



# EDUCATION UPDATE

## Professional Development \* September 2018



THE NATIONAL ASSOCIATION OF REALTORS® | [NAR.REALTOR/CODE-OF-ETHICS/TRAINING](http://NAR.REALTOR/CODE-OF-ETHICS/TRAINING)

### Your MLSSAZ Videos!

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

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

### Mastering zipForm® with Esign \*CE

September 6

1:00 pm – 4:00 pm

Instructor: Jeffrey Raskin

CE: 3 Hours Contract Law

This class will show you how to write a 2 minute contract with or without internet! Learn to create templates and apply them properly to all future clients, syncing transactions to all devices. Learn the new TMS and zipConsult. Use the AAR member benefit esign to get electronic signatures, as well as the NAR subsidized member benefit, DocuSign. Learn the new zipForm TMS! Then learn to get your clients real, live, “wet” signatures on touch screen computers. Named Best of zipForm-Tools for Risk Reduction & Compliance for ADRE. [REGISTER HERE](#)

### Yelp for Real Estate!

September 7

9:00 am - 12:00 pm

Instructor: Kurtis Beiber

Yelp for real estate? Yes! Discover how to utilize Yelp to help generate new business! [REGISTER HERE](#)

### GRI Risk Management \*CE

September 13 & 14

8:30 am – 4:30 pm each day

### 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

This class is the focus of

Instructor: Don Martin

CE: 3 Hours Commissioner's Standards/6 Hours Legal/5 Hours Disclosure  
This is a 2-day course. Class begins promptly at 8:30 am and ends at 4:30 pm daily. Registration begins at 8:00 am daily.

The potential for risk can directly impact your real estate business and it's up to you to stay informed and up-to-date. This class identifies real estate risks and shows you how to protect yourself by being aware of negligent behavior and misrepresentation. [REGISTER HERE](#)

### **New Member Orientation \*CE**

**September 17**

**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](#)

### **Mastering the Code \*CE**

**September 19**

**9:00 am – 12:00 pm**

Instructors: 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. [REGISTER HERE](#)

listing collections, subscriptions and creating a client portal. Learn all the basic features

**Sept. 5 | 10am-12pm**

[Register Here](#)

**Sept. 25 | 10am-12pm**

[Register Here](#)

### **MLSSAZ: Searching and Results in Flexmls Sept 12 | 10am-12pm**

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. [Register Here](#)

### **MLSSAZ: Comparative Market Analysis Reports Sept. 18 | 10am to 12pm**

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

[Register Here](#)

### **RPR 101: RPR for Beginners**

**Sept. 21 | 10am-12pm**

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

[Register Here](#)

### **CCIM Monthly Educational Program**

**Sept. 11 | 1:15-4:30pm**

**Contract Law: Writing the AAR Commercial Purchase Contract**

Open to all TAR members at no charge

[CCIM Class register here](#)



**EXPO CLASS: The Neighborly Way**

**September 20**

**8:00 am – 11:00 am**

Tucson Convention Center

Instructor: Theresa Barnabei

CE: 3 Hours Commissioner's Standards

How the Code of Ethics creates a beautiful day in the neighborhood, every day! Join us for a panel discussion with The Arizona Association of **REALTORS®** and the Arizona Department of Real Estate! **Bonus- this fulfills your NAR Code of Ethics requirement which is due by December 31, 2018.** [REGISTER HERE](#)



**EXPO KEYNOTE: Real Estate is a Marathon!**

**September 20**

**1:30 pm -2:30 pm**

**National Speaker, Matt Jones**

Real Estate, like a marathon, can be an endurance event. To achieve VICTORY and cross your finish line you must stay energized, push through the wall of adversity, and preserve until the end. Through Matt Jones' experiences overcoming major adversity and insurmountable odds, you will be motivated and learn

strategies to achieve greater VICTORY as a REALTOR® by developing your "Marathon Mentality" and cross your Finish Line! This presentation offers the following benefits

- \* Reigniting your Passion and Purpose as a REALTOR®
- \* How to stop stress before it stops you
- \* Developing Bulldog Persistence
- \* How to operate at a greater level of excellence
- \* Thriving in the midst of adversity, setbacks, and failures to achieve greater victory

[REGISTER HERE](#)

### **Understanding Appraisals \*CE**

**September 25**

**1:00 pm – 4:00 pm**

Instructor: Glen Smart

CE: 3 Hours General

Ever have trouble with your appraisals? Values too low?

Gain an understanding of the various types of appraisals, appraisal guidelines for different types of loans

and appraiser independence issues.

[REGISTER HERE](#)

### **All You Need to Know About Credit Scores \*CE**

**September 26**

**9:00 am – 12:00 pm**

Instructor: Derrick Polder

CE: 3 Hours Fair Housing

To give participants an understanding of the credit score, the credit report and how they are important

to real estate transactions from a mortgage perspective.

[REGISTER HERE](#)

### **Here Comes the BINSR! \*CE**

**September 27**

**9:00 am – 12:00 pm**

Instructor: Theresa Barnabei

CE: 3 Hours Contract Law

This class is all about the BINSR. Understand the contractual agreements around it. Know what works and what doesn't work. Learn how to execute the document so the buyers get what they want and the sellers understand what is

expected! [REGISTER HERE](#)

### **Property Management Bootcamp \*CE**

**September 28**

**9:00 am - 4:00 pm**

3 Disclosure/3 Contract CE credits provided by AAR.

Will the Real Property Manager Please Stand Up? To succeed in property management, it is essential that you understand: accounting issues, managing service orders, financial accountability, the Landlord/Tenant Act and E&O coverage at the brokerage for property management services and much more.

**Sponsored by the TAR Property Management Committee and NARPM**

[REGISTER HERE](#)

**Contact Information:**

Annalisa Moreno, [annalisa@tucsonrealtors.org](mailto:annalisa@tucsonrealtors.org) or 520-382-8789

Amy Whittier [amy@tucsonrealtors.org](mailto:amy@tucsonrealtors.org) or 520-382-8788

FlexMLS Classes: BethAnn Neynaber, [bethann@tucsonrealtors.org](mailto: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.

