

# 2021 | EDUCATION CALENDAR

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**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.**

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

January 19-20	<a href="#">WeSERV (Southeast) Live Stream</a>	Keri Means
June 24-25	<a href="#">WeSERV (West) Live Stream</a>	Mandy Neat
July 13-16	<a href="#">Live Stream Direct to Member</a>	Robbie English
November 4-5	<a href="#">Northern Arizona</a>	Mandy Neat

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

February 18-19	<a href="#">Scottsdale</a>	Laura Kovacs
July 12-13	<a href="#">WeSERV (Southeast)</a>	Liz Recchia
September 21-24	<a href="#">Live Stream Direct to Member</a>	
September 28-29	<a href="#">WeSERV (West)</a>	Liz Recchia

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

April 15-16	<a href="#">WeSERV (West) Live Stream</a>	Holly Mabery
November 16-17	<a href="#">WeSERV (Southeast)</a>	Holly Mabery

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

April 6-7	<a href="#">Live Stream Direct to Member</a>	Mandy Neat
April 14	<a href="#">WeSERV (Southeast) Live Stream</a>	Mandy Neat
June 6	<a href="#">Scottsdale</a>	Laura Kovacs
July 23	<a href="#">WeSERV (West)</a>	Mandy Neat

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

March 11	<a href="#">Scottsdale</a>	Mandy Neat
May 4-5 (AM)	<a href="#">Live Stream Direct to Member</a>	Robbie English

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

January 13	<a href="#">Scottsdale Live Stream</a>	Jimmy Vercellino
April 2	<a href="#">WeSERV (West) Live Stream</a>	Jimmy Vercellino
August 5	<a href="#">WeSERV (Southeast)</a>	Jimmy Vercellino
October 6	<a href="#">Scottsdale</a>	Patrick Ritchie
December 14	<a href="#">Live Stream Direct to Classroom</a>	Jimmy Vercellino

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**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)**

September 14	<a href="#">Live Stream Direct to Classroom</a>	
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## REBAC: e-PRO

(GRI Requirements Form - Row 5 or Row 12)

March 9-12	<a href="#">Live Stream Direct to Member</a>	Robbie English
September 16-17	<a href="#">WeSERV (West)</a>	Jeff Raskin
December 7-10	<a href="#">Live Stream Direct to Member</a>	Robbie English

## GRI: MARKET ESSENTIALS: PROPERTY CONDITIONS

C/E: 3 hours Agency/3 hours Disclosure

(GRI Requirements Form - Row 6)

March 23	<a href="#">WeSERV (Southeast) Live Stream</a>	Keri Means
May 6	<a href="#">Scottsdale</a>	Keri Means
August 20	<a href="#">WeSERV (West)</a>	Holly Mabery
October 5	<a href="#">Live Stream Direct to Classroom</a>	Keri Means

## 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)

May 20-21	<a href="#">WeSERV (West) Live Stream</a>	Don Martin
June 3-4	<a href="#">Northern AZ Live Streaming</a>	Lindsay/Martin
December 9-10	<a href="#">Scottsdale</a>	Marge Lindsay

## GRI: THE ANATOMY OF THE CODE OF ETHICS

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

(GRI Requirements Form - Row 8)

February 11-12	<a href="#">Live Stream Direct to Member</a>	Don Martin
April 8	<a href="#">Scottsdale</a>	Keri Means
June 4	<a href="#">WeSERV (West) Live Stream</a>	Keri Means
July 8	<a href="#">Northern AZ Live Streaming</a>	Lindsay/Martin
September 23	<a href="#">WeSERV (Southeast)</a>	Keri Means
October 28	<a href="#">Scottsdale</a>	Keri Means

## 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 28-29	<a href="#">WeSERV (West) Live Stream</a>	Lindsay/Wolnick
May 6-7	<a href="#">Live Stream Direct to Member</a>	Lindsay/Wolnick

## GRI: THE CONTRACT CLASS

C/E: 8 hours Contract Law / 3 hours Legal Issues / 3 hours Disclosure

(GRI Requirements Form - Row 10 or Row 12)

January 21-22	<a href="#">Northern AZ Live Streaming</a>	Evan Fuchs
February 25-26	<a href="#">WeSERV (West) Live Stream</a>	Don Martin
May 17-18	<a href="#">WeSERV (Southeast) Live Stream</a>	Kelly Soriano
August 12-13	<a href="#">Scottsdale</a>	Kelly Soriano

## rCRMS: MASTERING THE RESIDENTIAL RESALE TRANSACTION

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

Live Stream Class C/E: 6 hours Contract Law/6 hours Disclosure

(GRI Requirements Form - Row 10 or Row 12)

