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Washington Mutual
HOME LOANS

Talk of

★ Pacific West Association of REALTORS® Awards First "Opening Doors" Grant

PWR is proud to announce the awarding of the first grant from its "Opening Doors" program. The grant was awarded to local resident **Andrew San Marcos. Phil Ottone**, sales manager at Countrywide Home Loans, Team Long Beach, was the lender who worked with Andrew to access the program.

"Opening Doors" is the PWR Charity Foundation's First-Time Buyer Down Payment Assistance Program. The program was established as a means for the REALTOR® community to assist low to moderate income families in fulfilling the American dream of home ownership. Since its inception PWR members have contributed more than \$250,000 to the fund.

In 2007, the Opening Doors program will assist the local community by providing up to \$15,000 in down payment funds per family towards the purchase of their first home. The program will put families into homes, create a tool for PWR REALTOR® members to better serve their clients, encourage the use of a REALTOR® in the homebuying process, and create good-will and positive PR opportunities to promote the REALTOR® image in the local community.



Phil Ottone, Sales Manager and Sally Doherty, Branch Manager of Countrywide Home Loans—Team Long Beach, Carmella Etgar of Main Street REALTORS® and Mr. and Mrs. Andrew San Marcos.

★ Rakesh Chopra completes C.A.R. Real Estate Masters Program



Rakesh Chopra

Rakesh Chopra of Keller Williams Realty Los Alamitos and Advisory Board member for *BROKER AGENT Magazine*, recently completed the

California Association of REALTORS® prestigious Real Estate Masters program.

Rakesh has earned many designations and affiliations as a REALTOR®. He is a Graduate of the REALTOR® Institute (GRI) which only six percent of the REALTORS® in the country hold; and a Certified Residential Specialist (CRS) of which only four percent of the country's REALTORS® hold, which is considered equal to having a master's degree in real estate. Congratulations, Rakesh.



Ed Kaminsky

★ South Bay REALTOR® Ed Kaminsky Becomes Reality TV Star

Ed Kaminsky of Shorewood REALTORS® recently appeared on the

Fine Living TV Networks' new docu-drama "Real Estate Confidential" which debuted on March 25. The half-hour show shadows LA area top producing real estate agents as they work with buyers and sellers.

"Unlike some shows that re-enact events, this show portrays what really happens behind the scenes, live and real time," states Ed. "The show underscores the value of having a REALTOR® involved with both the buying and selling sides of a transaction." The show can be seen on local cable and satellite TV channels.

Or, if you would like to receive a copy of the show, contact Ed at 310-798-1277.

★ Pacific West Association of REALTORS® July Classes

For more information about PWR course offerings please contact **Joey Vargas**, at 714-245-5500 or visit www.pwaor.com/calendar.

July 6
Ethics Live
9 am to 11:30 am
Course fee: Free to PWR/TRI members
\$25 non-members

July 6
Agency Video—three hours
license renewal credit
1 pm to 3:30 pm
Course fee: \$15 PWR/TRI members
\$25 non-members

July 12
Power of Strategies—
1031 Exchange
9 am to noon
Course fee: contact PWR

July 13
Win-Win Negotiation Video
1 pm to 3:30 pm
Course fee: \$15 PWR/TRI members
\$25 non-members

July 20
Trust Fund Handling
9 am to 11 am
Course fee: \$15 PWR/TRI members
\$25 non-members

July 20
Fair Housing
1 pm to 3:30 pm
Course fee: \$15 PWR/TRI members
\$25 non-members

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Barbara Pajor



Simon Salehi



Vinnie Patel



Zadia Egan



Malcolm Stevens



Justin Kang



Lisa Davis



Shannon Harger