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We are pleased to announce that Marcine Kline has joined Glen Oaks Escrow!

Marcine's team comes to us with more than three decades of serving the San Fernando Valley providing a full-service escrow experience including expertise in probate and trust sales.



Although temporarily working in our Glendale location, you can expect to visit Marcine's team in our new Sherman Oaks office in early 2016.

Please join us in welcoming Marcine!

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818.500.0400 | mkline@glenoaksescrow.com



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\$10 Billion

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1031 Exchange OK

3.625%

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Sampling of rates as of January 27, 2016

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CHRIS FURIE

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m: 310.280.8983 o: 310.826.8200 Michael@MichaelRodgers.com www.MichaelRodgers.com







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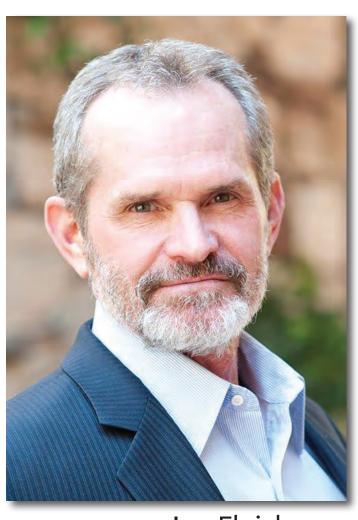
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Dearest Friends and Colleagues,

I am so very excited to announce my new affiliation with Hilton & Hyland, the leading luxury real estate company based in Beverly Hills. Along with their cutting edge marketing, global outreach and their affiliation with Christie's International Real Estate, Hilton & Hyland has become the leader in luxury real estate and stand alone. For my client base, I cannot think of a better place to market properties, stay current with market trends, provide customer service at the highest possible level and be informed.

For all those reasons and many more, my partner, Guy Levy, and I have joined Jeff Hyland, Rick Hilton and their esteemed colleagues in this new and promising year ahead.

I look forward to talking to each and every one of you about this exciting move and how it will impact doing a better job for my clients and friends.

LindaMay.com



Linda May Linda May Properties, Estates Director linda@lindamay.com 310.492.0735 Guy Levy Partner guy@lindamay.com 310.492.0734 Megan C. Roberts
Marketing Director
megan@lindamay.com
310.492.0735







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Real Estate Credit Education Workshop Information that can help grow your business

This workshop is designed to provide attendee with comprehensive understanding of: personal and business credit, collection practices, dispute processes, debt settlement, mortgage default, tax lien hurdle, student loans load, identity protection, regulatory changes impacting access to credit and fair credit reporting.

Attendee workshop kit includes:

- Workshop outlines
- Resourceful booklet
- Credit DVD 3rd Edition (Approved and used by FICO®)
- Credit DVD 3rd Edition script

- "Nabil is without a doubt the most knowledgeable person I have ever met on the subject of credit scores and reports."
- -- Cecelia Chott, Executive Director,
 Content Services, Leading Real
 Estate Companies of the World®
- "It was probably the MOST valuable educational class I've ever taken. Nabil offers substantive knowledge and presents ideas to help us market ourselves as valuable professionals."
- -- Judith Coker, Sales Associate, Berkshire Hathaway, HomeServices
- "Our members continue to repeat the course obtaining new information to fine tune their knowledge when talking with their clients."
- Cindy Kiser, Manager of Education and Development, Bakersfield, CA





Sponsor: Beverly Hills / Greater

Los Angeles Association of Realtors® (BHGLAAR)

Fee: \$79

Register: Click here

Date: February 3, 2016

Time: 10:00 a.m. - 1:00 p.m.

Here is a short bio of Nabil created by Inman™.

WHY DID 219 AGENTS JOIN RODEO REALTY LAST YEAR?

Newspaper and Print Advertising



Rodeo Realty advertises 400 properties in over 20 pages of local publications each week.

> "While most brokerages today are slashing print newspaper advertising budgets, Rodeo Realty averages 20 pages each weekend on top of an aggressive e-marketing and web presence."

