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Week at a Glance
Monday, June 5, 2017



SVVAR CALENDAR

SVVAR Meetings, Tours and Events Calendar

Today Monday, June 5 ▾

Print [Week](#) [Month](#)

Monday, June 5

9:00am [Agent Re-Orientation](#)

Tuesday, June 6

8:30am [Ctw MLS Meeting and Tour - Areas: 10, 12, 13, 14, 15, 16 - Jerome, Clarkdale, Cotto](#)

Wednesday, June 7

8:30am [Camp Verde Meeting & Tour](#)

Thursday, June 8

8:30am [Sedona MLS Meeting and Tour - 2nd Week – West Sedona Areas 42 and 43](#)

Friday, June 9

9:00am [Shredding Event!!!](#)

[ONLINE CALENDAR](#)

AFFILIATE MEMBER SPOTLIGHTS & GUEST SPEAKERS AT TOUR MEETINGS:

June 6th Cottonwood MLS Meeting & Tour:

June 8th Sedona MLS Meeting & Tour:

AFFILIATE SPOTLIGHT: The Blind Brothers

AFFILIATE SPOTLIGHT: Sedona Soul Spaces

GUEST SPEAKER: Bill Kantor, Structural & Civil Engineer. He certifies manufactured FHA/VA and conventional loan requirements. His presentation will include what is required, costs, and there will be Q&A after.

**IMPORTANT NEWS
FROM NAR**



ZILLOW INSTANT OFFERS

[Click here to read what NAR has to say about Zillow Instant Offers!](#)



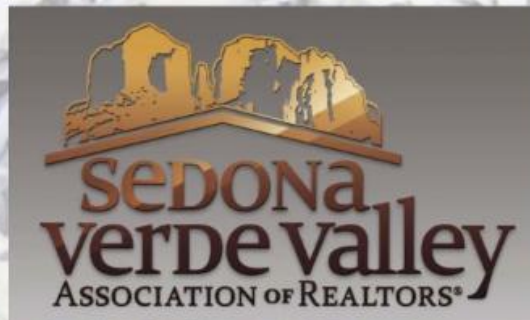
IMPORTANT 3-MINUTE [VIDEO FROM NAR](#)



Katie Johnson
Senior Vice President / General Counsel

[CLICK HERE](#) to learn about the uncertainty surrounding the ADA's application to websites and how you can make your website accessible!

FREE SHREDDING EVENT!!!



FREE SHRED EVENT for SVVAR MEMBERS!

Free Document Shredding at the Sedona Verde Valley Association of REALTORS® office

859 Cove Pkwy., Cottonwood, AZ 86326

Friday, June 9 from 9AM - Noon

SIR SPEEDY will shred all your documents safely and securely right in the parking lot!

IMPORTANT → *Limit 4 banker boxes (10"x12"x15") per person.*

Please RSVP to info@svvar.com

FREE SHRED
EVENT



HUMANITARIAN FUND ANNUAL MIXER

3RD ANNUAL

SVVAR S

Fabulous
LAS VEGAS
NIGHT

TICKETS \$25 Thru JUNE 12th
\$30 starting JUNE 13th
purchase online
<https://goo.gl/oIkF8h>

JUNE 15TH

AGENTS, BROKERS, AFFILIATES,
FAMILY & FRIENDS

6:00-9:00 PM @ the ELKS Lodge

CASINO* CARDS * GAMES * DINNER * DRINKS

*ENTERTAINMENT

*RAFFLES & MORE!

All Proceeds to Benefit
Humanitarian Fund

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Century 21
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Home Warranty, Inc.

John, Jason & Jeremy 602-253-9566
www.theblindbrothers.com
Blind Brothers Home Inspection
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PROFESSIONAL DEVELOPMENT

GRI DESIGNATION CLASSES AT
SVVAR JUNE 13TH

COMMISSIONERS STANDARDS
(FULFILLS CODE OF ETHICS) AND
FAIR HOUSING

GRI Financing From Preparation to Close

PRESENTED BY:
THE ARIZONA ASSOCIATION OF REALTORS®

Do you understand financing enough to help your clients through the real estate transaction?

Course includes an overview of Arizona Association of REALTORS® forms: including Pre-Qualification, Loan Status Update, HUD1, and the Residential Resale Purchase Contract. Also covered is an in-depth look at loan programs matched to borrower and property, overview of the loan process, and how to communicate effectively with the lender through the close of escrow.

THIS ONE DAY COURSE WILL FOCUS ON:

- ✓ Understanding the mortgage market and the agent's role in the loan approval process.
- ✓ Up-to-date FHA/VA underwriting guidelines and what underwriters look for.
- ✓ What type of inquiries has the largest impact on your clients' credit, understanding FICO scores and how to buy a home after foreclosure?
- ✓ How to identify any loan-related "red flags" and what to do about them.



