TUCSON ASSOCIATION OF REALTORS®

December

CE MONDAY SCHEDULE

	9 AM -12 PM	1 PM - 4 PM
DEC 7	CLEAR SAILING - ADVERTISING THAT STAYS THE COURSE **CE:** Disclosure **Instructor:** Lisa Sullivan	UNLOCKING HOMEOWNERSHIP: MASTERING THE VA HOME LOAN PROGRAM **CE:** General **Instructor:** Ashira Davis
DEC 14	REAL ESTATE & MORTGAGE FRAUD - HOW TO IDENTIFY AND AVOID IT **CE:** Legal Issues **Instructor:** Glen Smart	REPRESENTING WITH 3 C'S, CONTRACTS, COMMISSIONER'S RULES, CODE OF ETHICS **CE:** Contract Law + COE **Instructor:** Matthew Tennyson *This course fulfills NAR COE requirements*
DEC 21	AGENCY CASE STUDIES **CE:** Agency **Instructor:** Jim Callery	LIQUID ASSETS: UNDERSTANDING ARIZONA WATER LAW FOR REAL ESTATE **CE:** Legal Issues **Instructor:** Lisa Sullivan
DEC 28	NAR CODE OF ETHICS: YOUR PROMISE **CE:** Fair Housing + COE + FAIRH **Instructor:** Lisa Nutt *This course fulfills both NAR FAIRH + COE requirements*	WHO'S PAYING YOU **CE:** Requirements for Licensees* **Instructor:** Matthew Tennyson **Formerly Commissioner Standards*

$10 MEMBER | $15 NON-MEMBER

520-327-4218 | TUCSONREALTORS.ORG
2445 N TUCSON BLVD. TUCSON, AZ 85716

NO REFUNDS

*Lisa A. Nutt, VP of Education and School Administrator | Tucson Association of REALTORS® | School Code: R-2024 | 520.327.4218 | Education@TucsonRealtors.org

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October

CE MONDAY SCHEDULE

	9 AM -12 PM	1 PM - 4 PM
OCT 5	DON'T BEND THE BINSR **CE:** Disclosure **Instructor:** Cathy Erchull	UNDERWRITING THE MORTGAGE LOAN **CE:** General **Instructor:** Glen Smart
OCT 19	RESIDENTIAL RENOVATION **CE:** Contract Law **Instructor:** Derrick Polder	CRACKING THE CODE THROUGH COMMISSIONER'S STANDARDS **CE:** Requirements for Licensees*+ COE **Instructor:** Matthew Tennyson **Formerly Commissioner Standards* *Fulfills NAR COE Requirements*
OCT 26	BUYER BROKER NEGOTIATIONS - FROM CHALLENGE TO TRIUMPH **CE:** Agency **Instructor:** Lisa Nutt	INSIDE THE NUMBERS: CREDIT SCORING, REPORTING AND CONSUMER RIGHTS **CE:** Legal Issues **Instructor:** Ashira Davis
NOV 2	BEYOND THE BLIND SPOT: BIAS IN FAIR HOUSING **CE:** Fair Housing + FAIRH **Instructor:** Lisa Sullivan *Fulfills NAR FAIRH Requirements*	TALES FROM THE HOTLINE **CE:** Legal Issues **Instructor:** Jim Callery

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August

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AUG 3	CONTRACT CATASTROPHES: AVOIDING 10 MOST COMMON MISTAKES IN R.E. AGREEMENTS **CE:** Contract Law **Instructor:** Lisa Nutt	POSSIBLE TURBULENCE - FASTEN YOUR SEATBELTS **CE:** Agency **Instructor:** Matthew Tennyson
AUG 10	YOUR BOUNDARIES OF DISCLOSURE **CE:** Disclosure **Instructor:** Jim Callery	INSIDE THE NUMBERS: CREDIT SCORING, REPORTING AND CONSUMER RIGHTS **CE:** Legal Issues **Instructor:** Ashira Davis
AUG 17	ADVERTISING AND SOCIAL MEDIA WITH COE **CE:** Requirements for Licensees* **Instructor:** Lisa Nutt **Formerly Commissioner Standards* *This course fulfills NAR COE requirements*	QUALIFYING THE BORROWER **CE:** General **Instructor:** Glen Smart
AUG 24	DIVORCE, DIVISION AND DEBT **CE:** Legal Issues **Instructor:** Derrick Polder	FAIR HOUSING TODAY: FROM COMPLIANCE TO COMMITMENT **CE:** Fair Housing **Instructor:** Lisa Sullivan **This course fulfills NAR FAIRH requirements*

