

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

May



Discipline - Back to Basics

As we enter May, after 30 days of "quarantine," the future seems full of uncertainty. Vacation plans, conventions, trainings, deals and countless other things have been canceled. None of which we can control. For most, our daily routines have been flipped upside down, changed or shifted. Even as adaptable as us REALTORS® are, right now, the self-discipline of each and every one

of us is being tested. It's easy for us to fall into a state of indecision and stop moving forward, not just in business, but in every other aspect of life.

If you are finding yourself in limbo most of the day, I would suggest taking time out to slow down & think about where your actions will take you, compounded over time. Now is the time to focus on our daily disciplines. Going back to the book, *The Slight Edge*, I asked myself, "what do I do for intentional growth from here?" I came up with this quick list of what we can control:

- Waking up on time! (seems simple, but sure isn't easy for most)
- Keeping our schedule and appointments
- Daily prospecting and follow-up
- Who and what we let in our head or personal space - Media or otherwise
- What knowledge or skill we will acquire
- How we can help the community
- Our attitude and how we express the times to our clients - (Is your narrative negative in nature or positive?)
- Staying close to the fire (Plugging in) - Company/Industry/Networking

Your list may be longer and even different. The important part is just starting. I find doing this exercise weekly, helps me recalibrate my trajectory for intentional success.

Business is NOT at a standstill. Properties are still being listed and sold. Consistency, properly focused, is the key to get your piece of the pie. Remember your outlook is contagious in the field. Let's focus on the positive and we will get through this together. #WeAreRAIRC and we are #StrongerTogether.

Your partner in success,

Michael C. Armstrong
 RAIRC 2020 President

"We must all suffer one of two things: the pain of discipline or the pain of regret and disappointment." - Jim Rohn

General Membership Meeting

RAIRC Education Center,
 3250 67th Street, Vero Beach

Thursday, May 21st

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

Speaker:

Deputy Labbe - IRC Sheriff's Office

Sponsor:

Anna Valencia - Tillery -
 White Glove: Moving & Storage

To Register:

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

Registry Deadline: 5/19/20
 by 11:59 PM (Midnight)

Registration: Free Members; \$15 Non-Mbrs

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



RAIRC will be closed on
 Monday, May 25, 2020
 in observance of
 "Memorial Day."

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

Vero Beach, FL 32967

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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.



- The Grievance Committee meeting scheduled for Tuesday, April 28th has been cancelled.
- The Habitat Committee meeting scheduled for Thursday, April 30th has been cancelled.
- The Government Affairs Committee (GAC) meeting scheduled for Friday, May 1st has been cancelled.
- The MLS Training courses scheduled for Monday, May 4th, Basic from 10 AM – 12 Noon and Advanced/CMA from 1:30 – 3:30 PM, will be rescheduled for Monday, June 8th.
- The CE courses scheduled for Thursday, May 7th have been postponed until Thursday, June 25th. The courses and times will still be the same: REALTOR® Safety - Smart Business from 10 AM – 12 Noon and RPR: AVM's, RVM's & Showing Consumers the Difference from 1:00 – 4:00 PM.
- The Alive at Five scheduled for Thursday, May 7th has been cancelled.
- The MLS Training courses previously rescheduled for Monday, May 11th, Realist from 10 AM – 12 Noon and Listing Input & Edit/eProperty Watch from 1:30 – 3:30 PM, will now be held on Monday, June 1st.
- The CE course scheduled for Tuesday, May 12th has been postponed until Thursday, September 3rd. The course and time will still be the same: How to Market Like a Rockstar on a Roadies Budget from 1:00 – 5:00 PM.



AFFILIATE *Spotlight*



Greta Pierpont - Loan Officer
Kim Ullrich - Home Loan Specialist
Academy Mortgage Corporation

Greta Pierpont and Kim Ullrich have been Loan Officers for 30 years. Their combined knowledge and experience have proved to be very valuable, during the Covid-19 Pandemic. Both have experienced market crashes and credit market pull backs, in the 1980's, 1990's, and 2000's. This has proven to be beneficial in remaining calm and professional in a very unusual time. You can count on Kim and Greta, to offer sound advice to your clients. They both care about you, your clients, and our community. They offer excellent service at all times. They have a terrific devoted team with in house processing, underwriting, closing and funding. Their focus is on families, not files, and this is what sets them apart from banks and other lenders.

