



**SUMMER
2009**



Central Valley
www.bnicalifornia.com

JOIN US FOR VISITOR DAY!
August 20, 2009 6pm-8pm
Emeritus at Heritage Place,
355 W. Grant Line Rd., 3rd Floor
Tracy

Business Network International: Tracy Givers

Quarterly Newsletter—Volume 1, Issue 1

Special points of interest:

- In 2008, BNI's 111,000+ members located in 40 countries passed over 5.6 million referrals resulting in more than \$2.3 billion U.S. dollars worth of business!
- Only **one** person from each professional specialty is permitted to join a chapter of BNI.



BNI is the largest business networking organization in the world. We offer members the opportunity to share ideas, contacts and most importantly, business referrals.

Second Chance for First-Time Buyers!

You've already filed your 2008 tax returns and maybe you've already received your refund. That means it's too late to obtain the \$8,000 tax credit for first-time home buyers enacted by President Obama's Stimulus Plan, right? Wrong! The great thing about this tax credit is that you can still get the cash this year, even if you've already filed your taxes for 2008—and the money is yours to keep. You don't ever have to pay it back, as long as you stay in the home for at least 36 months.

There's a lot of confusion in the media surrounding this tax credit, but it's actually pretty simple. Qualified first-time home buyers (anyone who hasn't owned a home in

the three years prior to the purchase) can receive a tax credit of 10% of the home purchase price up to \$8,000. All you have to do is buy a primary home (that means a home you'll actually live in, not an investment home) anytime between January 1, 2009, and December 1, 2009. If you make a qualified purchase after April 15, or after having already filed your 2008 taxes, you and your tax professional can submit an amendment to your return and receive the credit on your 2008 taxes—you don't have to wait until next April.



There are some income limitations and other factors involved, but give us a call at the number below and we'll gladly review your financial situation and see if you qualify. With today's combination of low interest rates and lower home prices, this tax credit gives you a second chance to benefit from the great opportunities in today's real estate market.

Yours Truly,
Paul Lopez
CERTIFIED MORTGAGE
PLANNING SPECIALIST
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M and M—Not So Sweet!

By: Ed Ramirez, DME Maintenance
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We can unanimously agree that Mold and Mildew in bathroom shower stalls and tub enclosures are unsightly if not downright "gross"! Preventing M and M from growing in the first place is key to keeping them under control. Proper ventilation of bathrooms is essential. Are your ceiling air intake fans working properly? Do you crack your bathroom window and/or door while

bathing? A steamy room is the perfect breeding ground for bacteria and spores to take hold. Next, are you wiping down moist surfaces after use? Taking just a couple of minutes to wipe down the shower surfaces can make all the difference. Try squeegeeing off excess water and then drying off the rest. Weekly cleaning and spraying of a household disinfectant (such

as Lysol diluted as instructed) can help stop the spread of M and M. Ignoring preventive maintenance can lead to Mold and Mildew damage that includes: deterioration of the silicone sealant of showers, penetration into painted surfaces, rotting of sub floors and areas behind tiled enclosures. Remember, a little effort today can save you major repairs later.

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TRACY GIVERS

The Tracy Givers Chapter meets Thursdays from 12noon to 1:30pm at Emeritus at Heritage Place (Senior Residential and Assisted Living Community), 3rd Floor 355 West Grant Line Rd., Tracy

GIVERS GAIN

WE'RE ON THE WEB!
www.bnitracygivers.com

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BNI was started in January 1985 by Ivan R. Misner, Ph.D. BNI provides a positive, supportive, and structured environment for business people to grow their businesses through word of mouth marketing. Since 1985 BNI members have exchanged millions of referrals which have resulted in excess of \$13.6 billion dollars in business.

Being a member is like having sales people working for you every day who market your product or service. BNI's sole purpose is to provide a structured environment for the development and exchange of quality business referrals. If referrals are an important part of your business, then BNI is the organization for you.

MEMBER'S LISTING

- Business/Commercial Insurance**—Jeffery Haws (Larry Benson Agency, LLC)
- Certified Public Account**—Omaima Ali, CPA
- Cleaning-Maintenance**—Ed Ramirez (DME Maintenance)
- Computer Systems Integration Specialist**—Cami Brumburgh (NNISolutions)
- Financial Services**—Jud McDonald (Investment Centers of America)
- Personal/Business Errand Runner**—Jan McDonnal (Your Girl Friday, LLC)
- Photographer**—Rebekah Martin (Martin Photography)
- Residential Mortgages**—Paul Lopez (The Jordan Group)
- Residential Real Estate**—Amir Safaie (Keller Williams Realty)
- Telecommunications Equipment**—Wendy Dossey (ACN)
- Web Development**—Allen Lowe (New Beginnings Business Services)

Is the Housing Market Turning the Corner?

There are obvious positive signs coming from different economic indicators to make us hopeful about the future of the housing market.

On July 23, the National Association of Realtors reported the rise in existing home sales for three consecutive months with inventory easing and home prices declining less sharply in June. The report points to an increase of 3.6% of annual sales of 4.89 million units in June compared to the predicted 4.72 million units.

We, in San Joaquin County, felt the wrath of the housing market downturn first and hardest. The good news is that some of the worst hit spots, such as the Central Valley cities,

showed some improvement, according to James Saccacio, chief executive officer of Realty Trac. "There are some significant differences beginning to show up in the data", he said. "Some of the markets that had the highest saturation of foreclosures over the past few years have seen declining rates."

Many builders have parked their bulldozers for now, resulting in existing home inventories to be at the lowest level since 2007 and still shrinking. Loan modifications and short sales are gradually becoming common practice over foreclosures. Interest rates are hovering in the mid 5% range and the stock market has been moving



in a positive direction. These are all signs to take notice of, and be optimistic about our future real estate market and the overall economy.

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