convenient access to education, technology and resources which help members exceed consumer expectations.
- Collaborative leadership team with diverse perspectives to represent member interests at the local, state, and national levels and support growth and expansion of the REALTOR® footprint.

CONSUMER OUTREACH

- Enhanced member to community engagement by promoting the value that REALTORS® bring to a real estate transaction and to the communities we serve.
- Recognition of the REALTOR® brand as the voice of real estate through consumer friendly, shareable data resources and information such as market statistic reports, industry trends and legislative updates.
- Readiness to quickly respond and deploy help in crisis or disaster
- Strategic alliances with community leaders and increased exposure and support for the growth and expansion of REALTOR® members as future community leaders.

ADVOCACY

- Industry protection
- Local, state, and national representation
- Ability to address, mobilize, and advocate for members
- A seat at the table and a voice that's heard
- A sense of strong, meaningful community partnerships and alliances
- Solidify VCCAR as an influential voice in issues impacting homeowners and the real estate profession Ventura County
- Support policies that increase access to fair housing and meet supply demands
- Educate members to expand the culture of investment in the REALTOR® Action Fund (RAF)

OUTREACH

HOMEOWNERSHIP MATTERS. Help Protect Your Livelihood.

C.A.R.'s REALTOR® Action Fund (RAF)
is Fighting for our Profession!

**We Value
Homeownership,
Fair Housing,
Free Enterprise,
and a Responsible
Government!**

What is RAF Doing for You?

FIGHTING Costly
and Time Consuming
Point of Sale Bills

PRESERVING
Dual Agency

FIGHTING Independent
Contractor Withholding

PRESERVING Mortgage
Interest Deduction

FIGHTING Statewide
Service Taxes

PROTECTING Property
Rights on Every Level

MAKE A DIFFERENCE. CONTRIBUTE TODAY!

The REALTOR® Action Fund (RAF) raises money to promote the values, attitudes, and beliefs of organized real estate; every dollar is used to protect and advance REALTORS'® interests in government.

YES! I will contribute to the voluntary REALTOR® ACTION FUND because it is needed to protect my livelihood.

Visit raf.car.org or
call 916.492.5211
for more information.



THE REALTOR® PARTY

The REALTOR® Party is a powerful alliance of REALTORS® and REALTOR® Associations working to advance public policies and candidates that build strong communities, protect property interests and promote a vibrant business environment.

Since the National Association of REALTORS® (NAR) hired its first lobbyist in 1973, America's largest trade association has been working together to advance public policies and candidates that build strong communities, protect property interests and promote a vibrant business environment. In 2010- 2011, NAR ramped up its efforts at the state and local levels by launching the REALTOR® Party Initiative. This included grants and tools to help state and local REALTOR® Associations run candidate and issue campaigns, and implement smart growth, housing opportunity and diversity programs, and much more.

As the only advocacy group in America that fights exclusively for homeownership, real estate investment, strong communities and the free enterprise system, the REALTOR® Party is not focused on the right, left or even the middle of the aisle; it is focused on the issues that matter to existing and future home- owners and the real estate industry.

Supporting candidates and campaigns and engaging in community outreach, the REALTOR® Party leverages the association's best asset—its grassroots network of 1.4 million REALTORS® across the U.S. and its territories—to work hard on behalf of America's 75 million homeowners and those who aspire to one day own property of their own.

In recent years, our local level activities have increased; REALTORS® have gained political clout through legislative victories in every corner of the country; and state and local REALTOR® Associations have expanded their community and political presence...all because of the actions of the REALTOR® Party.



NAR RPAC Major Investor Benefits	Sterling R	Crystal R	Golden R	Platinum R	President's Circle	Hall of Fame
Major Investor Virtual Certificate	★	★	★	★		
Major Investor Lapel Pin	★	★	★	★		
Major Investor Social Media Overlay	★	★	★	★		
Online recognition on RPAC website	★	★	★	★		
Access to the Cook Political Report	★	★	★	★		
Invitation to Major Investor Reception at Annual Convention	★	★	★	★		
RPAC Major Investor Web Button	★	★	★	★		
Section 1 Seating for NAR concerts/sessions in the Next Calendar Year		★	★	★	Sterling R President's Circle Only	
Access to RPAC Hospitality Suite at National Meetings			★	★		
Invitation to RPAC President's Circle Conference				★	★	
One of the Headquarter Hotels guaranteed at National Meetings in the Next Calendar Year				★		
VIP Experience at President's Circle Conference in the Next Calendar Year				★		
One of the Headquarter Hotels by availability at the National Meetings in the Next Calendar Year					Golden R President's Circle Only	
Lapel pin with President's Circle recognition banner					★	
Invitation to Hall of Fame Induction Ceremony at Midyear Meeting						★
Name on Hall of Fame Plaque on the DC Rooftop						★
Personal Hall of Fame Plaque commemorating installation						★
Lapel pin with Hall of Fame recognition banner						★

NOTE: You must be a Major Investor in order to enroll in the President's Circle Program.

