

The monthly newsletter of the REALTORS® Association of Indian River County, Inc.
3250 67th Street, Vero Beach, FL 32967. Tel: (772) 567-3510 Fax: (772) 778-6490
E-mail address: receptionist@rairc.com Website: <http://www.RAIRC.com>

2020

MARCH



2020 In Session

I would like to publicly thank the people that took the time to attend GARD, Great American REALTOR® Days, this past month. 17 of us descended on the Capitol to fight for several KEY issues that will affect every resident of our great state. I would like to remind every one of our members and affiliates that we are the boots on the ground. Meaning we have a duty to not just know what the issues are BUT to inform the public of how these issues may affect our community.

Here's a quick rundown of the top 4 issues that our State Association is focusing on for 2020:

1. Water Quality & Environmental Funding
2. Affordable Housing
3. Business Rent Tax
4. Private-Property Rights - Vacation Rentals

Complete details can be found at www.floridarealtors.org/advocacy/legislative-session/2020-priorities

I know we have different opinions throughout our membership about donating to PAC's of any kind. To clarify, the REALTORS® PAC isn't "red or blue" by any means. We fight for real estate issues that affect our clients and our industry, period. The fact is, our advocacy has created the opportunity that we have today.

Ask yourself, why do you do what you do? Whether it's unlimited income potential, hopes of time freedom, the ability to help people - it doesn't really matter what the reason is - you wouldn't have that ability without the people that came before you, that fought to make it that way through the PAC. The PAC gives us the ability to have 195,000 members with one voice, with one mission, all moving in the same direction.

Whether you donate to it or not, YOUR voice needs to be heard. It doesn't have to be in the Capitol, but every day, with every person you come in contact with. Every industry is trying to cut us out. Advocacy is absolutely necessary to ensure our clients & this opportunity that we bought into are protected. If not us, who? If not now, when? Bottom line, it's our responsibility! Let's close this quarter #RealtorStrong.

Your partner in success,

Michael C. Armstrong
RAIRC 2020 President

"Courage is what it takes to stand up and speak, courage is also what it takes to sit down and listen." - Winston Churchill

General Membership Meeting

RAIRC Education Center,
3250 67th Street, Vero Beach

Thursday, March 19th

Lunch served at 12:15 PM
Call to Order at 12:30 PM

Speaker:

Helene Caseltine - IRC Chamber of Commerce

Sponsor:

Sheri Reichert - Guaranteed Rate

To Register:

visit www.RAIRC.com
or call 772-567-3510.

Registry Deadline: 3/17/20
by 11:59 PM (Midnight)

Registration: Free Members; \$15 Non-Mbrs

Late Registry: \$15 Mbrs; \$30 Non-Mbrs

Happy
St. Patrick's
Day

➔ **Look What's Inside!** ➔

Page 4: Membership News

Page 6: Government Affairs Update

Page 8: MeL'S Corner

Page 10: Alive at 5: Majesty Title Services

REALTORS® Association of Indian River County, Inc.
 3250 67th Street
 Vero Beach, FL 32967
 Phone (772) 567-3510 Fax (772) 778-6490

President: Michael Armstrong
President-Elect: Mike Lafferty
Vice President: Ron Rennick, Jr.
Secretary-Treasurer: Cheryl Goff
Past President/Director: Andrew Harper
Directors: Jennifer Bailey, Dick Davis, Samantha Irvin, Alex MacWilliam IV, Kyle Von Kohorn & Troy Westover
Chief Executive Officer: Carol Hawk

This publication is prepared monthly by the staff of the REALTORS® Association of Indian River County, Inc. for its members. The newsletter does not have any official authority and the information contained therein should not be acted upon without professional advice. The Association, in accepting advertisement in this publication, makes no independent investigation concerning the services or products advertised and neither enforces nor recommends the same and accepts no responsibility. The REALTORS® Association of Indian River County is the source for services for our members (the real estate professionals) which assists them in meeting the needs of their clients and customers in the real estate transaction.



