



Capturing the Pulse of the HOA Industry  
HOA Industry News, Articles, and Links

In This Issue:  
Business Spotlight  
HOA Pulse Articles  
Web Articles

### New Site Feature

Be sure to check out the “Stats” tab on the top menu of HOA Pulse. This takes you to “Pulse Stats” featuring housing and community association industry statistics, plus charts and graphs to help readers easily understand the information presented.

Pulse Stats content is provided by Clifford J. Treese of Association Information Services, Inc., as part of his weekly “Metrics for the Depressed” communication. This site feature will generally be updated weekly, and the archive contains links to prior issues.

**Business Spotlight**  
**SBH Accountants**

### Jobseeker: Selling Yourself

For most professionals, it is difficult to discuss and/or sell their professional abilities. It is definitely a task easier said than done.

[Read More](#)



SBH & Associates, LLP

Audit & Tax Services  
Serving all of California

[www.sbhaccountants.com](http://www.sbhaccountants.com)  
(760) 325-2353

### New Job listings

Please visit the “HOA Staffing” section of HOA Pulse to see new job listings; more than a dozen new job listings have been added this week. The variety of job offerings include positions for onsite manager, portfolio manager, administrative assistant, building engineer, and more.

You must register on the site to access the HOA Staffing section.

SBH Accountants are located in Palm Springs, California and serve the entire California market.

[Read More](#)

### New Cases Added:

Alpert v. Villa Romano HOA

Acacia on the Green Condominium Association, Inc. v. Gottlieb

Alberto San, Inc. v. Consejo de Titulares del Condominio San Alberto

HOA Pulse  
Published by H I Marketing, LLC  
60 E. Rio Salado #900  
Tempe Arizona  
All rights reserved

[For More Articles and Web Articles Click Here](#)

## Business Spotlight

### SBH & Associates, LLP

SBH & Associates, LLP is a full service firm located in beautiful Palm Springs, California. The firm boasts a rich 50 plus year history of service to the local community, and has provided business, tax and consulting services to thousands of clients.

While having served the homeowners association market in a small way for many years by providing monthly accounting and tax services, the firm added an audit partner in 2008 and expanded the firm's services to include review and audit services to the homeowners association industry. The firm presently provides audit, review and tax services to more than a hundred Homeowners Association clients in California. Although located in southern California, the firm serves association clients throughout the state.

SBH & Associates, LLP prides itself for providing outstanding service to their clients due to their dedication to three underlying principles of professionalism, responsiveness and quality.

Please contact audit partner Steve Haigler or tax partner Cindy Botkin at (760) 325-2353 for more information.



SBH & Associates, LLP

Audit & Tax Services  
Serving all of California

[www.sbhaccountants.com](http://www.sbhaccountants.com)  
(760) 325-2353

**Karen Bennett**  
PCAM,<sup>®</sup> CCAM<sup>®</sup>

*Community Management Consultant*

**CIDexpert.com**



Reserve study  
services nationwide

[www.reservestudyusa.com](http://www.reservestudyusa.com)

(877)304-6700

## Jobseekers: Selling Yourself

By: Maurice Williams

For most professionals, it is difficult to discuss and/or sell their professional abilities. It is definitely a task easier said than done. Job-seekers are now more than ever must keep in mind that they should be prepared to tell a potential employer what they can do for them—while keeping in mind that honesty is the best policy. In today's competitive employment market job-seekers must display confidence and competence without being arrogant. The best way to learn how to sell your skills and services is through preparation and practice. Job-seekers should practice the following:

- Posture
- Handshake
- Maintaining eye-contact
- Not interrupting interviewer
- Correlating experience to company's job description
- Relaxing

Telling your story

### Ways to sell yourself:

- Provide actual sales or production numbers
- Provide actual savings and or reduction numbers
- Correlate your experience with what is desire in the job description
- Awards and recognition
- Project deadlines
- Mergers and Acquisitions
- Project Management
- Took company public
- System conversion

By Maurice Williams

Premier HOA Staffing

[PHOASTAFFING@gmail.com](mailto:PHOASTAFFING@gmail.com)

(805)612-7165



**PORTER & COMPANY**  
*Certified Public Accountant*  
**Audt & Tax Services**

Serving Nevada & California

Tax exemption services nationwide

[www.garyporter CPA.com](http://www.garyporter CPA.com)  
(800) 304-6700



Specialized community association staffing  
Temporary, Permanent, Temp-to-Perm, Contract  
[victor.williams7@gmail.com](mailto:victor.williams7@gmail.com)  
(805) 518-1310