Invest in RPAC

realtorparty.realtor/rpac

Contributions to RPAC are not deductible for federal income tax purposes. Contributions 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 a decision not to contribute. You may refuse to contribute without reprisal. Your contribution is split between National RPAC and the State PAC in your state. Click here [*] for the percentage of your contribution provided to National RPAC and to the State PAC. The National RPAC portion is used to support federal candidates and is charged against your limits under 52 U.S.C. 30116. [Add the state contribution solicitation notice, if any]





MAJOR INVESTORS



Cindy Diaz-Telly | Gold VIP



Sher Heard | Gold VIP

Golden R & Presidents Circle

Voluntary Investment of \$5,000 (Golden R) & \$2,000 (President's Circle).

GOLD VIP

Members who have reached and exceeded their Lifetime Contributions of \$10,000 to the REALTOR® Action Fund



Kay Wilson-Bolton
Sustain Chartered NAR
Golden R

Major Investors have invested in The REALTOR® ACTION FUND (RAF) to advance the goals of the REALTOR® Party. RAF promotes the advocacy of your rights and values as a REALTOR®. Every dollar of this fund is used to protect REALTORS® interests in government. Your contribution to RAF is not a donation; it is an investment in your business

Major Investors Sterling R

Voluntary Investment of \$1,000—\$2,499.



Rosemary Allison



Wyndi Austin | Gold VIP



Lyle Elliott



Rebeca Elliott



Juliet Esquibias



Bridget Goncalves



Jennifer Greule



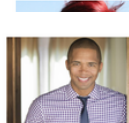
Rob Leatherwood



Cami Pinsak



Janet Sprissler



BJ Ward

Capitol Club
Voluntary Investment of \$449

ROSEMARY ALLISON

JERI BECKER

SALENA BRACAMONTES

MATT CAPRITTO

MARK CHACON

TIM COMSTOCK

VICKY CUMMINGS

BOB DAVIS

JANET DORSEY

DAWN DURAZO

TRESSA GOLDEN

VERONICA LICEA-ESCOBEDO

ROBIN MORRIS

WALTER MORRIS

ADELA TRAINOR

CAROLYN TRIEBOLD

C.A.R. INVESTMENT LEVELS

INTRODUCTORY LEVEL

Annual Investment \$20

- RAF button

MINIMUM COST OF DOING BUSINESS

Annual Investment \$49

- RAF button

TRUE COST OF DOING BUSINESS

Annual Investment \$148

- RAF lapel pin is given annually
- Invitation to C.A.R. special events
- Widget for website and signature use

C.A.R. MAJOR INVESTOR LEVELS

CALIFORNIA SILVER BEAR

Annual Investment \$449

- Silver Bear lapel pin
- Invitation to C.A.R. special events
- Widget for website and signature use

C.A.R. GOLD VIP

Lifetime Investments \$10,000+

- Gold VIP lapel pin
- VIP Bar at C.A.R. special events
- Priority Luncheon seating at Legislative Day & ReImagine! Conference
- Discounts for paid sessions at REImagine! & WomanUp! Conferences
- Recognition in California Real Estate magazine
- Widget for website and signature use

NAR MAJOR INVESTOR LEVELS

STERLING R

Initial NAR Sterling R \$1,000

Sustain/Renew as NAR Sterling R \$1,000

Sustain as NAR President's Circle Member \$1,000

Sustain-Chartered NAR Sterling R (prior to 2012) \$449

- NAR Sterling R lapel pin given annually
- Invitation to special functions at NAR meetings
- Invitation to C.A.R. special events

CRYSTAL R

Initial NAR Crystal R \$2,500

Initial NAR Crystal R as NAR President Circle Member \$2,000

Sustain/Renew as NAR Crystal R \$1,500

Sustain as NAR President's Circle Member \$1,000

- NAR Crystal R lapel pin given annually
- Invitation to special functions at NAR meetings
- Invitation to C.A.R. special events

GOLDEN R

Initial NAR Golden R \$5,000

Initial NAR Golden R as NAR President Circle Member \$4,000

Sustain/Renew as NAR Golden R \$2,000

Sustain as NAR President's Circle Member \$1,000

Sustain-Chartered NAR Golden R (prior to 2002) \$449

- NAR Golden R lapel pin given annually
- Invitation to special functions at NAR meetings
- Invitation to C.A.R. special events

NAR MAJOR INVESTOR LEVELS

PLATINUM R

Initial NAR Platinum R \$10,000

Sustain/Renew as NAR Platinum R \$5,000

Sustain as NAR President's Circle Member \$5,000

- NAR Platinum R lapel pin given annually
- Invitation to special functions at NAR meetings
- Invitation to RPAC's President's Circle Conference
- Invitation to C.A.R. special events

PRESIDENT'S CIRCLE

(Must be RPAC Major Investor)

Annual investment to support Congressional candidates in California and nationally \$2,000

