

2020 EDUCATION CALENDAR

GRI: BUSINESS PLANNING ONLINE
(GRI Requirements Form: Row 1)

To access the online course, visit <https://learninglibrary.com/aaor/A/HOME>

Online BP Course must be completed within 14 days from purchase.

REBAC: ABR CORE COURSE
(GRI Requirements Form: Row 2 or Row 12)

| | | |
|------------|------------------------------------|----------------|
| May 18-19 | WeSERV (Southeast) | Mandy Neat |
| June 24-25 | Tucson | Holly Mabery |
| June 25-26 | WeSERV (West) | Mandy Neat |
| July 21-22 | Live Streaming | Robbie English |
| July 23-24 | Phoenix | Mandy Neat |

REBAC: SRES
(GRI Requirements Form: Row 2 or Row 12)

| | | |
|-----------------|-------------------------------|--------------|
| September 29-30 | WeSERV (West) | Liz Recchia |
| November 5-6 | Scottsdale | Laura Kovacs |

REBAC: SRS
(GRI Requirements Form: Row 2 or Row 12)

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|--------------|------------------------------------|--------------|
| April 9-10 | WeSERV (West) | Holly Mabery |
| August 11-12 | WeSERV (Southeast) | Holly Mabery |
| August 18-19 | Tucson | Holly Mabery |

GRI: PERFORMANCE STRATEGIES TO BUILD CLIENT RELATIONSHIPS
(Formerly Titled: GRI EFFECTIVE STRATEGIES)
(GRI Requirements Form: Row 3 or Row 12)

| | | |
|------------|------------------------------------|---------------|
| March 19 | Tucson | Mandy Neat |
| July 17 | WeSERV (West) | David Compton |
| July 30 | Scottsdale | Mandy Neat |
| December 2 | WeSERV (Southeast) | David Compton |

REBAC: MARKETING STRATEGY & LEAD GENERATION
(Formerly Titled: Marketing Reboot)
(GRI Requirements Form: Row 3 or Row 12)

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|------------|------------------------------------|----------------|
| July 28 | WeSERV (Southeast) | Mandy Neat |
| March 3 | Scottsdale | Mandy Neat |
| December 8 | Live Streaming | Robbie English |

REBAC: BUYERS BY GENERATION: SUCCESS IN EVERY SEGMENT
(Formerly Titled: GEN BUY)
(GRI Requirements Form: Row 3 or Row 12)

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|--------|-------------------------|
| May 21 | Phoenix |
|--------|-------------------------|

GRI: FINANCING FROM PREPARATION TO CLOSING
C/E: 6 hours General
(GRI Requirements Form: Row 4 or Row 12)

| | | |
|-----------|------------------------------------|------------------|
| April 3 | WeSERV (West) | Patrick Ritchie |
| April 22 | Tucson | Patrick Ritchie |
| May 14 | Scottsdale | Jimmy Vercellino |
| June 9 | Live Streaming | |
| August 24 | WeSERV (Southeast) | Jimmy Vercellino |

2020 EDUCATION CALENDAR

rCRMS: ESSENTIAL SKILLS FOR A SUCCESSFUL CLOSING

C/E: 6 hours Legal Issues

[\(GRI Requirements Form: Row 4 or Row 12\)](#)

[\(rCRMS Requirements Form: Core Course\)](#)

| | | |
|-------------|------------------------------------|-----------------|
| June 11 | WeSERV (Southeast) | |
| June 25 | Phoenix | Lindsay/Wolnick |
| November 10 | Live Streaming | |

e-PRO

[\(GRI Requirements Form - Row 5 or Row 12\)](#)

| | | |
|-----------------|-------------------------------|-------------|
| May 27-28 | Tucson | Jeff Raskin |
| September 10-11 | WeSERV (West) | Jeff Raskin |

GRI: MARKET ESSENTIALS: PROPERTY CONDITIONS

C/E: 3 hours Agency/3 hours Disclosure

[\(GRI Requirements Form - Row 6\)](#)

| | | |
|------------|------------------------------------|------------------|
| August 25 | WeSERV (West) | Holly Mabery |
| October 13 | WeSERV (Southeast) | Holly Mabery |
| December 8 | Scottsdale | David Gilpatrick |