The 2020 education/events schedule is available online.
 There are two options for registering online:

- Option #1: Matrix

1. Enter your MLS passcodes
2. From the home screen, find Smartlinks and click on Membership RAIRC
3. You'll be directed to your membership portal
4. Located under "Upcoming Courses" you will click on "ALL" to View/Register for education courses.
5. Add the event of your choice to your cart and completely check out. After checking out, you should receive a confirmation email which confirms your registration for that event.

- Option #2: www.RAIRC.com

1. You must be logged into the www.RAIRC.com website to register for any class and/or event. Use your MLS username (must be in all CAPS) and password to log in.
2. Once you log in, you will click on "My Account" (located in the black toolbar at the top right of the screen). You will then be redirected to your membership portal.
3. Located under "Upcoming Courses" you will click on "ALL" to View/Register for education courses.
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March 10th

Foundations of Form Simplicity

10AM – 12PM (2 CEU's) // Instructed By: Kaz Cisowski

Optimizing Your Workflow with Form Simplicity

1PM – 3PM (2 CEU's) // Instructed By: Kaz Cisowski

Deadline: Sunday, March 8th by 11:59 (Midnight)

March 12th

Build Your Business with Extraordinary Customer Service

10AM – 12PM (2 CEU's) // Instructed By: Josh Cadillac

Closing More Deals with Fewer Leads

1PM – 3PM (2 CEU's) // Instructed By: Josh Cadillac

Deadline: Tuesday, March 10th by 11:59 (Midnight)

**** Registration Deadline:** 2 days prior to the class date by 11:59PM (Midnight). All cancellations must be submitted **before the deadline** to prevent a \$10 No Show Fee.

Over 30 years of Florida pest control experience

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AFFILIATE Spotlight



Stacey Hennessy Photography

Stacey Hennessy has been in the photography industry for over 15 years. She worked at a photography studio in high school, and also while earning her Bachelor of Arts Degree from Stockton University in New Jersey. After graduating she moved to Sebastian, Florida and took a break from professional photography.

While pursuing other ventures, Stacey has always made time for her love of photography. In her spare time, she enjoys being out in nature and capturing photos of the local wildlife. She also enjoys traveling and creating lasting memories with her camera.

Stacey turned her attention to real estate photography about two years ago when a friend asked if she had ever considered it. She has been steadily growing her business since. She is grateful to those she has had the opportunity to work with, and is looking forward to meeting and working with new REALTORS® in the year ahead.

Stacey hopes that agents understand the value of having professional images of a home. You only get one chance to make that first impression on a potential homebuyer. That is why she offers

quality products, affordable services, fast turnaround times, and a simple pricing structure. She prides herself on being reliable, understanding and friendly.

Stacey Hennessy Photography offers the following services:

- HDR Photos
- Aerial Photos (drone) and/or Video
- Virtual Tours
- 360° Photos
- Twilight Photos

The latest camera gear and the best technology are used to create photos that you are sure to love. You will receive photos that are resized and easy to upload to the MLS. Stacey understands that REALTORS® are busy and tries to make the process as smooth as can be.

Stacey Hennessy Photography is insured and also holds the FAA certification which is required for drone photography. Be sure to visit www.StaceyHennessy.com to see samples, pricing and all that she has to offer.

Make a lasting impression with your potential buyers by hiring a professional to handle your photography needs. With Stacey's years of experience and friendly personality, you are sure to be a happy customer!

