

Week at a Glance

Monday, December 11, 2017



[CLICK HERE FOR ONLINE VERSION](#)



SVVAR CALENDAR

SVVAR Meetings, Tours and Events Calendar

Today	◀	▶	Monday, December 11	▼	Print	Week	Mo
Tuesday, December 12							
12:00pm	Canceled: Affiliate Committee Meeting and Luncheon						
Wednesday, December 13							
8:30am	Lake Montezuma, McGuireville and Rimrock Tour						
9:30am	SVVAR Board of Directors Meeting						
Thursday, December 14							
8:30am	West Sedona & Red Rock Loop MLS Meeting and Tour - 2nd Week – West Sedona Areas 42 and 43						
Friday, December 15							
9:00am	CE Classes: Real Sticky Situations / Effective Buyer Consultations - Evan Fuchs						

[ONLINE CALENDAR](#)

Affiliate Spotlights and Guest Speakers

Tuesday, December 12th - Affiliate Meeting has been canceled

Thursday, December 14th -- Sedona Spotlight is Lucy Estrada from Yavapai Title Speakers: Yavapai County Administrator, Phil Bourdon and Yavapai County Supervisor, Randy Garrison to speak on 1/4 cent jail tax.



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

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.

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

*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
Telephone: 602-248-7767 • Toll-free in AZ: 800-426-7274 • Fax: 602-351-2474
www.aaronline.com

GET THE MOST OUT OF FLEXMLS BY SIGNING UP FOR THESE JANUARY CLASSES

GET THE MOST OUT OF
FLEXMLS
BY SIGNING UP FOR
THESE CLASSES



Monday, January 22, 2018

9:30 – 10:45 Flexmls Contact Management and Portals

Did you know that Flexmls contains all the CRM tools you need to categorize your contacts, clients and prospects, set them up with personal portals, see their activity and more? We'll start with the basics of entering a contact all the way through setting up Portal preferences to wow your clients with exactly what they're looking for!

11:00 – 12:00 Flexmls Statistics – Get Yours!

This 1-hour class goes over the various market activity and trend statistics available to agents from the Flexmls system, with an emphasis on generating and analyzing your 2017 production report.

12:15 – 1:45 "So You Think You Can Search?"

This 90-minute lunch and learn is about ALL the quick, cool and easy ways to zero in on the exact property features your clients are seeking. Compete for prizes and learn how to zero in on EXACTLY the features your clients are seeking in a snap!

2:00 – 3:00 Flexmls - Be a CMA Specialist

Spend an hour touring the CMA module of Flexmls and learn how to go beyond the basics to create CMAs that start conversations that end in decisions!

Instructor: Nikki Baldwin, CDEI

Nikki is a familiar face around Arizona Real Estate, having started as a property manager in Tucson in 1987. In the years since, she's worked for MLS vendors, local associations and NAR before finding her home as a real estate technology educator with Flexmls. She is a real estate licensee (currently inactive), Certified Distance Learning Instructor, and DREI (Distinguished Real Estate Instructor) candidate.

These classes are FREE but you must reserve your spot by calling 928-282-5409 before 4:00 PM on Friday, January 19, 2018. Space is limited. No at-the-door registrations.

SAVE BIG ONLINE AT THE CE SHOP!!!

Get your CE Hours
at the [CE Shop](#) and SAVE Now!!!

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

[CLICK HERE FOR YOUR CE HOURS](#)

SAVE BIG FOR GREEN MONDAY!

SAVE
40%

SHOP NOW

PROMO CODE
GREENMONDAY

MARILAND PRE-LICENSING NOT INCLUDED.
PRICES, PROMOTIONS AND PRODUCTS ARE SUBJECT TO CHANGE WITHOUT NOTICE.

The CE Shop VALID 12/11 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 SVVAR?](#)

[OTHER IMPORTANT LINKS](#)

[AAR CALENDAR AND EDUCATION](#)

[Visit our website](#)