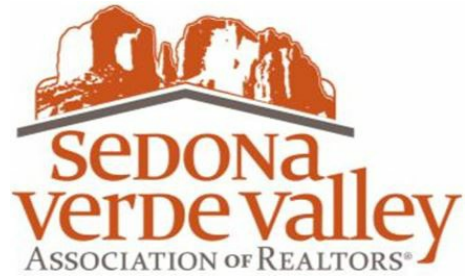


Monday, October 23, 2017



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## SVVAR CALENDAR

### SVVAR Meetings, Tours and Events Calendar

Today Monday, October 23 ▾

Print Week

#### Tuesday, October 24

9:00am Cases of Importance CE: 3 Legal Issues

1:00pm Making YOUR Client Matter - CE 3 Agency

#### Wednesday, October 25

9:30am SVVAR Board of Directors Meeting

#### Thursday, October 26

8:30am VOC West Tour - No Meeting - 4th Week – VOC areas 45 and 46 West: VOC West side of SR 179

#### Tuesday, October 31

Halloween

#### Wednesday, November 1

8:30am Camp Verde Meeting & Tour

[ONLINE CALENDAR](#)

## PROFESSIONAL DEVELOPMENT



## Timeline Is Money & Understanding the SPDS

Tuesday, November 28, 2017

### DATE:

Tuesday, November 28, 2017  
9:00 AM—4:00 PM

### LIVE STREAMED TO:

Bullhead City/Mohave Valley  
Kingman/Golden Valley  
Lake Havasu  
Prescott Area  
Sedona/Verde Valley  
White Mountain  
Yuma


### PRICE:

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

### INSTRUCTOR:



Mary Frances Coleman, Esq.

STREAMING LIVE 

### Timeline is Money (C/E: 3 Contract Law)

9AM-12PM

Knowing the AAR contract timelines will help with a smoother closing and a quicker paycheck. We'll look at:

- How to set client expectations
- The importance of pre-qualifying buyers
- Using the Buyer Broker Agreement to protect yourself
- How do you talk about an LSU?
- Difference between an LSU & the Pre-Qual
- Use of Critical Date List

### Understanding the SPDS (C/E: 3 Disclosure)

1PM-4PM

Do you know the Seller Property Disclosure Statement? After this class you'll be familiar with:

- Arizona disclosure requirements
- Legal ramifications of failure to disclose
- Building and safety requirements

### Instructor:

Mary Frances Coleman, Esq. is a licensed attorney, a REALTOR®, a broker and a coach who has spent over 20 years on real estate transactional issues.

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.

REGISTER BY 11/22: [www.aaronline.com/event/e/CE11282017](http://www.aaronline.com/event/e/CE11282017)

\*Cancellations received after 11/21 are not eligible for a refund. C/E provided under the AAR school.



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