Stacey Hennessy Photography

Sebastian, FL

Mobile Phone: 772-913-3883

www.StaceyHennessy.com

StaceyH83@gmail.com





New REALTORS®

Lynn Grady – RE/MAX Crown Realty
 Jeffrey Allen – Alex MacWilliam Inc
 Claire De Lorie – Josephs Premier Real Estate
 Michelle Beal – Treasure Coast Realty
 Beth Breisch-Hager – Sea Turtle Real Estate
 Ryan Terpstra – Keller Williams Realty of VB
 Joseph Ragon – Dale Sorensen Real Estate
 Dima Beckwith – Weichert REALTORS Hallmark

Sorry to See You Go

Rardin Real Estate LLC
 Ulrike Seibel – Weichert REALTORS Hallmark
 Anita Messer – RE/MAX Associated Realty
 Tammy Shrum – First American Title
 Melissa Miller – My Flood Risk

New Affiliates

Kristine O’Hagan – Schlitt Insurance Services
 Lisa Buell – Douglas In-Home Care
 Jo-Ann Webster – First American Title
 Jennifer Scherff – My Flood Risk
 Jennifer Farless – Caliber Home Loans

Welcome Back

Tom Adrean – Sea Turtle Real Estate LLC
 Jessica Humeny – Dale Sorensen Real Estate

On the Move

Peter Marini from CB Paradise to Keller Williams Rlty VB
 Jennifer Moscrip from CB Paradise to Keller Williams Rlty VB
 Michelle Rosenberg from Susie Wilson to Keller Williams VB
 Lucie Josephs from Billero & Billero to Dale Sorensen RE
 Allen Sipes from Weichert Hallmark to Billero & Billero
 Barbara Du Pont from Sotheby’s to Coldwell Banker Paradise
 Michael Eirls from Keller Wms Rlty VB to Sebastian Realty
 Eddie Nero from Inshore RE to Keller Williams Rlty VB
 Timothy Goble from Weichert Hallmark to Exit Right Realty
 Maude Wright from Sea Turtle RE to Billero & Billero
 Beth Ann Rardin from Rardin RE to Premier Estate Properties
 Peggy Hollinger from Sea Turtle to Florida Homes Realty
 Randy Horowitz from Watson Realty to EXP Realty LLC
 Lorraine Stough from RE/MAX Crown to Treasure Coast Rlty



Membership Counts
REALTORS® - 1,113
Affiliates - 93



Ethics Case Interpretations related to Article 3



Case #3-13: Timing of Commission Negotiations

(Adopted November, 2019.)

REALTOR® A signs a listing agreement with Seller B for the sale of her home. The home is priced at \$1,000,000, and REALTOR® A files the listing with the MLS, offering a certain percentage of cooperative compensation.

REALTOR® C sees the listing and knows it would be a perfect fit for her buyers, but unfortunately, it's out of their price range. She discusses it with them, and they ask her to submit an offer for \$900,000. REALTOR® C explains the risks in submitting an offer so far below asking price, but the buyers are in love with the home and ask her to submit the offer anyway.

REALTOR® C submits the offer to REALTOR® A, who discusses it with Seller B. Seller B is concerned about accepting an offer so far below the home's asking price, so REALTOR® A offers to reduce her commission, as articulated in the listing agreement, by 1% if Seller B wants to accept the offer of \$900,000 and ensure a quick sale. Seller B agrees to accept the offer and reduce the commission she pays to REALTOR® A by 1%.

REALTOR® A informs REALTOR® C that their offer was accepted, but that REALTOR® A is now being paid 1% less in commission. "Listen," she explains to REALTOR® C, "it seems like both of our clients are happy with the price if it means the sale moves quickly. Would you be willing to split the difference on my reduced commission and I pay you 0.5% less in cooperative compensation than I specified in the MLS?"

REALTOR® C agrees to accept 0.5% less than the commission specified in the MLS. After closing, REALTOR® C files an ethics complaint against REALTOR® A, alleging a violation of Article 3, as illustrated by Standard of Practice 3-2.

At the hearing on the matter, REALTOR® C argued that by asking her to accept 0.5% less in cooperative compensation after the offer was submitted, REALTOR® A was unilaterally modifying the compensation with regard to that transaction. The Hearing Panel disagreed and found no violation of Article 3, noting that Standard of Practice 3-3 specifically authorizes listing and cooperating brokers to enter into an agreement to change the compensation for a transaction at any time, and that the Code of Ethics would never interfere with the negotiation of commissions between listing and cooperating brokers. The Panel also noted that REALTOR® C could have said no to the reduced commission, and in that instance REALTOR® A would have been obligated to pay the commission stated in the MLS.