- NAR President's Circle lapel pin given annually
- Invitation to NAR President's Circle Conference

RPAC HALL OF FAME

Lifetime Investments \$75,000 / \$50,000 / \$25,000

- RAF celebratory crystal paperweight
- Name plaque displayed at NAR D.C. + Hall of Fame lapel pin

Minimum Payment Amount for NAR Recognition

- Initial & Sustaining/Renewing Levels 30% of total due
 - Chartered Renewals for Sterling R & Golden R \$360 (out of \$449)
- C.A.R.'s receipt of investments through dues is dependent upon Local Associations*

The REALTOR® ACTION FUND (RAF) raises money to advance the goals of the REALTOR® Party; it promotes the advocacy of your rights and values as a REALTOR®. Every dollar of this fund is used to protect REALTORS® interests in government. Your contribution to RAF is not a donation, it is an investment in your business.

VOTE:

Register to Vote and vote on election day

Exercising your right to vote is critical to ensuring that your interests are represented in your city council, Sacramento and Washington. Please make exercising that right a priority!

ACT:

Respond to C.A.R.'s RED ALERTS and NAR's Calls-For Action

Red Alerts are one of the most critical components for REALTOR® success. Red Alerts notify REALTORS® when there is critical legislation passing through the State Legislature that will directly affect how REALTORS® do business in California. Red Alerts encourage you to take action by asking your legislators to stand with REALTORS® on important issues. Responding to Red Alerts is easy and can be done with a couple of clicks or a simple phone call.

INVEST:

Support the REALTOR® Action Fund!

The REALTOR® ACTION FUND (RAF) raises money to advance the goals of the REALTOR® Party; it promotes the advocacy of your rights and values as a REALTOR®. Every dollar of this fund is used to protect REALTORS® interests in government. Your contribution to RAF is not a donation, it is an investment in your business.



Jorge DeLeon
RAF Major Investor



OUR AWARDS

Every year the VCCAR Installation & Awards is a night to celebrate the successes of our members, toast our annual award winners and welcome in our new leadership.



2023
**LOCAL GOOD
NEIGHBOR AWARD**

BOB DAVIS & MICHELE MUELLER
FIRST BANK / PRIORITY TITLE COMPANY



2023
**REALTOR®
OF THE YEAR**

JANET SPRISLER
RENT 805



2023
**BROKER/OWNER/
OFFICE MANAGER
OF THE YEAR**

JENNIFER GREULE
COMFORT REAL ESTATE SERVICES



2023
**AFFILIATE
OF THE YEAR**

YOLANDA CARR
LAWYERS TITLE



Explore VCCAR Awards





FREE CLASSES FOR VCCAR MEMBERS

Whether you are a seasoned REALTOR® or a new agent, there is something in each class for you! NOTE: These courses are for VCCAR CRMLS Members Only.

CRMLS Systems and Products Overview

Are you taking advantage of the multitude of CRMLS user benefits you have close at hand? Discover all that CRMLS offers to bolster your business. This presentation includes a snapshot of each product and service that CRMLS offers to its users. Learn what each offering is, how to access it, and how to reap all the advantages of CRMLS.



Note: Meeting access will be provided via ZOOM link three(3) days prior to the day of the meeting.

FLEX: AGENT ESSENTIALS

CRMLS Flex features are indispensable to your real estate career. Learn search techniques, how to print and email listings, how to set up client information in CRMLS Flex, and much more.

CRMLS: Flex: Searching 101

Learn to quickly discover the listings you want to see using the CRMLS Flex platform. With techniques and tricks to locate listings, use a map search, email and print properties, and more, you'll turn your searches into closings.

Cloud CMA

Cloud CMA helps you generate comprehensive, personalized, and eye-catching reports for your buyers and sellers. Learn to use this Cloud Agent Suite product to create CMAs, buyer tours, single property reports, and property flyers.

Flex: Engaging Clients

Did you know that you can manage client information in CRMLS Flex? Learning to properly set up the features provided in CRMLS Flex will expand your options for engaging with clients and growing your relationships.

CRMLS Flex MLS Pro App

A fully mobile MLS system, the Flexmls® Platform gives you, as a real estate professional, the autonomy to run your business on your terms.

NAR CERTIFICATIONS AND DESIGNATIONS



Certified Real Estate Brokerage Manager / CRB

The Certified Real Estate Brokerage Manager (CRB) is one of the most respected and relevant designations offered in real estate business management and is awarded to REALTORS® who have completed advanced educational and professional requirements. CRB Designees are better positioned to streamline operations, integrate new technology and apply new trends and business strategies.



Accredited Buyer's Representative (ABR®):

ABR® designees are recognized agents advocating for homebuyers. This program offers foundational training, skills, and resources to excel as buyer's representatives. It enhances skills and knowledge, provides ongoing updates, and access to exclusive resources and networking opportunities.



