

# 2025 GRI Calendar

Updated 2/11/2025

*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	<a href="#">Seller Representative Specialist (SRS) Designation Course</a>		
ABR computer based	<a href="#">Accredited Buyer's Representative (ABR®) Designation Course - Update</a>		
SRES computer based	<a href="#">Seniors Real Estate Specialist® (SRES®) Designation Course</a>		

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

GRI Performance Strategies	March 21	Laura Kovacs	Yuma
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	March 18	Patrick Ritchie	Lake Havasu
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	<a href="http://www.learning.realtor">www.learning.realtor</a>		NAR

**6.**

GRI: MARKET ESSENTIALS - PROPERTY CONDITIONS

GRI Market Essentials	February 13	Keri Means	Scottsdale Assoc.
GRI Market Essentials	February 20	Sally/Mike Liddicoat	Bullhead City Assoc
GRI Market Essentials	February 26	Keri Means	Northern Arizona
GRI Market Essentials	March 13	Keri Means	Tucson Association
GRI Market Essentials	March 17	Keri Means	Sedona/Verde Valley
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.
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<b>8.</b>	GRI: THE ANATOMY OF THE CODE OF ETHICS (PREVIOUSLY TITLED " SAFE REAL ESTATE ")
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GRI Anatomy of the COE	February 5	Keri Means	Prescott Area
GRI Anatomy of the COE	February 11	Liz Hill	WeSERV-Zoom
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

<b>9.</b>	rCRMS: FEDERAL LEGAL ISSUES
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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.

<b>10.</b>	GRI: THE CONTRACT CLASS	<b>OR</b>	rCRMS: MASTERING THE RESIDENTIAL RESALE TRANSACTION
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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	August 26-27	Kelly Soriano	Tucson Association

<b>11.</b>	GRI: AGENCY	<b>OR</b>	rCRMS: EMPLOYMENT, AGENCY & THE STANDARD OF CARE
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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	<a href="http://www.laearning.realtor">www.laearning.realtor</a>		NAR
At Home With Diversity- Computer based	<a href="http://www.learning.realtor">www.learning.realtor</a>		NAR