

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

APRIL



Strange Times

As we go into April, I am sure most of us are looking for someone to say "April Fools" and go back to "normal." Now is the time to focus on what we can control. Getting caught up in the blame game will most certainly put us behind in our business. If we use this time to re-tool, figure out different ways we can serve our clients & community, we will come out of this not just surviving, but thriving.

"Give me six hours to chop down a tree and I will spend the first four sharpening the axe," said Abraham Lincoln. We have to keep in motion, whether its sharpening or chopping. Most of us have been chopping for quite a while. So, I will focus on the sharpening aspect.

Here are a couple of ideas to keep you at the top of your game while being "Quarantined:"

- Seek out a designation – CRS, CRB, ABR, GRI, etc
- Complete the C2EX Certification (FREE)
- Plug into NAR & FR to stay up-to-date with new trends & laws
- Read up on RPAC accomplishments (We won one last year that will help us with virtual notarization during this time with closings.)
- Practice scripts – Role play virtually with a training buddy
- Read a book that will help you hone in on your skills

If we use the creative part of our brain, we could come up with all kinds of things & ways to not just be a better REALTOR®, but also a better community representative. Many people will be falling into a state of indecision. The way we treat this time as professionals will be reflected when the dust settles.

Remember, cooperation between our members will be needed now, more than ever. We have an obligation to help one another for the betterment of our clients, NOT our pockets. The opinion of us is already on the low side. We can change that right now, right here, by staying away from greedy practices. #WeAreRAIRC and we are #StrongerTogether!

Your partner in success,

Michael C. Armstrong
RAIRC 2020 President

"A visionary sees what shall be and wakes up to deal with what is."
- T.D. Jakes

General Membership Meeting

RAIRC Education Center,
3250 67th Street, Vero Beach

Thursday, April 16th

Lunch served at 12:15 PM

Call to Order at 12:30 PM

Speaker:

Helene Caseltine - IRC Chamber of Commerce

Sponsor:

Matt Barnes - Gotta Go Green

To Register:

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

Registry Deadline: 4/14/20
by 11:59 PM (Midnight)

Registration: Free Members; \$15 Non-Mbrs
Late Registry: \$15 Mbrs; \$30 Non-Mbrs



RAIRC will be closed on
Friday, April 10, 2020
in observance of
"Good Friday."



Look What's Inside!



Page 3: Affiliate Spotlight

Page 5: Ethics Case Interpretations & MLS Stats

Page 7: 20-21 Seeking BOD Nominations Flyer

Page 9: RAIRC REALTOR® Store

REALTORS® Association of Indian River County, Inc.
 3250 67th Street
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 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.
4. 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.



April 23rd

Introduction to International Real Estate
 10AM – 12PM (2 CEU's) // Instructed By: Neal Oates

***Beyond the Velvet Rope,
 Working with the World's Affluent***
 1PM – 4PM (3 CEU's) // Instructed By: Neal Oates
Deadline: Tuesday, April 21st 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.



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



AFFILIATE Spotlight



Julie Farmer

Jerry Smith Flooring & Design Center

Julie Farmer has been with Jerry Smith Flooring & Design Center for close to 15 years. With no prior flooring experience, Julie caught on fast and truly enjoys what she does. Julie is a devoted wife, mother of two boys and also a grandmother (Nana) of two adorable grandchildren! She was born & raised here in Vero Beach and doesn't plan on leaving anytime soon. Julie enjoys crafting, traveling and just spending quality time with her friends & family.

Jerry Smith Flooring has been providing quality flooring products and professional installation service to REALTORS® and their clients for over 30 years. We offer a full array of products and services that benefit homes both pre-sale and post-sale. Jerry Smith Flooring is a locally owned and family operated company with a 5-star rating. They know their neighbors because they are their neighbor!

They love agents. Agents love them. They have more in common with REALTORS® than you might think:

- Both jobs involve homes and decisions their clients will live with for many years
- Major purchase that people don't make often, and can be confusing
- Financing is often involved
- Clients likely to use both services again, but several years later.
- Reputations, relationships and referrals are the lifeblood of both businesses.

With so much in common, it makes total sense to work together. The number one reason for referring clients to service providers is simply knowing their clients would be taken care of. While Jerry Smith Flooring strives to take care of every customer like they are a part of the family, referrals from real estate partners get extra special treatment.

Here are a few ways to work together:

Replace flooring to sell the home: REALTORS® know it's easier to sell a house if it has beautiful flooring. Jerry Smith Flooring stocks neutral colors of carpet and tile that are seller friendly and can be installed very quickly on a budget.

