

# 2022 | 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: MARKETING STRATEGY & LEAD GENERATION**  
(Formerly Titled: Marketing Reboot)  
(GRI Requirements Form: Row 3 or Row 12)

March 18	<a href="#">WeSERV (Southeast)</a>	Mandy Neat
October 18	<a href="#">Prescott</a>	Mandy Neat

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

January 20-21	<a href="#">WeSERV (Southeast)</a>	Keri Means
February 10-11	<a href="#">WeSERV (West)</a>	Mandy Neat
August 9-10	<a href="#">Live Stream Direct to Classroom</a>	Robbie English

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**REBAC: BUYERS BY GENERATION**  
(Formerly Titled: Generation Buy)  
(GRI Requirements Form: Row 3 or Row 12)

March 4	<a href="#">WeSERV (Southeast) Live Stream</a>	Mandy Neat
May 9	<a href="#">Prescott</a>	Mandy Neat
July 12-13 (AM)	<a href="#">Live Stream Direct to Member</a>	Mandy Neat

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**REBAC: SENIORS REAL ESTATE SPECIALIST (SRES)**  
(GRI Requirements Form: Row 2 or Row 12)

July 12-13	<a href="#">WeSERV (Southeast) Live Stream</a>	Keri Means
August 18-19	<a href="#">WeSERV (West)</a>	Keri Means
October 6-7	<a href="#">Scottsdale</a>	Laura Kovacs

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

January 25	<a href="#">Scottsdale</a>	Jimmy Vercellino
April 18	<a href="#">WeSERV (West) Live Stream</a>	Jimmy Vercellino
July 13	<a href="#">Scottsdale</a>	Patrick Ritchie
September 8	<a href="#">Live Stream Direct to Classroom</a>	Jimmy Vercellino
December 2	<a href="#">WeSERV (Southeast)</a>	Patrick Ritchie

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

February 23	<a href="#">Scottsdale</a>	Laura Kovacs
April 14	<a href="#">WeSERV (West)</a>	Mandy Neat
May 24	<a href="#">WeSERV (Southeast) Live Stream</a>	The Liddicoats
December 2	<a href="#">Live Stream Direct to Classroom</a>	Laura Kovacs

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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)

June 8-9	<a href="#">Live Stream Direct to Member</a>	Mack/Dockery
September 9	<a href="#">WeSERV West</a>	Mack/Dockery

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## REBAC: e-PRO

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

May 10-11 [Live Stream Direct to Classroom](#) Robbie English  
September 13-14 [WeSERV \(West\)](#) Jeff Raskin

## GRI: MARKET ESSENTIALS: PROPERTY CONDITIONS

C/E: 3 hours Agency/3 hours Disclosure

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

February 17-18 (AM) [Live Stream Direct to Member](#) The Liddicoats  
April 20 [WeSERV \(Southeast\) Live Stream](#) Keri Means  
May 16 [WeSERV \(West\)](#) The Liddicoats  
November 3 [Scottsdale](#) Keri Means

## GRI: RISK MANAGEMENT

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

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

March 23-24 [Scottsdale](#) David Compton  
June 16-17 [Live Stream Direct to Classroom](#) Don Martin  
July 21-22 [WeSERV \(West\)](#) Don Martin  
November 2-3 [WeSERV \(Southeast\) Live Stream](#) David Compton

## GRI: THE ANATOMY OF THE CODE OF ETHICS

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

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

January 14 [WeSERV \(West\) Live Stream](#) Keri Means  
March 23 [WeSERV \(Southeast\) Live Stream](#) Keri Means  
May 19-20 [Live Stream Direct to Member](#) Jon Kichen  
September 14 [Scottsdale](#) Mike Mulvena

## 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 27 [WeSERV West](#) Sexton/Mack  
April 6 [Live Stream Direct to Classroom](#) Lindsay/Wolnik  
May 11 [Scottsdale](#) Lindsay/Wolnik  
October 19 [Live Stream Direct to Classroom](#) Lindsay/Wolnik

## GRI: THE CONTRACT CLASS

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

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

February 24-25 [WeSERV \(West\)](#) Don Martin  
March 17-18 [Live Stream Direct to Classroom](#) Kelly Soriano  
May 9-10 [WeSERV \(Southeast\) Live Stream](#) Kelly Soriano  
August 10-11 [Scottsdale](#) Andy Israel

## 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

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

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

January 18-21 (AM) [Live Stream Direct to Member](#) Lindsay/Wolnik  
July 20-21 [Live Stream Direct to Classroom](#) Lindsay/Wolnik  
December 8-9 [WeSERV West](#) Sexton/Mack

