

2026 GRI Calendar

Updated 1/23/2025

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	OR	GRI: BUSINESS PLANNING LIVE
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GRI Business Planning	February 19	Laura Kovacs	Scottsdale Assoc
GRI Business Planning	December 4	Laura Kovacs	AAR-Zoom

2.	ABR CORE CLASS	OR	SRES	OR	SRS	OR	CRS: EFFECTIVE BUYER SALES STRATEGIES
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ABR	May 6-7	Lisa Nutt	Tucson
ABR	May 27-28	Sally/Mike Liddicoat	WeSERV-Zoom
ABR	August 5-6	Kelly Soriano	Scottsdale Assoc.
SRS	October 7-8	Keri Means	WeSERV-zoom
SRES	September 23-24	Liz Hill	WeSERV-Zoom
SRES	October 7-8	Laura Kovacs	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	OR	MARKETING STRATEGY AND LEAD GENERATION	OR	BUYERS BY GENERATION: SUCCESS IN EVERY SEGMENT
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GRI Performance Strategies	September 15	Sally/Mike Liddicoat	WeSERV-Zoom
GRI Performance Strategies	December 2	Laura Kovacs	Scottsdale Assoc.
Buyers by Generation: Success In Every Market	May 14	Lisa Nutt	Tucson

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	February 3-4	Keri Means	AAR-Zoom
GRI Financing from Preparation To close	June 10	Jimmy Vercellino	WeSERV-Zoom
GRI Financing from Preparation to Close	March 18	Patrick Ritchie	Scottsdale Assoc.
GRI Financing from Preparation to Close	June 30	Keri Means	Tucson
rCRMS: Essential Skills for a Successful Closing	February 11	Rick Mack/Christin Mack	WeSERV-SE

5.GRI: TRANSACTION
TECHNOLOGY

OR

e-PRO

OR

CRS: TECHNOLOGY AND
PLANS FOR SUCCESS

ePRO	February 24-27	Robbie English	AAR-Zoom
ePRO	May 6-7	Jeff Raskin	Scottsdale Assoc.
ePRO	June 23-24	Jeff Raskin	WeSERV-Zoom
ePRO	August 31-Sept 1	Jeff Raskin	Tucson
ePRO-computer based	www.learning.realtor		NAR

6.

GRI: MARKET ESSENTIALS - PROPERTY CONDITIONS

GRI Market Essentials	March 9	Keri Means	Tucson
GRI Market Essentials	January 13	Keri Means	WeSERV-Zoom
GRI Market Essentials	April 2-3	Sally/Mike Liddicoat	AAR-Zoom
GRI Market Essentials	July 15	Keri Means	Scottsdale Assoc.
rCRMS Disclosure & Due Diligence	July 7-8	Marge Lindsay/Samantha Sawyer	AAR Zoom

7.

GRI: RISK MANAGEMENT

GRI Risk Management	February 17-20	Keri Means	AAR-Zoom
GRI Risk Management	March 23-24	Liz Hill	Tucson
GRI Risk Management	May 19-20	Liz Hill	WeSERV-SE
GRI Risk Management	August 4-7	Liz Hill	AAR-Zoom
GRI Risk Management	September 1-2	Marge Lindsay	Scottsdale Assoc.
GRI Risk Management	November 17-18	Don Martin	WeSERV-Zoom

8.

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

GRI Anatomy of the COE	June 2-3	Liz Hill	AAR-Zoom
GRI Anatomy of the COE	July 28	Liz Hill	Tucson
GRI Anatomy of the COE	August 11	Liz Hill	WeSERV-Zoom
GRI Anatomy of the COE	September 10	Michael Mulvena	Scottsdale Assoc.

9.

rCRMS: FEDERAL LEGAL ISSUES

rCRMS Federal Legal Issues	January 27	Marge Lindsay/Samantha Sawyer	WeSERV-W
rCRMS Federal Legal Issues	May 4	Rick Mack/Jim Sexton	Tucson
rCRMS Federal Legal Issues	May 5-6	Marge Lindsay/Samantha Sawyer	AAR Zoom
rCRMS Federal Legal Issues	June 25	Rick Mack/Jim Sexton	Scottsdale Assoc.

10.

GRI: THE CONTRACT CLASS

rCRMS: MASTERING
THE RESIDENTIAL RESALE TRANSACTION

GRI Contract Class	February 24-25	Don Martin	WeSERV-West Valley
GRI Contract Class	April 15-16	Kelly Soriano	Scottsdale Assoc.
GRI Contract Class	August 25-26	Kelly Soriano	Tucson
GRI Contract Class	October 27-30	Sally/Mike Liddicoat	AAR-Zoom

rCRMS Mastering the Residential Resale Transaction	August 25-26	Rick Mack/Jim Sexton	WeSERV-SE
rCRMS Mastering the Residential Resale Transaction	November 16-17	Marge Lindsay/Samantha Sawyer Tucson	

11.

GRI: AGENCY

OR

rCRMS: EMPLOYMENT, AGENCY & THE STANDARD OF CARE

GRI Agency	March 13	Liz Hill	WeSERV-Zoom
GRI Agency	June 11	Liz Hill	Scottsdale Assoc.
GRI Agency	September 29	Keri Means	Tucson
GRI Agency	November 3-4	Liz Hill	AAR-Zoom
rCRMS Employment, Agency & Standard of Care	April 28	Rick Mack/Jim Sexton	WeSERV-West
rCRMS Employmenet, Agency & Standard of Care	October 6-7	Marge Lindsay/Samantha Sawyer	AAR-Zoom

12.

ELECTIVES (must take one)

MRP	March 5	Jimmy Vercellino	WeSERV-Zoom
MRP	June 23	Lisa Nutt	Tucson
Bias Override	June 4	Kelly Soriano	WeSERV-Zoom
RSPS	November 3	Keri Means	WeSERV-Zoom
RSPS	September 30	Keri Means	Scottsdale Assoc.
RSPS	July 20	Lisa Nutt	Tucson
PSA	January 28-29	Robbie English	AAR Zoom
PSA	October 1	Jan Ellingson	WeSERV-Zoom
At Home w/Diversity	February 5	Kelly Soriano	WeSERV-Zoom
At Home w/Diversity	May 18	Lisa Nutt	Tucson
rCRMS Disclosure & Due Diligence	May 12	Rick Mack/Jim Sexton	WeSERV-W
PSA computer-based	www.learning.realtor		NAR

At Home With Diversity-
Computer based

www.learning.realtor

NAR