

June 2018 CLASSES

Housing Prep 101

June 5

1 pm – 4 pm

Instructor: Joeann Fosslund
CE: 3 Hours Contract Law

Come discover how to...

- Identify the elements to preparing a house for the seller for the best outcome possible, including the purchase contract requirements, how the BINSR works and what options they have, execution of a detailed SPDS and discussions about other forms and documentation.
- Be able to educate the seller on the current market, using RPR,MLS and other pricing research to position their home most favorably.
- Understand how to coach the seller to deal with and understand the benefits of identifying, correcting and/or repairing before listing the warranted items as well as other conditions that might prevent a sale.
- Know how to guide the seller to physically prepare their property to bring the most clients and offers.

[REGISTER HERE:](#)

Does It Really Flood in the Desert?

June 6

1 pm – 4 pm

Instructor: Theresa Barnabei with Guest Panelists from Pima County Flood Control
CE: 3 Hours of Real Estate Legal Issues

The Pima County Regional Flood Control District wants to help you understand the potential pitfalls of buying or selling properties that are in the floodplain and protect your clients in the process. Many people don't realize that the disclosure requirement for FEMA floodplains is only a small portion of making truly flood smart decisions. Local floodplains, erosion hazards, and riparian habitat encompass larger areas of Pima County than FEMA mapped floodplains. Please join us for this panel discussion and learn how to determine whether a property is within a regulated flood hazard area and what questions to ask if it is. We'll discuss how you can protect yourself and your clients from flood hazards and improve your reputation as a knowledgeable agent.

[REGISTER HERE](#)

Mapping Out Disclosure

June 7

9 am - 12 pm

Instructor: Theresa Barnabei
CE: 3 Hours of Disclosure

When it comes to disclosure, you really want to do things right, all the time! One way to ensure that is to create a practical approach to disclosure items so that you do it the same way throughout every real estate transaction. This course will help you create a timeline and checklist so that you can feel at ease when covering all the requirements of disclosure with your clients.

[REGISTER HERE](#)

Renovation REALTOR®

June 11

1 pm – 4 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](#)

Real Estate and Mortgage Fraud. How to Spot It & How to Stop It.

June 13

1 pm – 4 pm

Instructor: Glen Smart
CE: 3 Hours Legal Issues

Losses from Real Estate and Mortgage fraud cost consumers, lenders and investors TRILLIONS of dollars. Learn how to protect your license and your client's interests in this 3 hour Legal Issues course that is packed with examples of what to watch out for.

[REGISTER HERE](#)

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

June 18

9 am – 3 pm

CE: 3 Hours Commissioner's Standards
Instructors: Mike Mulvena and Pat Leahy

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](#)

ABR, Accredited Buyer Representative Designation

June 20 and 21

8:30 am – 4:30 am daily

Instructor: Holly Mabery

CE: 9 Hours Agency/3 Hours Disclosure

Cost: \$120.00

The Accredited Buyer's Representative (ABR®) designation is for real estate buyer agents who focus on working directly with buyer-clients at every stage of the home-buying process. The goal of this course is to establish a foundation of training, skills, and resources to help real estate professionals succeed as a buyer's representative.

This is a 2-day course. Class starts promptly at 8:30 am and ends at 4:30 pm daily. Registration begins DAILY at 8:00 am.

[REGISTER HERE](#)

National Code of Ethics Day with Leigh Brown (Via Live Stream)

June 27

10am – 1pm

Instructor: Leigh Brown

Join us for this live broadcast of Code of Ethics training-How to use the Code of Ethics to win more listings-with world-renowned speaker and coach Leigh Brown. This will fulfill your bi-annual requirement which must be met by December 31, 2018.

[Watch this Video for More: Leigh Brown's Code of Ethics](#)

Mastering the Code

June 28

1 pm – 4 pm

Instructors: Mike Mulvena & Pat Leahy
CE: 3 Hours Commissioners Standards

Come discover the in's and out's of what makes the REALTOR® profession tick!

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](#)

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.

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](#)

[Access all MLSSAZ Videos here](#)

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

MLSSAZ: Introduction to Flexmls 101

June 6| 10am-12pm

Emailing listings, set up subscriptions to get updates and creating a client portal. Learn all the features.

[Register Here](#)

June 22| 10am-12pm

[Register Here](#)

MLSSAZ: Searching and Results in Flexmls

June 14| 10am-12pm

Master mapping icons, tools and best principles to get fast, accurate results.

[Register Here](#)

MLSSAZ: Comparative Market Analysis

June 28| 10am to 12pm

3 types of reports – one line, quick and full CMA

[Register Here](#)

RPR: 101 for Beginners

June 26| 10am to 12pm

[Register Here](#)

CCIM Educational Program

June 12 1pm-4:30pm

DISCLOSURE AND THE COMMERCIAL TRANSACTION ADRE COURSE 3 Hours

Disclosure Licensee will gain a thorough understanding of and learn how to meet statutory, regulatory and ethical requirements regarding disclosure as it pertains to commercial Lease and Sale transactions. No charge to CCIM or TAR members.

[Register Here](#)

Questions about which class is best for your needs? Please call

BethAnn, Training Specialist, 382-8790.

