



# The Education Advantage

Volume 3

August—October 2011

## Make your mark on the real estate industry!

by *Melody Hoover, Education Director*

*You chose to enter the field of real estate, now choose to educate yourself into an income-producing career!*

WeMAR is offering nationally endorsed as well as locally recognized designations in the next 2 months that will help to elevate your knowledge and propel you into a market where you can thrive and excel!

The **Seniors Real Estate Specialist (SRES®)** course August 16—17 will teach you to evaluate your market area attractiveness to the 50+market and will help you develop services that will win and sustain client and customer relationships and position you as a trusted real estate advisor. You will learn about the uses of pensions, 401k accounts and IRAs in real estate transactions as well as identify key life stages, viewpoints, and transitions in relation to housing choices.

From the **Accredited Buyer's Representative (ABR®)** Designation class on September 15—16, you will gain valuable real estate education that elevates your skill and

knowledge in the eyes of homebuyers as well as ongoing specialized information, programs and update that help you stay on top of the issues and trends in successfully representing homebuyers.

Upon taking the **Short Sale Foreclosure Resource (SFR®)** designation class on September 23, you will find that the knowledge will help you evaluate all available options for distressed homeowners and identify the components of an effective short-sale package. This course looks at how real estate professionals can counsel buyer-clients in the purchase of foreclosure properties. In addition, as a practical resource, this course shows students how consumers can avoid foreclosure in the future.

Confidently take the steps that will propel you into the career you envisioned the day you passed the real estate exam. Sign up today at [www.WeMAR.org](http://www.WeMAR.org)! ###

**WeMAR provides the most relevant professional development opportunities that will have the biggest impact on member's lives and careers so they may thrive in any market.**



**West Maricopa Association of REALTORS®**  
9001 West Union Hills Drive, #8 \* Peoria, Arizona 85382  
623.931.9294 | Fax 623.931.1008 | [www.WeMAR.org](http://www.WeMAR.org)

# August—September

## Course Calendar

Visit [WeMAR.org](http://WeMAR.org) for additional course and registration information