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## GRI: AGENCY

C/E: 6 hours Agency

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

February 3	<a href="#">WeSERV (Southeast) Live Stream</a>	Mandy Neat
April 13	<a href="#">Scottsdale</a>	Mandy Neat
August 18-19	<a href="#">Live Stream Direct to Member</a>	Mandy Neat
November 7	<a href="#">WeSERV (West)</a>	Keri Means

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## CRPM: PROPERTY MANAGEMENT BOOTCAMP

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

[\(CRPM Requirements Form – Bootcamp Courses\)](#)

March 25	<a href="#">Live Stream Direct to Classroom</a>	Flucke/Holliday
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## CRPM: ADVANCED PROPERTY MANAGEMENT BOOTCAMP

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

[\(CRPM Requirements Form – Bootcamp Courses\)](#)

October 14	<a href="#">Live Stream Direct to Classroom</a>	Flucke/Holliday
November 15	<a href="#">WeSERV West</a>	

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

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

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

May 18	<a href="#">Live Stream Direct to Classroom</a>	Adams/Mack
October 14	<a href="#">WeSERV West</a>	Sexton/Mack

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## rCRMS: ESSENTIAL SKILLS FOR A SUCCESSFUL CLOSING

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

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

June 8-9 (AM)	<a href="#">Live Stream Direct to Classroom</a>	Mack/Dockery
September 9	<a href="#">WeSERV West</a>	Mack/Dockery

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## AT HOME WITH DIVERSITY

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

March 8-9	<a href="#">Live Stream Direct to Classroom</a>	Robert Morris
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## REBAC: PRICING STRATEGY ADVISOR

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

March 24	<a href="#">Prescott</a>	Mandy Neat
April 6	<a href="#">WeSERV (Southeast)</a>	Kelly Soriano
April 21	<a href="#">WeSERV (West)</a>	Mandy Neat
October 4-5	<a href="#">Live Stream Direct to Member</a>	Robbie English

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## rCRMS: CLAIMS & REMEDIES

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

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

December 14	<a href="#">Live Stream Direct to Classroom</a>	Adams/Mack
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## REBAC: SHORT SALES & FORECLOSURE RESOURCE (SFR)

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

June 8	<a href="#">WeSERV (Southeast) Live Stream</a>	Jan Ellingson
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**REBAC: MILITARY RELOCATION PROFESSIONAL (MRP)**  
([GRI Requirements Form - Row 12](#))

March 1 [WeSERV \(West\)](#) Jimmy Vercellino  
September 13 [WeSERV \(Southeast\)](#) Jimmy Vercellino

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**REBAC: RESORT & SECOND-HOME PROPERTY SPECIALIST (RSPS)**  
([GRI Requirements Form - Row 12](#))

October 12 [WeSERV \(Southeast\)](#) Keri Means

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**REBAC: CORPORATE RELOCATION: THE NEXT MOVE**  
([GRI Requirements Form - Row 12](#))

November 8 [Live Stream Direct to Classroom](#) Laura Kovacs

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**CRS: CYBER SECURITY: PROTECTING YOUR BUSINESS & YOUR CLIENTS**  
([GRI Requirements Form - Row 12](#))

April 12-13 [Live Stream Direct to Member](#)

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**CRB**  
([GRI Requirements Form - Row 12](#))

February 8 [Live Stream Direct to Member](#) Laura Kovacs

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**CRPM: AGENCY IN PROPERTY MANAGEMENT**  
([CRPM Requirements Form - Agency Section](#))

April 14 (PM) [Live Stream Direct to Classroom](#) Steve Urie

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**CRPM: PROPERTY MANAGEMENT & THE NAR CODE OF ETHICS**  
([CRPM Requirements Form - Code of Ethics Section](#))

September 16 (AM) [Live Stream Direct to Member](#) Mike Mulvena

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

August 12 (AM) [Live Stream Direct to Member](#)

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**CRPM: PROPERTY MANAGEMENT - THE RISKS**  
([CRPM Requirements Form - Contract Section](#))

January 14 (PM) [Live Stream Direct to Classroom](#) Sue Flucke

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**CRPM: LEASING FOR SINGLE FAMILY HOMES**  
([CRPM Requirements Form - Contract Section](#))

April 21 (PM) [NARPM East Valley](#) Mike Mulvena

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**CRPM: NAME THAT FORM**  
([CRPM Requirements Form - Contract Section](#))