REALTORS® Association Of Indian River County, Inc. MLS Statistics

Statistics developed by the REALTORS® Association of Indian River County through its Multiple Listing Service and in conjunction with Florida REALTORS® reflect the following for January 2020/2019. The Residential closed sales of single-family detached homes totaled 197 units for January 2020. This compares to a total of 160 units in January 2019. The median price of single-family detached homes sold by members of the REALTORS® Association of Indian River County MLS for January 2020 was \$240,000. This compares to a median price of \$232,000 for January 2019. Current active inventory of residential single-family detached homes total 1,405 for January 2020. This compares to the active inventory of 1,660 for January 2019.

The Residential closed sales of condominium homes totaled 56 units for January 2020. This compares to a total of 44 units in January 2019. The median price of condominium homes sold by members of the REALTORS® Association of Indian River County MLS for January 2020 was \$161,638. This compares to a median price of \$143,500 for January 2019. Current active inventory of condominium homes total 539 for January 2020. This compares to the active inventory of 501 for January 2019.

Report Prepared on February 19, 2020



Government Affairs Update

FL House and Senate Honor Realtors

In early February, REALTORS® spent several days in Tallahassee meeting lawmakers and making the REALTOR® voice heard in the halls of the Capitol during Great American REALTOR® Days (GARD) 2020 – the 50th anniversary of the association’s yearly visit to Florida’s capital.

Florida REALTORS® President Barry Grooms announced GARD’s golden anniversary to the REALTORS® who traveled to Tallahassee to meet with their personal representatives and advocate on behalf of REALTOR® issues.

The annual REALTOR® visit to the state capital gives REALTORS® a chance to discuss homeowner and industry needs to elected representatives – and it gives lawmakers in the House and Senate a chance to understand what’s happening at the grassroots level and the importance of change to make the industry even stronger.

Each chamber authored resolutions honoring REALTORS® annual visit to Tallahassee “in recognition of the outstanding services REALTORS® provide.”

“These resolutions are a big deal because they formally recognize the long-standing importance of Great American REALTOR® Days and help reinforce the considerable positive impact we have on the lives of Floridians and our state economy,” Grooms said.

The RAIRC group were active, meeting with Sen. Debbie Mayfield and with Rep. Erin Grall (pictured below). The meetings allowed RAIRC to discuss the top legislative priorities Florida REALTORS® actively supports this year, focusing on initiatives that protect the rights of homeowners, promote business and community growth, safeguard Florida’s natural resources and provide Floridians with more affordable housing options.



Pictured left to right: Erica Ogilvie; Jennifer Bailey; Michael Armstrong, Pres; Lesa Darnell; Robin Raiff; Carol Hawk, CEO; Michael Nottage; Rep. Erin Grall; Francine McElhenny; Lauren Connolly, key contact; Mike Lafferty, Pres-Elect; Mark Seeberg; Troy Greenawalt; Andrew Harper, Past Pres; Gene Billero; Troy Westover; Hollie Billero Buldo; Ralph Santoro, GAC Chair.

REALTOR® Party Mobile Alerts

RPMA texting platform offers REALTORS® a way to stay connected directly from their cell phones or tablet.

When a legislative Call For Action is launched, subscribers get a short text message containing information to take action.

Realtors can sign up for REALTOR® Party Mobile Alerts by texting the word REALTORS to 30644.



NAR Supports Comprehensive Credit Act

Nearly 70 percent of home sales are financed, and borrowers’ credit reports and scores are critical to obtaining a mortgage. Inaccurate and unfair reporting methods raise costs and limit many consumers’ access to mortgages.

HUD Issues Assistance Animal Guidance

HUD published guidance for housing providers who accommodate assistance animals. The guide clarifies how housing providers can comply with the Fair Housing Act when assessing a request to have an animal that provides assistance because of a disability.

