



EDUCATION UPDATE

May 2018 CLASSES

Housing and Land: Market Perspective

May 1 | 1 pm – 5 pm

Keynote Speakers: Dr. George Hammond and Lisa Atkins with Panel Discussions

Cost: \$60

Presented by the Southern Arizona Appraisal Institute. This course will review the latest market conditions and land development. Four different panels will be showcased including: Residential, Multi-family, Land and Builder/Developer.

To Register, please contact Linda Beacon at linda@weissenbornappraisal.com

Broker Management Clinic #1: Statutes & Rules for the Residential Resale Brokerage

May 3 | 8 am – 11 am

Instructor: Andy Israel

CE: 3 Hours of Commissioner's Standards (does NOT meet NAR's COE requirement)

Effective from and after January 1, 2013, each Designated Broker and Delegated Associate Broker, one who is delegated the written authority to act on the Designated Broker's behalf to review and initial contracts or similar instruments pursuant to A.R.S §32-2151.01(G) must take the new Broker Management Clinic 9-hour requirement.

[REGISTER HERE:](#)

VIDEO SHOWCASE

Your member portal saves time and provides you the receipts and records you need!

[The Member Portal Allows You Easy, At Your Finger Tips Answers](#)

Your MLSSAZ quick tips and features to save time and customize your usage! [Master MLSSAZ on Your Time](#)

[Click here to choose any of the above videos.](#)

FOR MLSSAZ CLASSES

There is a recommended sequence to take classes to maximize your MLSSAZ learning path and to feel comfortable with the pace of each class:

1.MLSSAZ 101:

Broker Management Clinic # 2: Broker Policy Development for Residential Resale Brokerages

May 3 | 11:30 am – 2:30 pm

Instructor: Andy Israel

CE: 3 Hours of Commissioner's Standards (does NOT meet NAR's COE requirement)

Effective from and after January 1, 2013, each Designated Broker and Delegated Associate Broker, one who is delegated the written authority to act on the Designated Broker's behalf to review and initial contracts or similar instruments pursuant to A.R.S §32-2151.01(G) must take the new Broker Management Clinic 9-hour requirement.

This course addresses broker policy development and related topics, including at least one of the following: the establishment of broker supervision policies (A.A.C. R4-28-1103) or practical application for enforcement of the policies, or emphasizing those policies that ADRE has identified as common complaints or violations and how to avoid them.

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Broker Management Clinic #3: Broker Supervision for the Residential Resale Brokerages

May 3 | 2:30 pm – 5:30 pm

Instructor: Andy Israel

CE: 3 Hours of Commissioner's Standards (does NOT meet NAR's COE requirement)

Effective from and after January 1, 2013, each Designated Broker and Delegated Associate Broker, one who is delegated the written authority to act on the Designated Broker's behalf to review and initial contracts or similar instruments pursuant to A.R.S §32-2151.01(G) must take the new Broker Management Clinic 9-hour requirement.

This course includes: broker supervision, broker risk management, broker responsibilities/legal obligations and other related topics.

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Set Up Facebook Business for REALTORS® with Kurtis Bieber

May 4 | 9 am – 12 pm

Instructor: Kurtis Bieber

Come learn the day to day components of Facebook! Learn how to set up your business account and how to make it work for you!

[REGISTER HERE:](#)

Impact of Credit on a Real Estate Transaction

May 11 | 9am – 12pm

Instructor: Idalia Nayestani

This class gives participants an understanding of what mortgage lenders look for on a credit report, how to correct errors on reports, and how different factors have different effects on the ability to obtain a mortgage.

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Introduction to the Features of Flexmls

2.MLSSAZ Searching and Results in Flexmls

3.MLSSAZ: Comparative Market Analysis (CMA) Reports in Flexmls

MLSSAZ: Introduction to Flexmls 101

May 4 | 10am-12pm

This class is the focus of listing collections, subscriptions and creating a client portal. Learn all the basic features

[Register Here](#)

MLSSAZ: Comparative Market Analysis

May 10 | 10am to 12pm

This class focuses on the one line CMA, the Quick CMA and the Full CMA. It is fast paced and you need to have completed the Searching class or the 101 to attend.

[Register Here](#)

MLSSAZ: Searching and Results in Flexmls

May 14 | 1pm-3pm

This class includes searching with all the upgraded features, zip code, map features and tools and the best principles to ensure the results you desire.

[Register Here](#)

MLSSAZ: Comparative Market Analysis

May 15 | 10am to 11am

Webinar Opportunity - No need to leave home!

