



# NewsBrief

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## CAR honors real estate's top achievers

The CAR Awards Dinner, with a theme of "Building a Healthier Future" and benefiting Self Enhancement, Inc., was held at the Governor Hotel on March 4. Congratulations to CAR's 2009 award winners:

### Upcoming Events

- ▶ Golf Tournament  
Riverside Golf Club  
June 28, 2010
- ▶ Quarterly Breakfast  
Multnomah Athletic Club  
July 15, 2010  
7 a.m. registration
- ▶ Education Seminar  
September 16, 2010

### New Members

- ◆ Miklosch Sander  
Flat Fee Realty
- ◆ Chris Ingraham  
Windermere Cronin & Caplan
- ◆ John Lee  
Norris & Stevens
- ◆ Steve Willhite  
Grubb & Ellis Company
- ◆ Dug Barnett  
KW Commercial
- ◆ Jordan Samiee  
Coldwell Banker Commercial
- ◆ Brian Schwalbach  
Highland Properties
- ◆ Shannon Schreiter  
XO Communications

#### **CAR Member Humanitarian**

Don Ossey, Capacity Commercial Group  
J. Clayton Hering, NAI Norris, Beggs & Simpson  
Dietra Stivahtis, Fidelity National Title Company  
Chris Johnson, NAI Norris, Beggs & Simpson  
Nick Kassab, Capacity Commercial Group  
Jeff Olson, Commercial Realty Advisors NW  
Dave Squire, Grubb & Ellis Company  
Garret Harper, NAI Norris, Beggs & Simpson  
Eric Haskins and Michelle Franceschi  
Grubb & Ellis Company

#### **Investment Broker Rookie Retail Broker Office Broker Industrial Broker Bill Naito Award**

### Thank you, sponsors!

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## CAR endorses Hughes for Metro President

CAR has endorsed former Hillsboro mayor Tom Hughes for Metro Council President. As mayor, Hughes was a state leader in job creation and economic development.

"Tom is the only candidate in this race who has worked with businesses to create jobs, and we believe this understanding will help him to guide Metro," said Jeff Borlaug, CAR President.



Hughes taught high school history and government for thirty years and served as a Hillsboro city councilor and planning commissioner, as well as a two-term mayor.

As mayor, Hughes helped recruit companies such as SolarWorld and Genentech, and he has traveled internationally to help attract companies to Oregon, especially those with green jobs.

EDUCATE



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CONNECT



## Ask Dr. D



Dear Dr. D:

A lot has been said about building more camaraderie between competitive brokerage houses. What are your suggestions regarding this age-old challenge?

Sensitively,  
Sam

Dear Sam:

Nothing brings people together like playing a team sport. Picture a co-ed basketball league of commercial brokers from differing firms, playing weekly games just for fun. The CARBB league should do wonders for collaboration. What could go wrong?

1. Your coach abruptly quits and signs on as an announcer for kindergarten T-ball.
2. Your tallest player drinks a lot and gets caught in the net like a tuna on lay-ups.
3. Your teammates smoke more than Obama during time-outs.
4. The team mascot plays at center post.
5. Your coach's only win was in a pie-eating contest.
6. The last time your teammate made a free throw was 2004.
7. Your highest-scoring player has carpal tunnel syndrome from playing video games.
8. Your only cheerleader wears spike heels and hits on the ref.

Sounds like loads of fun!

Dr. D.

## New broker education rules take effect January 2011

In 2009, the Oregon Legislature passed Senate Bill 640, which significantly changes continuing education requirements for brokers and property managers. The changes do not go into effect until Jan. 1, 2011, but CAR wants to make sure its members are aware of the changes, and is making plans to alter our programs so that they will meet all the new requirements.

### What is the same?

Existing real estate licensees must complete 30 hours of continuing education every 2-year renewal period.

### What is different?

- Classes *must* be within eligible course topics and from a *certified course provider*.

- Licensees *must* complete a 3-hour course on recent changes in real estate law (course must be approved by Real Estate Board).

- Licensees *must maintain their own records* of continuing education. This is no longer the responsibility of the Principal Broker, and licensees must keep their records for 3 years after their renewal date.

### What is CAR doing about it?

CAR is working on becoming a certified course provider, and has already begun to plan its quarterly meetings and education seminars to ensure that they meet the new guidelines.



## CAR develops new tagline, elevator pitch

The CAR PR Committee has developed a new tagline, elevator pitch and logo for CAR, so that the association's benefits and purpose are clear to its members, the media and the general public.

CAR's new tagline incorporates the three basic purposes of CAR: to educate, advocate, and connect. The tagline has been incorporated into CAR's logo (see redesigned logo above).

An elevator pitch is a concise description of the group that addresses the question, "What is CAR?"

The next time associates ask you what CAR is, you can tell them: "CAR serves commercial real estate professionals. We offer education, advocacy and connections to help you grow your business and further your career." A longer form has also been developed.