Date	Course	Time	Location	Cost	Sponsor
8/7	DISC—Understanding Behavioral Styles (G)	9:00—12:00 PM	WeMAR	\$10/\$15	Fidelity National Warranty—Pattie Hackmann Driggs Title Agency—Anna Chavez
8/8	Professional Development Committee Meeting	11:30—1:00 PM	WeMAR		All members welcome—lunch included RSVP to <a href="mailto:mhoover@wemar.org">mhoover@wemar.org</a>
8/9	Open for Business (G)	9:00—12:00 PM	WeMAR	\$0	AmeriFirst Financial—Rhett Laufenburger Driggs Title—Michael Schneider
8/10	CE—Options for a Troubled Homeowner (RELI)	9:00—12:00 PM	WeMAR	\$0/\$10	Old Republic Title—Patty Carabio Liberty Mutual—Patrick Hassett
8/10	CE—Rebuilding After a Financial Crisis (G)	1:00—4:00 PM	WeMAR	\$0/\$10	Fidelity National Warranty—Pattie Hackmann Castle & Cooke Mortgage—Derick Condron
8/12	flexmls® Web Training	9:00—1:20 PM	WeMAR	\$0	View schedule and register on <a href="http://www.ARMLS.com">www.ARMLS.com</a> , Training, Classes
8/16	flexmls® Web Training	9:00—10:30 AM	WeMAR	\$0	View schedule and register on <a href="http://www.ARMLS.com">www.ARMLS.com</a> , Training, Classes
8/16	flexmls® Web Training—Search Results (G)	12:30—3:30 PM	WeMAR	\$0	Register on <a href="http://www.ARMLS.com">www.ARMLS.com</a> , Training, Classes
8/16 8/17	SRES®—Seniors Real Estate Specialist (G, RELI)	8:30—4:00 PM	WeMAR	\$279	Up & Away Signs—Josh Libby 2-10 Home Warranty—Fred Stillman
8/18 8/19	GRI #318—Day 1 GRI #318—Day 2 Property Management for Property Managers Contract Law (3), Commissioner's Standards (3), Real Estate legal Issues (3), General (6)	8:00—5:00 PM	WeMAR	\$90/\$100	Old Republic Home Warranty—Wendy Mueller 2-10 Home Warranty—Fred Stillman Wells Fargo Mortgage—Carol Shapiro
8/22 8/23	CDPE—Certified Distressed Property Disclosure (AL,CL,D,RELI)	8:00—5:30 PM	WeMAR	\$449	2-10 Home Warranty—Fred Stillman Security Title—Tony Scardina On Q Financial—Jason Servais Magnus Title—Jaime Gistaro
8/24	CE—Commissioner's Standards (CS)	9:00—12:00 PM	WeMAR	\$0/\$10	Driggs Title Agency—Michael Schneider ServiceOne Warranty—Travis Zimmerman
8/24	CE—The Contract Discussion (CL)	1:00—4:00 PM	WeMAR	\$0/\$10	AmeriFirst Financial—Rhett Laufenburger Ephishent Home Inspection—Jonathan Robert
8/25	West Valley REALTOR® Expo Secrets of zipForm®	8:30—1:30 PM 1:00—3:00 PM	Glendale Civic Center	\$0	Presented by Your WeMAR Affiliates zipForm® taught by "Mr. Tech", Jeffrey Raskin
8/26	flexmls® Web Training—Contracts (G)	9:00—12:00 PM	WeMAR	\$0	Register on <a href="http://www.ARMLS.com">www.ARMLS.com</a> , Training, Classes
8/26	flexmls® Web Training	1:00—3:20 PM	WeMAR	\$0	View schedule and register on <a href="http://www.ARMLS.com">www.ARMLS.com</a> , Training, Classes
8/29	flexmls® Web Training	9:00—1:20 PM	WeMAR	\$0	View schedule and register on <a href="http://www.ARMLS.com">www.ARMLS.com</a> , Training, Classes
9/5	Labor Day	Closed	WeMAR		Have a safe and enjoyable Labor Day Weekend
9/6	Open for Business (G)	9:00—12:00 PM	WeMAR	\$0	AmeriFirst—Ray Strahl
9/12	Professional Development Committee Meeting	11:30—1:00 PM	WeMAR		All members welcome—lunch included RSVP to <a href="mailto:mhoover@wemar.org">mhoover@wemar.org</a>
9/13	Open for Business (G)	6:00—9:00 PM	WeMAR	\$0	AmeriFirst Financial—Rhett Laufenburger Driggs Title—Michael Schneider
9/14	CE—Risk Management Awareness (RELI)	9:00—12:00 PM	WeMAR	\$0/\$10	Driggs Title Agency—Anna Chavez America's Business Benefit—Stacy Kaczorowski
9/14	CE—When in Doubt Disclose (D)	1:00—4:00 PM	WeMAR	\$0/\$10	Castle & Cooke Mortgage—Derick Condron 2-10 Home Warranty—Fred Stillman

# Sep tember—October Course Calendar

Visit [WeMAR.org](http://WeMAR.org) for additional course and registration information

Date	Course	Time	Location	Cost	Sponsor
9/15 9/16	ABR®—Accredited Buyer's Representative	8:30—5:00 PM	WeMAR	\$249	2-10 Home Warranty—Fred Stillman Old Republic Title—Patty Carabio Up & Away Signs—Josh Libby Fidelity National Warranty—Pattie Hackmann
9/19	New Member Orientation & Code of Ethics (CS)	8:30—12:30 PM	WeMAR	\$0	First Step Home Inspection—Matthew Jenks Up & Away Signs—Josh Libby
9/23	SFR®—Short Sale & Foreclosure Resource (RELI)	8:30—4:30 PM	WeMAR	\$99	2-10 Home Warranty—Fred Stillman Papa Murphy's—Darrell Doepke
9/28	CE—Getting Along (FH)	9:00—12:00 PM	WeMAR	\$0/\$10	Liberty Mutual—Maureen Benedetto On Q Financial—Jason Servais
9/28	CE—Agency Gets Ethics (AL, NAR COE)	1:00—4:00 PM	WeMAR	\$0/\$10	Security Title—Tony Scardina Old Republic Home Warranty—Wendy Mueller
9/29 9/30	GRI #204—Day 1 Risk Management Real Estate Legal Issues (6), Disclosure (5), Commissioner's Standards (3)	8:00—5:00 PM	WeMAR	\$90/\$100	ServiceOne Home Warranty—Travis Zimmerman Velocity Financial—Spencer Anglin 2-10 Home Warranty—Fred Stillman Security Title—Tony Scardina
10/5	New Brokerage Orientation (CS)	9:00—1:00 PM	WeMAR		2-10 Home Warranty—Fred Stillman
10/7	Attorney Talk		WeMAR		ServiceOne Home Warranty—Travis Zimmerman AmeriFirst Financial—Rhett Laufenburger
10/10	Columbus Day	Closed	WeMAR		Have a safe and enjoyable Columbus Day
10/12	CE—Funny & Scary Things (CS)	9:00—12:00 PM	WeMAR	\$0/\$10	AmeriFirst Financial—Ray Strahl Security Title—Brenda Quintana
10/12	CE—Financing & Inspection, Problems & Solutions	1:00—4:00 PM	WeMAR	\$0/\$10	2-10 Home Warranty—Fred Stillman New York Life—George Jones
10/13 10/14	GRI #203—Day 1 GRI #203—Day 2 The Agency Class Real Estate Legal Issues (3), Agency Law (5), Contract Law (3), Disclosure (3)	8:00—5:00 PM	WeMAR	\$90/\$100	Old Republic Home Warranty—Wendy Mueller Magnus Title—Jaime Gistaro On Q Financial—Jason Servais

