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.

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

- March 19: Tucson
- July 17: WeSERV (West)
- July 30: Scottsdale
- December 2: WeSERV (Southeast)

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)

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

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

- 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)

- 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, Jimmy Vercellino
- August 24: WeSERV (Southeast), Jimmy Vercellino

Updated 3/5/2020
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) Lindsay/Wolnick
June 25
Phoenix Live Streaming
November 10

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

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

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

Updated 3/5/2020
## 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  
- **July 30-31**: WeSERV (West)  
- **October 29-30**: Phoenix

### rCRMS: LEASING ESSENTIALS
*(GRI Requirements Form - Row 12)*  
*(rCRMS Requirements Form – Elective Course)*  
- **April 10**: West USA  
- **April 17**: Live Streaming  
- **April 24**: WeSERV (West)

### rCRMS: DISCLOSURE & DUE DILIGENCE
*(GRI Requirements Form - Row 12)*  
*(rCRMS Requirements Form – Core Course)*  
- **April 24**: WeSERV (West)

### GRI: AGENCY
C/E: 6 hours Agency  
*(GRI Requirements Form - Row 11 or Row 12)*  
- **May 5**: Scottsdale  
- **July 30**: West USA  
- **August 6**: Tucson  
- **October 2**: WeSERV (West)  
- **October 22**: Scottsdale  
- **November 3**: WeSERV (Southeast)

### GRI: 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  
- **June 19**: WeSERV (Southeast)  
- **October 23**: WeSERV (West)

### GRI: AGENCY, EMPLOYMENT & THE STANDARD OF CARE
*(GRI Requirements Form - Row 11 or Row 12)*  
*(rCRMS Requirements Form – Core Course)*  
- **November 3**: WeSERV (Southeast)

### 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)

### REBAC: MRP
*(GRI Requirements Form - Row 12)*  
- **March 6**: WeSERV (West)  
- **October 27**: Scottsdale

### REBAC: PRICING STRATEGY ADVISOR
*(GRI Requirements Form - Row 12)*  
- **June 5**: Scottsdale  
- **July 10**: WeSERV (West)

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*Updated 3/5/2020*
# 2020 Education Calendar

**REBAC: New Home Construction**  
(GRI Requirements Form - Row 12)  
<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
<th>Speaker</th>
</tr>
</thead>
<tbody>
<tr>
<td>September 30</td>
<td>Scottsdale</td>
<td>Karl Stauffer</td>
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**REBAC: Corporate Relocation: The Next Move**  
(GRI Requirements Form - Row 12)  
<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
<th>Speaker</th>
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</thead>
<tbody>
<tr>
<td>March 18</td>
<td>WeSERV (Southeast)</td>
<td>Laura Kovacs</td>
</tr>
<tr>
<td>June 18</td>
<td>Scottsdale</td>
<td>Laura Kovacs</td>
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**CRPM: Property Management Bootcamp**  
(GRI Requirements Form - Row 12)  
(CRPM Requirements Form – Bootcamp Courses)  
<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
<th>Speaker</th>
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<tbody>
<tr>
<td>April 6</td>
<td>WeSERV (Southeast)</td>
<td>Mulvena/Holliday</td>
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**CRPM: Advanced Property Management Bootcamp**  
(GRI Requirements Form - Row 12)  
(CRPM Requirements Form – Bootcamp Courses)  
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<th>Date</th>
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<th>Speaker</th>
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<tbody>
<tr>
<td>April 29</td>
<td>WeSERV (West)</td>
<td>Flucke/Holliday</td>
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<tr>
<td>August 6</td>
<td>WeSERV (Southeast)</td>
<td>Flucke/Holliday</td>
</tr>
<tr>
<td>September 22</td>
<td>Phoenix</td>
<td>Sue Flucke</td>
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**CRPM: Agency in Property Management**  
(CRPM Requirements Form – Agency Section)  
<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
<th>Speaker</th>
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</thead>
<tbody>
<tr>
<td>June 9 (AM)</td>
<td>Phoenix</td>
<td>Sue Flucke</td>
</tr>
<tr>
<td>November 13</td>
<td>Live Streaming</td>
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**CRPM: Property Management & The NAR Code of Ethics**  
(CRPM Requirements Form – Code of Ethics Section)  
<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
<th>Speaker</th>
</tr>
</thead>
<tbody>
<tr>
<td>November 13 (PM)</td>
<td>Live Streaming</td>
<td>Mike Mulvena</td>
</tr>
<tr>
<td>November 20 (AM)</td>
<td>WeSERV (West)</td>
<td>Sue Flucke</td>
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</tbody>
</table>

**CRPM: The Anatomy of the AAR Prop. Management Agreement**  
(CRPM Requirements Form – Contract Section)  
<table>
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<tr>
<th>Date</th>
<th>Location</th>
<th>Speaker</th>
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</thead>
<tbody>
<tr>
<td>March 19 (PM)</td>
<td>NARPM East</td>
<td>Mike Mulvena</td>
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</table>