GRI: RISK MANAGEMENT

C/E: 3 hours Comm. Stan./5 hours Legal Issues/3 hours Disclosure/3 hours Fair Housing

[\(GRI Requirements Form - Row 7\)](#)

| | | |
|-----------------|------------------------------------|----------------|
| April 14-15 | Scottsdale | David Compton |
| May 28-29 | WeSERV (West) | Don Martin |
| September 2-3 | Tucson | Don Martin |
| September 28-29 | WeSERV (Southeast) | Lindsay/Martin |
| December 14-15 | West USA | Lindsay/Martin |

GRI: THE ANATOMY OF THE CODE OF ETHICS

C/E: 3 hours Comm. Standards/3 hours Legal Issues

[\(GRI Requirements Form - Row 8\)](#)

| | | |
|--------------|------------------------------------|----------------|
| April 16 | West USA | Lindsay/Martin |
| June 12 | WeSERV (West) | Larry Hibler |
| July 14 | WeSERV (Southeast) | Mike Mulvena |
| August 25 | Phoenix | Jon Kichen |
| September 22 | Live Streaming | Keri Means |
| October 9 | Scottsdale | Ron Roberts |
| November 5 | Tucson | Mike Mulvena |

rCRMS: FEDERAL LEGAL ISSUES

C/E: 3 hours Legal Issues/3 hours Fair Housing

[\(GRI Requirements Form - Row 9\)](#)

[\(rCRMS Requirements Form - Elective Course\)](#)

| | | |
|------------|------------------------------------|-----------------|
| July 14 | Live Streaming | Kathy Laswick |
| October 8 | Tucson | Lindsay/Wolnick |
| December 3 | WeSERV (Southeast) | Lindsay/Wolnick |

GRI: THE CONTRACT CLASS

C/E: 5 hours Contract Law/3 hours Agency Law/3 hours Legal Issues/3 hours Disclosure

[\(GRI Requirements Form - Row 10 or Row 12\)](#)

| | | |
|-----------------|------------------------------------|----------------|
| April 23-24 | Scottsdale | Andy Israel |
| June 16-17 | WeSERV (Southeast) | Andy Israel |
| July 22-23 | Tucson | Andy Israel |
| Sept 30 – Oct 1 | West USA | Lindsay/Martin |
| November 19-20 | Scottsdale | Andy Israel |
| December 16-17 | Live Streaming | Don Martin |

2020 EDUCATION CALENDAR

rCRMS: MASTERING THE RESIDENTIAL RESALE TRANSACTION

C/E: 9 hours Contract Law/3 hours Disclosure

[\(GRI Requirements Form - Row 10 or Row 12\)](#)

[\(rCRMS Requirements Form - Contract Course\)](#)

| | | |
|---------------|-------------------------------|-----------------|
| May 20-21 | West USA | Lindsay/Wolnick |
| July 30-31 | WeSERV (West) | Lindsay/Wolnick |
| October 29-30 | Phoenix | Lindsay/Wolnick |

GRI: AGENCY

C/E: 6 hours Agency

[\(GRI Requirements Form - Row 11 or Row 12\)](#)

| | | |
|------------|------------------------------------|----------------|
| May 5 | Scottsdale | Mandy Neat |
| July 30 | West USA | Larry Hibler |
| August 6 | Tucson | Lindsay/Martin |
| October 2 | WeSERV (West) | Mandy Neat |
| October 22 | Scottsdale | Lindsay/Hibler |
| November 3 | WeSERV (Southeast) | Andy Israel |

rCRMS: AGENCY, EMPLOYMENT & THE STANDARD OF CARE

[\(GRI Requirements Form - Row 11 or Row 12\)](#)

[\(rCRMS Requirements Form - Core Course\)](#)

| | | |
|------------|------------------------------------|---------------|
| April 23 | Phoenix | |
| May 19 | Live Streaming | Kathy Laswick |
| June 19 | WeSERV (Southeast) | Laswick/Mack |
| October 23 | WeSERV (West) | Laswick/Mack |

rCRMS: DISCLOSURE & DUE DILIGENCE

[\(GRI Requirements Form - Row 12\)](#)