> > -California Real Estate Magazine

International Marketing



"Rodeo Realty is committed to delivering the highest level of market expertise and commitment to superior customer service.

European MLS

Rodeo Realty is exclusively associated with the largest and most globally recognized luxury real estate networks, giving your property international exposure.

CAIMEIJU 采美居 Asian MLS



Luxury Real Estate

The largest network in the world with over 130,000 real estate professionals, as well as the highest hit site on the Internet for properties over \$1 million

Digital Marketing



- Video department
- Web developers
- Direct leads to 1,000s of sites
- Custom property websites
- Instagram advertising
- SEO dept, Pop-ups & more

"Rodeo Realty is increasing their share of spending on technology as the company grows its footprint in California."

Community Involvement

"A locally headquartered company committed to their community."

-Los Angeles Times

Cutting edge marketing campaigns, e-marketing and social media campaigns for targeted demographics.

"Rodeo Realty far surpasses what traditional brokerages offer." -LA Business Journal

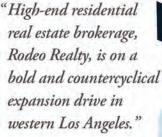


Custom Print Shop and Full Service Mail Room

Our design and marketing team offers agents and their clients the best creative support in the industry; with 17 graphic designers creating custom marketing pieces.

Rodeo Realty also has data equipment and a complete postage facility to handle all mailings.

Public Relations



You Tube

The state of

-LA Business Journal



Our in-house publicist ensures that listings get the most extensive media exposure.



NO OTHER AGENT CAN OFFER WHAT A RODEO REALTY AGENT CAN.





KW Hollywood Hills Would Like To Welcome Our New

Associate Manager & Assistant Team Leader



Debi RavehAssociate Manager draveh@att.com
323.839.5250

With 25 years of real estate experience in the Greater Los Angeles area, Debi has provided the ultimate in service to her clients, and colleagues alike, often exceeding their distinctive goals with her dedication, determination and knowledge. One of her specialties is reading between the lines and understanding one's goals. Debi prides herself with delivering quick results and successfully negotiating win-win deals. Born in Los Angeles and raised in New York, she decided to return home to sunny California in 1990, and then fell in love with the diverse architecture. With a background in design and art history, and a daughter of a building contractor, she sees beyond the layers of paint and carpet and educates the clients ahead of the inspections. It only seemed natural to enter into the real estate business, while searching for a home to start and raise a family. Living in the Hollywood Hills has been enriching and it has given her so many opportunities to experience both the ups and downs in the market.

Joining Keller Williams was an easy choice; it's an innovative company that focuses not only on the latest technologies, but also on the agents themselves. With the high level of courses ranging from basic skills in real estate to providing systems that build businesses that reach the highest level Debi believes that real estate is fascinating and always changing, I love what KW is really all about..."To build careers worth having, businesses worth owning, and lives worth living"!



Greg Posada
Assistant Team Leader
greg@gregposada.com
310.623.1361

Born and raised in south Texas, Greg has over 15 years of retail management experience. During his time in retail, he developed his ability to recruit, train, and manage for several Fortune 500 companies. Greg is no stranger to California, he has lived in San Diego, Ventura, Santa Paula, and Oxnard for over 10 years. In 2008, he decided to start his own business and began a career in Real Estate. In 2009, he joined Keller Williams' largest office in South Texas. Learning the Keller Williams culture and models was instrumental in developing a successful business throughout his career.

With over 8 years of residential Real Estate experience, Greg has relocated to Los Angeles to continue his career in Real Estate and join the Executive Team. In his capacity as Assistant Team Leader and member of the Agent Leadership Council (ALC), he is able to apply his experience recruiting and training to his market center. At Keller Williams Hollywood Hills, he is responsible for recruiting and on-boarding exceptional agents to join our team. He oversees the market center's training, mentorship, and development program. He uses his passion, knowledge, and energy to teach and motivate new and experienced agents through our industry leading training programs.