Priority Measurements during inspections: Julie can meet at the property to take measurements during the home inspection. This allows her to be prepared for installation right after closing.

Property Management: Fast, quality installations with the carpet & tile that we stock primarily for rentals and flippers.

REALTOR® Referral Program: Jerry Smith Flooring not only has hassle-free ways to help you connect your clients with a trusted flooring consultant, but also provide you with incentives to do so. Julie will be able to tell you more about the great referral program.

REALTORS®, it's time to enhance the appeal of your client's home with new flooring! Whether your client is purchasing a new home or staging an existing home to sell, Julie at Jerry Smith Flooring can help to select the perfect floor. Turn FOR SALE into SOLD!

Jerry Smith Flooring & Design Center

915 US Highway 1
Sebastian, FL 32958
772-589-6818

www.JerrySmithFlooring.com
jfarmer@jerrysmithtile.com





New REALTORS®

Chris Heine – Chris Allen Realty
 Kathleen Dakin – One Sotheby’s Intl Realty
 Yvonne Carboni – Billero & Billero
 Barry Bocklet – Dale Sorensen Real Estate

New Offices

Chris Allen Realty

New Affiliates

Brenda Piccirillo – Citrus Insurance Group
 John Ashley – Capt. Hiram’s

Sorry to See You Go

Sheryl Thomson LLC
Henry O Parman Inc
 Robert Adams – Coldwell Banker Paradise
 Joe Crowley – Dale Sorensen Real Estate
 Sue Crowley – Dale Sorensen Real Estate
 JoAnn Polletta – Keller Williams Realty PSL
 Jane Pires – Keller Williams Realty VB
 Jeff Wright – Billero & Billero
 Deeann Lemmerling – Alex MacWilliam Inc
 Lisa Wright – Sea Turtle Real Estate
 Hank Parman – Henry O Parman Inc
 Jackie Zullo – Premier Estate Properties
 Guy Yelencsics – Dale Sorensen Real Estate

On the Move

Sheryl Thomson from Sheryl Thomson to Chris Allen Realty
 Stephen Burke from CB Paradise to Keller Williams Rlty VB
 Jennifer Martin from Keller Wms VB to Dale Sorensen RE
 Craig Colligan from Susie Wilson to Berkshire Hathaway
 Kathleen Powell from C21 Affiliated to Sea Turtle RE

Welcome Back

Pamela Canady – RE/MAX Crown Realty



Membership Counts
REALTORS® - 1,107
Affiliates - 95



What does it offer?

Voice on Capitol Hill
 The program is an opportunity to bring a strong and united REALTOR® voice to members of Congress. With over 16,000 broker owners and 450,000 agents in the program, the REALTOR® voice will be heard loud and clear.

Easy-to-Manage Solution
 Nothing needs to be downloaded and there is no cost to the broker. NAR gives the broker-owner or managing broker access to the Broker Portal.

Proven Results
 Calls for Action response rates are significantly higher when agents receive their message from their broker. Nearly 40% of all responses on Calls for Action were from agents in the Broker Involvement Program.

Ethics Case Interpretations related to Article 10



Case #10-2: Denial of Equal Professional Service

(Revised May, 1988. Revised November, 2001.
Revised May, 2017.)

On a Saturday morning, REALTOR® B, a salesperson affiliated with REALTOR® A, answered an e-mail from Prospect C, a recent college graduate who was moving into the city to take his first teaching job at Northwest High School. Prospect C was married, had two young children, and was a veteran.

After working with Prospect C to determine his family could afford a three-bedroom home in the \$240,000 range, REALTOR® B described available properties near Northwest High School and set up appointments to show houses to Prospect C. That afternoon, REALTOR® B showed Prospect C and his wife three houses in neighborhoods near the high school.

On Monday, at a faculty meeting, Prospect C met Prospect D, who was also moving into the city to take a teaching position at the same high school and who was also in the market for a home. Prospect D was married with two young children and was also a veteran.

Prospect C told Prospect D of REALTOR® B's knowledge of the market and VA financing and how helpful he had been. Prospect D called REALTOR® A's office that afternoon and asked for REALTOR® B. and asked for REALTOR® B. REALTOR® B met Prospect D and determined Prospect D could also afford a home in the \$240,000 range. Prospect D told REALTOR® B that he was also a new teacher at Northwest High School and had been referred by Prospect C. Prospect D was black.

