



Tuesday, September 4, 2018



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WEEK AT A GLANCE

SVVAR Meetings, Tours and Events Calendar

Today	◀	▶	Tuesday, September 4	▼	Print	Week	Month
Tuesday, September 4							
8:30am	Ctw MLS Meeting and Tour - Areas: 10, 12, 13, 14, 15, 16 - Jerome, Clarkdale, Cottonwood & Verde Villa						
Wednesday, September 5							
8:30am	Camp Verde Meeting & Tour						
Thursday, September 6							
8:30am	Sedona Uptown and Oak Creek Canyon Tour - No Meeting - Sedona Areas 40, 41, 44 Includes Brewer R						

[ONLINE CALENDAR](#)

AFFILIATE SPOTLIGHTS AND LUNCHES:

COTTONWOOD SPOTLIGHT - TUESDAY, SEPTEMBER 4 - SEDONA SOUL SPACES - LORI HAKAKAL AND MELISSA VANDARIEN

AFFILIATE LUNCH - TUESDAY, SEPTEMBER 11 - TBA

SEPTEMBER IS REALTOR® SAFETY MONTH!

The graphic features the Realtor Safety Program logo on the left, which includes a stylized blue and red hand holding a rainbow. To the right, the text reads: 'SEPTEMBER is REALTOR® Safety Month. Stay safe on the job. Develop a safety protocol you use with every client, every time.' Below this is a call to action: 'Visit www.NAR.realtor/Safety'. At the bottom right is the National Association of Realtors logo, consisting of a blue square with a white 'R' and the text 'NATIONAL ASSOCIATION of REALTORS®'.

NAR has a wealth of resources to help agents, brokers, and associations better understand and educate each other about the safety risks they face.

From [planning your safety strategy](#) to extensive [safety resources](#) including apps, products, and educators, NAR has many useful items for all real estate professionals including regularly-scheduled [safety webinars](#), numerous [articles](#) organized by category, and [videos](#).

[CLICK HERE FOR MORE...](#)

HERE ARE SOME IMPORTANT DATES FOR YOU TO MARK ON YOUR CALENDAR...

Tuesday, October 9 - 9:00 AM to 11:00 AM. SVVAR Annual Business Meeting and Election of 2019 Officers and Directors at the [Cottonwood Recreation Center](#)

Saturday, October 20 - 8:00 AM to 10:00 AM. Kids Against Hunger Packing Event at [Verde Valley Fairgrounds](#)

Saturday, October 27 - 1:00 PM to TBA. SVVAR 2019 Installation and Awards Event at [Campo de Ensueno](#)

EVENTS COMING SOON...



REGISTER TODAY!

 NATIONAL ASSOCIATION of REALTORS®

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

rCRMS and Legal Issues Tuesday, September 11

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:

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

PRICE:

Before 9/6: \$49.00
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-rcrms/>

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/2LI0wzx>



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

3 Hours Approved CE Wednesday, September 12



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

WHERE:
Sedona Yavapai College
215 Arts Village Drive, Room SED-10, Sedona, AZ

TOPICS OVERVIEW:

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

RSVP TODAY!

MIKE JOHNS

ON Q FINANCIAL
MORTGAGE CONSULTANT
PH: 202.708.1600 (TOLL FREE)
708.885.9395
Michael.Johns@OnQFinancial.com



LUCY ESTRADA

YAVAPAI TITLE AGENCY
602.672.8899
Lucy.Estrada@YavapaiTitle.com



ATTENDANCE FEE: \$10

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Yavapai College and the Yavapai Education Center and the Yavapai Board of Education neither assume nor endorse this course. For more information contact the Yavapai Community School of Real Estate, phone: (928) 233-5200 or visit: www.yavapai.edu



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

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

Learn Through
Highly Interactive
Scenario
Discussion

EARLY BIRD
REGISTRATION
July 30 through
August 31
\$85

If you register
by August 13
you will receive
in a drawing
to win a \$150
GIFT CARD

C/E: Pending

SEP. 14 @ EMBASSY SUITES EARLY BIRD REGISTRATION 7/30-8/31 - \$85
GENERAL REGISTRATION 9/1-9/7 - \$99
AT-DOOR REGISTRATION - \$119

REGISTER ONLINE AT WWW.REGONLINE.COM/2018IPC



THIS CONFERENCE SELLS OUT EVERY YEAR! REGISTER EARLY!

