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# 2024

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## GRI: BUSINESS PLANNING ONLINE (GRI Credit: Row 1)

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

**The online course will not be available after 5/31/2024.  
A live class will be offered starting summer of 2024.**

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## THE ABR DESIGNATION COURSE (ABR) (GRI Credit: Row 2 or 12)

|                |  |                |
|----------------|--|----------------|
| March 11-12    | <a href="#">Prescott</a>                     | Kelly Soriano  |
| April 8-9      | <a href="#">WeSERV SouthEast</a>             | Kelly Soriano  |
| May 9-10       | <a href="#">Prescott</a>                     | Keri Means     |
| May 14-15      | <a href="#">Scottsdale</a>                   | Kelly Soriano  |
| June 17-18     | <a href="#">WeSERV Live Streaming</a>        | Keri Means     |
| July 9-12 (AM) | <a href="#">Live Stream Direct to Member</a> | Robbie English |
| August 1-2     | <a href="#">Prescott</a>                     | The Liddicoats |
| August 28-29   | <a href="#">WeSERV Pinal County</a>          | Kelly Soriano  |
| September 4-5  | <a href="#">WeSERV Cochise County</a>        | Kelly Soriano  |
| October 15-16  | <a href="#">WeSERV West</a>                  | The Liddicoats |

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## SENIORS REAL ESTATE SPECIALIST (SRES) (GRI Credit: Row 2 or 12)

|             |                             |              |
|-------------|-----------------------------|--------------|
| April 24-25 | <a href="#">Scottsdale</a>  | Laura Kovacs |
| June 3-4    | <a href="#">WeSERV West</a> | Keri Means   |

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## DESIGNATION & CERTIFICATION COURSE CALENDAR

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## SELLER REPRESENTATIVE SPECIALIST (SRS) (GRI Credit: Row 2 or 12)

|                 |  |                |
|-----------------|--|----------------|
| May 28-29       | <a href="#">WeSERV SouthEast</a>             | Keri Means     |
| June 10-11      | <a href="#">Prescott</a>                     | Keri Means     |
| June 25-28 (AM) | <a href="#">Live Stream Direct to Member</a> | Robbie English |
| September 19-20 | <a href="#">WeSERV Live Stream</a>           | Keri Means     |

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

|                    |  |                |
|--------------------|--|----------------|
| January 25-26 (AM) | <a href="#">Live Stream Direct to Member</a> | Laura Kovacs   |
| March 19           | <a href="#">Prescott</a>                     | Laura Kovacs   |
| April 24           | <a href="#">WeSERV Live Streaming</a>        | The Liddicoats |
| September 18       | <a href="#">Scottsdale</a>                   | Laura Kovacs   |

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## GRI: FINANCING FROM PREPARATION TO CLOSING CE: 6 hours General (GRI Credit: Row 4 or 12)

|                     |  |                  |
|---------------------|--|------------------|
| January 23          | <a href="#">Prescott</a>                     | Keri Means       |
| March 7-8 (AM)      | <a href="#">Live Stream Direct to Member</a> | Jimmy Vercellino |
| May 2               | <a href="#">WeSERV Live Streaming</a>        | Patrick Ritchie  |
| July 17             | <a href="#">Scottsdale</a>                   | Patrick Ritchie  |
| November 14-15 (AM) | <a href="#">Live Stream Direct to Member</a> | Patrick Ritchie  |

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## rCRMS: ESSENTIAL SKILLS FOR A SUCCESSFUL CLOSING

CE: 6 hours Legal Issues

**(GRI Credit: Row 4 or 12) & (rCRMS Credit: Core Course Category)**

|                  |  |           |
|------------------|--|-----------|
| April 25-26 (AM) | <a href="#">Live Stream Direct to Member</a> | Mack/Mack |
| August 8         | <a href="#">WeSERV Southeast</a>             | Mack/Mack |
| Sept. 26-27 (AM) | <a href="#">Live Stream Direct to Member</a> |           |

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## e-PRO®

**(GRI Credit: Row 5)**

|               |  |                |
|---------------|--|----------------|
| July 30-Aug 2 | <a href="#">Live Stream Direct to Member</a> | Robbie English |
| August 13-14  | <a href="#">WeSERV Live Stream</a>           | Jeff Raskin    |