REALTOR® B showed Prospect D houses in several neighborhoods undergoing racial transition but did not show Prospect D homes in neighborhoods near the high school. Prospect D asked about houses closer to Northwest High School. REALTOR® B replied that he had no knowledge of any homes in that area for which Prospect D could qualify. The next day, Prospect D, while visiting Prospect C, related his

problems in finding a home near the high school and learned that REALTOR® B had shown Prospect C several homes near the high school. Prospect D filed a complaint with the Association of REALTORS® claiming that REALTOR® B had discriminated against him and his family by not offering equal professional services.

The complaint was reviewed by the Grievance Committee. REALTOR® B was charged with an alleged violation of Article 10, and the complaint was referred to a Hearing Panel of the Association's Professional Standards Committee for hearing. At the hearing, REALTOR® B admitted that he did not use the same efforts to show Prospect D properties in neighborhoods near the high school as he did with Prospect C because he felt Prospect D and his family would feel more comfortable living in a racially integrated neighborhood.

The Hearing Panel found REALTOR® B in violation of Article 10 of the Code of Ethics.



THE
STATS

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 February 2020/2019. The Residential closed sales of single-family detached homes totaled 232 units for February 2020. This compares to a total of 208 units in February 2019. The median price of single-family detached homes sold by members of the REALTORS® Association of Indian River County MLS for February 2020 was \$259,950. This compares to a median price of \$245,000 for February 2019. Current active inventory of residential single-family detached homes total 1,383 for February 2020. This compares to the active inventory of 1,755 for February 2019.

The Residential closed sales of condominium homes totaled 70 units for February 2020. This compares to a total of 76 units in February 2019. The median price of condominium homes sold by members of the REALTORS® Association of Indian River County MLS for February 2020 was \$160,000. This compares to a median price of \$143,750 for February 2019. Current active inventory of condominium homes total 527 for February 2020. This compares to the active inventory of 537 for February 2019.

Report Prepared on March 19, 2020



Government Affairs Update

Big Wins for REALTORS® in 2020 Fla Legislature

For the first time in more than a decade, the state's housing trust funds have been fully funded at \$370 million, giving Floridians additional resources they can use to achieve the dream of homeownership.

In addition to fully funding the housing trust funds, the Florida Legislature passed other Florida REALTORS® priorities including record amounts of environmental funding, comprehensive affordable housing policy changes, eliminating discriminatory housing restrictions and providing clear guidelines for emotional support animal (ESA) certificates. Bills passed head to the governor for final approval.

FR biggest legislative victories:

- ✓ Full funding of the housing trust funds (\$370 million, including \$225m for SHIP, and \$115m for SAIL)
- ✓ Increased flexibility for local governments on where they can build affordable housing projects
- ✓ Comprehensive water quality bill that sets blueprint for septic tank mitigation and replacement
- ✓ \$625 million for environmental projects, including Everglades restoration, red tide research, springs protection and wastewater facility treatment upgrades
- ✓ Nov 2020 ballot item extending portability of homestead property tax benefit from two to three years
- ✓ Eliminated the two-witness requirement for real estate leases longer than a year
- ✓ Removal of blatant fair housing discrimination from title transactions and property owners' assoc. documents
- ✓ Curbing the abuse of emotional support animal certificates related to housing
- ✓ \$500,000 to combat unlicensed real estate activity

Bills that did not pass and likely return next year:

- Private property rights / short-term rentals
- Further reduction to business rent tax
- Property Assessed Clean Energy (PACE)
- Increasing transfer fees charged by community associations



2019 Advocacy NAR's 'Best Year in Washington'

NAR called 2019 its “best year in Washington” based on successful advocacy programs. According to Senior Vice President of NAR Government Affairs Shannon McGahn, “look behind all the political news, and you will find one of NAR’s best years for federal advocacy in a long time – maybe ever.”

NAR helped secure a one-year extension for flood insurance and a seven-year extension for terrorism risk insurance, for example. It got an extension for excluding forgiven mortgage debt from federal taxes. And, after a 10-year fight, NAR helped secure new FHA condo-loan policies that should lead to more condo sales – a major benefit for Florida, notably its first-time buyers.

To view the entire list, go to <https://www.nar.realtor> Find “Political Advocacy”, then “Federal Advocacy”, and then click on “2019 NAR Advocacy Success”

Robocall Curbs Signed Into Law

The TRACED Act expands Federal Communications Commission (FCC) enforcement authority against robocall offenses with a longer statute of limitations and increased civil penalties.

Specifically, the bill would impose stiffer fines of as much as \$10,000 per call and allow action for up to four years on those who intentionally violate the Telephone Consumer Protection Act (TCPA).

