



EDUCATION UPDATE

Professional Development * November 2018



**Have you forgotten about
NAR Code of Ethics?**

The training deadline is December 31!

Real Estate and Mortgage Fraud. How to Spot It and How to Stop It **CE**

November 1

1:00 pm – 4:00 pm

Instructor: Glen Smart

CE: 3 Hours Real Estate 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](#)

Doing Your Own Social Media Dashboard with Kurtis Bieber

November 2

9:00 am – 12:00 pm

Instructor: Kurtis Bieber

CE: NO CE This is an instructional class.

There are so many avenues for social media. Finding the time to post to all platforms can be challenging! Discover a more efficient way to market your business using a dashboard! One stop shop! Join us for this interactive session and learn how to use a social media dashboard!

[REGISTER HERE](#)

Mastering the Code **CE**

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: Introduction to Flexmls 101
- 2.MLSSAZ: Searching and Results in Flexmls
- 3.MLSSAZ: Comparative Market Analysis (CMA)

November 7

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](#)

GRI: Safe Real Estate CE**November 8**

9:00 am – 4:00 pm

Instructor: Mike Mulvena

CE 3 Hours Commissioner's/3 Hours Legal

As a REALTOR® you have sworn to adhere to the Code of Ethics and Standards of Practice of the NATIONAL ASSOCIATION OF REALTORS®.

This one-day course walks you step-by-step through the fundamentals of the Code of Ethics, standards of practice, commissions, standards and procuring cause. This class meets the NAR Ethics Training requirement.

[REGISTER HERE](#)

CRPM: Agency in Property Management A101 CE**November 9**

9:00 am – 12:00 pm

Instructor: Sue Flucke

CE: 3 Hours Agency Law

This is a live stream course hosted by the Arizona Association of REALTORS®. AAR is taking registration directly. This course may be applied to the Certified Residential Property Manager certification.

[REGISTER HERE](#)

CRPM: Property Management and the Code of Ethics B102**CE****November 9**

1:00 pm – 4:00 pm

Instructor: Mike Mulvena

CE: 3 Hours Commissioner's Standards

This is a live stream course hosted by the Arizona Association of REALTORS®. AAR is taking registration directly. This course may be applied to the Certified Residential Property Manager certification.

[REGISTER HERE](#)

Providing Millionaire Service CE**November 15**

9:00 am – 12:00 pm

Instructor: Theresa Barnabei

CE: 3 Hours Agency Law

Agency is all about protecting and promoting the interests of our clients. But what if we do it in a Millionaire Service way when we exceed their expectations, grow our business by serving more customers and develop systems that keep it all together and streamlined? We will share with you proven success models used by top producing agents all over the country who consistently close hundreds of transactions with satisfied clients. This is a one-of-a-kind class that you won't want to miss!

[REGISTER HERE](#)

New Member Orientation CE**November 19**

9:00 am – 3:00 pm

Instructor: Mike Mulvena

CE: 3 Hours Commissioner's Standards

Registration begins at 8:30 am; class begins promptly at 9:00 am through

MLSSAZ: Comparative Market Analysis

Learn how to create a one-line CMA, a quick CMA and a full CMA. Your ability to search reasonably quickly is needed for this class.

Tuesday, November 6

10:00 am - 12:00 pm

Instructor: BethAnn

Neynaber

[Register Here](#)

Friday, November 30

10:00 am - 12:00 pm

Registration opens

November 12.

MLSSAZ: Introduction to Flexmls 101

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.

Friday, November 9

10:00 am -12:00 pm

[Register Here](#)

Wednesday, November 21

10:00 am - 12:00 pm

Registration opens

November 1.

MLSSAZ: Searching and Results in Flexmls

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.

Wednesday, November 14

2:00 pm - 4:00 pm

[Register Here](#)

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. Deadline: December 31, 2018. 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. IF you have one, 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](#)

Contact Information:

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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.



Monday, November 26

10:00 am - 12:00 pm

Registration opens
November 5.

**CCIM Monthly
Educational Program**

Tuesday, November 13

1:15 pm - 4:30 pm

Commissioner's Standards:
Ethics and the Commercial
Licensee. This class also
satisfies the NAR Biennial
requirement of a Code of
Ethics class which must be
completed by 12/31/2018.

CE: 3 Hours

Commissioner's Standards
Open to all TAR members
at no charge

[CCIM Class Register Here](#)

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

