



# EDUCATION UPDATE

## MARCH 2018 CLASSES

### **Creating a Cloud Environment for Real Estate with Kurtis Bieber**

**March 2**

9:00 am – 12:00 pm

Instructor: Kurtis Bieber

Have you ever wondered why have a Cloud? What do I do with a Cloud? Learn about Cloud Management for REALTORS®! Design a File Management System for your business. Build a Systematic File System for documents and discover how to ensure protection. [REGISTER HERE](#)

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### **GRI Effective Strategies for Building Client Relationships**

**March 6**

9:00 am – 4:00 pm

Instructor: Evan Fuchs

CE: 6 Hours General

Upon completion of this one day course, you will have defined your role as a real estate professional, knowing how to communicate and lead the transaction, and delivering superior customer service are all key elements to building and maintaining your real estate business. This course covers strategic steps to improve your negotiation skills, assess seller and buyer needs, overcome client objections and deliver a stellar listing presentation. This course also provides checklists, real-life scenarios and problem-solving solutions for challenges you are likely to encounter.

[REGISTER HERE](#)

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### **CCIM: Commercial Broker Management Clinic 2**

**March 13**

1:00 pm- 4:30 pm

### **Online Learning Options**

#### **Spotlight Video:**

[Customizing Your Listing](#)

[View](#) – once you select the properties for your client, you can choose the fields you want to see such as agent remarks or showing instructions when you choose List.

[Click here to choose any of our MLSSAZ videos](#)

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### **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: Introduction to the Features of Flexmls
2. MLSSAZ Searching and Results in Flexmls
3. MLSSAZ: Comparative Market Analysis (CMA) Reports in Flexmls

Instructor: Patrick Sheehan  
CE: 3 hours Commissioner's Standards  
Commercial Broker Management Clinic 2 - Broker Policies  
The licensee will learn how to develop broker supervision policies, a broker policy manual and an independent contractor agreement (ICA) in compliance with the AZ revised statutes and the AZ administrative code. [REGISTER HERE](#)

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### **Safety Comes in All Forms**

**March 15**

9:00 am – 12:00 pm

Instructor: Theresa Barnabei

CE: 3 Hours Agency Law

Join us for this informative panel discussion! Our fiduciary duties of confidentiality and reasonable care have never been more important. With email fraud on the rise, physical safety concerns at an all-time high, and overall safety concerns at the forefront, this class is a must to protect our clients and ourselves!

[REGISTER HERE](#)

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### **New Member Orientation (This class is ONLY for NEW members)**

**March 19**

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. [REGISTER HERE](#)

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### **Protect and Serve Your Buyers and Sellers**

**March 21**

9:00 am - 12:00 pm

Instructor: Joeann Fossland

CE: 3 Hours Disclosure

This Class will teach you how to use the RPR (REALTORS® Property Resource) Platform to serve the needs of your buyers and sellers at an in-depth level!

- Recognize the need to listen to the client/customer and review skills that will help develop customized research that fits their needs and discloses important information about property.
- Apply information from external resources to support client's needs, disclosing the importance and value of a market analysis when selling or buying, utilizing area information, using the buyer advisory.
- Identify reports and resources for buyers and sellers that disclose

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### **MLSSAZ: Comparative Market Analysis Reports in Flexmls**

This class focuses on the 3 forms of CMA reports - 1 line, Quick CMA and Full CMA. You need to have attended MLSSAZ 101 or MLSSAZ Searching or have at least 1 year experience as an agent to attend this class. It is fast paced and results-oriented.

**March 5**

**1:00 pm-3:00**

**Lab**

[Register Here](#)

**March 27**

**10:00 am - Noon**

**Lab**

[Register Here](#)

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### **Introduction to Flexmls 101**

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

**March 15**

**1:00 pm - 3:00 pm**

**Lab** [Register Here](#)

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### **Searching & Results in Flexmls**

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.

**March 20**

**10:00 pm-Noon**

**Lab**

[Register Here](#)

area information, property value, flood zones, tax information, Home Owners Associations, schools, etc., and how to integrate and present detailed information. [REGISTER HERE](#)

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### **FHA Update with HUD**

**March 21**

1:00 pm- 3:00 pm

Speaker: Nancy West, Housing Program Officer, U.S. Department of Housing and Urban Development

Join us for this informative presentation provided by HUD

Representative, Nancy West!

Here the latest updates on:

- The HUD Single-Family 4000.1 Handbook (Origination through post-closing)
- Mortgage Insurance Premiums; why and benefits to future buyers
- Myth's Fico score requirement, appraiser requirements that all that changes was wording, things that lenders claim are FHA guidelines when in fact it is a lender overlay/added restriction to FHA, etc.)
- Condominiums' added temporary provisions to promote more affordable housing options
- HUD REO's in AZ

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### **Mastering the Code**

**March 22**

9:00 am – 12:00 pm

Instructor: Pat Leahy

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.

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### **Legal Issues In Credit & Real Estate Transactions**

**March 27**

1:00 pm- 4:00 pm

Instructor: Glen Smart

CE: 3 hours Legal Issues

Credit reports play a critical role in the real estate transaction and could mean all the difference for your clients! Join us for this class and take an insight look at what mortgage lenders look for on a credit report and credit scoring. This class will also examine how to correct scoring issues and how different factors have different effects on the ability to obtain a mortgage. The Fair Credit Reporting Act and Fair and Accurate Credit Transactions Act will also be discussed. [REGISTER HERE](#)

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### **MLSSAZ: Tips and Tricks to Maximize Flexmls**

**March 23**

**10:00 am-11:30**

**Lab**

This class is to help you with all the features to save time and customize how you use Flexmls. From the way you view listings, to the reports you chose, to listing activity reports to driving directions - this class is for you. You must have attended MLSSAZ 101 or have 2 plus years experience in Flexmls.

[Register Here](#)

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

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## Renovation REALTOR®

March 28

9:00 am -12:00 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 the cost of repairs and improvements included in the loan

[REGISTER HERE](#)

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### Contact Information:

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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.