While the vast majority of the TRACED Act is to go after truly fraudulent robocall scammers, the passage of such legislation serves as an important reminder for real estate professionals to review their responsibilities under the TCPA, and ensure their compliance.

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.





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



MeLS Corner April 2020

RAIRC Multiple Listing Service

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

Technical Support - AnswerLink call 888-825-5472

Realist 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

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

MLS Computer Matrix Training Monday, April 20, 2020

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

“New Realist Platform”- 10 AM – 12 Noon - The new Realist 2020 platform was launched on March 31st. Training will introduce you on how to use the Realist search tools, search results, export and mailing labels in Realist and understanding the Realist Property Detail Reports. Customized public records solution that is integrated with web-based MLS providing a direct link from the listing record. Realist allows users full access to valuable data, such as ownership, property characteristics, assessment, taxes and exemptions, sales comparable, mortgages and foreclosures.

“Listing Add and Editing” - 1:30 - 3:30 PM - As long as you have edit access in Matrix, you will be able to add and edit your own listings. Use the tax integrating, image submitter to complete your listing. Learn to use the fill from feature of an existing listing that expired to a new listing. Learn to upload photos and attachments.

“ePropertyWatch” - Keep in touch with your clients. Home valuation, forecast, mortgage information, nearby trends and forecast analytics.

“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.

“MLSTouch App”

“MLSTouch” the newest mobile app replaced GoMLS. 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. GoMLS and MLSTouch will be running parallel for 30 days fully integrated with Matrix. Training links and online webinars, see News and Alerts for access.

“MLS Bi-Annual Fees are due by May 6, 2020.”

MLS Bi-annual fees of \$186.75 per user for April to September 2020 were mailed on March 2nd. The Bi-annual fees **due date has been extended to May 6, 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.

“NAR Clear Cooperation Policy”

The NAR 8.0 Statement also known as the Clear Cooperation Policy for all MLSs will be adopted before the deadline of May 1, 2020. The “Coming Soon” status and the will to be implemented in the RAIRC MLS. Coming Soon Sellers Addendum will be made available in Form Simplicity. 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.*

“Temporary Off Market Listings”

If the seller(s) are reluctant and have concerns of the COVID-19 to provide access to buyers desirous of viewing their properties or cannot accommodate a showing within the 72-hour rule, place your listing in temp off market status. Just as a reminder, with the concerns of the COVID-19, when doing a search for property to include Temp Off Market status in your search, they are considered active listings. *Section 9, note #4 states: A listing must be changed to the Temp off market status if the property can not be shown for a period of 72 hours.*

REALTOR® STORE



Get your REALTOR® Swag Today!

THAT'S WHO WE "R" T-shirts are now available in sizes: *Small, Medium & Large!*

THAT'S WHO WE "R" T-shirts are priced at \$15.75_{plus tax}

REALTOR® BAG/TOTE are priced at ONLY \$12.00_{plus tax}

THAT'S WHO WE "R" Tumblers are priced at \$26.30_{plus 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



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.



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10AM - 12PM (2 CEU's) // Instructed By: Neal Oates

Beyond the Velvet Rope,

Working with the World's Affluent

1PM - 4PM (3 CEU's) // Instructed By: Neal Oates

Deadline: Tuesday, April 21st by 11:59 (Midnight)

Over 30 years of Florida pest control experience

SANDPIPER PEST CONTROL

WDO Inspections
Rodents - Lawns
Termites - Homes

(772) 589 - 0204





April 2020



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



May 2020



Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1 GAC 8:30AM	2
3	4 MLS Training: Basic 10AM - 12PM Adv/CMA 1:30PM - 3:30PM	5 IFREC 6-10PM-----	6 -----	7 Realtor Safety 9AM - 12PM RPR 1 - 4PM Alive @ 5: Post and Vine ----->	8	9 IFREC 8-5PM
10 HAPPY <i>Mothers Day</i> IFREC 8-5PM	11	12 Market Like a Rockstar 1 - 5PM IFREC 6-10PM	13 -----	14 ----->	15	16 IFREC 8-5PM
17 IFREC 8-5PM	18 <i>MLS Committee</i> 3:30PM	19 <i>BOD 9AM</i> <i>Grievance 4PM</i> IFREC 6-10PM	20	21 GMM 12:15PM IFREC 6-9PM	22	23
24 ----- 31	25 MEMORIAL DAY RAIRC Closed	26	27	28 Orientation 8:45AM - 4PM	29	30