The new guidance was created in response to ambiguity about proper documentation for assistance animals. The goal is to make sure qualified disabled people can secure housing with an assistance animal even when “a small minority seeks to exploit weaknesses in the system.”

EPA Finalizes New WOTUS Rule

Recently, the EPA and the Army announced a new, clear definition for “Waters of the United States” (WOTUS). With the Navigable Waters Protection Rule, the EPA and Army are delivering on President Trump’s promise to finalize a revised definition for WOTUS, which will protect the nation’s navigable waters from pollution and will result in economic growth across the country. NAR supports this new rule because it will allow states to more efficiently manage local waterways while maintaining current environmental protections and encourage economic development.

Be Part of the Conversation

SpeakUpVeroBeach.com is the online site for info and news regarding the future of Three Corners – the 38-acre parcel that includes the water treatment plant, the old Vero power plant and the former postal annex.

Check out the final presentation at...

www.SpeakUpVeroBeach.com

A big THANK YOU to our participating Affiliate members for putting together an awesome and informational program!





MeLS Corner March 2020

RAIRC Multiple Listing Service

Access Matrix <http://rairc.mlsmatrix.com>

Technical Support - AnswerLink call 888-825-5472

Realtor and Matrix training tutorials are available under Help Data Input Sheets are found - Forms on Home Page.

Showing Time questions contact 1800-379-0057

Support@showingtime.com

Realtor questions email: Support@Realtor.com with details concerning your issue with the tax program.

MLS Computer Matrix Training Monday, March 2, 2020

*For the Matrix Training and Realtor Manual go to the Help tab in Matrix. **Matrix 8.3 version platform training***

“Basic”- 10-Noon - Using the MLS resource links adding search fields, hot sheets, field related controls, viewing, sorting and filtering a list and tack related controls. Using the map search controls where users can search within miles of an entered address. Reorder search results using drag and drop, create multiple personal and contact carts.

“Agent Webpage” - 1:30-3:30 PM – Web presence by adding listings, text, images/videos to your own personally branded webpage. Set up your own professional webpage that’s integrated with IDX search functionally and hosted on the Matrix web server, set up Webpage Title to appear in the browser tab. Add a title that will appear above the content on your webpage’s *Welcome Page*.

“Stats” - Setting up integrated and automatic statistical reports and report display builders. Stats preset and customize from the Matrix navigation menu, hover the stats tab and select any of the property types. You can save this statistic for quick access on the Home Page Stats Widget.

“MLSTouch App”

Soon to be replacing GoMLS app will be the newest mobile app called “MLSTouch.” MLSTouch will allow agents to access all active, contingent, pending, sold and off market listings from the MLS right on their mobile device. Private remarks, listing agent info, commission, showing instructions and the new listing edit module help agents get things done quickly when they are away from their office. Users can also get the market stats, instant sales comparables and build their own branded app in just a few seconds and share it with their potential buyers. The app will be fully integrated with Matrix. There will be online training webinars and CoreLogic support team.

“MLS Bi-Annual Fees will be mailed March 2nd and due by April 2nd for April to September 2020.

MLS Bi-annual fees for April to September 2020 will be mailed on March 2nd. The Bi-annual fees of \$186.75 per user are due by the deadline April 2, 2020.

REALTOR® Brokers can pay MLS fees on the Association website www.rairc.com. Member login, sign in using MLS login in all caps, my account, account balance, pay now. MLS Only Brokers can pay in Matrix, external links, smartlinks, membership RAIRC, account balance, pay now. Must pay the full amount of the invoice in order to pay on line. Invoices will also include bi-annual per user \$48.00 fee for office admin and personal assistants. If you wish to remove and deactivate an admin user, it must be done in writing.