HOLLYWOOD HILLS KELLERWILLIAMS, REALTY

9000 W. Sunset Blvd. Suite 1100 West Hollywood, CA 90069

7920 Sunset Blvd. Suite 100 Los Angeles, CA 90046 Steven Robbins
Team Leader
(310)623-1300
StevenRobbins@KW.com



Gibson International Welcomes Lumpkin Perez Real Estate





Lumpkin Perez Real Estate can be reached in our Brentwood office

Pam Lumpkin: 310.993.7085 / pam@pamlumpkin.com

Hazel Perez: 310.256.6430 / hazel@lumpkinperez.com



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- ◆ Contracts, forms and disclosures
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 - Commonly used jargon
 - Motivating Agents to do more business
 - Tips to increase efficiency, time management
 - Anecdotal examples and much more!

Dates: Monday, February 8, 2016 and

Wednesday, February 10 2016

Time: 10:30 AM - 3:30PM Both Days

Place: Beverly Hills/Greater Los Angeles

Association of REALTORS

6330 San Vicente Blvd., Suite 100

Los Angeles, CA 90048

To enroll, please call Beverly Hills/Greater Los Angeles Association of REALTORS at (310) 967-8800, visit bhglaar.com or email LaShawn.Scales@bhglaar.com

In Loving Memory



Kimberly Casillas-Pemberton

The real estate community is heartbroken by the loss of Kim Pemberton.

A beloved member of the Los Angeles real estate community, Kim's ability to light up a room was second-to-none. She was beloved and admired by all of those who ever had the privilege of spending time with her. Kim's kind, caring and friendly nature helped brighten the lives of everyone she worked with.

She will continue to be missed for years to come.

Sotheby's



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Leslie Kavanaugh
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Marc Silver
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310.809.4656



Barry Sloane
barry.sloane@sothebyshomes.com

RECOGNITION

In our fast-paced world of constant communication, it is sometimes important to stop and take a moment to celebrate our successes. This is one of those times.

Frank Symons, Western Region Executive Vice President/Chief Operating Officer and Brokerage Manager, is very pleased to recognize and congratulate these agents for their outstanding performance in 2014. Their success was phenomenal and we look forward to its continuation.

Congratulations.

ASSOCIATION

They say you are known by the company you keep. We are fortunate to be known for the exceptional agents that distinguish us in communities all over the world. Today in our Beverly Hills office, we are pleased and proud to announce several new exceptional associations.

Frank Symons, Western Region Executive Vice President/Chief Operating Officer and Brokerage Manager, is delighted to welcome the new members of our team. Welcome.



Ruzanna Ayrapetyan 310.910.3254



Melinda Barrington ruzanna.ayrapetyan@sothebyshomes.com melinda.barrington@sothebyshomes.com 310.912.0636



Carmen Berg carmen.berg@sothebyshomes.com 310.995.5900



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Edward Tran edward.tran@sothebyshomes.com 310.500.5653



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Not Pictured Greg Goodman greg.goodman@sothebyshomes.com 310.283.755

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In loving memory of our great friend

Joe Convery



We lost a beloved friend on Wednesday, January 27th at 12:03 am.

To all who were blessed to know him, he will always be an amazing inspiration. Generous, loving, an incredible man. We will always love you, Joe, and we miss you everyday.

Rarely in life are we blessed with a friendship like yours.

You are an angel in heaven above.

Thank you for your time on this earth.

We love you Joe.

Mark, Dustin, Jordana, Peter, and Sam



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ENGEL & VÖLKERS WELCOMES MICHELE BLACKMON DIRECTOR OF GLOBAL ASSETS

Michele Blackmon Estates was established in 1993 and is known for representing architectural and historical properties globally. Michele has sold exceptional homes for A-list celebrities across the United States including Beverly Hills, Venice, Malibu, Miami and New York City. She also works internationally in fantastic locations, such as Italy, France and Ireland to name a few. Michele Blackmon Estates is now joining forces with Engel and Völkers as Director of Global Assets.



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