
JUNE 19, 2008

THIS COMING WEEK:

ROAD SHOW - There will be no regular meeting this coming week.

On **June 26th**, we will be joining Joey Minahan in their new offices at 7:00am at:

The Door Doctor
39 California Avenue, Suite 102 in
Pleasanton
(925) 484-4290

NEXT TWO WEEKS:

- There is **no meeting next week, July 3** in observance of Independence Day. Happy 4th!
- The **next regular meeting** of the Tri-Valley Executives' Association will be held on **July 10** at Vic's All-Star Kitchen at 7:00am.

You will be GREETED by **Manny Martin** of Amador Valley Property Management and **Ron Johnson** of ABI Business Sales.

The LEAD CHALLENGE: Our next challengers will face-off this week: **David Ramsey** of Crime Alert will be giving a lead or singing to **Phil Maser**, General Contractor.

Mike & Sherry Wallace will be giving their CLASSIFICATION talk.

OPEN CLASSIFICATION:

Replacement Window Services has resigned. So, if you know of a residential/commercial window glass company, please invite them to a meeting!

NEW MEMBERS:

Debt Recovery:

John Orozco, Sr. Account Executive for Transworld Systems
Phone: 251-0456, E-mail:
john.orozco@transworldsystems.com

Movers:

Alex Arsenault, Sales Manager for Tri-Valley Bekins, Phone: 373-0512, E-mail:
alex@trivalleybekins.com

PAY YOUR INVOICES BY CREDIT CARD:

Thanks to Jan Batcheller of Gift Source, we can now accept your dues payment by credit card!

Invoices for the third quarter have gone out and early payment of \$225.00 is due by July 15.

So, if you'd like to pay with your Visa or Mastercard for convenience or to earn your points or miles, call Cristin with your credit card information: 925-580-7719. Please note that a 2% fee will be added to the charge.

DID YOU GIVE A REFERRAL THIS WEEK?

CLASSIFICATION:

Real Estate Appraiser, **Larry Brumm** was born and raised in Kansas City, Missouri. He attended Missouri State College, but dropped out before he was kicked out. He eventually decided to go back and majored in biology. He was set to go to dental or medical school, but enlisted in the armed forces instead. He was stationed in Corpus Christi, Texas and became an instructor pilot, then was sent to Viet Nam.

While living in Alameda, California after his tour of duty in Viet Nam he met his wife through his neighbors. They settled in Pleasanton 38 years ago. He has a son Steve, from his first marriage, a son Billy and daughter Phyllis who all graduated from Amador Valley High.

Larry worked for a pharmaceutical company for several years before getting in and then out of the real estate business when interest rates got too high. He sold window coverings for a while and finally landed as a real estate appraiser with a friend of his.

He went out on his own in 1987. Although he has done both commercial and residential appraisals, stringent licensing has him now doing just residential appraisals.

Earlier in his career he would draw each appraisal floor plan by hand, but now everything is computerized. The computer programs allow him to not only draw the floor plans, but helps do the very complicated calculations. All of his reports now go out on PDF files through the internet – he saves a lot of money on printer paper, ink, photography and FedEx!

Two of the most important qualities needed in an appraiser are extreme honesty and informative. Through the new MLS Alliance Larry now only has to be a member of two associations to get all of the information to do an appraisal in northern California.

Whereas most of Larry's work used to come from the refinance market, he now finds himself doing appraisals for purchases as the decrease in equity has caused the re-fi market to decline.

Larry is an avid golfer and has a 3 bedroom/2 bath vacation home at Incline Village that they rent out when they aren't there – he rents it to people he knows for a below market rate of between \$120-165/night.

If you know of a mortgage broker who could use Larry's services, if you need your home appraised or if you'd like a place to stay at Incline, call Larry Brumm at 846-1096.