FOR MORE INFORMATION

CONTACT: Betsy West
EMAIL: bwest@aaronline.com
PHONE: 602-348-7767



Cancellation policy: Cancellations received prior to 6/6/2017 will be refunded less a \$25 admin fee. Cancellations received after 6/6/2017 are not eligible for a refund. **No-shows forfeit all fees.**

June 13, 2017
Class Time: 9am – 4pm
REGISTRATION: 8:30AM

STREAMING LIVE

These classes are presented through The Arizona Association of REALTORS® Education Outreach program. The classes are live streamed into your Association's classroom from AAR's classroom. The instructor's attention is on you—delivering the content in an engaging and interactive format. You see, hear, ask questions and participate LIVE.

License Renewal Hours:
6 hours — General Credit

Instructor:
Patrick Ritchie

Class locations:

- Bullhead/Mohave Valley Association of REALTORS®
- Central Arizona Board of REALTORS®
- Kingman/Golden Valley Association of REALTORS®
- Lake Havasu Association of REALTORS®
- Sedona/Verde Valley Association of REALTORS®
- White Mountain Association of REALTORS®
- Yuma Association of REALTORS®

REGISTER ONLINE:

www.aaronline.com/event/e/GRI06132017

REGISTRATION WILL CLOSE ON 6/7/2017

Registration Fees:

- \$ ~~69.00~~ AAR Member Price Until 5/30/2017
- \$ ~~69.00~~ AAR Member Price After 5/30/2017
- \$ ~~88.00~~ Non-Member Price
- \$ ~~30.00~~ GRI Designation Holder

**Please notify us 7 days in advance if you have any disability that requires special services or access.



Fair Play & Ethical Jeopardy

Tuesday, June 27, 2017

Ethics and Fair Housing is All Fun and Games!

Fair Play (C/E: 3 Fair Housing)
9AM-12PM

Enhance your knowledge of fair housing best practices with an entertaining round of Q&A Trivia. Fair Play covers the history of fair housing, rules and disciplines as well as NAR Best Practices for Equal Service Model.

Ethical Jeopardy (C/E: 3 Commissioner's Standards)
1PM-4PM

Gain a working understanding of commissioner standards for professional conduct and ethics in your day to day interaction with clients all while playing a fun game of Jeopardy! Team up against fellow classmates to compete over questions on licensing, advertising, NAR Code of Ethics, license violations, hearings, risk reduction and more.

Instructor

Stacey Onnen has been a licensed REALTOR® since 1968. She is an approved instructor for the Arizona Association of Realtors Graduate of the Realtor Institute. She is also the co-owner and trainer for an approved Arizona real estate school. She was the chair of the GRI workgroup for The Arizona Association as well as a member of their Professional Development Committee and serves on Professional Standards.

Arizona Association of REALTORS® presents these classes through AAR's Education Outreach program. The classes are live streamed into your Association's classroom from AAR's classroom. The instructor's attention is on you—delivering the content in an engaging and interactive format. You see, hear, ask questions and participate LIVE.

DATE:
Tuesday, June 27, 2017

Fair Play
9:00 AM—12:00 PM

Ethical Jeopardy
1:00 PM—4:00 PM

LIVE STREAMED TO:
Sedona/Verde Valley Association of REALTORS®

PRICE:
\$20 for one course / \$30 at door
\$40 for both courses / \$50 at door

INSTRUCTORS:
Stacey Onnen



STREAMING LIVE


REGISTER BY June 22: www.aaronline.com/event/e/CE06272017

*Cancellations received after 6/20/17 are not eligible for a refund. C/E provided under the AAR school.



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www.aaronline.com

ABR DESIGNATION CLASS ES AT SVVAR JUNE 14-15TH



Ready for take off?

Instructor: Evan Fuchs ABR, CRS, GRI, RSP, SRS, e-PRO

Grow your business by strengthening the value you bring to the buyer!

Evan is a straight shooter who trains and speaks nationally on leadership, sales, and team-building. An experienced leader and active practitioner, he provides practical guidance and shares real-life strategies that produce results. Under Evan's leadership as broker/owner, his team has helped more buyers than any other firm in his market since opening in 1995.

This two day course provides an in-depth look into building your business by managing the process from the buyer counseling session through the close of escrow. Learn how to explain your value/worth to your clients and customers, effectively set expectations with the buyer client, waste less time and effectively use the buyer counseling session to gain commitment and loyalty.

TAKE THE COURSE!

June 14-15
8:30am – 4:00pm

Instructor: Evan Fuchs

Location:
SVVAR
859 Cove Parkway
Cottonwood

\$150 if you sign up before May 31!
\$160 after May 31!
Lunch is included!


9 CE Hrs Agency
3 CE Hrs Disclosure

Sign up at <http://www.aaronline.com>

Your career is ready for blastoff!

Superior client services for buyers isn't rocket science, but there's a lot to know. And since less than four percent of all REALTORS® hold the Accredited Buyer's Representative designation, you'll soon have your career in orbit.

The Accredited Buyer's Representative Designation:
How Buyer Loyalty is Earned.



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SAVE UP TO 30%

| | |
|---------------------------|---------------------------|
| \$10 OFF \$50 OR MORE | \$25 OFF \$100 OR MORE |
| \$40 OFF \$150 OR MORE | \$60 OFF \$200 OR MORE |

PROMO CODE
SOAKUPSUN



VALID 6/5 - 6/6 CST

Offer expires last day of the month unless otherwise stated on the photo above.

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