



AUGUST 2018

PROFESSIONAL DEVELOPMENT

Many of our classes are provided to members at no charge!

BRAND NEW COURSE!
Tucson Association of REALTORS® & Arizona RRC Presents:
CRS: HOW TECHNOLOGY CAN RUIN YOUR REAL ESTATE BUSINESS

CRS

Date: Thursday, August 2
Time: 8:30am-4:30pm
Instructed by: Craig Grant
Location:
Tucson Association of REALTORS®
2445 North Tucson Boulevard

Registration Fee: \$99
AZ CE: 3 Hours Agency Law and
3 Hours Commissioner's Standards
CRS Credit: 8 course credits towards
CRS Designation
Registration: tucsonrealtors.org

Thursday, Aug. 2

CRS: How Technology Can Ruin Your Real Estate Business

8:30 am – 4:30 pm

Instructor: National Speaker, Craig Grant

AZ CE: 3 Hours Agency Law / 3 Hours Commissioners

CRS Credit: 8 course credits towards CRS Designation

COST: \$99

Come hear National Speaker Craig Grant this Thursday! There's still time to sign up. You'll receive both CE & CRS credit. This course empowers you with the strategies and tools you need to navigate your business and clients through the perilous legal, online and social media world. You'll leave with actionable tips and strategies for personal security as well as security for your technology devices.

[Flyer](#) [Click to Register](#)

MLSSAZ CLASSES

Questions about the class or if it's a fit for you? [Connect with BethAnn](#), Training Specialist

August 9

10:00-Noon

MLSSAZ: Searching and Results in Flexmls

[Click Here to Register](#)

August 13

1:00pm-3:00pm

MLSSAZ: Comparative Market Analysis

[Click Here to Register](#)

August 23

10:00am-12:00pm

MLSSAZ: Introduction to Flexmls 101

[Click Here to Register](#)

August 8

Understanding the FHA *CE

1 pm – 4 pm

Instructor: Derrick Polder

CE: 3 Hours General

Course participants will gain an insight into the FHA approval process, and learn about rules and requirements of FHA approved financing. Participants will be better prepared to work with clients in understanding these essentials.

[REGISTER HERE](#)

August 10

CRPM: Case Studies in ARLTA L102 via Live Stream *CE

1pm- 4pm

Instructor: Denise Holliday, Esq.

CE: 3 Hours Legal Issues

Delve into actual cases and the specific landlord-tenant statutes that apply. This interactive class will challenge you to test your property management knowledge and help you hone those skills. [REGISTER HERE](#)

August 14

CCIM: Monthly Education Program *CE

1:15pm- 4:30pm

CE: 3 ADRE Hours of Fair Housing

ADA and the Commercial Licensee. [REGISTER HERE](#)



August 15

Inspiring the

Client *CE

9 am – 12 pm

CE: 3 Hours Agency

Instructor: Theresa

Barnabei

Knowing How to

Become the

Inspirational Spark to

Action

The top real estate

producers don't follow, they lead. They lead by inspiring their clients to action. Do you know how to fulfill your agency relationships by getting your sellers and buyers off the fence and moving in a direction that culminates in a closed transaction? We can show you the techniques and strategies that will lead your clients to want to do business with you, right here, right now, today. [REGISTER HERE](#)

August 15

Pathway to Purchase 2 Seminar with Arizona Department of Housing

1pm-2:30pm

Presenter: Reginal Givens, Assistant Deputy Director of Operations

Arizona Department of Housing is relaunching the down payment assistance program, Pathway to Purchase (P2P) in August! Join us for this information seminar as the Assistant Deputy Director presents P2P details!

The Arizona Department of Housing will partner this summer with the Arizona Industrial Development Authority (AzIDA) and the Pima Co/Tucson Industrial

August 29

10:00-Noon

MLSSAZ: Searching and Results in Flexmls

[Click Here to Register](#)



Development Authorities (Pima Co/Tucson IDAs) to launch one last round of Pathway to Purchase (P2P) Down Payment Assistance (DPA). DPA will be available in 26 specific zip codes located in 12 communities in Arizona. P2P assistance will provide 10 percent of the purchase price (or up to \$20,000) towards the down payment in the purchase of a home, and the IDAs will provide the mortgages. The PimaCo/Tucson IDAs will offer mortgages within Pima County, and the AzIDA will provide mortgages statewide. Mortgages offered by the IDAs are 30-year, fixed rate mortgages at going interest rates. The Department expects to make at least \$15 million available for DPA.

