



Monday, September 17, 2018



[Click here for online version](#)

## WEEK AT A GLANCE

### SVVAR Meetings, Tours and Events Calendar

Today	Monday, September 17	Print	Week
<b>Tuesday, September 18</b>			
8:30am	MLS Meeting & Tour - Tour Areas 11 & 17 - Bridgeport, Verde Santa Fe, Cornville, Page Springs F		
9:00am	Remote CE Class : Commissioner's Standards		
1:00pm	Remote CE Class : Legal Issues		
1:00pm	MLS Committee Meeting		
<b>Wednesday, September 19</b>			
9:30am	SVVAR Board of Directors Meeting		
<b>Thursday, September 20</b>			
9:00am	VOC East Tour - No Meeting - 3rd Week Tour – Areas 45 and 46 East: VOC East side of SR 179		

[ONLINE CALENDAR](#)

**Your 4th Quarter MLS and ActiveKEY Invoices  
Were Sent to REALTOR® Members Today.**

Fees will be due on Monday, October 15.

**Watch this 4 1/2 minute video from AAR to learn things (that  
you didn't even know) AAR does for you**



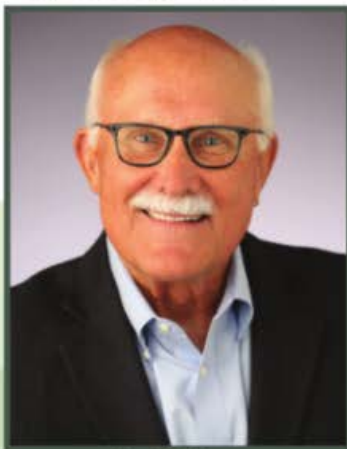
# REGISTER NOW FOR THE 2018 AAR LEADERSHIP CONFERENCE

## EMPOWER CONNECT LEAD

### 2018 LEADERSHIP CONFERENCE

*"As we look ahead into the next century, leaders will be those who empower others." – Bill Gates*

#### Keynote Speaker:



Jim Walberg

**Thoughts  
From an Old Guy  
Regarding Success**

#### Speakers:



K. Michelle Lind



D. Patrick Lewis

**What Have We Done  
for You Lately**

#### Fees

Registration: \$125.00  
(includes lunch on Tuesday)

Installation Dinner Tickets:  
\$85.00

#### Room Reservations

A room block is available  
at the Scottsdale Marriot  
McDowell Mountain for the  
nights of October 15 & 16

Room rates: \$179 (single/  
double plus tax)

Reservations: [https://book.  
passkey.com/e/49621499](https://book.passkey.com/e/49621499)

#### Locations

Venue 8600, 8600 E.  
Anderson, Scottsdale

Scottsdale Marriott  
McDowell Mountain,  
16770 N. Perimeter Drive,  
Scottsdale

#### General Session Speakers:



Brian Copeland

**Telling The  
REALTOR®  
Story**



Ron Phipps

**Maximum Impact:  
Leading With  
Purpose and  
Focus**

#### Breakout Session Speakers:



Ron Phipps

**Articulating and  
Providing Value  
to Consumers  
and REALTORS®**



Karel Murray

**The Power  
of Your  
Voice**

Kelly Henderson **How to Be A Leader That People Want to Follow  
When the Conversation Goes Bad**



**REGISTRATION LINK:** [www.regonline.com/2019Leaders](http://www.regonline.com/2019Leaders)

# REALTORS® CONFERENCE & EXPO

READY SET BOSTON!

REALTORS® CONFERENCE & EXPO  
NOVEMBER 2-5, 2018

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

## 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 Wolnik, 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 Wolnik, 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.



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

September 24-25, 2018

**Live-Stream Locations:**

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

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.

CE Provided By AAR

Instructor:  
Mary Frances Coleman

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

**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 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!

Register by 9/20 <http://bit.ly/2mFk1xK>

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



REAL SOLUTIONS. REALTOR® SUCCESS.

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[www.aarazn.com](http://www.aarazn.com) | [www.facebook.com/realtorsuccess](https://www.facebook.com/realtorsuccess) | [www.twitter.com/aarazn](https://www.twitter.com/aarazn)

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 (623) 399-7591 or  
Natalie.Kurz@stewart.com

Stewart gives you the continuing education you need.

INSTRUCTOR:



Larry Hibler  
Master of Real Estate  
GRI, CRS, CRI, rCRMS  
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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!



REAL STICKY SITUATIONS  
OCTOBER 30, 2018  
1 PM TO 4 PM

FULFILLS NAR CODE OF ETHICS REQUIREMENT  
3 HRS COMMISSIONERS STANDARDS



Real Sticky Situations

October 30, 2018

Real Sticky Situations

CE: 3 Commissioners Standards  
Meets NAR Code of Ethics Requirement

Examine unusual situations that a real estate practitioner may encounter while working with a buyer or seller. We'll analyze the best way to manage and solve problems within the legal and ethical framework set out by the Code of Ethics. You'll learn to:

- Recognize and demonstrate the best way to locate answers to problems using reference materials
- Identify risk management procedures and processes

Instructor:

Keri Means has been licensed REALTOR® and designated broker for over 10 years. She is currently the designated broker for Wise Realty AZ, Inc. She has recently served as President at SEVRAR and State President for Women Council of REALTORS®.



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DATE:  
Tuesday, October 30, 2018  
1:00 PM—4:00 PM

LIVE STREAMED TO:

Sedona Verde Valley  
Association of  
REALTORS®



PRICE:  
\$20 by 10/25 / \$30 at door

No refunds after 10/20.  
At door subject to availability;  
materials not guaranteed

INSTRUCTOR:  
Keri Means

CE:  
3 Commissioners Standards  
Meets NAR COE requirement  
CE provided under the AAR school.

REGISTER BY 10/25

<http://bit.ly/2PBu677>



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VALID ON ALL CE AND POST-LICENSING PRODUCTS.  
PRICES, PROMOTIONS, AND PRODUCTS ARE  
SUBJECT TO CHANGE.

 **The CE Shop** VALID 9/17 - 9/18 UNTIL 11:59 CST

The advertisement features a man in a blue suit looking at a tablet. The background is dark with some blurred lights.

## 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](#)