At Home with Diversity (AHWD):

AHWD is a course designed for REALTORS® operating in diverse marketplaces. It emphasizes effective cross-cultural communication, understanding U.S. fair housing laws, and cultural business etiquette. Graduates gain confidence in serving international clients and can earn credits towards prestigious designations like ABR® and CIPS.



REALTORS® Commitment to Excellence (C2EX):

The C2EX program, endorsed by the NATIONAL ASSOCIATION OF REALTORS®, is a web-based initiative that focuses on 10 aspects of industry professionalism, such as client service and real estate law. It's not a certification but an endorsement, providing promotional materials, fulfilling NAR Code of Ethics training, and connecting endorsed REALTORS® across the U.S.



Growth
by 15.7%
built by

VENTURA COUNTY COASTAL
ASSOCIATION OF REALTORS®

Sponsorship Opportunities

Introduce yourself to the most dedicated
REALTOR® professionals.

VCCAR has a variety of opportunities for product and service providers to gain access to our most dedicated REALTOR® professionals. Let's start a dialogue about which program might work best for you!

We're looking for break sponsors for our 2023 courses and events. In return for sponsorship, we are offering the following marketing opportunities. Varies by class type/ location

- Your name is listed as a sponsor on the member online registration website.
- You will be introduced and recognized at the beginning AND end of the session.
- Your logo(s) will be displayed on the screen for additional acknowledgment.
- You will receive a copy of the class roster (name, company, etc.) Email addresses are not included in the roster data.
- Table set up during breaks

For sponsorship inquiries contact Tania Magaña (tania@vcrealtors.com), Events Manager & Administrative Assistant or call 805-981-2100 ext 112



ANNUAL BILLING

DUES RENEWAL COST EXAMPLE

REALTOR® MEMBER DUES EXAMPLE

\$300 VCCAR
\$231 C.A.R. & REALTOR® Action Assessment*
\$201 NAR Allocation & Assessment
** \$49 REALTOR® Action Fund (RAF) (optional)
\$10 C.A.R. Housing Affordability Fund (optional)

\$791 TOTAL

(THIS IS AN EXAMPLE ONLY AS SOME
RENEWAL AMOUNTS MAY VARY BASED
ON MEMBERSHIP TYPES.)



1. ASSOCIATION DUES

Members will receive their annual Association Dues Renewal Invoice annually, typically early to mid-December. Invoices are sent via email, payable by January 1st, and late fees begin January 15th.

2. MLS FEES

Participants and subscribers will receive their annual fees notice and invoice in May. Invoices are sent via email and payable in June.



3. SUPRA FEES

This service is billed monthly directly from Supra. Contact Supra for billing information or make payments 24 hours a day, seven days a week. For questions, agents can contact the Supra support specialists at 877-699-6787.



PAYMENT OPTIONS

DUES RENEWAL PAYMENT OPTIONS

1

\$791

ONE PAYMENT

ANNUAL

\$315

2

PLUS 3 ADDITIONAL
QUARTERLY PAYMENTS

Requires automatic debit of
quarterly payments.

Q2: \$246.00

Q3: \$185.00

Q4: \$185.00

Requires automatic debit of quarterly payments.

QUARTERLY

MLS PAYMENT OPTIONS

1

\$645

ONE PAYMENT

ANNUAL

\$196.25

PER QUARTER

Add a quarterly payment plan
and spread the cost
throughout the year.

*Requires automatic debit of quarterly
payments.*

*MLS subscribers that also participate
in the Association dues payment plan,
may be eligible for discounted
convenience fees.*

QUARTERLY



Wyndi Austin
 CAE, RCE, AHWD, e-PRO®, C2EX
 Chief Executive Officer
 Wyndi@VCREALTORS.com
 P: 805-981-2100 x110



Robin Morris
 e-PRO®, C2EX, AHWD
 VP Finance & Administration
 Robin@VCREALTORS.com
 P: 805-981-2100 x103



Dale Farnum
 MLS Director
 Dale@VCREALTORS.com
 P: 805-981-2100 x105



Dustin Balloun
 Marketing Director
 Dustin@VCREALTORS.com
 P: 805-981-2100 x104



Rob Leatherwood
 Director of Government Affairs
 Rob@VCREALTORS.com
 P: (805) 269-6779



Rosa Salazar
 C2EX, AHWD
 Office Manager / REALTOR® Store
 Supra Support
 Rosa@VCREALTORS.com
 P: 805-981-2100 x109



Tania Magaña
 Events Manager
 Tania@VCREALTORS.com
 P: (805) 981-2100 ext 112



Angel Rodarte
 Sr. Membership Manager
 & Supra Support
 Angel@VCREALTORS.com
 P: 805-981-2100 x107



Alex Varney
 Accounting Clerk
 alexandra@vcrealtors.com
 P: 805-981-2100 ext. 113

Meet
OUR TEAM

MEETING ROOM RENTAL

Elevate Your Work Environment!

RENTAL HOURS

Monday-Friday
8:00 AM – 5:00 PM

Extended and weekend hours
may be granted upon special
request.

