



EDUCATION UPDATE

Professional Development * October 2018



THE NATIONAL ASSOCIATION OF REALTORS®

Your MLSSAZ Videos!

[Click here to choose any of the 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: Introduction to the Features of Flexmls
2. MLSSAZ Searching and Results in Flexmls
3. MLSSAZ: Comparative Market Analysis (CMA) Reports in Flexmls

October 2: EPA & The Impact on Real Estate

1:00pm - 3:00pm

Presenters: Nancy Kain, EPA; Jonathan Rothschild, Mayor City of Tucson; Victoria Blass, RE/MAX; Results; Jimmy Fabritz, Safety Soleil; Travis Barnum, ADEQ Brownfields; Janett Kraetz, RE/MAX Results; Christopher Avery, City Attorney City of Tucson. Do you know your potential health risks when proper lead renovations have not been used in a home built prior to 1978? Do you know how to find an EPA certified contractor? Come learn about Tucson's Get the Lead Out Initiative and much more! RSVP to: Katie Moore, 520-971-7100.

October 5: Marketing APPS Made Easy! - with Kurtis Bieber

9:00 am - 12:00 pm

- * Realtor Apps Made Easy
- * Learn Apps like Tyorama, Pie Collage, Quik Videos
- * Learn an Application of Animoto
- * New Unique Video app like MoShow
- * Learn ways video can attract potential clients

Much More! [Register Here](#)

MLSSAZ Comparative Market Analysis October 3

10:00am - 12:00pm

Instructor: BethAnn Neynaber

Learn how to create a one-line CMA, a quick CMA and a full CMA.

[Register Here](#)

October 15: New Member Orientation *CE

9:00 am – 3:00 pm

CE: 3 Hours Commissioner's Standards

Registration begins at 8:30 am; class begins promptly at 9:00 am through 3:00 pm. 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. (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](#)

October 16: WHAT IS "PATHWAY TO PURCHASE"?

10:00am - 11:00am

Have you been wondering how to help your client utilize the down payment assistance program that everyone is talking about? Then come learn all the details! This program provides qualified buyers with 10% of the purchase price in Down Payment Assistance (up to a max of \$20,000). DPA is fully forgiven after 5 years. Class will cover all the program guidelines and eligibility requirements. [Go to Tucsonrealtors.org to register.](#)

October 16: Understanding Diversity *CE

1:00pm - 4:00pm

Instructor: Theresa Barnabei

CE: 3 hours Fair Housing

Understanding Diversity: This class is designed to help you broaden your horizons of this world and therefore, better understand your next client. It is in the learning of what we don't know about fair housing issues that make us stronger, more professional, more aware and fairer. Come play and have fun and learn more about the diversity of the world that affects us every day in our business. Guaranteed you will be glad you came to this class!

[Register Here](#)

October 18: rCRMS Federal Issues *CE

9:00am - 4:30 pm

Instructors: Marge Lindsay and Jesi Wolnik, Esq.

CE: 3 Hours Legal/3 Hours Fair Housing

This class offers an interactive AND detailed look at federal issues that impact a real estate transaction, including antitrust, RESPA and fair housing from an attorney and REALTOR® perspective.

[Register Here](#)

October 23: How to Kill a Real Estate Deal *CE

1:00pm - 4:00pm

Instructor: Derrick Polder

CE: 3 Hours Agency Law

Class participants will learn the most common issues that can arise in the purchase of real estate, and how to avoid those issues.

[Register Here](#)

RPR 101 for Beginners

October 12

10:00am -12:00pm

Instructor: BethAnn

Neynaber

Hosted in the TAR computer lab, learn where you learn to set up your profile and the basic reports available.

[Register Here](#)

MLSSAZ Featured Vendor Webinar

October 17

11:00am - 12:00pm

New Home Source

Professional is the most comprehensive new construction home resource available to agents and it's FREE!

[Register Here](#)

MLSSAZ Introduction to Flexmls 101

October 18

1:00pm -3:00pm

This class is the focus of listing collections, subscriptions and creating a client portal. Learn all the basic features. Hosted in our lab you do not need a laptop - we use our equipment.

[Register Here](#)

MLSSAZ Searching and Results in Flexmls

October 23

1:00pm - 3:00pm

Experience the variety of search features you have to create the specific search you desire, saving your searches and how to maximize the options to connect with your clients. Hosted in our computer training lab you will navigate the system in your own account. [Register Here](#)

CCIM Monthly Educational Program

October 9

1:15pm - 4:15pm

**Environmental
Disclosure and
Commercial**

October 25: Mastering the Code *CE

9:00 am -12:00 pm

Instructor: 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](#)

Transactions

CE: 3 Hours Disclosure

Open to all TAR members
at no charge

[CCIM Class register here](#)

Contact Information:

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520-382-8790

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