January 14 (AM) [Live Stream Direct to Classroom](#) Denise Holliday

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**CRPM: PROPERTY MANAGEMENT - THE RULES**  
([CRPM Requirements Form - Disclosure Section](#))

June 15 (AM) [Live Stream Direct to Member](#)

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**CRPM: PROPERTY MANAGERS DUTY TO DISCLOSE**  
([CRPM Requirements Form](#) – Disclosure Section)

September 15 (PM)      [NARPM East Valley](#)      Mike Mulvena

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**CRPM: ACCIDENTAL FAIR HOUSING**  
([CRPM Requirements Form](#) – Fair Housing Section)

April 14 (AM)      [Live Stream Direct to Classroom](#)      Denise Holliday

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

April 28      [WeSERV West](#)

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**CRPM: UNLOCKING THE MYSTERIES OF ARLTA**  
([CRPM Requirements Form](#) – Landlord & Tenant & Legal Issues Section)

August 18 (PM)      [NARPM East Valley](#)      Denise Holliday

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

September 23 (AM)      [Live Stream Direct to Member](#)

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

September 15 (PM)      [NARPM East Valley](#)      Steve Schultz

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

July 15 (AM)      [Live Stream Direct to Classroom](#)      Denise Holliday

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

June 16      [WeSERV West](#)      Mike Mulvena  
July 15 (PM)      [Live Stream Direct to Classroom](#)      Steve Urie

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

February 11 (AM)      [Live Stream Direct to Member](#)      Denise Holliday

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**CRPM: PREPARING FOR AN AUDIT**  
([CRPM Requirements Form](#) – Elective Section)

November 18 (AM)      [Live Stream Direct to Member](#)      Jesi Wolnik

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

January 20 (PM)      [NARPM East Valley](#)      Mike Mulvena  
March 11 (AM)      [Live Stream Direct to Member](#)      Steve Urie

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

February 1 (BMC 1)	<a href="#">Live Stream Direct to Member</a>	Laura Kovacs
February 2 (BMC 2)	<a href="#">Live Stream Direct to Member</a>	Laura Kovacs
February 3 (BMC 3)	<a href="#">Live Stream Direct to Member</a>	Laura Kovacs
Sept 13 (BMC 1)	<a href="#">Live Stream Direct to Member</a>	Laura Kovacs
Sept 14 (BMC 2)	<a href="#">Live Stream Direct to Member</a>	Laura Kovacs
Sept 15 (BMC 3)	<a href="#">Live Stream Direct to Member</a>	Laura Kovacs

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## **LIVE-STREAM CONTINUING EDUCATION CLASSES**

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

January 25 (AM):	<a href="#">Contract Law Live Stream Direct to Member</a>
January 27 (AM):	<a href="#">Agency Law Live Stream Direct to Member</a>
February 23 (AM):	<a href="#">Fair Housing Live Stream Direct to Member</a>
February 24 (AM):	<a href="#">Legal Issues Live Stream Direct to Member</a>
March 22 (AM):	<a href="#">Disclosure Live Stream Direct to Member</a>
March 24 (AM):	<a href="#">General Live Stream Direct to Member</a>
April 19 (AM):	<a href="#">Contract Law Live Stream Direct to Member</a>
April 21 (AM):	<a href="#">Disclosure Live Stream Direct to Member</a>
May 24 (AM):	<a href="#">Agency Law Live Stream Direct to Member</a>
May 26 (AM):	<a href="#">Legal Issues Live Stream Direct to Member</a>
June 21 (AM):	<a href="#">Disclosure Live Stream Direct to Member</a>
June 23 (PM):	<a href="#">Commissioner's Stan. Live Stream Direct to Member</a>
July 26 (AM):	<a href="#">Contract Law Live Stream Direct to Member</a>
July 28 (AM):	<a href="#">Agency Law Live Stream Direct to Member</a>
August 23 (AM):	<a href="#">Fair Housing Live Stream Direct to Member</a>
August 25 (AM):	<a href="#">Legal Issues Live Stream Direct to Member</a>
September 27 (AM):	<a href="#">Disclosure Live Stream Direct to Member</a>
September 29 (AM):	<a href="#">Commissioner's Stan. Live Stream Direct to Member</a>
October 25 (AM):	<a href="#">Contract Law Live Stream Direct to Member</a>
October 27 (AM):	<a href="#">Agency Law Live Stream Direct to Member</a>
November 29 (AM):	<a href="#">Fair Housing Live Stream Direct to Member</a>
November 30 (AM):	<a href="#">Legal Issues Live Stream Direct to Member</a>