

SAR Lending Library Inventory of Materials

ID #	Book Title
10	Business/Career
10.1	Career
10.1.1	Multiply Your Success With Real Estate Assistants
10.1.2	Multiply Your Success with Real Estate Assistants
10.1.3	The Official "What They Didn't Teach Us in Real Estate School" Handbook
10.1.4	The Everything Guide to Being a Real Estate Agent
10.1.5	Become a Mega-Producer Real Estate Agent: Profit from a Licensed Assistant
10.1.6	Starting Right in Your New Business
10.1.7	21 Things I Wish My Broker Had Told Me: Practical Advice for New Real Estate Professionals
10.1.8	The Real Estate Agent's Buisness Planning Guide
10.1.9	The Real Estate Agent's Buisness Planning Guide
10.1.10	The Professional Assistant: A Guide to Success for Real Estate Assistants
10.1.11	Your 1st Year in Real Estate
10.1.12	New Agent QuickStart Guide
10.1.13	Bienes Raices: An English - Spanish Dictionary
10.1.14	The Plain Language Dictionary of Real Estate
10.1.15	Realty Bluebook, 33rd Edition
10.1.16	Dictionary of Real Estate Terms
10.1.17	Start Your Real Estate Career
10.1.18	5 Steps To Professional Presence
10.2	Sell/List/Buy
10.2.1	Mastering the Art of Selling Real Estate
10.2.2	How to Master the Art of Selling
10.2.3	How to Master the Art of Selling
10.2.4	The AutoMatic Millionaire Homeowner: A Powerfull Plan to Finish Rich in Real Estate
10.2.5	How To Develop a Six Figure Income in Real Estate
10.2.6	The Fine Art of Doing Better
10.2.7	No Down Payment Formulas
10.2.8	Nothing Down
10.2.9	Selling Income Property Successfully
10.2.10	How to List and Sell Real Estate
10.2.11	How to List and Sell Real Estate: Executing New Basics for Higher profits
10.2.12	Creative Listing Handbook
10.2.13	Creative Listing Handbook

10.2.14	Unlimited Selling Power
10.2.15	SuperNatural Selling
10.2.16	Real Estate Sales Handbook
10.2.17	World Class Selling
10.2.18	The Future of Real Estate: Profiting From the Revolution
10.2.19	The Future of Real Estate: Profiting From the Revolution
10.2.20	Double Your Money in Real Estate Every 2 Years
10.2.21	Buying and Selling a Home in California
10.2.22	Consensual Dual Agency
10.2.23	You Gotta Work the Territory
10.2.24	You Gotta Work the Territory
10.2.25	The Equity Sharing Book
10.2.26	Discover the Good Life in Rural America
10.2.27	The Consumer's Guide to Real Estate
10.2.28	Successful Real Estate Sales Agreements
10.2.29	How to List Residential Real Estate Successfully
10.2.30	The Listing Master
10.2.31	Listing Power
10.2.32	Real Estate Listing Magic
10.2.33	Never Underestimate the Selling Power of a Woman
10.2.34	Real Estate Selling Magic
10.2.35	Inside a Probate Sale
10.2.36	Real Estate Sales Handbook
10.2.37	How I Raised Myself from Failure to Success in Selling
10.2.38	Terri Murphy's Listing and Selling Secrets
10.2.39	Buyer Agency Today: Keeping Your Competitive Edge in Real Estate
10.2.40	Myths and Realities of Real Estate Sales
10.2.41	The Real Estate Agent's Action Guide to Listing and Sales Success
10.2.42	Your Guide to the Listing Process
10.2.43	Real Estate Field Manual, 4th Edition: Ann Official Selling Guide

10.3 Success

10.3.1	How To Become a Power Agent in Real Estate
10.3.2	How To Become a Power Agent in Real Estate
10.3.3	How To Become a Rainmaker: The Rules for Getting and Keeping Customers and Clients
10.3.4	Secrets of Great Rainmakers: The Keys to Success and Wealth
10.3.5	Overachievement: The New Science of Working less to Accomplish More
10.3.6	The Consultative Real Estate Agent: Building Relationships that Create Loyal Clients