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June

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	9 AM -12 PM	1 PM - 4 PM
JUNE 1	AGENCY ADVENTURES: NAVIGATING REPRESENTATION IN THE NEW ERA **CE:** Agency Law **Instructor:** Lisa Sullivan	RULES WORKSHOP **CE:** Requirements for Licensees* **Instructor:** Jim Callery **Formerly Commissioner Standards*
JUNE 8	THE NAR CODE OF ETHICS - YOUR PROMISE* **CE:** Fair Housing **Instructor:** Lisa Nutt **This course fulfills both NAR FAIRH + COE requirements*	REVERSE MORTGAGES - FEATURES AND LEGAL ISSUES **CE:** Legal issues **Instructor:** Glen Smart
JUNE 15	UNDERSTANDING THE FHA **CE:** General **Instructor:** Derrick Polder	UNLOCKING HOMEOWNERSHIP: MASTERING THE VA HOME LOAN PROGRAM **CE:** General **Instructor:** Ashira Davis
JUNE 22	DISCLOSURE & THE RE PROFESSIONAL **CE:** Disclosures **Instructor:** Eric Gibbs	IS THERE A FORM FOR THAT? **CE:** Contract Law **Instructor:** Matthew Tennyson

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April

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	9 AM –12 PM	1 PM – 4 PM
APRIL 6	YOUR RIGHT TO WRITE: ARIZONA ARTICLE 26 AND THE POWER OF CONTRACT LAW **CE*:** Contract Law **Instructor:** Lisa Sullivan	ETHICS REMIX: NAVIGATING MODERN ETHICAL DILEMMAS **CE*:** Requirements for Licensees** with COE **Instructor:** Lisa Sullivan ***Formerly Commissioner Standards This course fulfills NAR COE requirements*
APRIL 13	FAIR HOUSING ISSUES **CE*:** Fair Housing** **Instructor:** Jim Callery ***This course fulfills NAR FAIRH requirements*	GENERATIONAL NEEDS IN HOMEOWNERSHIP AND FINANCING **CE*:** Legal Issues **Instructor:** Glen Smart
APRIL 20	HOW TO KILL A REAL ESTATE DEAL **CE*:** Agency **Instructor:** Derrick Polder	THEY'RE CLAMING WHAT? DISCLOSURES **CE*:** Disclosures **Instructor:** Matthew Tennyson
APRIL 27	ARIZONA CONNECTION **CE*:** Legal Issues **Instructor:** Lisa Nutt	INSIDE THE NUMBERS: CREDIT SCORING, REPORTING AND CONSUMER RIGHTS **CE*:** Legal Issues **Instructor:** Ashira Davis

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February

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FEB 2	AI & AGENTS: LEVERAGING TECH FOR EFFICIENCY, COMPLIANCE & CLIENT PROTECTION **CE:** Requirements for Licensees* **Instructor:** Lisa Sullivan **Formerly Commissioner Standards*	GUARDIANS OF THE DEAL: PROTECTING CONSUMERS IN AZ REAL ESTATE TRANSACTIONS **CE:** Legal Issues **Instructor:** Lisa Sullivan
FEB 9	RESIDENTIAL RENOVATION **CE:** Contract Law **Instructor:** Derrick Polder	YOUR BOUNDARIES OF DISCLOSURE **CE:** Disclosures **Instructor:** Jim Callery
FEB 23	REAL ESTATE & MORTGAGE FRAUD-HOW TO IDENTIFY AND AVOID IT **CE:** Legal Issues **Instructor:** Glen Smart	ARE YOU BEING FAIR? **CE:** Fair Housing* **Instructor:** Matthew Tennyson **This course fulfills NAR FAIRH requirements*
MAR 2	AGENCY AND THE CODE OF ETHICS **CE:** Agency with COE* **Instructor:** Lisa Nutt **This course fulfills NAR COE requirements*	UNLOCKING HOMEOWNERSHIP: MASTERING THE VA HOME LOAN PROGRAM **CE:** General **Instructor:** Ashira Davis

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