(rCRMS Requirements Form - Contract Course)

July 29-30	<a href="#">WeSERV (West)</a>	Lindsay/Wolnick
August 9-10	<a href="#">WeSERV (Southeast)</a>	Mary Frances Coleman
October 12-13	<a href="#">Live Stream Direct to Classroom</a>	Kathy Laswick

# 2021 EDUCATION CALENDAR

## GRI: AGENCY

C/E: 6 hours Agency

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

February 18	<a href="#">WeSERV (Southeast) Live Stream</a>	Mandy Neat
March 16	<a href="#">Scottsdale</a>	Mandy Neat
August 10-11	<a href="#">Live Stream Direct to Member</a>	Don Martin
October 1	<a href="#">WeSERV (West)</a>	Mandy Neat
November 18	<a href="#">Scottsdale</a>	David Compton

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

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

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

January 19-20	<a href="#">Live Stream Direct to Member</a>	Lindsay/Wolnick
February 4-5	<a href="#">WeSERV (Southeast) Live Stream</a>	Kathy Laswick
April 22-23	<a href="#">WeSERV (West)</a>	Lindsay/Mack

## rCRMS: DISCLOSURE & DUE DILIGENCE

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

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

March 3-4	<a href="#">Live Stream Direct to Member</a>	Kathy Laswick
June 9-10	<a href="#">WeSERV (Southeast) Live Stream</a>	Lindsay/Mack
October 22	<a href="#">WeSERV (West)</a>	Lindsay/Mack

## rCRMS: MINIMIZING RISK & MISREPRESENTATION IN MARKETING & ADVERTISING

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

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

November 3-4	<a href="#">Live Stream Direct to Member</a>	Lindsay/Wolnick
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## rCRMS: CLAIMS & REMEDIES

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

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

July 20	<a href="#">Live Stream Direct to Classroom</a>
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## REBAC: RSPS

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

October 5	<a href="#">WeSERV (Southeast)</a>	Holly Mabery
November 4	<a href="#">WeSERV (West)</a>	Holly Mabery

## REBAC: MRP

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

March 2	<a href="#">WeSERV (West) Live Stream</a>	Jimmy Vercellino
September 13	<a href="#">WeSERV (Southeast)</a>	Jimmy Vercellino
November 10	<a href="#">Scottsdale</a>	Jimmy Vercellino

## REBAC: PRICING STRATEGY ADVISOR

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

January 12-13 (AM)	<a href="#">Live Stream Direct to Member</a>	Robbie English
March 11	<a href="#">WeSERV (Southeast) Live Stream</a>	Holly Mabery
April 20	<a href="#">Northern AZ Live Stream</a>	Mandy Neat
July 15	<a href="#">WeSERV (West)</a>	Mandy Neat

## REBAC: CORPORATE RELOCATION: THE NEXT MOVE

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

April 8	<a href="#">WeSERV (Southeast) Live Stream</a>	Laura Kovacs
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**CRPM: PROPERTY MANAGEMENT BOOTCAMP**  
**(GRI Requirements Form - Row 12)**  
**(CRPM Requirements Form – Bootcamp Courses)**

May 13-14      [WeSERV \(Southeast\) Live Stream](#)      Flucke/Holliday  
 August 20th      [Live Stream Direct to Classroom](#)      Mulvena/Holliday

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

March 19 (PM)      [Live Stream Direct to Member](#)      Steve Urie

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

January 21 (PM)      [NARPM East](#)      Mike Mulvena  
 September 17 (AM)      [Live Stream Direct to Member](#)      Mike Mulvena  
 November 18      [WeSERV \(West\)](#)      Mike Mulvena

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**CRPM: INS & OUTS OF THE AAR FORMS & DO I HAVE TO USE THEM?**  
**(CRPM Requirements Form – Contract Section)**

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

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**CRPM: OVERVIEW OF THE AZR PROPERTY MANAGEMENT FORMS**  
**(CRPM Requirements Form – Contract Section)**

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

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**CRPM: PROPERTY MANAGEMENT – THE RISKS**  
**(CRPM Requirements Form – Contract Section)**

February 19 (AM)      [Live Stream Direct to Member](#)      Sue Flucke  
 December 17 (AM)      [Live Stream Direct to Member](#)      Steve Urie

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**CRPM: LEASING FOR SINGLE FAMILY HOMES**  
**(CRPM Requirements Form – Contract Section)**