10.3.7	The Consultative Real Estate Agent: Building Relationships that Create Loyal Clients
10.3.8	Success Through a Positive Mental Attitude
10.3.9	The Millionaire Real Estate Agent
10.3.10	Secrets of a Lucrative Real Estate Career
10.3.11	The Real Estate Game and How to Win It
10.3.12	Why Real Estate Salesmen Succeed and Why They Don't
10.3.13	Staying on Top in Real Estate
10.3.14	How to Develop a Six Figure Income in Real Estate
10.3.15	Seeds of Greatness
10.3.16	Imagining Success
10.3.17	The \$2 Window on Wall Street
10.3.17	The 100 Simple Secrets of Successful people
10.3.18	Sell and Grow Rich
10.3.19	Attitude is Everything for Success
10.4	Management
10.4.1	Real Estate Office Policy Manual
10.4.2	5 Minutes To a Great Real Estate Sales Meeting: A Desk Reference For Managing Brokers
10.4.3	Rethinking the Corporation
10.4.4	The Staff Cycle
10.4.5	Leadership When the Heat's On: 24 lessons in High Performance Management
10.4.6	Productivity: The Human Side
10.4.7	Transforming the Way We Work
10.4.8	Crisis Management
10.4.9	The Art of Managing People
10.4.10	Changing Ways
10.4.11	Buyer Brokerage Made Easy
10.4.12	Broker to Broker: Management Lessons from America's Most Successful Real Estate Companies
10.4.13	Broker to Broker: Management Lessons from America's Most Successful Real Estate Companies
10.4.14	Real Estate Office Management, 4th Ed.
10.4.15	1001 Ways To Energize Employees
10.5	Organization
10.5.1	I Would if I Only Had the Time
10.5.2	I Would if I Only Had the Time
10.5.3	Organizing for the Creative Person
10.5.4	The Complete Idiot's Guide to Otganizing Your Life
10.5.5	How to Get Organized Without Resorting to Arson
10.5.6	Organizing from the Inside Out

10.5.7	Time Management from the Inside Out
10.6	Motivation and Leadership
10.6.1	How High Can You Bounce
10.6.2	Playing From the Heart
10.6.3	Words to Ignite Your Resilient Spirit
10.6.4	Annapurna: A Woman's Place
10.6.5	The Magic of Believing
10.6.6	Pulling Your Own Strings
10.6.7	The Magic of Thinking Big
10.6.8	Power Living by Jake
10.6.9	Power With People
10.6.10	Danger in the Comfort Zone
10.6.11	Leadership When the Heat's On
10.6.12	How Full is Your Bucket: Positive Strategies for Work and Life (has CD)
10.6.13	Execution: The Discipline of Getting Things Done
10.6.14	Change the Way You See Everything
10.6.15	Who Moved My Cheese
10.6.16	Who Moved My Cheese
10.6.17	Think and Grow Rich
10.6.18	The Confidence Course: Seven Steps to Self-Fulfillment
10.6.19	There Are No Limits: Breaking the Barriers in Personal High Performance
10.6.20	The Reality of Stress
10.6.21	The Power of Positive Thinking
10.6.22	Don't Sweat the Small Stuff...and its all small stuff
10.6.23	Don't Sweat the Small Stuff at Work
10.6.24	See You at the Top
10.6.25	Success With People Through Human Engineering and Motivation
10.6.26	The Wickman Formula
10.6.27	The Wickman Formula
10.6.28	Tough-Minded Leadership
10.6.29	Stand Up For Your Life
10.6.30	Take time For Your Life
20	Advertising
20.1	Marketing
20.1.1	5 Minutes To a Great Real Estate Ad: A Desk Reference For Top-Selling Agents
20.1.2	5 Minutes To a Great Real Estate Letter: A Desk Reference For Top-Selling Agents
20.1.3	Internet Marketing in Real Estate

20.1.4	Real Estate Guide to Online marketing
20.1.5	Power Real Estate Letters, 3rd Ed. - includes disk
20.1.6	How to Develop and Promote Successful Seminars and Workshops
20.1.7	Real Estate Advertising Ideas
20.1.8	Real Estate Advertising Ideas
20.1.9	The Pocket Ad Writer for Real Estate Professionals
20.1.10	Real Estate Marketing Analysis
20.1.11	Power Marketing
20.1.12	Real Estate Advertising that Works
20.1.13	From Ads to Riches
20.1.14	Marketing Professional Services in Real Estate: Advertising Promotion Public Relations
20.1.15	Marketing Professional Services in Real Estate: Advertising Promotion Public Relations
20.1.16	Profits From Real Estate Publicity
20.1.17	Real Estate Model Letter Desk Book
20.1.18	Waiting for Your Cat to Bark: Persuading Customers When They Ignore Marketing (has CD)
20.1.19	The Marketing Library
20.1.20	Fundamentals of Marketing for the Real Estate Professional
20.2	Land and Farming
20.2.1	Real Estate Farming Campaign for Success
20.2.2	Successful Farming By Mail
20.3	Negotiating
20.3.1	Get Anyone To Do Anything
20.3.2	Instant Negotiator
20.4	Technology
20.4.1	Guide to Real Estate and Mortgage Banking Software
20.4.2	Creating E-mail Newsletters: A Practical Guide for the Real Estate Community
20.4.3	Click and Close: E-Nabling the Real Estate Transaction
20.4.4	Real Estate Technology Guide
20.4.5	Terri Murphy's e-listing and e-selling Secrets: For the Technologically "Clueless"
20.4.6	The Tech-Savy Real Estate Agent
30	Client Services
30.1	Feng Shui
30.1.1	Feng Shui Your Work Spaces
30.1.2	The Everything Feng Shui Book: Create harmony and Peace in Any Room
30.1.3	The Western Guide to Feng Shui: Room by Room
30.1.4	The Western Guide to Feng Shui: Creating Balance, harmony, and Prosperity in Your Environment
30.1.5	10 Minute Clutter Control: Easy Feng Shui Tips for Getting Organized