“MLS Statement 8.0 NAR Policy”

The NAR 8.0 Statement also known as the Clear Cooperation Policy will be adopted before the deadline of May 1, 2020. The “Coming Soon” status has been approved to be implemented in the RAIRC MLS. The policy requires listing brokers who are participants in a multiple listing service to submit their listing to the MLS within one business day of marketing the property to the public. Following is the full text of MLS Statement 8.0: *Within one (1) business day of marketing a property to the public, the listing broker must submit the listing to the MLS for cooperation with other MLS participants. Public marketing includes, but is not limited to, flyers displayed in windows, yard signs, digital (including IDX and VOW), digital communications marketing (email blasts), multi-brokerage listing sharing networks, and applications available to the general public.*

“Listing Photo/Images Size in MLS”

Size of photos can be 800x600. This allows you to use 1080 size photos rather than the substandard offer high resolution.

“Sellers Waiver of Entry in MLS”

The “Sellers Waiver of Entry” form is an agreement signed by the sellers and listing agent/broker to waive RAIRC MLS entry of a listing for sale in IRC. This procedure is used if the sellers do not wish to enter the IRC property listing into the MLS until a certain date or even for the entire listing period. Once the listing is to be entered, the correct list date is the original listing date of the agreement, not the seller waiver of entry date. This date will appear in the history. “Waiver of Entry” form can be found in Form Simplicity under Board Realtors Association forms. The form and agreement are sent to the MLS to keep on file until the listing is inputted.

“Reporting NON-MLS Property as Sold Comps”

Listings must be entered into the MLS prior to the closing with a valid listing agreement per MLS Policy Procedures Section 1 of the MLS Rules and Regulations. Listings may not be entered into the MLS database without a valid listing agreement. Listings are not to be entered into the MLS for statistical or comparable purposes only.

RAIRC REALTOR® STORE



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Flags are BACK!**
\$39.95 + tax



New REALTOR® Totes
\$12.50 + tax



Ultra-Dimension Master 50
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- Auto shut-off saves batteries
\$39.95 + tax

Place your order today! For questions regarding products that we may carry in our REALTOR® Store, please contact Samantha at (772) 567-3510 or email Receptionist@rairc.com



Senti Lockboxes are priced at \$100.00 +tax

Use your Smartphone or tablet to open lockboxes, release the shackle, assign and/or remove your lockbox from a property without cell coverage!

Receive Instant Showing Notifications of the beginning and end of showing, alerts for missing keys and more in the SentiKey Real Estate app Message Center.

To Purchase a Senti Lockbox please Contact Samantha - receptionist@rairc.com

Have you received your SentiCard and log-in codes for SentiLock? If not, please submit a headshot to membership@rairc.com, or contact Samantha to schedule a day & time to pick up your SentiCard to receive training on the SentiKey Real Estate app.



MAJESTY

TITLE SERVICES

Where Service Reigns

Alive at

FIVE



THURSDAY, MARCH 5TH

WALKING TREE BREWERY

3209 DODGER RD

VERO BEACH, FL 32960

5 PM - 7 PM



JOIN US FOR:

GOOD FOOD

DRINKS

PRIZES

& FUN



**WALKING
TREE
BREWERY**

VERO BEACH, FLORIDA

REGISTRATION DEADLINE: TUESDAY, MARCH 3RD BY 11:59 PM



The Nominating Committee is seeking nominees for the 2020-2021 Board of Directors. They are looking for REALTOR® members who are clearly persons of achievement and distinction.

Members who maintain:

- ◆ A strong commitment to their Profession & Association
- ◆ The desire to be involved through committees, educational offerings, meetings and other networking & professional activities
- ◆ A strong ethical background

This experience will also help increase your knowledge and improve your ability to function in your profession. Build long-term business relationships; develop your career. It offers an opportunity to express your values and be involved in a leadership role that is meaningful and important.

If you feel you fit the description and would like to be considered for the Board of Directors, please submit your name to the Nominating Committee at the Association by **April 17, 2020**.

Yes, I would like to be considered for the 2020-2021 Board of Directors.

Name: _____ Phone: _____

Return this form to:
REALTORS® Association of Indian River County, Inc.
Attn: Carol Hawk, CEO
3250 67th Street, Vero Beach, FL 32967
receptionist@rairc.com



Spotlight on Education

To register for a course held at our Association, visit www.RAIRC.com or call 567-3510.