*If granted, extended and/or
weekend rentals will include a
\$50 after hours charge.

Our beautiful, newly remodeled, modern facility is the perfect complement to your existing primary or home office. We offer flexible meeting spaces perfect for co-working, board meetings, office off-sites, team meetings, workshops, client interviews and more!

Some perks!

- Video conferencing
- Complimentary high-speed internet
- Tech options such as a projector or smart TVs available
- Conveniently located off the 101 Freeway (Santa Clara/Rice exit) in Oxnard.

40% Discount on room rental for VCCAR
REALTOR® & Affiliate Members

Meeting Room

\$
150 /day

- One Hour Rental \$50
- Half Day Rental (4-hrs) \$75
- Full Day Rental (8-hrs) \$150

Jim Keith Education Center

\$
400 /day

- Classroom Seating 48
- Theatre Seating 102
- Banquet Seating 80
- U-Shape Seating 27
- One Hour Rental \$100
- Half Day Rental (4-hrs) \$250
- Full Day Rental (8-hrs) \$400

Jeff Comstock Board Room

\$
250 /day

- Maximum seating: 23
- One Hour Rental \$75
- Half Day Rental (4-hrs) \$175
- Full Day Rental (8-hrs) \$250



VCCAR Members:
Mark Chacon, Shelley Wells and Tim Hall

Diversity, Equity, & Inclusion Committee:

Purpose: We are dedicated to promoting Diversity, Equity, and Inclusion within the Association, and we encourage everyone to join us in creating a more diverse and inclusive environment.

Focus Areas: Our primary focus is helping our members thrive in a diverse marketplace.

Events Work Group:

Purpose: Our primary role is to organize exceptional association events.

Events We Manage: We plan the Annual Installation, Association Rush, REALTOR® Expo, and REALTOR® Feud.

Finance Committee:

Purpose: We are the financial experts. Our responsibilities include allocating financial resources, proposing the annual budget, monitoring monthly finances, and approving financial policies.

Additional Focus: We explore ways to fund programs, projects, and investments.

Governing Documents Work Group:

Purpose: We are the document experts. Our task is to review, update, and refine the Bylaws and Association Policy Manual after receiving approval from the Directors.

Grievance Committee:

Purpose: We handle disputes within the real estate profession and determine whether they should be referred to the Professional Standards Committee for a hearing.

[Learn More](#)



Leadership Academy Work Group:

Purpose: Our goal is to help shape future leaders in the real estate industry.

Activities: We introduce REALTORS® to the workings of real estate organizations, local government, and community groups.

Local Candidate Recommendation Committee (LCRC):

Purpose: We scout for political talent and assess candidates for regional offices, making recommendations to CREPAC, the C.A.R.-affiliated PAC.

Local Government Relations Committee:

Purpose: We serve as watchdogs, monitoring local laws and their impact on real estate.

Strategy: We propose ways to influence local laws and collaborate with the Association's Board of Directors

MLS Work Group:

Purpose: We are the technology experts, connecting REALTOR® members with MLS tools and tech information.

Professional Standards Committee:

Purpose: We act as judges in cases of alleged Code of Ethics, Bylaws, and Articles of Incorporation violations. Fairness is our guiding principle.

REALTOR® Action Fund (RAF) Work Group:

Purpose: We support RAF's efforts to defend private property rights through lobbying and local campaigns.

Did you know: 30% of RAF's proceeds are dedicated to addressing local issues that impact livelihoods.

Young Professionals Network (YPN) Committee:

Purpose: We are here to help young real estate professionals excel.

Main Areas of Focus: We concentrate on REALTOR® Associations, the real estate industry, peer networking, and community involvement.

Creed: YPN is defined not by age but by mindset.



PRE-TOUR MEETINGS



Learn More

THREE FREE NETWORKING OPPORTUNITIES EVERY WEEK.

Agents, this is a great opportunity to promote your listings to other agents in the area!

Affiliates, introduce yourself to interested industry professionals!

VCCAR Pre-Tour Meetings are open to all members of VCCAR and held in advance of the physical home tours.

VENTURA

Thursdays

9:30 AM

IN-PERSON ONLY

Location:

Sandwich Factory
4531 Market St,
Ventura, CA 93003



OXNARD

Wednesdays

9:00 AM

HYBRID: IN-PERSON & ZOOM

Alternating locations:

Coldwell Banker
Property Management
4000 Ocean Dr.,
Oxnard, CA 93035

RE/MAX Gold Coast
123 Los Altos St,
Oxnard, CA 93035



CAMARILLO

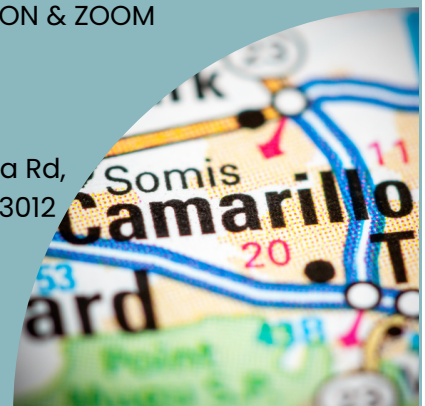
Thursdays

9:00 AM

HYBRID: IN-PERSON & ZOOM

Location:

Slate Bistro
4850 Santa Rosa Rd,
Camarillo, CA 93012



AFFILIATE DIRECTORY

We're excited to introduce a fantastic upgrade to your VCCAR Affiliate Membership: our new searchable Affiliate Directory feature! This addition will revolutionize how users engage with our platform, making finding and connecting with your services more accessible.