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## GRI: MARKET ESSENTIALS: PROPERTY CONDITIONS

CE: 3 hours Agency/3 hours Disclosure

**(GRI Credit: Row 6)**

|                   |  |                |
|-------------------|--|----------------|
| January 31        | <a href="#">Scottsdale</a>                   | Keri Means     |
| April 2           | <a href="#">WeSERV West</a>                  | The Liddicoats |
| May 21            | <a href="#">Prescott</a>                     | The Liddicoats |
| May 30-31 (AM)    | <a href="#">Live Stream Direct to Member</a> | Keri Means     |
| December 5-6 (AM) | <a href="#">Live Stream Direct to Member</a> | The Liddicoats |

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## GRI: RISK MANAGEMENT

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

**(GRI Credit: Row 7)**

|                  |                                    |               |
|------------------|------------------------------------|---------------|
| April 30 – May 1 | <a href="#">Tucson</a>             | Liz Hill      |
| June 27-28       | <a href="#">WeSERV Live Stream</a> | Liz Hill      |
| August 21-22     | <a href="#">Scottsdale</a>         | Marge Lindsay |

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## DESIGNATION & CERTIFICATION COURSE CALENDAR

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## GRI: THE ANATOMY OF THE CODE OF ETHICS

CE: 3 hours Comm. Standards/3 hours Legal Issues

**(GRI Credit: Row 8)**

|                   |  |              |
|-------------------|--|--------------|
| January 10        | <a href="#">WeSERV SouthEast</a>             | Liz Hill     |
| March 27          | <a href="#">Scottsdale</a>                   | Mike Mulvena |
| July 23           | <a href="#">Prescott</a>                     | Keri Means   |
| August 29-30 (AM) | <a href="#">Live Stream Direct to Member</a> | Liz Hill     |
| October 22        | <a href="#">WeSERV Live Stream</a>           | Don Martin   |

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## rCRMS: FEDERAL LEGAL ISSUES

CE: 3 hours Legal Issues/3 hours Fair Housing

**(GRI Credit: Row 9) & (rCRMS Credit: Elective Course Category)**

|                     |  |                |
|---------------------|--|----------------|
| January 30          | <a href="#">WeSERV West</a>                  | Mack/Sexton    |
| May 2-3 (AM)        | <a href="#">Live Stream Direct to Member</a> | Lindsay/Wolnik |
| November 21-22 (AM) | <a href="#">Live Stream Direct to Member</a> | Lindsay/Wolnik |

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## GRI: THE CONTRACT CLASS

CE: 8 hours Contract Law / 3 hours Legal Issues / 3 hours Disclosure

**(GRI Credit: Row 10 or 12)**

|                 |  |               |
|-----------------|--|---------------|
| Jan 31 – Feb 1  | <a href="#">Tucson</a>                       | Kelly Soriano |
| February 20-21  | <a href="#">WeSERV West</a>                  | Don Martin    |
| June 11-14 (AM) | <a href="#">Live Stream Direct to Member</a> | Don Martin    |
| July 29-30      | <a href="#">WeSERV SouthEast</a>             | Kelly Soriano |
| October 23-24   | <a href="#">Scottsdale</a>                   | Kelly Soriano |

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## rCRMS: MASTERING THE RESIDENTIAL RESALE TRANSACTION

Live Class CE: 9 hours Contract Law/3 hours Disclosure

Live Stream Class CE: 6 hours Contract Law/6 hours Disclosure

**(GRI Credit: Row 10 or 12) & (rCRMS Credit: Contract Course Category)**

|                |  |                |
|----------------|--|----------------|
| May 16-17      | <a href="#">WeSERV West</a>                  | Sexton/Mack    |
| Aug 13-16 (AM) | <a href="#">Live Stream Direct to Member</a> | Lindsay/Wolnik |

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## GRI: AGENCY

CE: 6 hours Agency

**(GRI Credit: Row 11 or 12)**

|                   |  |            |
|-------------------|--|------------|
| January 17        | <a href="#">WeSERV SouthEast</a>             | Liz Hill   |
| February 6-7 (AM) | <a href="#">Live Stream Direct to Member</a> | Don Martin |
| June 18           | <a href="#">Scottsdale</a>                   | Liz Hill   |
| September 17      | <a href="#">WeSERV Live Stream</a>           | Don Martin |
| September 24      | <a href="#">Prescott</a>                     | Keri Means |

