

WEEK AT A GLANCE



Monday, June 4, 2018



[Click here for online version](#)

SVVAR CALENDAR

SVVAR Meetings, Tours and Events Calendar

| | | | | | |
|--------------------------|--|---|----------------|---|-------|
| Today | ◀ | ▶ | Monday, June 4 | ▼ | Print |
| Tuesday, June 5 | | | | | |
| 8:30am | Ctw MLS Meeting and Tour - Areas: 10, 12, 13, 14, 15, 16 - Jerome, Clarkdale, Cottonwood | | | | |
| 9:00am | Remote Class GRI : Market Essentials | | | | |
| Wednesday, June 6 | | | | | |
| 8:30am | Camp Verde Meeting & Tour | | | | |
| Thursday, June 7 | | | | | |
| 8:30am | Sedona Uptown and Oak Creek Canyon Tour - No Meeting - Sedona Areas 40, 41, 44 | | | | |

ONLINE CALENDAR

Affiliate Spotlights and Affiliate Lunch

Cottonwood MLS Spotlight:

June 5, 2018 - Maureen Stadelman- Premier Title

Next Affiliate Committee Meeting: June 12, 2018

Lunch will be provided by: Lee Erin Carpenter - Farm Bureau Financial Services



RPR app unveils new Buyer Tour Report



AAR REVISED FORMS EFFECTIVE JUNE 1

Revised Forms Effective June 1

Three times a year, new and revised forms are released when needed. Here's a preview of what's changing soon!



PROFESSIONAL DEVELOPMENT



GRADUATE,
REALTOR®
INSTITUTE

MARKET ESSENTIALS: PROPERTY CONDITIONS

Register: www.aaronline.com/event/e/GRI06052018

**DON'T MISS THIS 1 DAY
GRI COURSE**
Qualifies for Row 6 on the GRI
Requirements Form

June 5, 2018
9:00AM - 4:00PM
Registration 8:30AM

3CE Agency

3CE Disclosure

This course teaches both new and seasoned agents how to understand that property condition, inspection reports and more can speak volumes about a home. This course will also teach you how to identify possible "red flags" that may cause complications prior to listing a home and the impact they have on financing and marketability.

This Course will focus on:

- The impact of property condition on salability and potential buyers.
- Financing options depending on property condition.
- Using inspection reports to write a BINSR & using the BINSR correctly.
- Property disclosure requirements for buyers & sellers.

Instructor:




Holly Mabery

**Online Registration closes
on 5/31/2018 @ 9:00 am**

Fees:

- \$59.00 until 5/31/2018
- \$89.00 At Door/non-AAR members
- \$30.00 GRI Graduates

STREAMING LIVE 

Class location:



**859 Cove Parkway, Suite 102
Cottonwood, AZ 86326**

Cancellation Policy:

Cancellations received prior to 5/26/2018 will be refunded less a \$25 admin fee. Cancellations received after 5/26/2018 are not eligible for a refund.

"No-shows" forfeit all fees.

Please notify us 7 days in advance if you have any disability that requires special services or access.



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www.aaronline.com



Liability & Risk Management & What You Wrote vs. What You Meant June 26, 2018

Date:

June 26, 2018
9:00 AM—4:00 PM

LIVE STREAMED TO:

[Sedona Verde Valley
Association of REALTORS®](#)

Bullhead City/Mohave Valley
Central Arizona
Kingman/Golden Valley
Lake Havasu
Southeast Arizona/Sierra Vista
Western Pinal
White Mountain
Yuma

PRICE:

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

INSTRUCTOR:

Mary Frances Coleman, Esq.



Liability & Risk Management (C/E: 3 Commissioners Standards)
(9AM-12PM)

Get a hands on feel for current issues you may encounter which can lead to future litigation. Learn how you can protect yourself and your brokerages from lawsuits. You'll learn to identify your fiduciary duty responsibilities and dig into various statutes, administrative codes and commissioner's rules that govern real estate licenses in Arizona.


What You Wrote vs. What You Meant (C/E: 3 Legal Issues)
(1PM-4PM)

Using precise language in the contract can make the difference between winning in court and losing a lot of money. Keeping your clients fully informed and establishing clear expectations will also save you a lot of headaches. Learn how to clearly communicate what you mean by:

- Taking a close look at the AAR contract
- Reviewing examples of what not to write
- Discussing the merits of using boilerplate language over additional terms
- Learning applicable real estate law

Instructor:

Mary Frances Coleman, Esq. 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 information with street practice, leaving you with a thorough understanding of areas of risk and what you can do to minimize it.

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 JUNE 21

www.aaronline.com/event/e/CE06262018

*Cancellations received after 6/19 are not eligible for a refund. C/E provided under the AAR school.



