

February

CE MONDAY SCHEDULE

9 AM - 12 PM

1 PM - 4 PM

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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NO REFUNDS

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

***Formally 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 CLAIMING 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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June

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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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August

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9 AM - 12 PM

1 PM - 4 PM

**AUG
3**

**CONTRACT CATASTROPHES:
AVOIDING 10 MOST
COMMON MISTAKES IN RE
AGREEMENTS**

CE: Contract Law
Instructor: Lisa Sullivan

**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
**Formally Commissioner Standards
This course fulfills NAR COE requirements*

QUALIFYING THE BUYER

CE: General
Instructor: Glen Smart

**AUG
24**

**DIVORCE, DIVISION AND
DEBT**

CE: Legal Issues
Instructor: Derrick Polder

**FAIR AND JUST FAIR
HOUSING**

CE: Fair Housing
Instructor: Lisa Nutt
**This course fulfills NAR FAIRH requirements*



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October

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9 AM - 12 PM

1 PM - 4 PM

OCT
5

BEYOND THE BLIND SPOT:
BIAS IN FAIR HOUSING

CE: Fair Housing + FAIRH
Instructor: Lisa Sullivan
Fulfills NAR FAIRH Requirements

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
**Formally 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

DISCLOSURE & THE RE
PROFESSIONAL

CE: Disclosure
Instructor: Lisa Nutt

TALES FROM THE HOTLINE

CE: Legal Issues
Instructor: Jim Callery



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December

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**DEC
7**

DISCLOSURE: SHOULD YOU REVEAL OR CONCEAL?

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

**Formally Commissioner Standards*



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