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### Mark Cohen, Broker

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Best regards,

**Brett Lawyer** — *Hilton & Hyland*

Dear Mark,

I want to thank you for helping to close my most difficult deal of 2013! The prospect of closing a transaction with international clients was daunting, to say the least. Your expert knowledge of complex financial scenarios, as well as total availability after hours to my overseas clients proved your commitment to getting the deal done.

In my 25-plus years as a real estate professional, I have come to understand that there is absolutely no substitute for experience, hard work and, most of all, talent. I truly believe that you are the best in this business.

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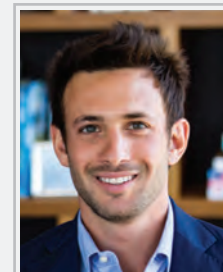
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Michael Nourmand, President of Nourmand & Associates and Charlene Laraneta, Broker of Record proudly welcome **Karen Lewis** as the Manager of Nourmand & Associates Brentwood Office.

With an impressive track record backed by extensive training and a stellar reputation, Karen Lewis is one of the most respected agents of Westside real estate. Her tremendous knowledge of the region's communities and neighborhoods, as well as her commitment, trustworthiness, loyalty and great sense of humor have earned her devoted clients and wide respect among her peers.

Thirty years in the service industry and an expansive network, allow Karen to pinpoint resources precisely when and where they are needed. Karen offers outstanding communication, negotiation, and problem solving skills which equips her to excel as a manager in this industry.

In addition to her designation as a Senior Real Estate Specialist (S.R.E.S.), Karen is a valuable mentor to new agents through their first challenging months. Knowledgeable and articulate, she has given numerous seminars on buying and selling property - qualifications she puts to good use every day while assisting her agents.

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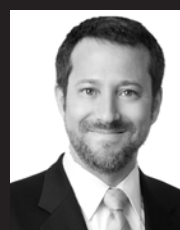
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They say you are known by the company you keep. We are fortunate to be known for the exceptional agents that distinguish us in communities all over the world. Today in our Pacific Palisades office, we are pleased and proud to announce a new exceptional association. Dave Osman, Vice President and Brokerage Manager, is delighted to welcome Tom Hackett to our brokerage.



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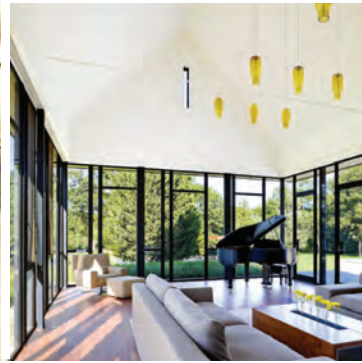
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Tom Clary was born and raised in Los Angeles, giving him an intimate knowledge of the Southern California region. This ability enables buyers to find amazing properties, in areas perfect for them -- and for sellers to market their homes in the most efficient, effective way possible.

Topher Keefer approaches real estate like everything else in life, with a positive attitude. Along with his can do attitude, he brings out-of-the-box ideas and a fresh approach to every real estate transaction.

Scott's polished combination of business and people skills makes him a wizard at holding the most difficult deals together. **"My goal is to protect and serve my client to the fullest, making the transaction as stress-free as possible. No Individual Can Serve You Better Than a Great Team."**



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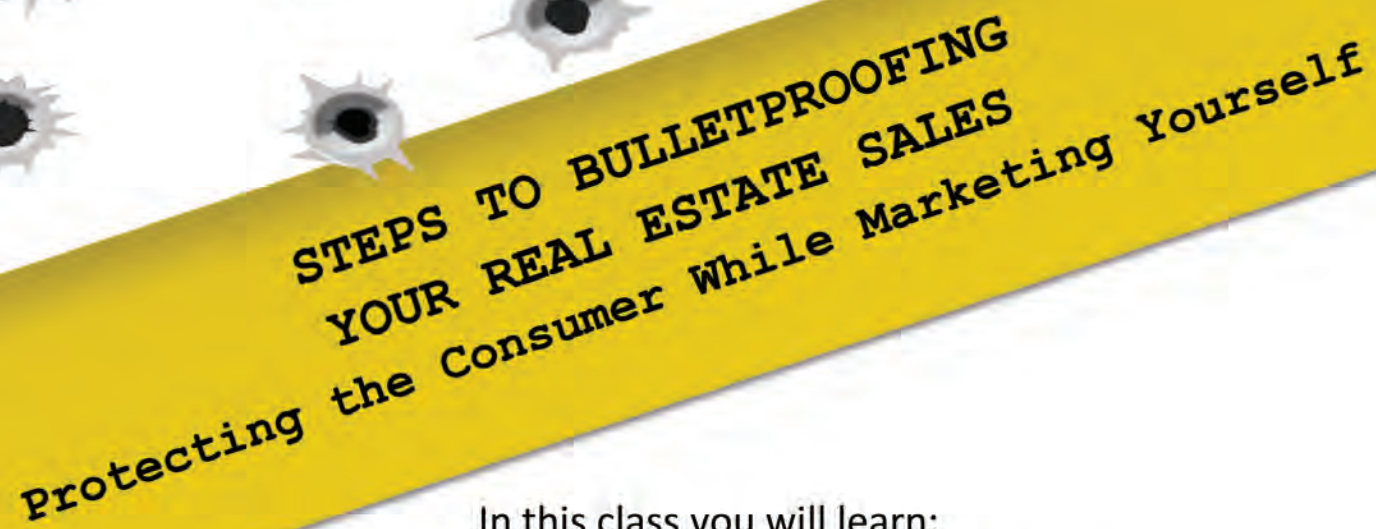