Here's what's in store with this exciting update:

Personalized Bio Pages:

Each Affiliate Member will now have their dedicated bio page within the directory. This virtual storefront showcases your expertise, services, and contact details all in one convenient place.

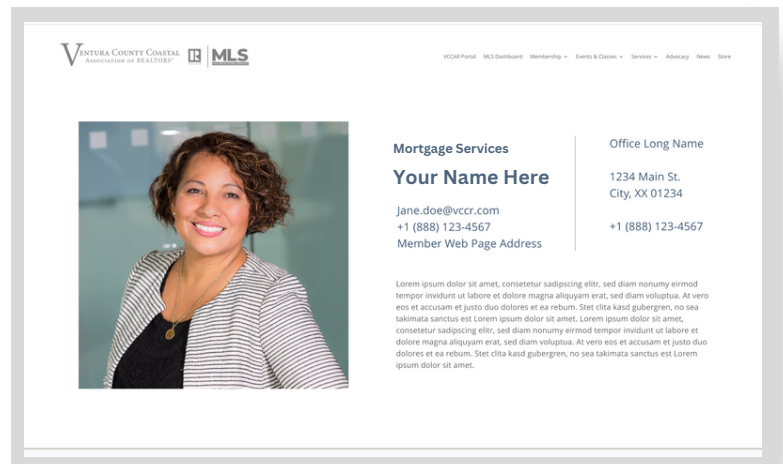
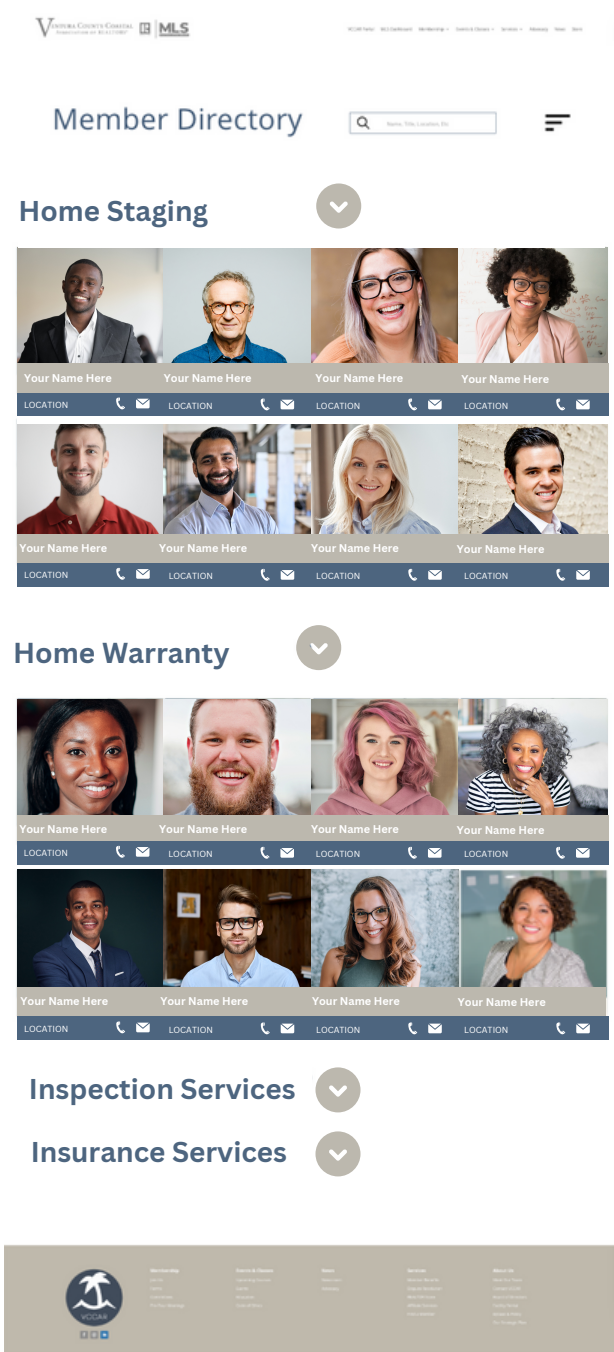
Category/Specialty Filters:

Our directory now boasts a robust category and specialty filter, allowing users to browse and filter Affiliate Members based on specific specialties. This intuitive filter also includes a built-in search function for quick service discovery.