Article Title	Article Summary	State
<a href="#">Marco Island City Council: Seawall ordinance lags behind technology</a>	Condo association appeals the denial of its seawall replacement permit	Florida
<a href="#">Penhorwood beefs up lawsuit</a>	Penhorwood Condo Association is suing for millions more in an ongoing lawsuit since inspectors now claim the condo buildings are condemned and uninhabitable.	Canada
<a href="#">Why you need to insure your home, no matter where you live</a>	Property insurance is crucial to protecting your home and its contents.	Nevada
<a href="#">Harper resurrects condo bill</a>	A bill that takes power away from condo associations makes it to the Legislature again.	Arizona
<a href="#">OC Condo Association seeks \$1 million in civil suit</a>	A full service public accounting firm that handled property management for condo associations, is under investigation for fraud and embezzlement	Maryland
<a href="#">Board works backward on ballots, candidate statements</a>	Election Procedures and property manager responsibilities are addressed	Illinois
<a href="#">Richard White: Can insurance company increase coverage and costs on unit?</a>	Insurance and maintenance are discussed in this Q & A.	Florida
<a href="#">Board email issue remains unsettled</a>	Electronic Communications among board members are not expressly identified as official records in the Condominium Act but that does not settle the issue.	Florida
<a href="#">Troubleshooter: Homeowners association bill</a>	North Carolina Representative Rodney Moore supports a bill that stops HOAs from foreclosing on homeowners.	North Carolina
<a href="#">Texas HOAs under heavy fire in Austin</a>	A number of new laws are proposed that are designed to restrict HOA powers that keep homeowners under financial duress and debt.	Texas
<a href="#">Tips to help navigate maze of homeowner tax breaks</a>	A brief guide to homeowner taxes for 2010 returns.	California
<a href="#">Authorities Take Records in HOA Raid</a>	Authorities from the Nevada Attorney General's office raided an HOA accused of fraud and embezzlement.	Nevada
<a href="#">Opponents tangle in fight over lake fishing</a>	Residents are worried that the catch and release fishing on Calabasas Lake is leaving hazards for pets and wildlife.	California

Article Title	Article Summary	State
<a href="#">Residents Campaign Against Power Line</a>	Residents are angry and frustrated by a new 600 kilovolt power line being planned on open land near their homes.	Nevada
<a href="#">Condo Talk: Can you still buy a condominium?</a>	Advice on purchasing a condominium is offered	Illinois
<a href="#">HOA Adviser: Is board liable when refusing to obtain reserve study?</a>	Board members can be held legally liable for negligence for not obtaining a reserve study.	California
<a href="#">Tree removal leaves homeowners livid</a>	Trees and plants were removed without notifying the homeowner to accommodate new retail stores	Illinois
<a href="#">HOA goes after woman's garage as 'community center'</a>	A woman who knits and watches tv in her garage, sometimes with neighbors, gets notified by HOA that she is not following the covenants.	California
<a href="#">Education is key to becoming a good HOA board member</a>	Three primary fiduciary responsibilities are described for an HOA board	Nevada
<a href="#">King William group helps neighbors sterilize pets</a>	HOA reimburses residents when they sterilize their pets	Texas
<a href="#">Ernst: Venice water bills unfair to condos?</a>	Condo owners at a disadvantage with water and sewer billing	Florida
<a href="#">Making the most of a spring walk-through</a>	Community associations use spring as the time for a walk-through.	Illinois
<a href="#">HOA that prohibited hoarding now talks smoking restrictions</a>	Board of Directors for United Mutual is considering a policy that would limit where residents can smoke	California

**WINDING CREEK DESIGN**  
Your Current To Success

- Marketing •
- Web Design
- Print/Layout •
- Application Development
- Consulting •



[www.windingcreekdesign.com](http://www.windingcreekdesign.com)

**ALLIANCE**  
Association Financial Services™

**Innovative financial solutions for the Community Management Industry.**

Alliance Association Financial Services is a division of Bank of Nevada, an affiliate of Western Alliance Bancorporation. MEMBER OF WESTERN ALLIANCE BANK GROUP FDIC

**888.734.4567**  
**www.aafin.com**

**Frank Civil Consulting**

**Exceptional Land Development Guidance**

[www.frankcivilconsulting.com](http://www.frankcivilconsulting.com)  
(480) 654-4533

**Butler, Jones & Hansen, PC**

**Certified Public Accountants**

Serving Associations in Arizona

Quality service and conformance with professional standards

[www.butlerjones.com](http://www.butlerjones.com)  
(480) 497-1250