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## STEPS TO BULLETPROOFING YOUR REAL ESTATE SALES

Protecting the Consumer While Marketing Yourself

### In this class you will learn:

- Standard of Care: What does it mean for you?
- Code of Ethics: Why should you care?
  - Why following the Code of Ethics, NAR standards and being a good fiduciary helps keep you of court, makes a great marketing tool.
- You are a licensed Fiduciary: what duties do you owe and to whom?
- Pre-Offer steps when representing a buyer.
- Writing the Offer: Explaining Contingencies ahead of time. Dry run.
- Negligence: Definition and examples.
- 4 Types of Red Flags: flag them early on, and get help.
- HOW to document your file: What your attorney needs to see in your file.
- Material facts: How to recognize them, how to advise about them?
- Modifying the CAR forms? You could be charged with the illegal practice of law. Protect your client and play it safe. Know what the law requires of you.
- Your AVID, the TDS: What to not say!
- Physical Inspections: In a deposition, you'll be asked: "How did you qualify this physical inspector?" How do you answer?

#### About the Instructor:

Samira Kermani, Esq., is a practicing real estate attorney, litigator, litigation consultant and mediator. She handles civil litigation and real estate transactions. Ms. Kermani has been designated an expert witness in the area of brokers' duties and standard of care. She is a member of the California Association of Realtors' Legal Affairs Forum. Ms. Kermani serves as an arbitrator in commission disputes between brokers. She is the CEO and founder of Karlton Stone Brokerage.

Ms. Kermani graduated from UCLA and Loyola Law School. She has been a licensed attorney in California since 1993. She is a licensed broker, has owned and operated as a franchisee of a national real estate brokerage, and practiced with Coldwell Banker Beverly Hills North.

September 17, 2014  
9:30am – 11:00am

\$35 – BH/GLAAR  
Members  
\$40 – Non-Members

Register at

[www.bhglaar.com](http://www.bhglaar.com)



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# DANIEL SIGNANI FOR DIRECTOR

I am excited to be running for Director of the Beverly Hills/Greater Los Angeles Association of Realtors!

- A licensed agent & member of the BHGLAAR for over 12 years
- Involved with the Association for over 5 years.
- Past member of Professional Standards & Grievance Committees.

I joined Professional Standards to help enforce the Code of Ethics. I wanted to help make certain our members not only respect, but also uphold the ethical standards for which real estate practitioners are defined by.

- Current member of the Public Policy Committee.

As a member of Public Policy, I have traveled to lobby our legislators in Sacramento, and regularly meet with elected officials to speak and hear our concerns over local housing issues.

- Current CAR Director
- Current Centennial Club member

I am running to help the Association not only grow, but to protect the preservation of Real Property rights. And, I am committed to the enhancement of the REALTOR® community through education, programs, participation, and political involvement.

**I appreciate your Vote!**

**PLEASE VOTE!**

Voting begins Sept 29th and ends on Oct 10th

Please watch your email for your online ballot,  
or snail mail for your paper ballot.



Daniel Signani, Realtor®, CalBRE# 01357973  
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**BERKSHIRE  
HATHAWAY**  
HomeServices  
California Properties





FOR  
**ANTHONY VULIN**  
 FOR A DIRECTOR POSITION AT BHGLAAR  
 ONLINE VOTING BEGINS SEPTEMBER 29<sup>TH</sup>



I'm an Italian/Croatian LA native who grew up surfing and enjoying Southern California life. After graduating from UCLA in 2000, I got my Brokers license. In 2006 I was asked to manage Keller Williams Los Feliz, and at that time was the youngest manager of any kw office in the Nation. I remained there for 6 years and took the office to #1 in local market share. I then opened another office for kw, in Downtown LA. Next I moved on to manage kw Studio City for 2 years where I was able to double the offices profit. Finally, about a year ago I opened my very own boutique realty firm called "the collective" in West Hollywood. I have been very active in teaching classes and working with the YPN committee at BHGLAAR and wish to give back even more as a Director. Please consider me when you vote.

Endorsed by Escrow Officer  
 MARCINE KLINE



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