[\(rCRMS Requirements Form - Core Course\)](#)

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|----------|-------------------------------|-----------------|
| April 24 | WeSERV (West) | Lindsay/Wolnick |
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rCRMS: LEASING ESSENTIALS

[\(GRI Requirements Form - Row 12\)](#)

[\(rCRMS Requirements Form - Elective Course\)](#)

| | | |
|----------|--------------------------------|-----------------|
| April 10 | West USA | Flucke/Holliday |
| April 17 | Live Streaming | Sue Flucke |

rCRMS: MINIMIZING RISK & MISREPRESENTATION IN MARKETING & ADVERTISING

[\(GRI Requirements Form - Row 12\)](#)

[\(rCRMS Requirements Form - Elective Course\)](#)

| | | |
|-----------|-------------------------|--|
| August 27 | Phoenix | |
|-----------|-------------------------|--|

REBAC: RSPS

[\(GRI Requirements Form - Row 12\)](#)

| | | |
|------------|-------------------------------|--------------|
| November 6 | WeSERV (West) | Holly Mabery |
|------------|-------------------------------|--------------|

REBAC: MRP

[\(GRI Requirements Form - Row 12\)](#)

| | | |
|------------|-------------------------------|------------------|
| March 6 | WeSERV (West) | Jimmy Vercellino |
| October 27 | Scottsdale | Jimmy Vercellino |

REBAC: PRICING STRATEGY ADVISOR

[\(GRI Requirements Form - Row 12\)](#)

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|---------|-------------------------------|---------------|
| June 5 | Scottsdale | Kelly Soriano |
| July 10 | WeSERV (West) | Mandy Neat |

2020 EDUCATION CALENDAR

REBAC: NEW HOME CONSTRUCTION
([GRI Requirements Form - Row 12](#))

September 30 [Scottsdale](#) Karl Stauffer

REBAC: CORPORATE RELOCATION: THE NEXT MOVE
([GRI Requirements Form - Row 12](#))

March 18 [WeSERV \(Southeast\)](#) Laura Kovacs
June 18 [Scottsdale](#) Laura Kovacs

CRPM: PROPERTY MANAGEMENT BOOTCAMP
([GRI Requirements Form - Row 12](#))
([CRPM Requirements Form – Bootcamp Courses](#))

April 6 [WeSERV \(Southeast\)](#) Mulvena/Holliday

CRPM: ADVANCED PROPERTY MANAGEMENT BOOTCAMP
([GRI Requirements Form - Row 12](#))
([CRPM Requirements Form – Bootcamp Courses](#))

April 29 [WeSERV \(West\)](#)
August 6 [WeSERV \(Southeast\)](#) Flucke/Holliday
September 22 [Phoenix](#) Sue Flucke

CRPM: AGENCY IN PROPERTY MANAGEMENT
([CRPM Requirements Form – Agency Section](#))

June 9 (AM) [Phoenix](#)
November 13 [Live Streaming](#) Sue Flucke

CRPM: PROPERTY MANAGEMENT & THE NAR CODE OF ETHICS
([CRPM Requirements Form – Code of Ethics Section](#))

November 13 (PM) [Live Streaming](#) Mike Mulvena
November 20 (AM) [WeSERV \(West\)](#) Sue Flucke

CRPM: THE ANATOMY OF THE AAR PROP. MANAGEMENT AGREEMENT
([CRPM Requirements Form – Contract Section](#))

March 19 (PM) [NARPM East](#) Mike Mulvena

CRPM: PROPERTY MANAGEMENT – THE RISKS
([CRPM Requirements Form – Contract Section](#))

September 15 (PM) [NARPM West](#) Sue Flucke

CRPM: NAME THAT FORM
([CRPM Requirements Form – Contract Section](#))

November 17 (AM) [Phoenix](#)

CRPM: PROPERTY MANAGER'S DUTY TO DISCLOSE
([CRPM Requirements Form – Disclosure Section](#))

