

WEEK AT A GLANCE



Monday, August 13, 2018



[Click here for online version](#)

SVVAR Meetings, Tours and Events Calendar

Today ◀ ▶ Monday, August 13 ▾

Print Week

Tuesday, August 14

12:00pm **Meeting Canceled - Affiliate Committee Meeting and Luncheon**

Thursday, August 16

9:00am **Remote Class GRI : Transaction Technology**

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

10:30am **I Got This! With Terry Watson**

ONLINE CALENDAR

REGISTER NOW FOR THE 3rd QUARTER SEDONA MLS MEETING



3rd Quarter Sedona MLS Meeting

Date: Thursday, August 30, 2018
Lunch beginning at 12:10
Meeting Time: 12:30 PM - 2:30 PM
Location: Sedona Elk's Lodge
110 Airport Road
Sedona, AZ 86336

Important → Lunch begins at 12:10 (Please don't come before 12:10 PM, since a Code of Ethics class will be in session and you will not be admitted into the room until the class is over. Thank you!)

"Changes in Flood Maps and Flood Insurance Update"

Flood risks in Yavapai County change over time due to community growth, erosion, wildfire and other factors. The Yavapai County Flood District (YCFCD) continues to update the County's flood maps to provide residents and business owners with a better understanding of their current flood risk. Updating flood maps could mean changes in flood insurance requirements and costs.

YCFCD's Lynn Whitman will provide an update on the different County mapping projects. Outreach and insurance specialist, Bruce Bender will discuss the impact of map changes on insurance and options County property owners may have. Don't miss this opportunity to learn where the map changes are occurring and insurance options your clients may have.

Cost \$10.00 includes lunch and meeting. There is limited seating so REGISTER TODAY at <https://goo.gl/1MJKGz> and click on Events.

Thank You to Our Sponsors...



SIGN UP NOW FOR THIS CONFERENCE BECAUSE IT SELLS OUT EVERY YEAR!



INDUSTRY PARTNERS CONFERENCE 2018

REALTORS...LOAN OFFICERS...ESCROW OFFICERS...ALL LEARNING TOGETHER!

9-14-2018, 8:30am-4:30pm

Look Both Ways

Protecting the Transaction

- Understand emerging business models and practices in the real estate lending and title/escrow industries
- Issues that REALTORS® and lenders should be discussing with the buyers and sellers and when the discussions should take place

Learn Through Highly Interactive Scenario Discussion

EARLY BIRD REGISTRATION July 30 through August 31 \$85

- Situations and solutions common to transaction issues such as:
 - Seller concessions
 - Appraisals
 - Inspections and the BINSR
 - Loan centials
 - Cure period notice
 - Contract promises the buyer and seller made
 - Who gets the earnest money
 - Wire fraud and other schemes

If you register by August 15 you will enter in a drawing to win a \$150 GIFT CARD

C/E: Pending

SEP. 14 @ EMBASSY SUITES EARLY BIRD REGISTRATION 7/30-8/31 - \$85

REGULAR REGISTRATION 9/1-9/7 - \$99

REG. BIRD REGISTRATION - \$113

REGISTER ONLINE AT WWW.REGONLINE.COM/2018IPC



THIS CONFERENCE SELLS OUT EVERY YEAR! REGISTER EARLY!



#IndPartConf

CONTINUE THE CONVERSATION ONLINE!

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REALTORS® CONFERENCE & EXPO

November 2-5, 2018
The REALTORS® Conference & Expo is the largest annual event for the most successful real estate professionals. Registration is now open!

[Register & Buy Tickets](#)
[Book Your Hotel](#)
[Conference Schedule](#)



PROFESSIONAL DEVELOPMENT

The Northern Arizona Association of REALTORS®

Presents: Terry Watson



Hilarious Motivational Keynote Speaker, Trainer and Coach

I GOT THIS!