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GRADUATE,
REALTOR®
INSTITUTE

**EFFECTIVE STRATEGIES FOR
BUILDING CLIENT RELATIONSHIPS**

Register: aaronline.com/event/e/GRI04172018

**DON'T MISS THIS 1 DAY
GRI COURSE
Qualifies for Row 3 on the GRI
Requirements Form**

**June 27, 2018
9:00AM - 4:00PM
Registration 8:30AM**

Presented
by:



How do you increase your "book of business" by turning today's customers into clients for life?

This course covers strategic steps to improve your negotiation skills, assess seller and buyer needs, overcome client objections and deliver a stellar listing presentation.

This Course will focus on:

- Defining your role as a REALTOR® and addressing the wants and needs of today's consumer.
- Identifying the articles in the NAR Code of Ethics and Standards of Practice that deal with ethical conduct in negotiation and communication.
- Ways to integrate consulting skills into your real estate practice.

Instructor:




Evan Fuchs

**Online Registration closes
on 6/22/2018 @ 9:00 am**

This class does not offer C/E

Fees:

- \$59.00 until 6/22/2018
- \$89.00 At Door/non-AAR members
- \$30.00 GRI Graduates

STREAMING LIVE 

Class locations:

Bullhead Association
Central Arizona Board
Kingman Association
Lake Havasu Association
Prescott Area Association
Sedona/Verde Valley Association
White Mountain Association
Western Pinal Association
Yuma Association

Cancellation Policy:

Cancellations received prior to 6/20/2018 will be refunded less a \$25 admin fee. Cancellations received after 6/20/2018 are not eligible for a refund.

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MASTERING RESIDENTIAL RESALE TRANSACTION

Get a detailed look at the framework that makes up the AAR's Residential Resale Purchase Contract, as well as other related forms and addenda often used in connection with the resale transaction.

JULY 26-27, 2018

9:00 AM – 4:00 PM

Check-in 8:30 AM

LIVE STREAMING LOCATIONS:

Sedona Verde Valley Association of REALTORS®

Bullhead City/Mohave Valley
Kingman/Golden Valley
Lake Havasu
Prescott Area
Southeast AZ (Sierra Vista)
Western Pinal
White Mountain
Yuma

PRICE:

\$69 by 7/22

\$79 at door

No refunds after 7/16

*At door subject to availability;
materials not guaranteed*

INSTRUCTOR:

Mary Frances Coleman

C/E:

6 Contract Law

6 Disclosure

C/E provided by AAR

YOU'LL LEAVE THE CLASS ABLE TO:

- Describe the framework of real property contracts
- Properly execute the resale contract
- Explain the risk associated with the various sections of the resale transaction.
- Describe the function of related forms and addenda commonly used in connection with the resale contract.
- Use the provisions of the resale contract to avoid sticky situations

WHY THIS INSTRUCTOR?

Mary Frances Coleman, Esq. 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 information with street practice, leaving you with a thorough understanding of areas of risk and what you can do to minimize it.



To learn more about the rCRMS certification, visit

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

BONUS: This class also offers credit towards the GRI designation

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

STREAMING LIVE

REGISTER BY JULY 22

www.aaronline.com/event/e/CRMS07262018



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www.aaronline.com



Contract Clauses and Contingencies & What Your Buyer Doesn't Know Can Hurt You

July 31, 2018

DATE:

Tuesday, July 31, 2018
9:00 AM—4:00 PM

LIVE STREAMED TO: Sedona/Verde Valley Association of REALTORS®

Bullhead City/Mohave Valley
Central Arizona
Kingman/Golden Valley
Lake Havasu
Prescott Area
Western Pinal
White Mountain
Yuma

PRICE:

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

INSTRUCTORS:

Jesi Wolnik, Esq.
Gary Nelson



Contract Clauses and Contingencies

C/E: 3 Contract
9AM-12PM
Jesi Wolnik, Esq.

Have you really read the contract? Do you know what to do when real world transactions aren't text book examples? Take a deep dive into the contract and the various contingency clauses you'll encounter to better cover yourself and your client against misunderstandings.

What Your Buyer Doesn't Know Can Hurt You

C/E: 3 Disclosure
1PM-4PM
Gary Nelson

Explore your disclosure obligations to the client and non-client. Learn how to avoid inadvertent non-disclosures and discover how to identify a material fact.

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.

STREAMING LIVE

REGISTER BY 7/26

www.aaronline.com/event/e/CE07312018

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VALID ON ALL CE/POSTLICENSING PRODUCTS. PRICES, PROMOTIONS
AND PRODUCTS ARE SUBJECT TO CHANGE WITHOUT NOTICE.

The CE Shop VALID 6/4 - 6/5 UNTIL 11:59 CST

REAL ESTATE SCHOOLS

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

IMPORTANT LINKS FOR YOU

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

[AAR CALENDAR AND EDUCATION](#)