

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 10-14	Direct to Students	Robbie English
June 8-11	Direct to Students	Robbie English
June 24-25	Tucson	CANCELLED
June 23-26	WeSERV (West)	Mandy Neat
July 23-24	Direct to Students	CANCELLED
October 21-22	WeSERV (SouthEast)	Mandy Neat

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

March 5-6	Scottsdale	Laura Kovacs
April 13-16	Direct to Students	Reba Saxon
September 29-30	WeSERV (Direct to Students)	Liz Recchia
November 5-6	Scottsdale	Laura Kovacs

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

April 9-10	WeSERV (West)	Holly Mabery
July 20-23	Direct to Students	Robbie English
July 28-31	WeSERV (Direct to Students)	Holly Mabery
August 18-19	Tucson	CANCELLED

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

February 13	Scottsdale	Laura Kovacs
March 19	Tucson	CANCELLED
July 17	WeSERV SouthEast	CANCELLED
July 30-31	Scottsdale (Direct to Students)	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)

March 3	Scottsdale	Mandy Neat
April 24-25	Direct to Students	Brent Lancaster
July 28	WeSERV (Direct to Students)	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	CANCELLED
May 27-28	Direct to Students	Mandy Neat

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GRI: FINANCING FROM PREPARATION TO CLOSING

C/E: 6 hours General

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

January 9	Scottsdale	Patrick Ritchie
April 22	Tucson	CANCELLED
May 14	Scottsdale	Jimmy Vercellino
June 9-10	Direct to Students	Jimmy Vercellino
July 23	WeSERV (Direct to Students)	Jimmy Vercellino
August 24	WeSERV (SouthEast)	CANCELLED

GRI: MARKET ESSENTIALS: PROPERTY CONDITIONS

C/E: 3 hours Agency/3 hours Disclosure

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

January 23	Scottsdale	David Gilpatrick
February 19	Tucson	Holly Mabery
August 25	WeSERV (Direct to Students)	Holly Mabery
October 13	WeSERV (SouthEast)	Holly Mabery
December 8	Scottsdale	David Gilpatrick

rCRMS: ESSENTIAL SKILLS FOR A SUCCESSFUL CLOSING

C/E: 6 hours Legal Issues

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

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

April 21	WeSERV (SouthEast)	CANCELLED
June 11-12	Direct to Students	Kathy Laswick
June 25	Phoenix	CANCELLED
November 10	Live Streaming	

GRI: RISK MANAGEMENT

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

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

February 24-25	Phoenix	Don Martin
April 14 & April 21	Scottsdale	David Compton
September 2-3	Tucson	CANCELLED
Sept 28-30, Oct 1	WeSERV (Direct to Students)	Lindsay/Martin
October 29-30	WeSERV (West)	Don Martin
December 14-15	West USA	Lindsay/Martin

REBAC: e-PRO

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

February 24-25	WeSERV (SouthEast)	Jeff Raskin
May 5-6	Direct to Students	Robbie English
May 27-28	Tucson	CANCELLED
September 10-11	WeSERV (Direct to Students)	Jeff Raskin

GRI: THE ANATOMY OF THE CODE OF ETHICS

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

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

February 6	Scottsdale	Ron Roberts
April 16	West USA	CANCELLED
June 11-12	WeSERV (Direct to Students)	Larry Hibler
July 13	WeSERV (Direct to Students)	Mike Mulvena
September 9-10	Phoenix (Direct to Students)	CANCELLED
October 9	Scottsdale	Ron Roberts
November 4-5	Live Streaming	Keri Means
November 5	Tucson	Mike Mulvena

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rCRMS: FEDERAL LEGAL ISSUES

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

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

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

January 30	WeSERV (West)	Laswick/Mack
July 14-15	Direct to Students	Kathy Laswick
October 8	Tucson	CANCELLED
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

