

October 2010

Phoenix Association of REALTORS®

Monday	Tuesday	Wednesday	Thursday	Friday
4	5	6 <u>8am - 5pm</u> – GRI #100 Business Planning – Mary Lee Greason	7 <u>9am - noon</u> – IDX class – Brett Woolley – (no ce hrs/free)	8
11	12 <u>9am - noon</u> – Contract Myths, Fantasies & Realities - #C7505 – (Don Martin) – 3 hrs Contract Law ----- <u>1pm - 4pm</u> – To Disclose Or Not To Disclose - #C5593 – (Don Martin – 3 hrs Disclosure This is a Code of Ethics Class	13 <u>9am - noon</u> – Representing the REO Buyer/Investor - #C9939 – (David Compton) – 3 hrs Agency Law ----- <u>1pm - 4pm</u> – Navigating the Financial Maze of Short Sales, REO's & Foreclosure - #C9794 – (David Compton) – 3 hrs Legal Issues	14 <u>9am - noon</u> – How To Provide Fair Housing Equal Treatment – #C8466 – (Jim Zirbes) – 3 hrs Fair Housing ----- <u>1pm - 4pm</u> – Rules – Ethical Conduct - #3767 – (Jim Zirbes) – 3 hrs Commissioner's Standards	15 <u>9am - noon</u> – Basic Mold Assessment 101 - #C8055 – (Bruce LaBell) – 3 hrs Disclosure
18 <u>9am - noon</u> – FLEXMLS Contacts - #C0336 – (Shawna Hovis-Mayer) – 3 hrs General ----- <u>1pm - 4pm</u> – FLEXMLS CMA's - #C0337 – (Shawna Hovis-Mayer) – 3 hrs General	19 <u>8am - 5pm</u> – GRI #101 – Selling & Marketing Strategies – Marge Lindsay	20 <u>8am - 5pm</u> – GRI #101 – Selling & Marketing Strategies – Marge Lindsay	21 <u>9:30am - 11:30am</u> – ListingBook (free) <u>1:30pm - 3:30pm</u> – ListingBook (free)	22
25	26	27 <u>9am - 4pm</u> – Certified Negotiation Expert	28 <u>9am - 4pm</u> – Certified Negotiation Expert	29

REGISTRATION FORM ON BACK

GENERAL RENEWAL HOURS

Please select all that you are registering for:

___10/7/10 – AM IDX class (free)	NO PM CLASS
___10/12/10 – AM – Course #C7505	___10/12/10 – PM – Course #C5593***
___10/13/10 – AM – Course #C9939	___10/13/10 – PM – Course #C9794
___10/14/10 – AM – Course #C8466	___10/14/10 – PM – Course #3767
___10/15/10 – AM – Course #C8055	NO PM CLASS
___10/18/10 – AM – Course #C0336	___10/18/10 – PM – Course #C0337

*** This is a Code of Ethics Class

GENERAL Renewal Hour Fees

- \$15 PAR Member (per class)
- \$20 Members of other Associations (per class)
- \$25 Nonmember Licensees (per class)
- Or Use Your Education Pass



GRI #100 October 6, 2010

Fees: (Please select only one)

- ___ \$50.00 (until 9/29/10)
- ___ \$65.00 (after 9/29/10)
- ___ \$85.00 (day of class)
- ___ \$95.00 (non-AAR Member)
- ___ \$10.00 (GRI Designee)

**8AM – 5PM
Registration 7:30 AM**

GRI #101 October 19 & 20, 2010

Fees: (Please select only one)

- ___ \$80.00 (until 10/12/10)
- ___ \$95.00 (after 10/12/10)
- ___ \$125.00 (day of class)
- ___ \$135.00 (non-AAR Member)
- ___ \$20.00 (GRI Designee)

**8AM – 5PM
Registration 7:30 AM**

\$25 Application fee for 1st time GRI attendee (select if applies)

___ I will use my Education Pass ___ I am new and will use my gift certificate
(General Credit Hours only) **(General Credit Hours only)** Total Amount Due \$ _____
(From all selections made above)
 Check # _____ Credit Card:(___ VISA ___ MasterCard ___ Discover) Card # _____ Exp. Date _____
 Name _____ Signature _____ MLS ID# _____
 Firm _____ Phone _____ Email: _____
 Address _____ City/State/Zip _____
 ___ I have a disability that requires accommodations and I will contact Debbie Leadford, 602-246-1012 to specify.

CONTINUING EDUCATION REQUIREMENTS ARE :

Twenty-Four (24) hours of continuing education are required for the renewal of your real estate license.

A minimum of 3 hours in each of the following categories is required with each renewal:

Real Estate Legal Issues, Agency Law, Contract Law, Commissioner’s Standards, Fair Housing, Disclosure. You will need six (6) hours of elective credits to complete your twenty-four (24) hours.

The Phoenix Association of REALTORS® and the Instructor cannot be responsible for any errors in the preparation of the materials, nor for the presentation of same. The Phoenix Association of REALTORS® makes no warranties and assumes no responsibility for the Instructor nor the accuracy of the information presented. The Association expressly limits damages to the amount paid to attend the Course. Students are advised that these Courses are presented to stimulate learning. For specific advice, prior to taking action, consult with an expert Attorney, Accountant, etc. of your choice. These programs are for educational purposes only and neither the Association nor the Instructor is giving anyone advice, legal or otherwise.

*****Classes must be paid for at the time of registration. Fax to: 602-246-1512. Or mail to: PAR, Attention Debbie, 5033 N 19th Ave, #119, Phoenix, AZ 85015*****