Across the country inventory is scarce and this is becoming the Mother of All Sellers Markets, listing presentations are turning into FBI background checks and unaccepted offers are becoming the norm. This can be soul crushing for your buyers and emotionally exhausting for you. The end result is you have to sell the same buyer multiple homes, while getting paid for one. On top of this, Millennials and Gen X's demand a great real estate experience. Good service doesn't cut it anymore. If they are unhappy with the experience, it will become part of your permanent record – on Yelp, YouTube or Zillow. Selling real estate has morphed into American Idol or Dancing with the Stars.

You will not want to miss this laugh out loud session that actually gives you the tools to walk into any real estate situation, and say... I Got This!!

August 16, 2018

Time:
10:30 Registration
11:00 am - lunch served
11:30 am presentation

Location:
Little America Hotel
2515 E. Butler

Cost:
ONSITE REGISTRATION August 16th
\$10 NAAR Members
\$25 Non-NAAR Members
AFTER August 16th or at the door (if space is available)
\$20 NAAR Members
\$30 Non-NAAR Members
NO REFUNDS WILL BE ISSUED
ADDITIONAL

Register
[I Got This! With Terry Watson](#)



3 CE HOURS

REAL STICKY SITUATIONS COMMISSIONER'S STANDARDS

DATE: WEDNESDAY, AUGUST 22, 2018
TIME: 1:00PM - 4:00PM

LOCATION:
Sedona Public Library
Si Bireh Community Room
3250 White Deer Pk., Sedona AZ, 86336

PLEASE RSVP:
Natalie Kurz at (920) 593-7591 or
Natalie.Kurz@stewarttitle.com

INSTRUCTOR:
 Larry Hilder
Member of House of Deeds
GRI, CRS, CRES, CCRMS
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HAVE YOU FULFILLED YOUR NAR CODE OF ETHICS REQUIREMENT FOR 2017-2018?

Click here to check if your name is on the list of those who still need to send us their certificates.

If you have taken a Code of Ethics class but your name is on our list, send us the certificate .

But if you still need to take it, sign up for the this class

CODE OF ETHICS CLASS

Ethics [eth'iks] n. moral choices to value of human principles the

CODE OF ETHICS

DATE: AUGUST 30
Location: 1111 W. McDowell Blvd., Flagstaff, AZ 86001

8:45 AM Check in, receive Name tags, and attend a brief Credit Report.

9:00 AM Code of Ethics Course Presentation by the National Association of REALTORS®

12:10 PM Agent Licenses and the Ethics Certificate will be awarded to those who have completed the course.

Cost: \$19 for class, lunch and meeting

JOIN US!

By the way, the National Association of REALTORS® is proud to be a part of the Code of Ethics. It's a commitment to the highest standards of professional conduct. It's a commitment to the highest standards of integrity. It's a commitment to the highest standards of excellence. It's a commitment to the highest standards of service. It's a commitment to the highest standards of success.

FAIR REALTY
100-000-0000

THE NATIONAL ASSOCIATION OF REALTORS®
100-000-0000

PuroClean
100-000-0000

MORE CLASSES

CRMS ESSENTIAL SKILLS FOR A SUCCESSFUL CLOSING

The manner in which transactional financing is secured and escrow instructions are set forth plays a critical role in how the parties' obligations may be enforced in court.

SEPTEMBER 11, 2018
8AM - 4PM

STREAMING LOCATIONS:

- Bullhead/Mohave Valley Central AZ
- Kingman/Golden Valley Lake Havasu Prescott Area
- Sedona/Verde Valley Southeast AZ
- Western Pinal White Mountain Yuma

PRICE:

Before 9/5: \$19.00
At door: \$69.00
No refunds after 9/1
At door subject to availability; materials not guaranteed

INSTRUCTOR:

Mary Frances Coleman, Esq.



C/E: 6 Legal issues
C/E Provided By: AAR

Upon completion of this course, you will be able to:

- Explain differences in the types of lenders and identify red flags that may indicate predatory lending practices.
- Identify the benefits and risk-reducing functions of the Pre-Qualification and the Loan Status Update (LSU) forms provided by AAR.
- Describe the relationship between a sales contract and escrow instructions.
- Identify the risks associated with the provisions of the Commitment for Title Insurance form.
- Explain potential post-closing risks associated with inadequate title insurance and forfeiture of a property due to nonpayment.

