

WEEK AT A GLANCE



Monday, April 23, 2018



SVVAR CALENDAR

SVVAR Meetings, Tours and Events Calendar

Today Monday, April 23 ▾

Print Week

Tuesday, April 24

9:00am **Remote CE Class "The Contract Matters! Perform to Impress": Contract**

1:00pm **Remote CE Class "Understanding Mortgage Disclosure Forms" : Disclosure**

Wednesday, April 25

9:30am **SVVAR Board of Directors Meeting**

Thursday, April 26

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

[ONLINE CALENDAR](#)

FREE ELECTRONICS RECYCLING DAY

The City of Sedona will hold a free electronics recycling drop-off day Saturday, April 28, from 8 AM to Noon. Anyone with old toys, gadgets or devices that are obsolete or who has unwanted electronic devices that need disposal is invited to bring them to the Sedona City Hall parking lot for environmentally responsible recycling by R3 eWaste.

There is no charge for drop-off.

Early drop-off starts Monday, April 23.

Accepted items include: PCs, laptops, main frames, servers, monitors, printers, keyboards, mice, hard drives, storage devices, power supplies, cables, modems, hubs and routers, cell phones, telephones and answering machines, scanners, fax machines, copiers, calculators, typewriters, projectors, ballasts, non-lead acid batteries, toaster ovens, lightbulbs, surplus metals, etc.

Items not accepted include: Mercury switches and thermostats, thermometers, wood, paints, chemicals, etc, and large appliances such as refrigerators, ranges and dishwashers, which can be taken to an area scrap metal dealer.

Sedona City Hall is at 102 Roadrunner Drive, one block east of Dry Creek Road. Call 203-5031 for more information.

PROFESSIONAL DEVELOPMENT

Money, Money, Who Gets the Money?

3 HOURS - UNDERSTANDING PROCURING CAUSE



Understanding Procuring Cause

INSTRUCTOR: LARRY HIBLER

Do you understand procuring cause? Do you know the simple steps you can take to insure your position with buyer? What happens if another REALTOR® expects to be paid part of your commission?

Come and get the answers! Larry Hibler, the instructor for this class, will walk you through some actual case studies and examples of what to do (and what not to do!) when it comes to procuring cause.

DATE/TIME:

Wednesday, April 25
1:00 pm – 4:00 pm

LOCATION:

Si Birch Community Room
Sedona Public Library
3250 White Bear Road
Sedona, AZ 86336

RSVP REQUIRED:

kate.jackson@stewart.com
or 480 469 4431

SPONSORS:



Kate Jackson
Stewart Title- Sedona
kate.jackson@stewart.com

stewart title



Bill Gamela
One AZ Credit Union
Bgamela@oneazcu.com
NMLS 152191

OneAZ
CREDIT UNION

IN CONJUNCTION WITH THE 2018 SPRING LUNCHEON, THE WMAR PRESENTS THE 2ND ANNUAL

SPRING THAW

PASSION + ENERGY + EXPERIENCE = SALES ROCK STAR

KEYNOTE SPEAKER:
LEIGH BROWN



International, inspirational speaker and a "tried and true, in the trenches" Realtor®

1:30PM
AFTERNOON SESSION

SUBSTANCE OVER EGO

Your listing presentation will never be the same-and your clients will be thrilled about that!

8:30AM-11:30AM
MAIN SESSION

7 DEADLY SINS OF SALES

Walk through some of the classic mistakes of salespeople and discover ideas for correction.

2:30PM
AFTERNOON SESSION

MAKING A RETURN ON FACEBOOK & TWITTER

Figure out how to create a profitable (yet not annoying) presence online. For beginners.

**TUESDAY
MAY 1ST**

FREE

FOR WMAR MEMBERS

Non-Member Fee \$100 (lunch included)

HON-DAH RESORT CONFERENCE CENTER
A complimentary continental breakfast is provided
Event registration begins at 8:00am

SIGN UP TODAY! SEATS ARE LIMITED.
Please register no later than Monday, April 16th
928-537-1107 or www.wmaronline.com



WHITE MOUNTAIN
ASSOCIATION OF REALTORS®



THERE WILL BE A CANCELLATION FEE OF \$25 TO ALL REGISTRANTS AFTER MONDAY, APRIL 16TH

Agent Re-Orientation

A Must for NEW Agents!
Great Idea for ALL Agents!

Do you find yourself asking: How do I do this... What is available to do that...

What apps are part of my Member Benefits that I am not using?

Then this class is for you!

Come join us to discover a variety of helpful information.

Learn about:

FlexMLS
RPR
ZipForm
eSign
ShowingTime
Monsoon
Market Stats
Tech Helpline
HomeSnap
Title Companies
Lenders

...& much more

Wednesday

May 2nd

9:00 to noon

SVVAR Education Room
859 Cove Parkway
Cottonwood, AZ

FREE

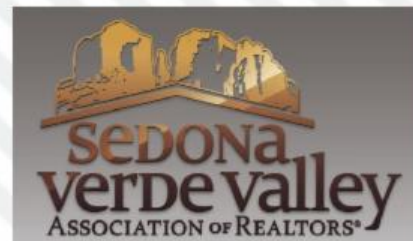
Registration Required:

Info@SVVAR.com

Sponsored By:

 **Lawyers Title**

 NATIONAL BANK OF ARIZONA


**SEDONA
verde valley**
ASSOCIATION OF REALTORS®





What's Fair is Fair & Fiduciary Duties...Make Them Matter

Tuesday May 8, 2018

Date:

Tuesday, May 8, 2018
9:00 AM—4:00 PM

LIVE STREAMED TO:

Sedona Verde Valley Association of REALTORS®
859 Cove Parkway
Cottonwood, AZ 86326
928-282-5409

PRICE:

\$20 for one course / \$30 at door
\$35 for both courses / \$45 at door

INSTRUCTORS:

Melinda Eslinger



Mandy Neat



What's Fair is Fair (C/E: 3 Fair Housing)

Melinda Eslinger (9AM-12PM)

Some behaviors might not strike you as clear-cut violations of the federal Fair Housing Act. Learn to identify fair housing discrimination through a review of court cases, practical examples and a journey through history. You will leave class able to recognize fair housing discrimination and will receive tips on how to avoid overstepping the law.