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## rCRMS: EMPLOYEMENT, AGENCY & THE STANDARD OF CARE

CE: 3 hours Agency/3 hours Commissioner's Standards

**(GRI Credit: Row 11 or 12) & (rCRMS Credit: Core Course Category)**

|                     |  |                |
|---------------------|--|----------------|
| February 15-16 (AM) | <a href="#">Live Stream Direct to Member</a> | Lindsay/Wolnik |
| October 10          | <a href="#">WeSERV West</a>                  | Sexton/Mack    |
| December 19-20 (AM) | <a href="#">Live Stream Direct to Member</a> | Laswick/Lind   |

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## rCRMS: DISCLOSURE & DUE DILIGENCE

CE: 6 hours Disclosure

**(GRI Credit: Row 12) & (rCRMS Credit: Core Course Category)**

|                    |  |              |
|--------------------|--|--------------|
| January 11-12 (AM) | <a href="#">Live Stream Direct to Member</a> | Laswick/Lind |
| March 5            | <a href="#">WeSERV SouthEast</a>             | Sexton/Mack  |
| October 3-4 (AM)   | <a href="#">Live Stream Direct to Member</a> | Laswick/Lind |

5/1/2024

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## DESIGNATION & CERTIFICATION COURSE CALENDAR

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## rCRMS: LEASING ESSENTIALS

CE: 3 hours Contract/3 hours Legal Issues

**(GRI Credit: Row 12) & (rCRMS Credit: Elective Course Category)**

|           |                                   |                 |
|-----------|-----------------------------------|-----------------|
| August 15 | <a href="#">NARPM East Valley</a> | Flucke/Holliday |
|-----------|-----------------------------------|-----------------|

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## AT HOME WITH DIVERSITY (AHWD)

**(GRI Credit: Row 12)**

|             |                                       |               |
|-------------|---------------------------------------|---------------|
| February 13 | <a href="#">Prescott</a>              | Laura Kovacs  |
| April 23    | <a href="#">WeSERV Live Streaming</a> | Kelly Soriano |
| October 15  | <a href="#">Prescott</a>              | Laura Kovacs  |

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## PRICING STRATEGY ADVISOR (PSA)

**(GRI Credit: Row 12)**

|                |  |                |
|----------------|--|----------------|
| April 2-3 (AM) | <a href="#">Live Stream Direct to Member</a> | Robbie English |
| November 1     | <a href="#">WeSERV Live Stream</a>           | Kelly Soriano  |

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## MILITARY RELOCATION PROFESSIONAL (MRP)

**(GRI Credit: Row 12)**

|            |                                    |                  |
|------------|------------------------------------|------------------|
| March 1    | <a href="#">WeSERV West</a>        | Jimmy Vercellino |
| November 7 | <a href="#">WeSERV Live Stream</a> | Jimmy Vercellino |

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## RESORT & SECOND-HOME PROPERTY SPECIALIST (RSPS)

**(GRI Credit: Row 12)**

|             |                                    |            |
|-------------|------------------------------------|------------|
| November 15 | <a href="#">WeSERV Live Stream</a> | Keri Means |
|-------------|------------------------------------|------------|

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## NEW HOME CONSTRUCTION (GRI Credit: Row 12)

January 22 [WeSERV West](#) Keri Means

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## SHORT SALES & FORECLOSURE RESOURCE (SFR) (GRI Credit: Row 12)

June 13 [WeSERV Live Stream](#) Keri Means

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## HOME FINANCE RESOURCE (HFR) (GRI Credit: Row 12)

February 14 [WeSERV SouthEast](#) **CANCELLED**  
November 5 [WeSERV Live Stream](#) Kelly Soriano

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## CRPM: AGENCY IN PROPERTY MANAGEMENT (CRPM Credit: Agency Section)

March 21 (PM) [NARPM East Valley](#) Mike Tiers  
July 23 (PM) [Live Stream Direct to Member](#) Sue Flucke

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## CRPM: WHAT DO YOU MEAN THE AGENT'S NOT MY CLIENT (CRPM Credit: Agency Section)