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

Feb 27-28	WeSERV (West)	Don Martin
April 23-24	Scottsdale	CANCELLED
June 15-17,19	WeSERV (Direct to Students)	Kelly Soriano
July 22-23	Tucson	CANCELLED
Sept 30 – Oct 1	West USA	CANCELLED
November 19-20	Scottsdale	Andy Israel
December 16-17	Live Streaming	Don Martin

rCRMS: MASTERING THE RESIDENTIAL RESALE TRANSACTION

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

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

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

February 4-5	WeSERV (SouthEast)	MF Colman
May 20-21	W.USA (Direct to Students)	Lindsay/Wolnick
July 28-31	Direct to Students	Lindsay/Wolnick
October 29-30	Phoenix	Lindsay/Wolnick

GRI: AGENCY

C/E: 6 hours Agency

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

March 9	WeSERV (SouthEast)	Andy Israel
May 5	Scottsdale	CANCELLED
July 30	West USA	Larry Hibler
August 6	Tucson	CANCELLED
October 2	WeSERV (West)	Mandy Neat
October 22	Scottsdale	Lindsay/Hibler
November 3	WeSERV (SouthEast)	Andy Israel

rCRMS: EMPLOYMENT, AGENCY & THE STANDARD OF CARE

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

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

April 23	Phoenix	CANCELLED
May 19	Live Streaming	Kathy Laswick
June 18-19	Direct to Students	Laswick/Mack
October 23	WeSERV (West)	Laswick/Mack

rCRMS: DISCLOSURE & DUE DILIGENCE

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

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

January 21	Live Streaming	Kathy Laswick
January 23	Phoenix	Laswick/Mack
April 24	WeSERV (West)	CANCELLED
September 16-17	Direct to Student	Kathy Laswick

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rCRMS: LEASING ESSENTIALS

(GRI Requirements Form - Row 12)

(rCRMS Requirements Form – Elective Course)

February 11	Phoenix	Flucke/Holliday
April 10	West USA	CANCELLED
April 17	Live Streaming	CANCELLED

rCRMS: MINIMIZING RISK & MISREPRESENTATION IN MARKETING & ADVERTISING

(GRI Requirements Form - Row 12)

(rCRMS Requirements Form – Elective Course)

August 27	Phoenix	CANCELLED
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REBAC: RSPS

(GRI Requirements Form - Row 12)

November 6	WeSERV (West)	Holly Mabery
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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)

Feb 4	Live Streaming	Robbie English
April 6-7	Direct to Students	Robbie English
June 5	Scottsdale	CANCELLED
July 10	WeSERV (Direct to Students)	Mandy Neat

REBAC: NEW HOME CONSTRUCTION

(GRI Requirements Form - Row 12)

September 30	Scottsdale	Karl Stauffer
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REBAC: CORPORATE RELOCATION: THE NEXT MOVE

(GRI Requirements Form - Row 12)

March 18	WeSERV (Southeast)	Laura Kovacs
June 18	Scottsdale	CANCELLED

REBAC: AT HOME WITH DIVERSITY

(GRI Requirements Form - Row 12)

August 20-21	Direct to Students	Robert Morris
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CRPM: PROPERTY MANAGEMENT BOOTCAMP

(GRI Requirements Form - Row 12)

(CRPM Requirements Form – Bootcamp Courses)

April 6	WeSERV (Southeast)	CANCELLED
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CRPM: ADVANCED PROPERTY MANAGEMENT BOOTCAMP

(GRI Requirements Form - Row 12)

(CRPM Requirements Form – Bootcamp Courses)

April 29	WeSERV (West)	CANCELLED
August 6	WeSERV (Southeast)	CANCELLED
September 22	Phoenix	CANCELLED

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

January 16	NARPM Phoenix	Mike Mulvena
June 9 (AM)	Phoenix	CANCELLED
November 13 (AM)	Live Streaming	

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

April 14 (AM)	Phoenix	CANCELLED
June 19 (PM)	Live Streaming	CANCELLED
September 24 (PM)	Live Streaming	Denise Holliday

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

January 7	Phoenix	Mike Mulvena
May 14	NARPM West	CANCELLED
November 13 (PM)	Live Streaming	Mike Mulvena
November 20 (AM)	WeSERV (West)	Sue Flucke