Fiduciary Duties...Make Them Matter (C/E: 3 Agency)

Mandy Neat (1PM-4PM)

Do you find yourself wishing for a professional cross sale experience? Do you know your duties to other parties and your clients, not just the obvious ones? How to set yourself apart utilizing your fiduciary duties? The Arizona Association of REALTORS® forms create a guideline for professionalism and how to treat others while putting your client first. You'll learn:

- What Fiduciary means
- That Agency is more than paperwork
- Overview of the laws that pertain to REALTOR® duties
- How to work professionally with others
- How to use fiduciary to set yourself apart

Instructors:

Melinda Eslinger is a top producing REALTOR® in the Phoenix area and actively engaged in opportunities to mentor, educate and assist fellow agents.

Mandy Neat is an active REALTOR® in West Maricopa County and is passionate about making a difference in the real estate industry.

STREAMING LIVE

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 May 4

www.aaronline.com/event/e/CE05082018

*Cancellations received after 5/1/2018 are not eligible for a refund. C/E provided under the AAR school.



255 E. Osborn Rd., Suite 200 • Phoenix, AZ 85012
Telephone: 602.248.7787 • Toll Free in AZ: 800.426.7274 • Fax: 602.351.2474
www.aaronline.com



Advanced Property Management Bootcamp

May 11, 2018
9:00am—4:00pm

LIVE STREAM LOCATION:

Sedona Verde Valley Association of REALTORS®
859 Cove Parkway
Cottonwood, AZ 86326
928-282-5409

PRICE:

BEFORE 5/7: \$69.00

At-Door: \$79.00

No Refunds After 5/4/2018

INSTRUCTORS:

Sue Flucke

Denise Holliday, Esq

C/E:

3-fair housing

3-contract

*c/e Issued by AAR

Get a detailed breakdown of all the critical and usually misunderstood statutes that can create liability for the owner and property manager.

YOU WILL LEAVE THIS CLASS WITH A DEEPER UNDERSTANDING OF:

- Arizona Landlord/Tenant Act
Which notices to use in different situations
- Fair housing/ADA/Federal Fair Credit Report Act
Credit/background reports
Pets
Assistive Animals
Rental Criteria
Accommodations
- Tenants —move in/move out
Obligations upon vacating the premises
Eviction of tenants
Abandonment of personal property
Days and notices

CERTIFIED RESIDENTIAL PROPERTY MANAGER:

AAR's certification program is dedicated to property management and offers classes that you can use for your real estate license renewal. This program was developed and designed to hone your knowledge and skills in topics that relate to your day to day business as a property manager. The curriculum was developed in concert with property management attorneys and longtime property management practitioners. Find out more information on: www.aaronline.com/increase-knowledge.



Arizona Association of REALTORS® presents live stream 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 BEFORE MAY 7, 2018

www.aaronline.com/event/e/CRPM05112018



Arizona Association of REALTORS® | 255 E. Osborn Rd., Suite 200 | Phoenix, AZ 85012
602.248.7787 Telephone | 800.426.7274 Toll-free in AZ | 602.351.2474 Fax
www.aaronline.com

MAY 22, 2018

9:00 a.m. – 4:00 p.m.

**LIVE STREAM
LOCATION:**

Sedona Verde Valley
Association of REALTORS®
859 Cove Parkway
Cottonwood, AZ 86326
928-282-5409

PRICE:

Before 5/17 \$49.00

At-door: \$59.00

No refunds after 5/15

*At door subject to availability;
materials not guaranteed*

INSTRUCTOR:

Mary Francis Coleman

C/E: 6 Disclosure

C/E Provided By AAR

This course offers GRI credit in Arizona

Explore how to fulfill your disclosure obligations in a real estate transaction and explore the due diligence responsibilities of the parties.

YOU'LL LEAVE THE CLASS KNOWING HOW TO:

- Avoid the risks associated with failing to make the required disclosures to clients and non-clients.
- Identify required seller disclosures as required by common law and Arizona statute.
- Identify items required to be disclosed by buyers in a transaction.
- Understand how the *Buyer Advisory* can reduce liability.
- Avoid risks associated with inspections and investigations.

WHY THIS INSTRUCTOR?

Mary Frances Coleman is a licensed attorney, a REALTOR®, a broker and a coach who has spent her entire 20+ years on real estate transactional issues. Her high energy delivery connects the information with the street practice leaving you with a thorough understanding of areas of risk and what you can do to minimize your risk..

STREAMING LIVE

Classes are live streamed into local Association classrooms 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**.

To learn more about the rCRMS certification, visit

<http://www.aaronline.com/increase-knowledge/certified-risk-management-specialist-rcrms/>

To learn more about the GRI designation, visit: www.azgri.com

REGISTER BEFORE MAY 17, 2018

www.aaronline.com/event/e/CRMS05222018

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 **The CE Shop** VALID 4/23 - 4/24 UNTIL 11:59 CST

REAL ESTATE SCHOOLS

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

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SVVAR?](#)

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[AAR CALENDAR AND EDUCATION](#)

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