April 14 (AM) [Phoenix](#) Sue Flucke
June 19 (PM) [Live Streaming](#) Mike Mulvena

CRPM: PROPERTY MANAGEMENT – THE RULES
([CRPM Requirements Form – Disclosure Section](#))

August 21 (PM) [Live Streaming](#) Mike Mulvena

2020 EDUCATION CALENDAR

**CRPM: AAR RESIDENTIAL LEASE OWNER'S
PROPERTY DISCLOSURE STATEMENT**
([CRPM Requirements Form](#) – Disclosure Section)

April 16 [NARPM East](#) Denise Holliday

CRPM: ACCIDENTAL FAIR HOUSING VIOLATIONS
([CRPM Requirements Form](#) – Fair Housing Section)

May 21 (PM) [NARPM East](#)
July 14 (AM) [Phoenix](#)

CRPM: FAIR HOUSING FOR PROPERTY MANAGERS
([CRPM Requirements Form](#) – Fair Housing Section)

June 19 (AM) [Live Streaming](#) Sue Flucke

**CRPM: ASSISTIVE ANIMALS: HOW TO AVOID BARKING UP THE WRONG
TREE**
([CRPM Requirements Form](#) – Fair Housing Section)

May 8 (PM) [Tucson](#) Denise Holliday

CRPM: LANDLORDS & TENANTS PLAYING FAIR
([CRPM Requirements Form](#) – Landlord & Tenant & Legal Issues Section)

March 9 (AM) [Phoenix](#)
June 16 (PM) [NARPM West](#)

CRPM: TOP 10 RISK ISSUES IN PROPERTY MANAGEMENT
([CRPM Requirements Form](#) – Landlord & Tenant & Legal Issues Section)

June 18 (PM) [NARPM East](#) Denise Holliday
August 21 (AM) [Live Streaming](#) Sue Flucke

CRPM: TRUST ACCOUNTING – SHOW ME THE MONEY
([CRPM Requirements Form](#) – Trust Accounting Section)

May 5 (PM) Tucson Mike Mulvena
June 30 (AM) [WeSERV \(West\)](#)
August 11 (AM) [Phoenix](#) Sue Flucke
August 20 (PM) [NARPM East](#) Mike Mulvena

**CRPM: HOW TO EVICT A TENANT LEGALLY
& PRACTICAL APPLICATIONS**
([CRPM Requirements Form](#) – Elective Section)

October 22 (PM) [NARPM East](#) Denise Holliday

CRPM: INTRODUCTION TO PROPERTY MANAGEMENT
([CRPM Requirements Form](#) – Elective Section)

November 12 (PM) [NARPM East](#) Sue Flucke

CRPM: UNDERSTANDING ARIZONA'S MEDICAL MARIJUANA LAW
([CRPM Requirements Form](#) – Elective Section)

June 16 (PM) [NARPM West](#) Denise Holliday

2020 | EDUCATION CALENDAR

CRPM: LANDLORD TENANT RELATIONS: MAINTENANCE REPAIRS ([CRPM Requirements Form](#) – Elective Section)

October 13 (AM) [Phoenix](#)

LIVE STREAM AAR's BROKER MANAGEMENT CLINIC

August 3 (BMC 1) [Live Streaming](#)
August 4 (BMC 2 & 3) [Live Streaming](#)

LIVE-STREAM CONTINUING EDUCATION CLASSES

Visit <https://www.aaronline.com/calendar/> for class locations & registration

April 28 (AM): **Disclosure**
April 28 (PM): **Commissioner's Standards**

May 26 (AM): **Agency & Code of Ethics**
May 26 (PM): **TBD**

June 30 (AM): **Contract Law**
June 30 (PM): **Commissioner's Standards**

July 28 (AM): **TBD**
July 28 (PM): **Commissioner's Standards & COE**

August 25 (AM): **Agency**
August 25 (PM): **Legal Issues**

Sept. 29 (AM): **Disclosure**
Sept. 29 (PM): **TBD**

Oct. 27 (AM): **TBD**
Oct. 27 (PM): **TBD**

Nov. 17 (AM): **Disclosure**
Nov. 17 (PM): **Contract Law**