REGISTRATION:

We appreciate your cooperation in your timely arrival as the course will begin promptly as scheduled. Due to DBPR requirements, Registration Sign-In will begin **30 minutes PRIOR to the start of ALL scheduled courses.**

REGISTRY DEADLINE:

***2 Calendar Days PRIOR to the scheduled course or event, by (Midnight) 11:59 PM.**

Anyone registered after the deadline will be considered a LATE registry and will be REQUIRED to pay FULL PRICE prior to attending the course or event.

REGISTRATION CONFIRMATION:

Anyone who registers for a course using the website, www.RAIRC.com, will receive a registration confirmation number. **All students registered for an RAIRC CEU course or event will receive email confirmation 2 days prior to the scheduled course. If you have not received a confirmation email by this time, contact the Association to confirm you're registered.** If you register after this time, you will not receive an email confirmation. If you are not on the registration roster the day of class, you will be required to pay a Late Registry fee (see below for fee information).

PRICING FOR CE COURSES & GMM:

RAIRC REALTOR® MEMBERS

Pre-Registration - FREE

Late Registration - \$5 per CE hour

AFFILIATE MEMBERS & *FL REALTORS®

Pre-Registration - \$10 per CE hour

Late Registration - \$15 per CE hour

***NON-MEMBERS**

Pre-Registration - \$20 per CE hour

Late Registration - \$25 per CE hour

***Payment MUST be received prior to RSVP**

***NO REFUNDS for cancellation / No-Show**

NO SHOWS:

Anyone registered for a course or event that is a *NO SHOW* or fails to cancel his/her registration PRIOR to the registration deadline will be billed **\$10.00.**

CANCELLATIONS:

Cancellations must be called into the Association office or emailed to education@rairc.com PRIOR to the registration deadline or it will be considered late & a **\$10.00** Fee will be assessed.



March 10th

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10AM – 12PM (2 CEU's) //

Instructed By: Kaz Cisowski

Optimizing Your Workflow with Form Simplicity

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Closing More Deals with Fewer Leads

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Deadline: Tuesday, March 10th by 11:59 (Midnight)





COMMITMENT TO EXCELLENCE

Go to www.C2EX.realtor to get started today!



March 2020



Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2 MLS Training: Basic 10AM - 12PM Stats / Agt Webpage 1:30PM - 3:30PM	3 IFREC 6-10PM-----	4 So, I've Got My License, Now What? 9 - 5PM -----	5 Alive @ 5: Walking Tree Brewery -----> ----->	6 <i>GAC 8:30AM</i>	7 IFREC 8-6PM
8  IFREC 8-6PM	9	10 Foundations of FS 10AM - 12PM Optimizing Workflow w/ FS 1 - 3PM IFREC 6-10PM-----	11	12 <i>Habitat 9AM</i> Customer Service 10AM - 12PM Close More Deals 1 - 3PM ----->	13	14 IFREC 8-6PM
15 IFREC 8-6PM	16	17  VOTE	18	19 GMM 12:15PM IFREC 6-9PM	20	21
22	23 <i>MLS Committee</i> 3:30PM	24 <i>BOD 9AM</i> <i>Grievance 4PM</i>	25	26 Orientation 8:45AM - 4PM	27	28
29	30	31				



April 2020



Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2	3 GAC 8:30AM	4
5	6 MLS Training: Realist 10AM - 12PM Listing Input/eProp 1:30 - 3:30PM	7	8 Habitat 8:30AM	9	10 	11 Hop for Habitat 5K Run / Walk 8AM
12 	13	14	15	16 GMM 12:15PM	17	18
19	20	21 Affiliate Council 9AM	22	23 International RE 10AM - 12PM Beyond Velvet Rope 1 - 4PM	24	25
26	27 MLS Committee 3:30PM	28 BOD 9AM Grievance 4PM	29	30		