30.1.6	10 Minute Feng Shui: Easy Tips for Every Room
30.2	Home Staging
30.2.1	Home Staging: The Winning Way to Sell Your House for More Money
30.2.2	Home Staging: Creating Buyer-Friendly Rooms to Sell Your House
30.3	Cultural Diversity
30.3.1	Kiss, Bow, or Shake Hands: How To Do Buisness in Sixty Countries
30.3.2	Beyond Race and Gender
30.3.3	Opening Doors: Selling to Multicultural Real Estate Clients
30.4	For Clients
30.4.1	101 Cost-Effective Ways to Increase the Value of Your Home
30.4.2	100 Questions Every First-Time Homebuyer Should Ask
30.4.3	Houses: The Illustrated Guide to Condruction, Design, & Systems
30.4.4	Squeeze Your Home for Cash
30.4.5	The Healthy Home Kit
30.4.6	Buy Your First Home
30.4.7	Dress Your House for Success
30.5	Local Interest
30.5.1	Greater Sacramento 2006
30.5.2	Sacramento and The Gold Country
30.5.3	Day Trips From Sacramento
30.5.4	Sacramento: Indomitable City
30.6	House Design
30.6.1	512 One-Story Home plans
30.6.2	350 Affordable Home Plans
30.6.3	450 Two-Story Homes: 450 best-Selling Designs
30.6.4	Your American Dream Home
30.7	Historic Properties
30.7.1	Historic Properties
30.7.2	Landmark Yellow Pages
40	Inspection
40.1	Appraisal
40.1.1	Fundamentals of Real Estate Appraisal
40.1.2	Inspecting a Home or Income Property
40.1.3	California Real Estate Appraisal
40.1.4	California Real Estate Power Test Program for Appraisers
40.1.5	Math and Regulations for Appraisers

40.1.6	State Certified/Licensed Real Estate Appraisers
40.2	Pest Control
40.2.1	
40.3	Red Flags and Home Inspection
40.3.1	Real Estate Home inspection From A to Z
40.3.2	InspecTech Red Flags and Disclosures for Real Estate Professionals
40.3.3	Red Flags: Property Inspection Guide
40.3.4	The Complete Book of Home Inspection
40.3.5	Inspecting a House: A Guide for Buyers, Owners, and Renovations
40.3.6	Asbestos Handbook for Remodeling
40.4	Natural Hazards
40.4.1	
50	Commercial and Property
50.1	Commercial
50.1.1	Commercial Real Estate Investing: 12 Easy Steps to getting Started
50.1.2	Problem Real Estate
50.1.3	The Office Building: From Concept to Investment Reality
50.1.4	Industrial Real Estate
50.1.5	Commercial Real Estate: Listing Properties
50.2	Property Management
50.2.1	Landlording and Property Management
50.2.2	Make Money with Small income Properties
50.2.3	Make Money with Condominiums and Townhouses
50.2.4	Property Management in California
50.2.5	The Property Manager's Handbook
50.2.6	Introduction to Commercial Real Estate Sales
50.2.6	Managing Mobile Home Parks
50.2.7	Maximum Management Profit
50.2.8	Principles of Real Estate Management
50.2.9	Environmental Management for Real Estate Professionals
50.2.10	Managing the Office Building
50.2.11	Principles of Real Estate Management
50.2.12	The Successful On Site Manager
50.2.13	The Monopoly Game
50.2.14	Managing Rental Housing
50.2.15	Lease Purchase, America: Workbook
50.2.16	Lease Purchase, America: The Future of Real Estate