February 16 (PM)      [NARPM West](#)      Steve Schultz

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

March 18 (PM)      [NARPM East](#)

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**CRPM: FAIR HOUSING FOR PROPERTY MANAGERS**  
**(CRPM Requirements Form – Fair Housing Section)**

May 18 (PM)      [NARPM West](#)      Sue Flucke

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**CRPM: FAIR HOUSING GET A CLUE**  
**(CRPM Requirements Form – Fair Housing Section)**

April 15 (PM)      [NARPM East](#)      Denise Holliday  
 October 29 (AM)      [Live Stream Direct to Classroom](#)      Denise Holliday

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## **CRPM: ASSISTIVE ANIMALS: HOW TO AVOID BARKING UP THE WRONG TREE**

([CRPM Requirements Form](#) – Fair Housing Section)

January 22 (AM)      [Live Stream Direct to Member](#)      Denise Holliday  
January 29 (AM)      [Live Stream Direct to Member](#)      Denise Holliday

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## **CRPM: LEGAL HOTLINE ISSUES & TRENDS IN PROPERTY MANAGEMENT**

([CRPM Requirements Form](#) – Elective Section)

September 21 (PM)      [NARPM West](#)

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## **CRPM: RISK REDUCTION FOR PROPERTY MANAGERS**

([CRPM Requirements Form](#) – Landlord & Tenant & Legal Issues Section)

August 17 (PM)      [NARPM West](#)      Denise Holliday

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## **CRPM: HOW TO EVICT A TENANT LEGALLY & PRACTICAL APPLICATIONS**

([CRPM Requirements Form](#) – Elective Section)

May 21 (AM)      [Live Stream Direct to Member](#)      Denise Holliday

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## **CRPM: TOP 10 RISK ISSUES IN PROPERTY MANAGEMENT**

([CRPM Requirements Form](#) – Landlord & Tenant & Legal Issues Section)

June 18 (AM)      [Live Stream Direct to Classroom](#)      Denise Holliday

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## **CRPM: LANDLORD TENANT RELATIONS: MAINTENANCE REPAIRS**

([CRPM Requirements Form](#) – Elective Section)

October 29 (AM)      [Live Stream Direct to Classroom](#)      Sue Flucke

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## **CRPM: TRUST ACCOUNTING – SHOW ME THE MONEY**

([CRPM Requirements Form](#) – Trust Accounting Section)

June 15 (PM)      [NARPM West](#)      Mike Mulvena  
June 30 (PM)      [WeSERV \(West\) Live Stream](#)      Mike Mulvena

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## **LIVE STREAM AAR's ADVANCED BROKER MANAGEMENT CLINIC**

May 3 (BMC 1)      [Direct to Students](#)      Laura Kovacs  
May 4 (BMC 2)      [Direct to Students](#)      Laura Kovacs  
May 5 (BMC 3)      [Direct to Students](#)      Laura Kovacs  
December 1 (BMC 1)      [Direct to Students](#)      Laura Kovacs  
December 2 (BMC 2)      [Direct to Students](#)      Laura Kovacs  
December 3 (BMC 3)      [Direct to Students](#)      Laura Kovacs

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## **CRPM: DO IT RIGHT OR GET THE HECK OUT OF PROP. MANAGEMENT**

([CRPM Requirements Form](#) – Elective Section)

May 20 (AM)      [Live Stream Direct to Member](#)      Steve Urie

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## **LIVE-STREAM DIRECT TO MEMBER CONTINUING EDUCATION CLASSES**

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

January 26 (AM): C/E Category TBD

February 23 (AM): C/E Category TBD

February 24 (AM): C/E Category TBD

February 26 (PM): C/E Category TBD

March 23 (AM): C/E Category TBD

March 24 (AM): C/E Category TBD

April 13 (AM) : C/E Category TBD

April 27 (AM): C/E Category TBD

May 25 (AM): C/E Category TBD

June 15 (AM): C/E Category TBD

November 23 (AM) : C/E Category TBD

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## **LIVE-STREAM DIRECT TO CLASSROOM**

### **CONTINUING EDUCATION CLASSES**

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

June 29 (AM): C/E Category TBD

June 29 (PM): C/E Category TBD

July 27 (AM): C/E Category TBD

July 27 (PM): C/E Category TBD

August 26 (PM): C/E Category TBD

August 26 (PM): C/E Category TBD

September 28 (AM): C/E Category TBD

September 28 (PM): C/E Category TBD

October 26 (AM): C/E Category TBD

October 26 (PM): C/E Category TBD

November 30 (AM): C/E Category TBD

November 30 (PM): C/E Category TBD