



EDUCATION UPDATE

January 2018 **NEW PIMA COMMUNITY COLLEGE COURSES!**

CCIM: Commercial Broker Management 1 Statutes and Rules

January 9

1:00 pm-4:15 pm

No charge for CCIM or TAR members

Licensee will gain a thorough understanding of their responsibilities to be able to comply with the AZ revised statutes and the AZ administrative code. If you must cancel you must submit your cancelation in writing by Jan. 8th to be eligible to attend as a free participant in the future.

ADRE course - 3 Hours Commissioner's Standards

[REGISTER HERE](#)

Pima Community College: Understanding Self, Building Stronger Relationships Part I

January 10

8:30 am-12:30 pm Location: TAR Conference Room

Instructor: Pima Community College (PCC)

Cost: \$59

Register: Contact PCC at 520-206-6468

Becoming a successful REALTOR® is a journey of our own self-development. In order to be the kind of person others want to follow, we need to be able to relate to and connect with people, their motivations, needs and aspirations, values and core beliefs. We need to direct our self-development so we can understand our strengths in order to deploy them; our weaknesses so that we can manage them, and the qualities, skills and behaviors that we need to develop in order to successfully interact with others. After participating in this course, you will be observant of how outward displays of your personality, attitudes and behavior influence others' perceptions of you and their response to you. Participants will practice shifting perspective in order to understand and adapt to the needs of others and ultimately your clients.

New Online Learning Options:

Set Yourself Apart with Your Dynamic Communication – A new series to assist you in the electronic culture. Showcase your professional brand in the best light possible in the least amount of time to gain credibility with your client or potential client.

"Setting Yourself Apart with Professional Voice Mail and Messages" Length 4:38

"Setting Yourself Apart with Professional Text Messages"
Length 5 minutes

"Setting Yourself Apart with Professional Email" Length 7 minutes

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

Best Agent Practices – Being Professional
January 11

**FOR MLSSAZ
CLASSES**

9 am – 12 pm

Instructor: Theresa Barnabei

CE: 3 Hours Commissioner's Standards

Let's talk about what it takes to be the best you can be. Share in the discussions of:

- 'Being Professional' as a REALTOR®
- Understanding what it is we do as a professional
- How to show up the best way possible in the eyes of the consumer
- Feeling good about what we do as a professional

[REGISTER HERE:](#)

Pima Community College: Understanding Self, Building Stronger Relationships Part II

January 17

8:30 am-12:30 pm Location: TAR Conference Room

Instructor: Pima Community College (PCC)

Cost: \$59

Register: Contact PCC at 520-206-6468

Becoming a successful REALTOR® is a journey of our own self-development. In order to be the kind of person others want to follow, we need to be able to relate to and connect with people, their motivations, needs and aspirations, values and core beliefs. We need to direct our self-development so we can understand our strengths in order to deploy them; our weaknesses so that we can manage them, and the qualities, skills and behaviors that we need to develop in order to successfully interact with others. After participating in this course, you will be observant of how outward displays of your personality, attitudes and behavior influence others' perceptions of you and their response to you. Participants will practice shifting.

JMan's Video Bootcamp [Here's your video invitation!](#)

January 18

9:00 am – 12:00 pm

CE: 3 Hours Fair Housing

Instructor: National Speaker, Jeremias Maneiro

Hands-on video workshop that really helps you step out of your comfort zone and implement video into your business!

You will learn how to communicate more effectively with clients using video across all different media. All aspects of video will be discussed from equipment to programs needed. Ethical, legal and data protection considerations will be discussed as it relates to video communications.

[REGISTER HERE](#)

What App? [Here's JMan's video invitation!](#)

January 18

1:30 pm – 3:00 pm

Instructor: National Speaker, Jeremias Maneiro

How do you provide better customer service in a mobile world?

Discover the top 5 Real Estate apps and how to use them today in your real estate business!

Apps will be downloaded, demonstrated and discussed in great detail.

Bonus list of honorable mentions will be provided!

[REGISTER HERE](#)

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: Searching and 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.

January 3

1:00 pm-3:00 pm

Lab

[Register here](#)

MLSSAZ Comparative Market Analysis Reports

The Comparative Market Analysis Reports include the one liner, the quick report and the full report.

January 17

1:00pm-3:00pm Lab

[Register here](#)

New Member Orientation (This class is ONLY for NEW members)
January 22

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](#)

Pima Community College: Keeping Customers for Life
January 24

8:30 am-12:30 pm Location: TAR Conference Room

Instructor: Pima Community College (PCC)

Cost: \$59

Register: Contact PCC at 520-206-6468

This course provides participants the tools to set their businesses on a path of high customer satisfaction through service excellence. Workshop content includes defining service, communicating methods to develop internal evaluation, determine customer requirements, goals and performance measurements, cross-functional and customer-driven internal networks.

The Code, The Law and You
January 25

9:00 am- 12:00 pm

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](#)

Reverse Mortgages, Features, and Legal Issues
January 30

1:00 pm – 4:00 pm

CE: 3 Hours Real Estate Legal Issues

Instructor: Glen Smart

Join us for this informative course on reverse mortgages! Learn the ins and outs of a reverse mortgage loan program and how it applies to real estate sales. Also, understand federal and state regulations and practical considerations dealing with the reverse mortgage purchase program.

[REGISTER HERE](#)

Pima Community College: Effective Negotiation
January 31

**MLSSAZ 101:
Introduction to the
Features of
Flexmls**

This class is the foundation of all features for client contact from contact management to listing collections to subscriptions and the portal. Hosted in our computer lab you will navigate in your own account.

**January 26
10:00 am-12:00 pm
Lab**

[Register here](#)

Now is the time to register for the **Southern Arizona Certified Commercial Investment Member Forecast 2018**. Open to All.

Feb. 13 at Tucson Convention Center Noon to 4:00 and lunch is included. Early bird pricing ends Dec. 31. ADRE: 3 hours Real Estate Legal Issues [Click Here for additional information and registration link](#)

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

8:30am-12:30pm
Instructor: Pima Community College (PCC)
Cost: \$59

Specialist, 382-8790.

Register: Contact PCC at 520-206-6468

Learn the strategies that work best for those who need to shape understandings within a complex web of internal and external relationships. By combining the theory of effective negotiation with the most successful strategies used by experts in law, economics, business management, government, psychology and dispute resolution, you will maximize your outcomes by knowing the best alternatives, focusing on interests, not positions, inventing options for mutual gain and separating people from the problem.

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.



Tucson Association of REALTORS® 2445 N. Tucson Blvd. Tucson AZ 85716

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