50.2.17	Mastering Office Leasing
50.3	Building
50.3.1	Design for Security
50.3.2	Design for Security
50.3.3	Intelligent Buildings
50.3.4	Intelligent Buildings
50.3.5	Building Industry Association of Superior California 1999 Membership Directory
60	Legal/Education
60.1	Contracts
60.1.1	Sample Forms Book, May 2006
60.1.2	Real Estate Contract, Revised
60.1.3	Your Guide to the California Residential Purchase Agreement
60.2	Designations
60.2.1	Sell-a-bration 2005 Workbook
60.2.2	REBAC - Membership Directory 98-99
60.2.3	Who's Who in International Real Estate Membership Directory 1999-2000
60.3	Legal/Ethics
60.3.1	California Business Law
60.3.2	Real Estate Ethics: Good Ethics=Good Business
60.3.3	California Real Estate Law
60.3.4	Property Disclosures: the Real Estate Professional's Guide to Reducing Risk
60.3.5	Ethics and Real Estate
60.3.6	Fair Housing
60.3.7	Personnel Law Answer Book
60.4	License Preparation
60.4.1	How To Prepare For The California Real Estate Exams
60.4.2	California Real Estate Exam Guide
60.4.3	California Real Estate Sales Exam
60.5	License Renewal
60.5.1	
70	Financial
70.1	Finance/Mortgages
70.1.1	Finding Money For Your Small Business
70.1.2	All About Mortgages: Insiders Tips to Finance or Refinance Your Home
70.1.3	The Mortgage Encyclopedia: An Authoritative Guide
70.1.4	Getting Rich in Real Estate Partnerships

70.1.5	How to Be Rich
70.1.6	California Real Estate Finance
70.1.7	Think Like a Tycoon
70.1.8	California Real Estate Finance
70.1.9	California Real Estate Finance
70.1.10	Economic Profiles: The Fifty States
70.1.11	The Loan Officer's Practical Guide To Residential Finance
70.1.12	Real Options Analysis
70.1.13	Business Without Economists
70.1.14	Real Estate and Taxes!: What Every Agent Should Know
70.1.15	Are You missing the Real Estate Boom?
70.1.16	Why The Real Estate Boom Will Not Bust and How You Can Profit From It.
70.2	Foreclosure
70.2.1	The Smart Money Guide to Bargain Homes
70.2.2	Make Money in Short-Sale Foreclosures
70.2.3	How to Make Money on Foreclosures
70.2.4	How to Buy Foreclosed Real Estate For a Fraction of its Value
70.2.5	How to Buy Foreclosed Real Estate For a Fraction of its Value
70.2.6	Keys To Buying Foreclosed and Bargain Homes
70.2.7	Make Money in Short-Sale Foreclosures
70.2.8	Making Big Money Investing in Foreclosures Without Cash or Credit
70.2.9	Gold mining in Foreclosure Properties
70.3	Title and Escrow
70.3.1	California Real Estate Escrow
70.3.2	Escrows Principles and Procedures
70.4	Retirement
70.4.1	Real Estate for Boomers and Beyond
70.4.2	Retire on the House: Using Real Estate to Secure Your Retirement
70.4.3	This is Not Your Parents Retirement
70.4.4	Retirement Living
70.4.5	Retirement Living
70.4.6	Targeting the Over-55 Client: Targeting Guide to Today's Fastest Growing Market
70.5	1031
70.5.1	Understanding 1031 Tax-Free Exchanges
80	Audio
80.1	Career and Success
80.1.1	How to Be a No-Limit Person

80.1.2	How to Balance Your Life
80.1.3	Real Estate Telephone Prospecting
80.1.4	Superstar Series Tips and Techniques from the Superstars Volume 1
80.1.5	Superstar Series Tips and Techniques from the Superstars Volume 2
80.1.6	Superstar Series Tips and Techniques from the Superstars Volume 3
80.1.7	Superstar Series Tips and Techniques from the Superstars Volume 4
80.1.8	Superstar Series Tips and Techniques from the Superstars Volume 4
80.1.9	Tips and Techniques from the Superstars Part Two Volume One
80.1.10	Tips and Techniques from the Superstars Part Two Volume One
80.1.11	Tips and Techniques from the Superstars Part Two Volume Two
80.1.12	Tips and Techniques from the Superstars Part Two Volume Three
80.1.13	Tips and Techniques from the Superstars Part Two Volume Three
80.1.14	Tips and Techniques from the Superstars Part Two Volume Four
80.1.15	Tips and Techniques from the Superstars Part Two Volume Four
80.1.16	Tips and Techniques from the Superstars Volume II
80.1.17	Tips and Techniques from the Superstars Volume III
80.1.18	Making Life Fun
80.1.19	Tom Lundstedt Seminars
80.1.20	Tom Lundstedt Seminars
80.1.21	How High Can You Bounce
80.1.22	Power Pack I: Power Methods
80.1.23	Power Pack II: Personal Power
80.1.24	Power Pack III: From Vision To Reality
80.1.25	Power Pack IV: Discovering Your Best Self
80.1.26	Power Pack V: Four Stages To Greatness
80.1.27	Power Pack VI: Overcoming and Breaking Through
80.1.28	Sell-a-Bration 2005 (has workbook)
80.1.29	How To Become a Rainmaker
80.1.30	The One Minute Manager
80.2	Sell/List/Buy
80.2.1	How To Master the Art of Listing Real Estate
80.2.2	Mastering the Art of Selling Real Estate
80.2.3	Mastering the Art of Selling Real Estate
80.2.4	The Official Guide to Success Volume One
80.2.5	Real Estate Listing Strategies
80.2.6	Real Estate Selling Strategies
80.2.7	Premiere Sales Skills for Today's Real Estate Market

