

WEEK AT A GLANCE



Monday, April 16, 2018



SVVAR CALENDAR

SVVAR Meetings, Tours and Events Calendar

Today ◀ ▶ Monday, April 16 ▾

Print Week

Monday, April 16

8:00am SVVAR Quarterly Fees are Due

Tuesday, April 17

CANCELLED Remote Class GRI : Effective Strategies for Building Client Relationships

8:30am MLS Meeting & Tour - Tour Areas 11 & 17 - Bridgeport, Verde Santa Fe, Cornville, Page Springs

Thursday, April 19

9:00am VOC East Tour - No Meeting - 3rd Week Tour - Areas 45 and 46 East: VOC East side of SR 179

1:00pm MLS Committee Meeting

[ONLINE CALENDAR](#)

2nd Quarter Fees Due Today!!!

REALTOR® MEMBERS:

YOUR 2ND QUARTER MLS FEES (AND, IF APPLICABLE, ACTIVEKEY, KEYBOX AND KEY INSURANCE FEES) WERE EMAILED TO YOU ON MARCH 15TH AND WILL BE DUE ON MONDAY, APRIL 16TH.

[To see what you owe, log in here.](#)

[CLICK HERE TO PAY YOUR FEES ONLINE](#)

PROFESSIONAL DEVELOPMENT



The Contract Matters! Perform to Impress & Understanding Mortgage Disclosure Forms April 24, 2018

DATE:

April 24, 2018
9:00 AM—4:00 PM

LIVE STREAMED TO:

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

PRICE:

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

INSTRUCTORS:



Mandy Neat



Patrick Ritchie

STREAMING LIVE

The Contract Matters! Perform to Impress (Mandy Neat)

C/E: Contract Law
9AM-12PM

Bring your 'A' game to the table with a deep dive into the Residential Real Estate Purchase Contract, which was designed to help buyer's agents better advocate for their clients and present a complete and transparent offer that reflects their needs. In this class you'll discover:

- A well written offer is your fiduciary duty
- How to write to impress and win the contract
- What you should know prior to writing an offer
- How to present to the other side professionally
- What a complete offer actually looks like.

Understanding Mortgage Disclosure Forms (Patrick Ritchie)

C/E: 3 Disclosure
1PM-4PM

When your client asks "What am I signing?" do you have the answers? At your next client meeting, come prepared with a full explanation of each mortgage disclosure form. Reduce buyer confusion and up your agency game with this class. Come away with:

- Explanations and background information for variable disclosure line items on forms
- A deep understanding of the primary disclosures covered for conventional, FHA and VA mortgages
- A clear understanding of industry standards, and when and why the documents must be signed

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 4/20: www.aaronline.com/event/e/CE04242018

*Cancellations received after 4/17 are not eligible for a refund. C/E provided under the AAR school.



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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





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.



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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.

STREAMING LIVE

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



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DISCLOSURE & DUE DILIGENCE

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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REAL ESTATE INFORMATION](#)

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