You will receive a Web Ex invitation 24 hours in advance of the program and

CRPM: Advanced Property Management Bootcamp- REMOTE class
May 11 | 9 am – 12 pm
Instructor: Sue Flucke/ Denise Holliday
CE: 3 Hours Fair Housing/ 3 Hours Contract Law
Cost: \$69- \$99

AAR hosts this informative course! Get a detailed breakdown of all the critical and usually misunderstood statutes that can create liability for the owner and property manager.

[REGISTER HERE](#)

Renovation REALTOR®
May 16 | 9 am – 12 pm
Instructor: Derrick Polder
CE: 3 Hours Contract Law

What is a conventional Renovation loan? How can it help your buyers? Your buyer loves the property, but the home needs some major TLC? Learn how renovation loans can make it possible for buyers to purchase a property with a cost of repairs and improvements included in the loan.

[REGISTER HERE:](#)

Professional Conduct and the Real Estate Professional
May 16 | 1 pm – 4 pm
Instructor: Glen Smart
CE: 3 Hours Commissioner's Standards

Are your day-to-day activities and the advice you give clients compliant with the Real Estate Commissioner standards? Join us in this high energy class as we explore NAR's Code of Ethics and the Arizona Department of Real Estates' rules using real-life case studies and examples.

[REGISTER HERE:](#)

RESPA: The Good, The Bad and The Ugly
May 17th | 1pm-4pm
Instructor: Joeann Fossland
CE: 3 Hours Real Estate Legal Issues

Join us for this fun interactive class regarding RESPA!

Understand the Real Estate Settlement Procedures Act. Know what you can and can't do in regards to referrals and affiliate contributions. Learn how to brand and market your niches with partners, legally.

Understand how the CFPB (Consumer Finance Protection Bureau) has changed the enforcement and size of fines. Learn how to be safe!

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simply log in from the comfort of your home or office.

Learn how to create the One Line Comparative Market Analysis Report (CMA) or the Quick CMA – both excellent for market analysis or sales presentations.
[Register Here](#)

RPR Introduction:
May 23 | 10am-12pm

This class is for beginners who have not ventured into the benefits of RPR (Realtors Property Resource) – a benefit to you as a member from NAR.

This class covers: What is RPR? How to use the basics, how to create reports, how to update your profile and home page navigation.

[Register Here](#)

MLSSAZ: Introduction to Flexmls 101
May 25 | 10am-Noon

This class is the focus of listing collections, subscriptions and creating a client portal. Learn all the basic features

[Register Here](#)

MLSSAZ: Searching and Results in Flexmls
May 30 | 10am-12pm

This class includes searching with all the upgraded features, zip code, map features and tools and the best principles to ensure the results you desire.

[Register Here](#)

Questions about which

class is best for your
needs? Please call
BethAnn, Training
Specialist, 382-8790.

New Member Orientation
May 21 | 9 am – 3 pm
CE: 3 Hours Commissioner's Standards

This course is designed to provide you with the tools, resources, knowledge and relationships to build a successful real estate career. This course also meets the requirements of the National Association of REALTORS® mandated Ethics requirement. We will address common issues and questions which arise in the real estate industry and help you begin your real estate career with excitement and enthusiasm. We can't wait to involve you in the Voice for Real Estate within Southern Arizona.

[REGISTER HERE:](#)

Mastering the Code
May 22 | 1 pm – 4 pm
Instructor: Pat Leahy
CE: 3 Hours Commissioners Standards

This class fulfills the NAR Code of Ethics requirement. REALTORS® are required to complete ethics training within a two-year cycle. The current two-year cycle will end Dec. 31, 2018.

[REGISTER HERE:](#)

GRI Transaction technology
May 24 | 9 am – 4 pm
Instructor: Joeann Fossland
CE: NONE

With over 70% of buyers and 75% of home sellers turning to the Internet to find a real estate professional, today's agents must have a clear understanding of the tech tools available to help them be more efficient, more productive and reach more clients.

For THIS class ONLY--laptops and iPads are optional but allowed.

[REGISTER HERE:](#)

Contact Information:

Annalisa Moreno, annalisa@tucsonrealtors.org or 520-382-8789

Amy Whittier amy@tucsonrealtors.org or 520-382-8788

FlexMLS Classes: BethAnn Neynaber, bethann@tucsonrealtors.org
520-382-8790

Education Class Policies (applies to TAR classes/seminars):

Walk-in Policy: Provided there is space in the class, walk-ins are allowed to attend for a fee of \$10. There is no fee for MLS classes.

Cancellation Policy: Cancellation must be received no later than 24 hours prior to the class date. After that period a \$20 no show fee will be assessed.

Late Policy: To receive Continuing Education Credit, the attendee must not be later than 5 minutes after the published class start time. This policy also applies to non-CE classes.



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