HTML Responsive Design:

Our directory employs HTML responsive design, ensuring optimal viewing and usability across all devices. Whether users access the directory from a desktop, tablet, or smartphone, they'll enjoy a seamless experience with faster load times and improved readability.

VCCAR SEARCHABLE AFFILIATE DIRECTORY



**NOW MORE
THAN EVER,
EXPERTISE
MATTERS.**



REALTORS® are members of the National Association of REALTORS®

Ashley Anderson
VCCAR Member



CRMLS COVERAGE AREA MAP

PARTICIPATING

110,000+ Full access to all CRMLS listings, products, training, and support.

DATA SHARE

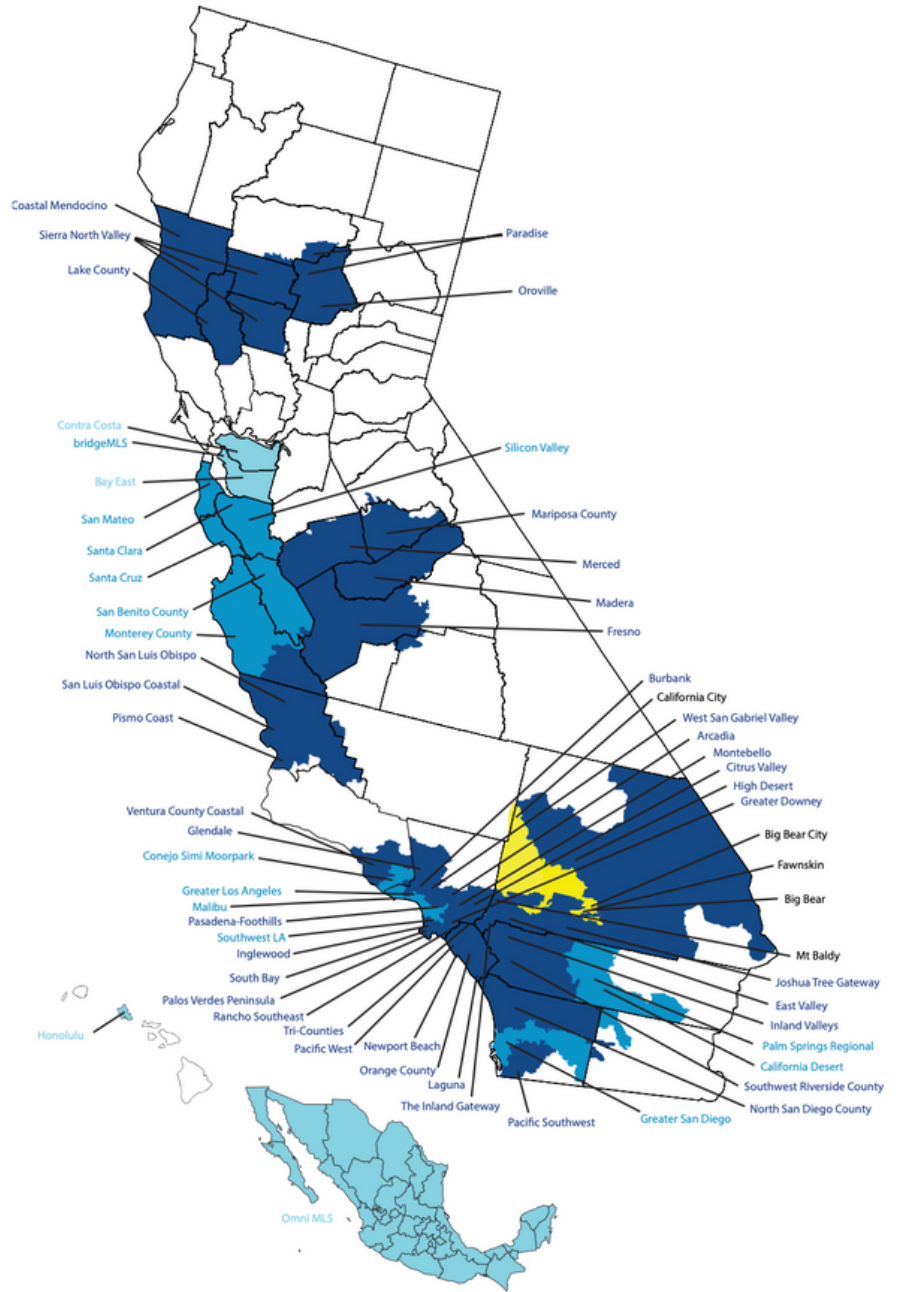
45,000 Access CRMLS listings directly from your MLS system. Data is exchanged frequently to keep listing information up-to-date.


RECIPROCAL ACCESS


AORs/BORs Access to data requires login to a separate system.

