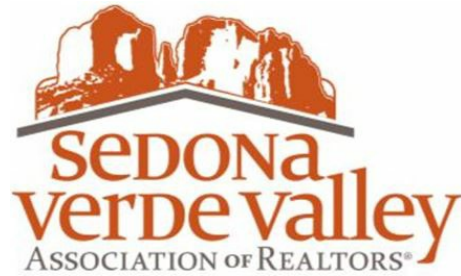


# Week at a Glance

Monday, December 4, 2017



[CLICK HERE FOR ONLINE VERSION](#)



## SVAR CALENDAR

### SVAR Meetings, Tours and Events Calendar

Today	◀	▶	Tuesday, December 5	▼	Print	Week	Month	Ad
<b>Tuesday, December 5</b>								
8:30am	Ctw MLS Meeting and Tour - Areas: 10, 12, 13, 14, 15, 16 - Jerome, Clarkdale, Cottonwood & Verde Village							
8:30am	Guest Speakers Yavapai County Administrator Phil Bourdon and Yavapai County Supervisor Randy Garrison							
<b>Wednesday, December 6</b>								
8:30am	Camp Verde Meeting & Tour							
<b>Thursday, December 7</b>								
8:30am	Sedona Uptown and Oak Creek Canyon Tour - No Meeting - Sedona Areas 40, 41, 44 Includes Brewer Rd							
<b>Friday, December 8</b>								
6:00pm	SVAR 2018 Installation & Awards Event							

[ONLINE CALENDAR](#)

## Affiliate Spotlights and Guest Speakers

Tuesday, December 5th Cottonwood Spotlight is Mike from Verde Valley Olive Oil Traders  
Guest Speakers are Yavapai County Administrator Phil Bourdon and Yavapai County Supervisor Randy Garrison

Thursday, December 14th Sedona Spotlight is Lucy from Yavapai Title

**[GET YOUR TICKETS TO THE SVAR 2018 INSTALLATION & AWARDS EVENT NOW!](#)**

**GET YOUR TICKETS NOW FOR THE  
2018 SVVAR INSTALLATION CELEBRATION!**

**LET'S HAVE SOME FUN,  
ROARING 20'S STYLE!**

**Great Food and Fantastic Prizes!!!**

**YOU ARE INVITED!!!**

Food, Fun  
& Prizes

**See You at the  
SVVAR 2018  
Installation & Awards Event!!!**

Friday, December 8, 2017  
6 PM—8 PM  
Clarkdale Memorial Clubhouse  
19 North 9th St  
Clarkdale, AZ

Tickets \$25.00 each

To register, go to  
<https://goo.gl/Me8L5k>

1920'S  
Attire Is  
Encouraged  
But Not  
Required

**Fabulous Prizes\***

- Grand Prize – NAR, AAR and SVVAR Dues and MLS Service Fees for 2018
- 1<sup>st</sup> Place is NAR, AAR and SVVAR dues for 2018
- 2<sup>nd</sup> Place is for MLS Service Fees for 2018
- The first Affiliate Member who is drawn will be awarded 2018 Affiliate Dues (a \$125 value).

\*Only purchased tickets are eligible to win. Winners must be present, no stand-ins or proxies. No cash equivalency. Prizes apply to calendar year 2018 only. Prizes may not be transferred to another party.



**TOYS FOR TOTS FUNDRAISER**

**This Installation Event is a fundraiser for  
Toys for Tots! Please bring a new,  
unwrapped toy with you when you  
come to the Installation Event!**



# ARIZONA REALTORS®

AT THE CAPITOL

Registration for REALTOR® Day at the Capitol is Now Open!

Register for free until January 2, 2018  
Seating is limited this year, please register today!

**There will be a \$25 registration at door fee the morning of the event  
but at door registrations are not guaranteed lunch or materials.**

## REALTOR® Day at the Capitol

**When:** Tuesday, January 9, 2018 | 10:30 am to 2:30 pm

**Where:** Arizona State Capitol — Wesley Bolin Plaza

Click on link to register:

<http://bit.ly/2Asvgj9>

Kick off the 2018 legislative session by joining the Arizona Association of REALTORS® at our annual REALTOR® Day at the Capitol on January 9, 2018. Hear from speakers involved within the industry, and most importantly, convey first-hand to your senator and state representatives the various issues impacting the real estate community.

*Note: You will need your NRDS id number to register for the event as well as your Legislative district number. If you have any problems registering with your NRDS id number, please call Support at 480-304-8930*

Thank you,

Lore Anne Brown, Director of Government Programs

[lore@aaronline.com](mailto:lore@aaronline.com)

602.248.7787 Ext.311 • 800.426.7274 Toll-free in AZ • 602.351.2474 Fax  
255 East Osborn Road, Suite 200 • Phoenix, Arizona 85012

## TOYS FOR TOTS

Drop off new, unwrapped toys at the SVVAR office before Thursday, December 14th, or bring them to the Installation Event



If you would like to be a Toys for Tots collection location, stop by the SVVAR Office and pick up a Toys for Tots Collection Box!

## PROFESSIONAL DEVELOPMENT

Real Sticky Situations & Effective Buyer Consultations with Evan Fuchs



### Real Sticky Situations & Effective Buyer Consultations

December 15, 2017

#### DATE:

Friday, December 15, 2017  
9:00 AM—4:00 PM

#### LIVE STREAMED TO:

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


#### PRICE:

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

#### INSTRUCTOR:



Evan Fuchs

STREAMING LIVE 

#### Real Sticky Situations (C/E: 3 Commissioners Standards) 9AM-12PM

Examine unusual situations that a real estate practitioner may encounter while working with a buyer or seller. We'll analyze the best way to manage and solve problems within the legal and ethical framework set out by the Code of Ethics. You'll learn to:

- Recognize and demonstrate the best way to locate answers to problems using reference materials
- Identify risk management procedures and processes

#### Effective Buyer Consultations (C/E: 3 Agency) 1PM-4PM

Advance agency with a buyer's consultation. You'll take a look at the Real Estate Agency Disclosure and Election Form and the Buyer Broker Agreement and learn how a good consultation:

- Establishes agency relationships
- Defines wants and needs
- Clarifies fiduciary duties

#### Instructor:

**Evan Fuchs** is an active practitioner with 20 years experience training and speaking nationally on leadership, sales, and team-building

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 12/11: [www.aaronline.com/event/e/CE12152017](http://www.aaronline.com/event/e/CE12152017)

\*Cancellations received after 12/8 are not eligible for a refund. C/E provided under the AAR school.



255 E. Osborn Rd. Suite 200 • Phoenix, AZ 85012  
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[www.aaronline.com](http://www.aaronline.com)

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at the [CE Shop](#) and **SAVE Now!!!**

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

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**Save 35%**  
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**SEASON35**

*shop now*

**The CE Shop** VALID 12/4 - 12/5 UNTIL 11:59 CST

## REAL ESTATE SCHOOLS

[HOW2EDUCATE.COM's INFORMATION](#)

[ARIZONA MOUNTAIN SCHOOL OF REAL ESTATE INFORMATION](#)

## IMPORTANT LINKS FOR YOU

[LOOKING FOR PREVIOUS EMAILS  
FROM SVAR?](#)

[OTHER IMPORTANT LINKS](#)

[AAR CALENDAR AND EDUCATION](#)

[Visit our website](#)