80.2.8	The Level Selling System
80.2.9	Advanced Listing and Selling Strategies
80.2.10	Super Natural Selling
80.2.11	Advanced Selling Techniques
80.2.12	Real Estate Agency Buyer Brokering
80.2.13	Selling the Danielle Kennedy Way
80.2.14	Effective Sales Management
80.2.15	Working With Buyers
80.2.16	Working With Buyers
80.2.17	Superstar Sales Retreat
80.2.18	Superstar Sales Retreat
80.2.19	Superstar Sales Retreat
80.2.20	Superstar Sales Retreat
80.2.21	"15" Minutes Before
80.2.22	"15" Minutes Before
80.2.23	Sales 2: Career Development
80.2.24	Sales 3: Career Development
80.2.25	Listing and Selling for Higher Production 1
80.2.26	Listing and Selling for Higher Production 3
80.2.27	Creative Listing and Prospecting Methods
80.2.28	Joe Stumpf's Listing Presentation
80.2.29	Joe Stumpf's Listing Presentation
80.2.30	Get the Listing Priced Right
80.2.31	Selling Income Property Successfully
80.2.32	The Complete Idiot's Guide to Buying and Selling a Home
80.2.33	The Joy of Selling
80.2.34	The Psychology of Selling: The Art of Closing the Sale
80.2.35	Tom Hopkin's Audio Sales Collection
80.2.36	Tom Hopkin's Audio Sales Collection
80.2.37	Zig Ziglar's Secrets of Closing the Sale
80.2.38	Succeed in Real Estate Without Cold Calling
80.2.39	Sales Success: motivation from Today's Top Sales Coaches
80.3	Motivation and Leadership
80.3.1	Think and Grow Rich
80.3.2	The Universal Laws of Success and Achievement
80.3.3	Lead in the Field
80.3.4	The Psychology of Achievement

80.3.5	The Psychology of Success
80.3.6	Affirmations: Positive Thought For Sales Success - Mike Ferry
80.3.7	The Success Principles: How to Get from Where You Are to Where You Want to Be.
80.3.8	Attitude is Everything: 10 Life Changing Steps to Turning Attitude into Action
80.3.9	Believe and Achieve
80.3.10	The 5 Essential People Skills
80.4	Negotiating
80.4.1	The Psychology of Real Estate Negotiation
80.4.2	The Secrets of Power Negotiating
80.4.3	You Can Negotiate Anything
80.4.4	Effective Negotiating Strategies: Friendly Persuasion
80.5	Marketing
80.5.1	Campaign Marketing
80.5.2	Marketing Warfare
80.6	Financial
80.6.1	The Automatic Millionaire Homeowner: A Powerful Plan to Finish Rich in Real Estate
80.6.2	The ABC's of Real Estate Investing
80.6.3	How to Get Started in Real Estate Investing
80.6.4	How to Get Started in Real Estate Investing
80.6.5	Building Wealth One House at a Time
80.7	Foreclosure
80.7.1	Real Estate Goldmine: How To Get Rich Investing in Pre-Foreclosure Properties
80.8	Client Services
80.9	Education/Legal
90	DVD and Video
90.1	General
90.1	Preparing Your Home To Sell (Video)
90.2	How To Stage Your Home To Sell For Top Dollar (DVD)
90.3	How To Stage Your Home To Sell For Top Dollar (DVD)
90.4	How To Price Your Home To Sell For Top Dollar (DVD)
90.5	Don't Be A Victim: Personal Safety For Realtors (Video)
90.6	Don't Be A Victim: Personal Safety For Realtors (Video)
90.7	An Interactive Guide to Real Estate (CD ROM)
90.8	An Interactive Guide to Real Estate (CD ROM)