ADDITIONAL SERVICE AREAS

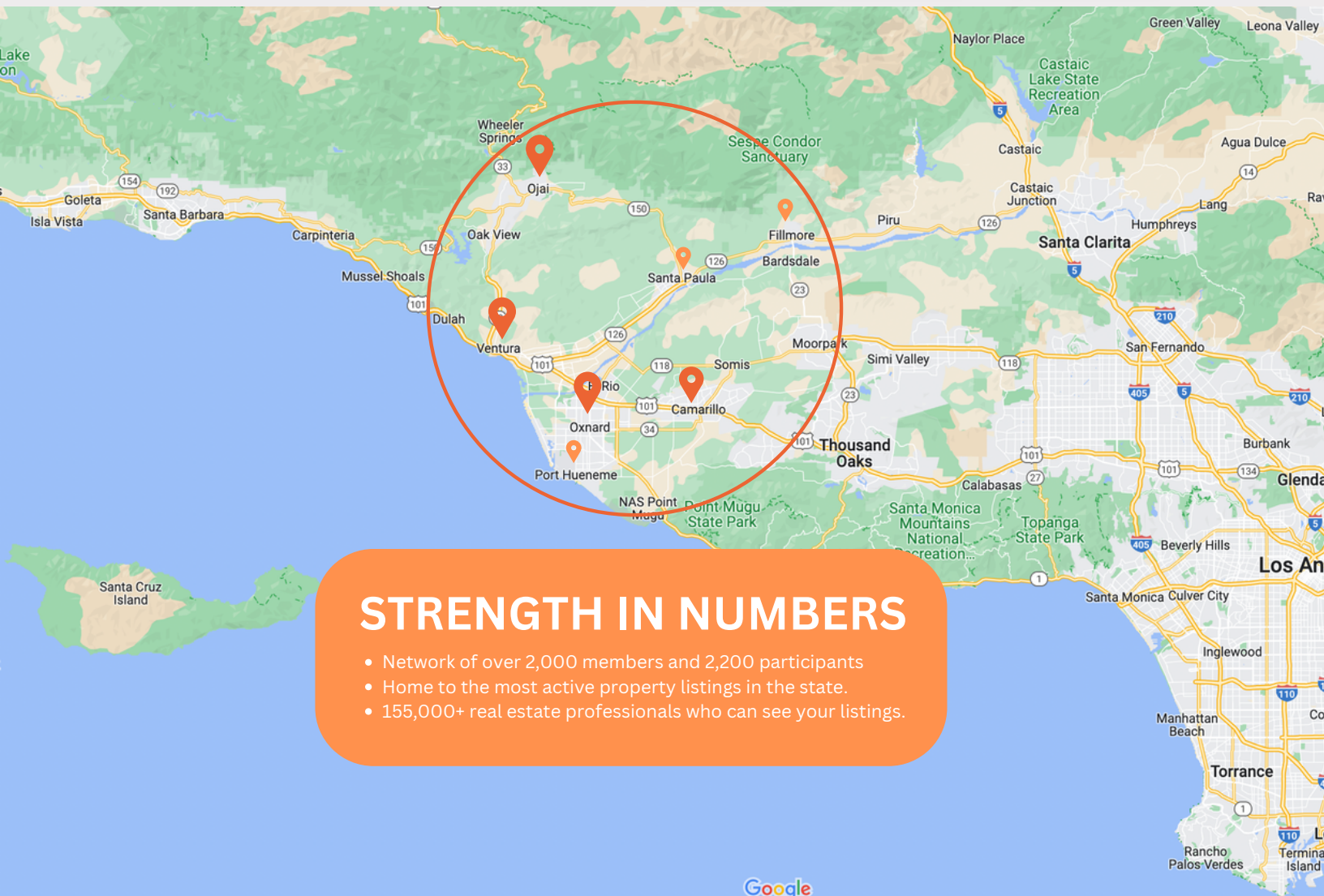
Pursuant to NAR's MLS of Choice policy, some ZIP codes in these regions are considered part of CRMLS's service area based on current listing volume. CRMLS users doing business in these areas must enter listings into CRMLS, or submit a Seller Exclusion Form



 Ventura County Coastal Association of REALTORS®
2350 Wankel Way | Oxnard, CA 93030

 Ventura County Multiple Listing Service – VCMLS Service Center
1211 Maricopa Highway | Ojai, CA 93023

Office Hours: Mon-Fri 9 AM to 5 PM
(Closed for Lunch Daily 12-1 PM)



STRENGTH IN NUMBERS

- Network of over 2,000 members and 2,200 participants
- Home to the most active property listings in the state.
- 155,000+ real estate professionals who can see your listings.



Cami Pinsak
2024 VCCAR President

WHAT OUR MEMBERS SAY



Everyone is extremely pleasant to work with. They all are extremely helpful and patient with new realtors

Michael Dodge

Michael Dodge



Great group of people!

Kris Hashimoto

Kris Hashimoto



Great opportunity to network with local industry stars, and I had a blast!

Ashley Anderson

Ashley Anderson