January 19 (AM) [Live Stream Direct to Member](#) Steve Urie

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## DESIGNATION & CERTIFICATION COURSE CALENDAR

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## CRPM: PROPERTY MANAGEMENT & THE NAR CODE OF ETHICS (CRPM Credit: Code of Ethics Section)

January 23 (PM) [Live Stream Direct to Member](#) Mike Tiers  
April 18 (PM) [NARPM East Valley](#)  
November 7 (AM) [Live Stream Direct to Member](#) Mike Tiers

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## CRPM: LEASING FOR SINGLE FAMILY HOMES (CRPM Credit: Contract Section)

June 20 (PM) [NARPM East Valley](#) Steve Schultz

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## CRPM: NAME THAT FORM (CRPM Credit: Contract Section)

February 9 (AM) [Live Stream Direct to Member](#) Denise Holliday  
February 20 (PM) [NARPM West Valley](#) Denise Holliday

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## CRPM: PROPERTY MANAGERS DUTY TO DISCLOSE (CRPM Credit: Disclosure Section)

February 22 (AM) [NARPM East Valley](#) Steve Urie

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## CRPM: DISCLOSURE: FACT OR FICTION (CRPM Credit: Disclosure Section)

February 22 (AM) [Live Stream Direct to Member](#) Sue Flucke

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**CRPM: DISCLOSURE CLASS TBD**  
**(CRPM Credit: [Disclosure Section](#))**

September 12 (AM)    [Live Stream Direct to Member](#)    Steve Urie

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**CRPM: FAIR HOUSING FOR PROPERTY MANAGERS**  
**(CRPM Credit: [Fair Housing Section](#))**

Sept 24 (PM)    [Live Stream Direct to Member](#)    Mike Tiers

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**CRPM: ACCIDENTAL FAIR HOUSING VIOLATIONS**  
**(CRPM Credit: [Fair Housing Section](#))**

January 18 (PM)    [NARPM East Valley](#)    Denise Holliday  
April 11 (AM)    [Live Stream Direct to Member](#)    Denise Holliday  
May 21 (PM)    [NARPM West Valley](#)    Denise Holliday

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**CRPM: PROPERTY MANAGEMENT BOOTCAMP**  
**(CRPM Credit: [Bootcamp Section](#))**

March 14-15 (AM)    [Live Stream Direct to Member](#)    Flucke/Holliday

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**CRPM: ADVANCED PROPERTY MANAGEMENT BOOTCAMP**  
**(GRI Credit: [Row 12](#)) & (CRPM Credit: [Bootcamp Section](#))**

March 19    [NARPM West Valley](#)    Flucke/Holliday  
October 3    [WeSERV SouthEast](#)    Flucke/Holliday

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## DESIGNATION & CERTIFICATION COURSE CALENDAR

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**CRPM: CASE STUDENTS IN ARLTA**  
**(CRPM Credit: [Landlord & Tenant & Legal Issues Section](#))**

February 15 (PM)    [NARPM East Valley](#)    Steve Urie

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**CRPM: LANDLORDS & TENANTS PLAYING FAIR**  
**(CRPM Credit: [Landlord & Tenant & Legal Issues Section](#))**

April 19 (AM)    [Live Stream Direct to Member](#)    Mike Tiers

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**CRPM: RISK REDUCTION FOR PROPERTY MANAGERS**  
**(CRPM Credit: [Landlord & Tenant & Legal Issues Section](#))**

August 27 (PM)    [Live Stream Direct to Member](#)    Steve Urie

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

January 16 (AM)    [NARPM West Valley](#)    Mike Mulvena  
May 23 (PM)    [Live Stream Direct to Member](#)    Mike Mulvena

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**CRPM: HOW TO EVICT A TENANT LEGALLY**  
**(CRPM Credit: [Elective Section](#))**

July 18 (PM)    [NARPM East Valley](#)    Denise Holliday  
August 9 (AM)    [Live Stream Direct to Member](#)    Denise Holliday

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**CRPM: LANDLORD TENANT RELATIONS: MAINTENANCE & REPAIRS**  
**(CRPM Credit: [Elective Section](#))**

June 18 (PM)    [Live Stream Direct to Member](#)    Denise Holliday