

2025 GRI Calendar

Updated 1/8/2025

Calendar dates/classes subject to change

For registration information, contact the class sponsoring association in the last column

- Scottsdale Area Association of REALTORS: <https://www.scottsdalerealtors.org>
- WeSERV: <https://weserv.realtor>
- Tucson Association of REALTORS: <https://tucsonrealtors.org>
- AAR Zoom classes: <https://www.aaronline.com>

1. GRI: BUSINESS PLANNING ONLINE GRI: BUSINESS PLANNING LIVE

GRI Business Planning	January 22	Laura Kovacs	Scottsdale Assoc.
GRI Business Planning	February 25	Laura Kovacs	AAR-Zoom

2. ABR CORE CLASS SRES SRS CRS: EFFECTIVE BUYER SALESSTRATEGIES

SRS	March 4-5	Keri Means	Scottsdale Assoc.
SRES	May 7-8	Laura Kovacs	Scottsdale Assoc.
ABR	July 28-31		AAR-Zoom
ABR	September 10-11	Kelly Soriano	Scottsdale Assoc.
SRS computer based	Seller Representative Specialist (SRS) Designation Course		
ABR computer based	Accredited Buyer's Representative (ABR®) Designation Course - Update		
SRES computer based	Seniors Real Estate Specialist® (SRES®) Designation Course		

3. GRI: PERFORMANCE STRATEGIES TO BUILD CLIENT RELATIONSHIPS MARKETING STRATEGY AND LEAD GENERATION BUYERS BY GENERATION: SUCCESS IN EVERY SEGMENT

GRI Performance Strategies	August 19	Sally/Mike Liddicoat	WeSERV-Zoom
GRI Performance Strategies	August 13-14	Sally/Mike Liddicoat	AAR-Zoom
GRI Performance Strategies	November 18	Laura Kovacs	Scottsdale Assoc.

4.GRI: FINANCING FROM
PREPARATION TO CLOSING

OR

rCRMS: ESSENTIAL SKILLS
FOR A SUCCESSFUL CLOSING

OR

HOME FINANCE RESOURCE (HFR)

GRI Financing from Preparation to Close	May 1	Todd Smith	WeSERV-Zoom
GRI Financing from Preparation to Close	June 25	Patrick Ritchie	Scottsdale Assoc.

5.GRI: TRANSACTION
TECHNOLOGY

OR

e-PRO

OR

CRS: TECHNOLOGY AND
PLANS FOR SUCCESS

ePRO	March 3-6	Robbie English	AAR-Zoom
ePRO-computer based	NAR's e-PRO® Certification Course		NAR

6.

GRI: MARKET ESSENTIALS - PROPERTY CONDITIONS

GRI Market Essentials	February 13	Keri Means	Scottsdale Assoc.
GRI Market Essentials	March 13	Keri Means	Tucson Association
GRI Market Essentials	May 22-23	Kri Means	AAR-Zoom
GRI Market Essentials	June 10	Sally/Mike Liddicoat	WeSERV-West
GRI Market Essentials	October 9	Keri Means	WeSERV-Zoom

7.

GRI: RISK MANAGEMENT

GRI Risk Management	March 24-25	Liz Hill	Tucson Association
GRI Risk Management	April 1-4	Don Martin	AAR-Zoom
GRI Risk Management	April 16-17	Liz Hill	WeSERV-West
GRI Risk Management	September 23-24	Don Martin	WeSERV-Zoom
GRI Risk Management	October 29-30	Marge Lindsay	Scottsdale Assoc.

8.GRI: THE ANATOMY OF THE CODE OF ETHICS
(PREVIOUSLY TITLED "SAFE REAL ESTATE")

GRI Anatomy of the COE	February 11	Liz Hill	WeSERV-Zoom
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GRI Anatomy of the COE	March 26	Mike Mulvena	Scottsdale Assoc.
GRI Anatomy of the COE	May 20	Liz Hill	Tucson Association
GRI Anatomy of the COE	October 28-29	Don Martin	AAR-Zoom
GRI Anatomy of the COE	November 6	Liz Hill	WeSERV-Zoom

9.

rCRMS: FEDERAL LEGAL ISSUES

rCRMS Federal Legal Issues	January 22	Rick Mack/Jim Sexton	WeSERV-SE Valley
rCRMS Federal Legal Issues	February 13-14	Marge Lindsay/Michelle Lind	AAR-Zoom
rCRMS Federal Legal Issues	July 16	Rick Mack / Jim Sexton	Scottsdale Assoc.

10.

GRI: THE CONTRACT CLASS

OR

rCRMS: MASTERING THE RESIDENTIAL RESALE TRANSACTION

GRI Contract Class	March 24-25	Kelly Soriano	WeSERV-SE Valley
GRI Contract Class	May 13-14	Don Martin	WeSERV-West
rCRMS Mastering the Residential Resale Transaction	May 28-29	Rick Mack/Jim Sexton	WeSERV-SE Valley
GRI Contract Class	August 13-14	Kelly Soriano	Scottsdale Assoc.
GRI Contract Class	Augut 26-27	Kelly Soriano	Tucson Association

11.

GRI: AGENCY

OR

rCRMS: EMPLOYMENT, AGENCY & THE STANDARD OF CARE

GRI Agency	January 15	Liz Hill	WeSERV-Zoom
GRI Agency	April 23	Liz Hill	Scottsdale Assoc.
GRI Agency	July 10-11	Keri Means	AAR-Zoom
rCRMS Employment, Agency & Standard of Care	August 14	Rick Mack/Jim Sexton	WeSERV-SE
GRI Agency	September 23	Liz Hill	Tucson Association
rCRMS Employment, Agency & Standard of Care	October 2-3	Marge Lindsay	AAR-Zoom

12.

ELECTIVES (must take one)

PSA	January 15-16	Robbie English	AAR-Zoom
rCRMS Disclosure & Due Diligence	May 1-2		AAR-Zoom
PSA computer-based	Pricing Strategies: Mastering the CMA (PSA) Certification Course		
At Home With Diversity- Computer based	At Home With Diversity® (AHWD) Certification Course0		