

CHARITY GOLF TOURNAMENT TEES UP TO HELP LOCAL CHARITIES



More than 120 REALTORS® and other supporters spent a picture-perfect day at the 7th Annual Charity Golf Tournament benefiting SDAR's Ambassadors Foundation on October 1. Hosted at The Crosby at Rancho Santa Fe, the event funds for the foundation, which has selected five local charities to support this year.

The charities include The Angel's Depot, Homefront San Diego, It's All About the Kids, PAWS San Diego, and Second Chance.

Golf tournament winners were: 1st Place – team of Mark Marquez, Adam Foster, Scott Baggett, Joe Salvatore; 2nd Place – team of Jeff Grant, Abe Woody, Ryan Grant, Andrew Taylor; 3rd Place – team of Richard Fiorentino, Eric Anderson, Robert Weichelt, Erik

Weichelt. Contest winners were: Men's Straight Drive – David Price; Women's Straight Drive – Karen Buelterman; Men's Long Drive – Jeff Grant; Women's Long Drive – Macie Rookus; Closest to the Pin – Arnold Maldonado; Putting Contest Winners – Patrick Walsh, Bruce Farley; Winner of \$100,000 Shoot Out – David Price, Seth Watje.

Special guests this year included State Sen. Joel Anderson; Chris Cate, vice president of the San Diego County Taxpayers Association; and a representative from County Supervisor Bill Horn's office.

More images from the Charity Golf Tournament can be found on SDAR's Facebook page www.facebook.com/RealtorsSD.

Many thanks to our generous spon-

sors (in alphabetical order): American Preferred Lending, Bank of America, BluFi Lending, Caliber Home Loans, Citibank, Commercial Real Estate Alliance of San Diego, eLiveLife.com, The Daily Transcript, The Escrow Group, Military Home Loans, Navy Federal Credit Union, PNC Mortgage, Prospect Mortgage, San Diego Home/Garden Lifestyles magazine, San Diego Real Estate Inspection Company, Sierra Pacific Mortgage, and South Coast Commercial. Event supporters included: Steve Eicher of Unique Mobile Sounds; San Diego Linens, LLC; Bidding for Good; and representatives from the charity organizations. SDAR is also thankful to the hard-working volunteers, as well as the donors who provided items for the silent and live auctions.



SDAR's Global Real Estate Council Presents:

Staging to Enhance Feng Shui

Featured Speaker
Cathleen McCandless
 best-selling author of
Feng Shui that Makes Sense: Easy Ways to Create a Space that FEELS as Good as it Looks

Tuesday, November 5, 2013
 5:00 PM to 7:00 PM

Four Points By Sheraton
 8110 Aero Dr, San Diego, CA 92123
This event also features a book signing!

Register: <https://grecnovmixer.eventbrite.com>

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the commission, better to get some than risk none. You can still try arbitration. Remember one factor of procuring cause is who closed the deal, and that's not you. If you are the one with the commission, better to give some of it up than risk getting none at all in arbitration; it happens.

Maybe first talk to your broker/office manager and be sure you have a good strong case. Maybe have your broker make the phone call to the other broker/manager. Or you first call the other agent.

Whoever calls, don't be accusatory. Just calmly explain the situation, try to get sympathy, and don't press for an immediate answer. Also be cautious

about how you say you're thinking of arbitration.

Folks, this works. But I know many don't bother. How do I know? Because I see too many of these problems in mediation, and I'm told they are seen a lot in arbitration too.

Two helpful hints. Try to put yourself in the other agent's shoes; try to see his/her point of view. Secondly, keep your cool whatever happens.

(Bill Simmons was the 1997 President of SDAR. He was also the founding chair in 1991 of SDAR's Risk Management Committee, and has continuously been a member since. He is also a mediator with SDAR's Real Estate Mediation Center.)