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-crms/>

BONUS: This class also offers credit towards the GRI designation. To learn more about the GRI designation, visit: www.azgri.com

REGISTER BEFORE SEPT 6, 2018

<http://bit.ly/2Ll0wzx>

Continuing EDUCATION

APPRAISALS, AGENTS, AND THE REAL WORLD

Please Join Us!

For a 3.0 hour CE course under the Real Estate Legal Issues (LI) category provided by Internal Dynamics School of Real Estate & sponsored by On Q Financial & Yavapai Title Agency!

WHEN:
Wednesday, September 12th, 2018
9:00am - 12:00pm

WHERE:
Sedona Yavapai College
215 Arts Village Drive, Room SED40, Sedona, AZ

RSVP TODAY!

MIKE JOHNS
ON Q FINANCIAL
MORTGAGE CONSULTANT
NMLS 227028 | AZ 6012343
708.885.9395
Michael.Johns@OnQfinancial.com

OnQ Financial
Mortgages Simplified

TOPICS OVERVIEW:

- Preparation for buyer and seller representation
- When to seek appraisal reconsiderations
- Best practices in appraiser communication
- A review of Agency guidelines

ATTENDANCE FEE: \$10

LUCY ESTRADA
YAVAPAI TITLE AGENCY
602.672.8899
Lucy.Estrada@YavapaiTitle.com

YAVAPAI TITLE AGENCY

Yavapai College with the NAR Education Committee and the NAR Board of Governors neither sponsor nor endorse this course. Internal content of the Internal Dynamics School of Real Estate, 26100 Old Mill Rd, Suite 200, Sedona, AZ 86351. 11000th Floor, Sedona, AZ 86351



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Broker University is proudly brought to you by the
ARIZONA ASSOCIATION OF REALTORS®

September 24-25, 2018

Live-Stream Locations:

- Bullhead City/Mohave Valley
- Central Arizona
- Kingman/Golden Valley
- Lake Havasu
- Sedona/Verde Valley
- Southeast Arizona
- Western Pinal
- White Mountain
- Yuma

LEARN Local

Live-stream feeds to remote locations: Students will be able to see, hear, and engage with the instructor. In your home town. Quality education without the expense of travel.

C/E Provided By: AAR

Instructor:
Mary Frances Coleman

Register by 9/20
No refunds after 9/14
At door subject to availability; materials not guaranteed

Register by 9/20 <http://bit.ly/2mFk1xk>

Online \$25 each, \$55 all | At Door \$35 each, \$65 all

Broker Management Clinics

September 24, 2018
BMC #1: Statutes & Rules (9:00- Noon)
3-Commissioner's Standards
This class provides a review of the Arizona Revised Statutes and Commissioner's Rules as they apply to the management of a brokerage and the oversight of licensees including disclosures, contracts, fiduciary duties, advertising, record keeping, trust account management, and employment agreements as well as compliance and risk management activities.

BMC #2: Broker Policies (1:00-4:00)
3-Commissioner's Standards
Explore suggested policies addressing top issues in Arizona as well as examine ADRE regulations, including the management of transaction fees and storing and managing confidential data. The class will also identify key components of well written office policies to minimize risk and clarify interpretation to better provide a clear understanding and expectations of licensees under the supervision of a broker.

September 25, 2018
BMC #3: Supervision (9:00-Noon)
3-Commissioner's Standards
Review the duties of a broker as required by the ADRE Commissioner's Rules, and the general requirements of broker employment agreements, who is responsible for supervision and the consequences for failing to supervise. Discuss agency relationships and identify the risks associated with different kinds of agency relationships, how they will be handled and what the standard of care will be.

Register Today!



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REAL ESTATE INFORMATION](#)

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