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## About Pam Strickland

Pam is a Real Estate Broker from Santa Barbara with over 40 years experience in Real Estate and Mortgage Lending.

Past-President, CAMB (California Association of Mortgage Brokers). Selected Mortgage Broker of the Year in 1992 by the CAMB and in 1993 by the NAMB (National Association of Mortgage Brokers).

Member, SAFE MLO National Test Maintenance Committee.

Past Member, California Mortgage Review Committee for the SAFE Act Mortgage Test.

Past Member, National Legal Review Committee for the SAFE Act Mortgage Test.

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Any recommendations contained in this message are based on Pam's many years of personal experience and research in the Real Estate industry and must not be considered legal advice. Please consult with appropriate legal counsel for further clarification.

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**May we live in interesting times...and may we wash our hands enough, practice physical distancing enough, follow CDC guidelines enough...and make it to tell about the weirdness of 2020!**



## DRE Remote Audits

Even though the country is pretty much shut down as I write this newsletter, the Department of Real Estate (DRE) is still conducting full-blown audits (both routine and investigative) through telephone conferences and e-mail gathering of documents. I am still busy helping with these audits, remotely of course. If you get the dreaded call (or letter or e-mail) from the DRE, contact me immediately and we will get started preparing for and going through the audit.

## Same Broker, Different Corporations

I often receive calls from brokers asking if they can be the Designated-Officer/Broker of Record for multiple corporations. And the answer is "Yes"...with caveats. First of all, the broker must still supervise the activities of each and every one of the corporations for which he/she acts as the responsible broker. And, salespersons can only operate (perform licensed activities) for the corporation under which his/her license hangs. I understand that some boards of realtors are allowing multiple offices to operate under the same membership, BUT those offices would have to be branches under the SAME corporation. Just having one broker for multiple corporations isn't the same thing at all. Tread carefully out there!

## COVID-19

I pray that each of you, your family, your employees, and your friends and acquaintances are doing well and keeping safe during these frightening times. Bob and I are fine (at 80 and 71, we are being especially careful and following all the CDC guidelines). As I said earlier, I am still working remotely helping clients navigate these uncharted waters. Please take care of yourself!

## DRE License Renewal

Make sure that you are using the e-licensing function on the DRE website to renew personal AND corporate licenses. That is the best way to insure that you don't miss your renewal date.

## Compliance Consulting

For a thorough evaluation of your company's compliance with the multitude of regulations that pertain to the real estate industry, Pam is available for private, confidential in-office consulting. She can also help you prepare for and get through a DRE audit or office survey and make sure you know what reports you and your company are required to file. Further information is available on her website: [www.pamstrickland.com](http://www.pamstrickland.com)

To schedule an appointment, send Pam an e-mail message or call Bob MacLeod at **805-689-2230**. NOTE THAT THIS IS A NEW PHONE NUMBER FOR MY OFFICE. WE HAVE DISCONTINUED THE LANDLINE AND ARE ONLY USING CELL PHONES NOW.