[REGISTER HERE](#)

August 20

New Member Orientation

9:00 am – 3:00 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. Note: Please wear your name tag to class. Also, the classroom temperature will be set to 72-74 degrees; if you tend to get cold please bring a sweater or jacket.

[REGISTER HERE](#)

August 21

Demystifying Down Payment Assistance Programs and Housing Tax Credits

Lunch and Learn

11:30pm-1:00pm

Presenter: Patty Gonzalez, Community Investment Corporation

There are so many down payment assistance programs available! Which is right for your homebuyers?

Join us for this lunch and learn! The following programs will be examined:

MCC- Mortgage Credit Certificate; PTHS Pima Tucson Homebuyer solutions; HOME (3.5% assistance)

WISH 93x match funds); Native American Funds (Tribal); PSP (State Program) and HOME Plus (State Program)!

[REGISTER HERE](#)

August 22

GRI Agency

9:00 am – 4:00 pm

Instructor: Marge Lindsey

CE: 6 Hours Agency

Cost: \$50-100

What exactly is agency and how do you create an agency relationship? As a real estate professional, you need confidence in your abilities to represent your clients judiciously. This class covers fiduciary duties, disclosures, limited representation, and agency implications, issues and solutions for what you can do to protect yourself, your business, your broker and clients.

Real estate practitioners should be prepared to explain agency to their clients and be able to distinguish the differences in representation and effectively utilize agency forms and agreements. This course is designed to assist a real estate professional to be better equipped to clarify agency and recognize the agency issues that impact their real estate practice every day. [REGISTER HERE](#)



August 23

Art of Open House *CE

1 pm – 4 pm

Instructor: Joeann Fossland

CE: 3 Hours Real Estate Legal Issues

A comprehensive overview of holding an Open

House in today's market!

- Learn how to represent and differentiate between customers and clients
- Understand the Real Estate Settlement Procedures Act and how to legally partner with affiliates and service providers
- Prepare for maximum traffic
- How to legally promote and advertise, online and off
- Options including Mega Open Houses, Open House Tours and Online Open Houses [REGISTER HERE](#)

August 24

Celebrating 50 years of Fair Housing in 2018 *CE

8:30am-12 pm

CE: 3 Hours Fair Housing provided by Southwest Fair Housing Training Center

Attendees will acquire an understanding of the Federal and State of Arizona Fair Housing Laws and the current topics relevant to fair housing. This class will help to answer questions such as do service animals need specialized training in order to be permitted a reasonable accommodation, can you name the additional protections the Tucson City Code has added and much more. [REGISTER HERE](#)

Sponsored by the TAR Property Management Committee, National Association of Residential Property Managers (NARPM) and Southwest Fair Housing Council

August 24

Property Management and the NAR Code of Ethics *CE

1 pm-4 pm

CE: 3 Hours Commissioner's Standards

In a typical day in the life of a property manager, how does the NAR Code of Ethics apply to what you do? This class will help you to analyze key articles in NAR's Code of Ethics and see how those rules apply to your property management activities and equip you with tips on how to avoid violations. This course can be applied toward the CRPM: Certified Residential Property Manager. [REGISTER HERE](#)

August 28

Mastering the Code *CE

1 pm – 4 pm

Instructors: Mike Mulvena

CE: 3 Hours Commissioner's 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](#)

August 29 AND August 30

Real Estate Negotiation Expert Certification (RENE) *CE

9 am – 4 pm

Instructor: Evan Fuchs

Cost: \$120

The Real Estate Negotiation Expert (RENE) certification is for real estate professionals who want to sharpen their negotiation skills. The RENE certification program gives REALTORS® the tips and tools they need to be skillful advocates for their clients.

- Improve your negotiating skills
- Learn about behind-the-scenes issues and how to deal with them
- Learn how to handle a wide range of personalities and situations
- Learn to sort out the competing objectives of the parties involved in a transaction [REGISTER HERE](#)

August 29

Disclosures: Rights and Wrongs *CE

1 pm – 4 pm

Instructor: Glen Smart

CE: 3 Hours Disclosure

Join us for a closer look into disclosures and buyer's rights in the state of Arizona!

Understand how disclosures can affect your clients' transaction and identify red flags that could become disclosure issues. [REGISTER HERE](#)



Forget Something?

The NAR Code of Ethics training deadline is



THE NATIONAL ASSOCIATION OF REALTORS® | NAR.REALTOR/CODE-OF-ETHICS/TRAINING

The advertisement features a man in a blue shirt looking thoughtful against a teal background. A calendar icon highlights December 31 as the deadline.