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February 4, 2009

## Webinar Offers Details on VOW's

"Virtual Office Web Site Strategies for Brokers" will be highlighted during a 90-minute webinar offered by PAR on Tuesday, Feb. 24 at 10 a.m. Minneapolis-based attorney and consultant Brian N. Larson will present the latest information. The fee for PAR members is \$50. [More...](#)



### Upcoming Events:



#### [MLS Symposium](#)

March 11, 2009  
Camp Hill, PA

#### Featured Courses:

[2009 CRS Courses](#)  
[GRI Online](#)

#### [Managing Risk in Real Estate](#)

February 11-12, 2009  
Kulpsville, PA

## Pending Home Sales Show Healthy Gain

The Pending Home Sales Index, a forward-looking indicator based on contracts signed in December, rose 6.3 percent to 87.7 from an upwardly revised reading of 82.5 in November, and is 2.1 percent higher than December 2007 when it was 85.9. [More...](#)



## IRS Requires Reporting of Cooperative Commissions

The Internal Revenue Service requires that listing brokers who pay a cooperative commission in excess of \$600 to an individual who is not their employee must complete a Form 1099-MISC. While this is not a new law, it has come to NAR's attention that not all real estate professionals are



preferred PARTners

aware of this requirement. [More from Realtor.org...](#) (login required)



## Leadership Expert Featured in Webinar

In this fast-paced, entertaining and insight-filled seminar, best-selling author and executive coaching guru Marshall Goldsmith articulates one of the fundamental truths of leadership and life. All registrants will receive a FREE copy of Goldsmith's book, *What Got You Here Won't Get You There* as well as an executive summary of the presentation, articles that cover key issues and access to an ongoing web-based dialogue for sharing challenges and best practice ideas. [Register online...](#)



PAR members receive reduced Fax2Mail rates and a free month of audio and web conferencing with significant savings moving forward.



## Related Links:



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