## License Renewal Requirements

24 hours every two years—3 each

Agency Law  
Contract Law  
Commissioner's Standards  
Disclosure Law  
Fair Housing  
Real Estate Legal Issues  
General  
General

You may use any of the required categories for General CE credit without duplicating the same course number.

**Renew Your License Online**  
[www.azre.gov](http://www.azre.gov)

## Online Continuing Education

West Maricopa Association of REALTORS® offers three convenient and engaging ways to receive education credits anytime, anywhere! Browse the online course catalogs accredited by The CE Shop, Hogan School of Real Estate, Inc., and 360 training™. Select a course to experience the power of online education wherever you are.



**ONLINE COURSES**  
powered by 360 training™



Visit [www.wemar.org/onlinece.html](http://www.wemar.org/onlinece.html)

As a reminder, according to ADRE Code R4-28-402 (C) A person shall not receive credit for more than 9 hours of continuing education classes per day. Remember to be on time for all CE classes in order to receive credit hours toward your license renewal.

## Congratulations!

### GRI®

Judith Nixon  
Michael Austin  
Ruth M Austin  
Helen Baumgartner  
Nicolle Clas  
Fred Delgado  
Jose Delgado  
Linda Oines  
Keith Judish  
Ike Onyeador

### ABR®

Beverly Barendt  
Donald Nicolay



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WeMAR.org

# October Course Calendar

Visit [WeMAR.org](http://WeMAR.org) for additional course and registration information

Date	Course	Time	Location	Cost	Sponsor
10/17	Professional Development Committee Meeting	11:30—1:00 PM	WeMAR		All members welcome—lunch included RSVP to <a href="mailto:mhoover@wemar.org">mhoover@wemar.org</a>
10/17	New Member Orientation & Code of Ethics (CS)	8:30—12:30 PM	WeMAR	\$0	InHouse Home Warranty—Laura Stuart Security Title—Brenda Quintana
10/18	Open for Business (G)	9:00—12:00 PM	WeMAR	\$0	American Title—Toni Taylor America's Business Benefit—Stacy Kaczorowski
10/26	CE—Agency Law & the Real Estate Agent (AL)	9:00—12:00 PM	WeMAR	\$0/\$10	First Arizona Title—Vivian Sanchez Old Republic Home Warranty—Wendy Mueller
10/26	CE—50 Ways to Jump Start Your Business (G)	1:00—4:00 PM	WeMAR	\$0/\$10	America's Business Benefit—Stacy Kaczorowski Ephishent Home Inspection—Jonathan Robert

Continuing Education classes are accredited by the WeMAR School of Real Estate—623.931.9294



The GRI® designee is the best prepared and most knowledgeable Arizona real estate practitioner

### 2011 GRI® Schedule

Aug 18—19	GRI #318	Property Management
Sept 29—30	GRI #204	Risk Management
Oct 13—14	GRI #203	The Agency Class
Nov 17—18	GRI #201	Understanding Transaction Management
Dec 1—2	GRI #101	Selling & Marketing Strategies
Dec 8—9	GRI #308	Safe Real Estate

## WANT IT. GET IT. LIVE IT.

### 10 Reasons To Get Your GRI®

- Understand the “how to’s” of being a REALTOR®
- Learn time management and organization skills
- Gain keen awareness of ethical and legal issues
- Develop communication/negotiation skills
- Gain financial knowledge to assist clients
- Obtain excellent contract writing skills
- Build a solid foundation of real estate
- Develop self-confidence
- Stand out among peers
- Make more money

For more information & to register, visit [WeMAR.org](http://WeMAR.org)

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