**CRPM: Property Management – The Risks**  
(CRPM Requirements Form – Contract Section)  
<table>
<thead>
<tr>
<th>Date</th>
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<th>Speaker</th>
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<tbody>
<tr>
<td>September 15 (PM)</td>
<td>NARPM West</td>
<td>Sue Flucke</td>
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**CRPM: Name That Form**  
(CRPM Requirements Form – Contract Section)  
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<thead>
<tr>
<th>Date</th>
<th>Location</th>
<th>Speaker</th>
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</thead>
<tbody>
<tr>
<td>November 17 (AM)</td>
<td>Phoenix</td>
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</table>

**CRPM: Property Manager’s Duty to Disclose**  
(CRPM Requirements Form – Disclosure Section)  
<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
<th>Speaker</th>
</tr>
</thead>
<tbody>
<tr>
<td>April 14 (AM)</td>
<td>Phoenix</td>
<td>Sue Flucke</td>
</tr>
<tr>
<td>June 19 (PM)</td>
<td>Live Streaming</td>
<td>Mike Mulvena</td>
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</table>

**CRPM: Property Management – The Rules**  
(CRPM Requirements Form – Disclosure Section)  
<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
<th>Speaker</th>
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</thead>
<tbody>
<tr>
<td>August 21 (PM)</td>
<td>Live Streaming</td>
<td>Mike Mulvena</td>
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Updated 3/5/2020
<table>
<thead>
<tr>
<th>Event Title</th>
<th>Details</th>
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<tbody>
<tr>
<td>CRPM: AAR RESIDENTIAL LEASE OWNER’S PROPERTY DISCLOSURE STATEMENT</td>
<td>(CRPM Requirements Form – Disclosure Section)</td>
</tr>
<tr>
<td>April 16</td>
<td>NARPM East, Denise Holliday</td>
</tr>
<tr>
<td>CRPM: ACCIDENTAL FAIR HOUSING VIOLATIONS</td>
<td>(CRPM Requirements Form – Fair Housing Section)</td>
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<tr>
<td>May 21 (PM)</td>
<td>NARPM East, Phoenix</td>
</tr>
<tr>
<td>July 14 (AM)</td>
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</tr>
<tr>
<td>CRPM: FAIR HOUSING FOR PROPERTY MANAGERS</td>
<td>(CRPM Requirements Form – Fair Housing Section)</td>
</tr>
<tr>
<td>June 19 (AM)</td>
<td>Live Streaming, Sue Flucke</td>
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<tr>
<td>CRPM: ASSISTIVE ANIMALS: HOW TO AVOID BARKING UP THE WRONG TREE</td>
<td>(CRPM Requirements Form – Fair Housing Section)</td>
</tr>
<tr>
<td>May 8 (PM)</td>
<td>Tucson, Denise Holliday</td>
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<tr>
<td>CRPM: LANDLORDS &amp; TENANTS PLAYING FAIR</td>
<td>(CRPM Requirements Form – Landlord &amp; Tenant &amp; Legal Issues Section)</td>
</tr>
<tr>
<td>March 9 (AM)</td>
<td>Phoenix, NARPM West</td>
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<tr>
<td>June 16 (PM)</td>
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<td>CRPM: TOP 10 RISK ISSUES IN PROPERTY MANAGEMENT</td>
<td>(CRPM Requirements Form – Landlord &amp; Tenant &amp; Legal Issues Section)</td>
</tr>
<tr>
<td>June 18 (PM)</td>
<td>NARPM East, Denise Holliday</td>
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<tr>
<td>August 21 (AM)</td>
<td>Live Streaming, Sue Flucke</td>
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<tr>
<td>CRPM: TRUST ACCOUNTING – SHOW ME THE MONEY</td>
<td>(CRPM Requirements Form – Trust Accounting Section)</td>
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<tr>
<td>May 5 (PM)</td>
<td>Tucson, Mike Mulvena</td>
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<tr>
<td>June 30 (AM)</td>
<td>WeSERV (West), Mike Mulvena</td>
</tr>
<tr>
<td>August 11 (AM)</td>
<td>Phoenix, Sue Flucke</td>
</tr>
<tr>
<td>August 20 (PM)</td>
<td>NARPM East, Mike Mulvena</td>
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<tr>
<td>CRPM: HOW TO EVICT A TENANT LEGALLY &amp; PRACTICAL APPLICATIONS</td>
<td>(CRPM Requirements Form – Elective Section)</td>
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<tr>
<td>October 22 (PM)</td>
<td>NARPM East, Denise Holliday</td>
</tr>
<tr>
<td>CRPM: INTRODUCTION TO PROPERTY MANAGEMENT</td>
<td>(CRPM Requirements Form – Elective Section)</td>
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<tr>
<td>November 12 (PM)</td>
<td>NARPM East, Sue Flucke</td>
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<tr>
<td>CRPM: UNDERSTANDING ARIZONA’S MEDICAL MARIJUANA LAW</td>
<td>(CRPM Requirements Form – Elective Section)</td>
</tr>
<tr>
<td>June 16 (PM)</td>
<td>NARPM West, Denise Holliday</td>
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</table>
CRPM: LANDLORD TENAT 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