#IndPartConf

CONTINUE THE
CONVERSATION ONLINE!

711 E. Chicago Rd., Suite 200 • Phoenix, AZ 85012 • Telephone: 602.248.7787
Toll-free in AZ: 800.426.7274 • WWW.AZREALTORS.COM

INDUSTRY PARTNERS CONFERENCE

INDUSTRY PARTNERS CONFERENCE
WITH CE HRS

3 HRSONTRACT LAW
AND 3 HRS GENERAL

[CLICK HERE FOR MORE INFORMATION](#)

Commissioner's Standards and Legal Issues Classes Tuesday, September 18



Commissioner's Standards: Making Your Client Matter and Legal Issues: Same Problem...Different Day: Common Issues in Legal Hotline Archives

Commissioner's Standards: Making Your Client Matter (Mandy Neat)

CE: 3 Commissioner's Standards
9AM-12PM

Make more out of your fiduciary duties. Learn more about your REALTOR® responsibilities. Are you upholding them? Get a better understanding of the Arizona Commissioner Rules and learn how to use them to improve your professional conduct and apply the Platinum Rule to your business.

Same Problem...Different Day: Common Issues in Legal Hotline Archives (Jesi Woink, Esq.)

CE: Legal Issues
1PM-4PM

Uncover and examine common Legal Hotline questions and challenges boots on the ground REALTORS® are currently tackling. Get the latest on legal guidelines and best practices so you can avoid the same pitfalls.

Instructors:

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

Jesi Woink, Esq. is an attorney with Manning & Kass and part of the AAR's legal hotline program.

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

DATE:
Tuesday, September 18, 2018
9AM-4PM

LIVE STREAMED TO:
Sedona Verde Valley Association
of REALTORS®

PRICE:
\$20 for one course / \$30 at door
\$35 for both courses / \$45 at door
At door subject to availability;
materials not guaranteed

INSTRUCTORS:



Mandy Neat Jesi Woink, Esq.

REGISTER BY 9/13

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

*Cancellations received after 9/8 are not eligible for a refund. CE provided under the AAR school.



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Telephone: 602.248.7787 • Fax: 602.248.7774 • Toll Free: 800.842.6242
www.aaronline.com

Broker Management Clinics 1-3 Commissioner's Standards Monday, September 24 - Tuesday, September 25

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

Broker Management Clinics

September 24-25, 2018

Live-Stream Locations:

- Butte/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

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 files 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!

ARIZONA REALTORS® REAL SOLUTIONS. REALTOR® SUCCESS.

Tel: 602.248.7787 or 800.426.7274 (toll-free) | Fax: 602.251.2474 | 255 E. Osborn Rd., Ste. 200, Phoenix, AZ 85012
www.aaronline.com | www.facebook.com/realtorsuccess | [www.twitter.com/aarsuccess](https://twitter.com/aarsuccess)

Contract Law Wednesday, September 26



3 CE HOURS

"DOING IT RIGHT" CONTRACT LAW

DATE: WEDNESDAY, SEPTEMBER 26, 2018
TIME: 1:00 PM - 4:00 PM

LOCATION:

Sedona Public Library
Si Birch Community Room
3250 White Deer Rd., Sedona AZ, 86336

PLEASE RSVP:

Natalie Kurz at (920) 369-7591 or
Natalie.Kurz@stewart.com

Stewart gives you the continuing education you need.

INSTRUCTOR:



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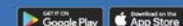
FREE HomeSnap Webinar For Your FREE HomeSnap App Wednesday, October 3

FREE HOMESNAP WEBINAR

Wednesday, October 3 @ 10:00 AM



DOWNLOAD HOMESNAP
Get the HomeSnap Pro app on your phone or tablet for free!



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

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REAL ESTATE SCHOOLS

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

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