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

August 14 (PM)	Direct to Students	Mike Mulvena
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CRPM: THE ANATOMY OF THE AAR PROP. MANAGEMENT AGREEMENT (CRPM Requirements Form – Contract Section)

March 19 (PM)	NARPM East	CANCELLED
July 23 (PM)	NARPM (Direct to Students)	Sue Flucke

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

April 16	NARPM East	CANCELLED
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CRPM: PROPERTY MANAGEMENT – THE RISKS (CRPM Requirements Form – Contract Section)

September 15 (PM)	NARPM West	Mike Mulvena
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CRPM: ACCIDENTAL FAIR HOUSING VIOLATIONS (CRPM Requirements Form – Fair Housing Section)

May 21 (PM)	NARPM East	
July 14 (AM)	Direct to Students	Denise Holliday

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

November 17 (AM)	Phoenix	Denise Holliday
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CRPM: FAIR HOUSING FOR PROPERTY MANAGERS (CRPM Requirements Form – Fair Housing Section)

June 19 (AM)	Live Streaming	CANCELLED
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CRPM: ASSISTIVE ANIMALS: HOW TO AVOID BARKING UP THE WRONG TREE
([CRPM Requirements Form](#) – Fair Housing Section)

May 8 (PM) [Tucson](#) **CANCELLED**

CRPM: RISK REDUCTION FOR PROPERTY MANAGERS
([CRPM Requirements Form](#) – Landlord & Tenant & Legal Issues Section)

June 18 (PM) [NARPM PHX \(Direct to Students\)](#) S.S.

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

March 9 (AM) [Phoenix](#)
June 16 (PM) [NARPM West \(Direct to Students\)](#) D.H.
October 20 (PM) [NARPM West](#) **CANCELLED**

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

February 20 (PM) [NARPM East](#) Denise Holliday
August 21 (AM) [Direct to Students](#) Denise Holliday

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

February 14 (PM) [Live Streaming](#) Mike Mulvena
May 5 (PM) [Tucson](#) **CANCELLED**
June 30 (AM) [Direct to Students](#) Mike Mulvena
August 11 (AM) [Phoenix](#) **CANCELLED**
August 20 (PM) [NARPM East](#) Mike Mulvena

CRPM: DO IT RIGHT OR GET THE HECK OUT OF PROP. MANAGEMENT
([CRPM Requirements Form](#) – Elective Section)

September 17 [NARPM East](#) **CANCELLED**

CRPM: LEGAL HOTLINE ISSUES & TRENDS IN PROP. MANAGEMENT
([CRPM Requirements Form](#) – Elective Section)

February 18 (PM) [NARPM West](#) Denise Holliday

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

February 14 [Live Streaming](#) Denise Holliday
October 15 (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](#) **CANCELLED**

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

October 13 (AM) [Phoenix](#)

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LIVE STREAM AAR's ADVANCED BROKER MANAGEMENT CLINIC

August 3 (PM) (BMC 1)	Direct to Students	Laura Kovacs
August 4 (AM) (BMC 2)	Direct to Students	Laura Kovacs
August 5 (AM) (BMC 3)	Direct to Students	Laura Kovacs
September 16 (PM) (BMC 1)	Direct to Students	Laura Kovacs
September 17 (PM) (BMC 2)	Direct to Students	Laura Kovacs
September 18 (PM) (BMC 3)	Direct to Students	Laura Kovacs

LIVE-STREAM CONTINUING EDUCATION CLASSES

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

January 28 (AM): **Agency**
January 28 (PM): **Fair Housing**

February 25 (AM): **Disclosure**
February 25 (PM): **Legal Issues**

April 28 (AM): **CANCELLED**
April 28 (PM): **CANCELLED**

May 26 (AM): **Contract Law**
May 26 (PM): **CANCELLED**

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

July 27 (AM): **Legal Issues**
July 28 (PM): **Commissioner's Standards & COE**

August 24 (PM): **Agency**
August 25 (PM): **Legal Issues**

Sept. 29 (AM): **Contract**

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

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