Academy Mortgage Corporation, was founded in 1989, and is one of the nation's largest and most respected independent lenders. Academy's mission is to be 1st choice in the dream of sustainable homeownership by inspiring hope and building prosperity in the families and communities we serve. Academy believes in giving back to families and communities through local service projects. Academy has a COVID-19 website designed for our Realtors and Builder partners. Please take time to view this informative website located at, <https://covid.academymortgage.com>.

Academy offers a wide variety of loan products. Some of those products are:

- Conventional Mortgages
- FHA and VA Mortgages
- USDA Mortgages
- Builder end loans and Construction Perm loans
- Brokered loans for specialized financing

Academy Mortgage Corporation
Corp State Lic #MLD241, Corp NMLS #3113
3235 Cardinal Drive, Vero Beach, Fl 32963
Greta Pierpont - NMLS #347549 - (772) 713-4224
Kim Ullrich - NMLS #306250 - (561) 212-3849





MEMBERSHIP NEWS

New REALTORS®

Alex Castro – Dale Sorensen Real Estate

Sorry to See You Go

Natalie Lee – EXP Realty

Alexandra Agudelo – Dale Sorensen Real Estate

Diana Cypress – Sebastian Realty Inc

Adrienne Reed – Keller Williams Realty of VB

Dan Duffell – Coldwell Banker Paradise

John Bolton – Susie Wilson Real Estate

Lee Kimball – RE/MAX Associated Realty

On the Move

Lori Strazzulla from Rennick RE to One Sotheby's Int'l
Cody Horstman from Dale Sorensen to Keller Williams VB
Neumann Marlett from Weichert to Atlantic Shores Rlty
Jennifer Brooks from Billero to Dale Sorensen RE

Our Condolences

Our hearts and prayers are with friends and family on the passing of **Hank Parman, RAIRC Past President (1981).**

Our hearts and prayers are with friends, family and co-workers on the passing of **Holly Sills, Billero & Billero Properties.**

Our hearts and prayers are with friends, family and co-workers on the passing of **Helen Ederer, Alex MacWilliam RE.**

Membership Counts
REALTORS® - 1,098
Affiliates - 95



Over 30 years of Florida pest control experience

SANDPIPER PEST CONTROL

WDO Inspections
Rodents - Lawns
Termites - Homes
(772) 589 - 0204



Ethics Case Interpretations related to Article 5



Case #5-1: Contemplated Interest in Property Appraised

(Reaffirmed Case #12-2 May, 1988. Transferred to Article 5 November, 1994. Revised May, 2018)

Seller A and Buyer B were negotiating the sale of an apartment building, but couldn't agree on the price. Finally, they agreed that each would engage an appraiser and they would accept the average of the two appraisals as a fair price. Seller A hired REALTOR® C, a licensed appraiser, and Buyer B hired REALTOR® D. Both REALTORS® were informed of the agreement of the principals. The two appraisal reports were submitted. The principals averaged the two valuations and made the transaction at the price determined.

Six months later, it came to the attention of Seller A that REALTOR® C was managing the building that he had appraised. Upon making further inquiries he learned that REALTOR® C for several years had managed five other buildings owned by Buyer B, and that he had been Buyer B's property manager at the time he accepted the appraisal assignment from Seller A.

At this point Seller A engaged REALTOR® E to make an appraisal of the building he had sold to Buyer B. REALTOR® E's valuation was approximately 30% higher than that arrived at six months earlier by REALTOR® C.

These facts were set out in a complaint against REALTOR® C made by Seller A to the local Board of REALTORS®. The complaint charged that since REALTOR® C was an agent of Buyer B; since he managed all of Buyer B's properties; since he had become manager of the property he had appraised for Seller A in connection with a sale to Buyer B; and since he had not disclosed his relationship to Buyer B, he had acted unethically, and in the interest of his major client had placed an excessively low valuation on the property he had appraised for Seller A.

At the hearing, Seller A also brought in a witness who stated that he had heard Buyer B say that he had made a good buy in purchasing Seller A's building

because Seller A's appraiser was his (Buyer B's) property manager.

Buyer B, appearing as a witness for REALTOR® C, disputed this and protested that he had paid a fair price. He substantiated REALTOR® C's statement that management of the building formerly owned by Seller A was never discussed between them until after it had been purchased by Buyer B.

It was concluded by the Hearing Panel that whether or not management of the building was discussed between Buyer B and REALTOR® C prior to its purchase by Buyer B, REALTOR® C had a logically contemplated interest in it as a property manager in view of the fact that he had served as property manager for all other properties owned by Buyer B. In view of this contemplated interest, he was bound by the terms of Article 5 to disclose this interest to his appraisal client, Seller A. He had failed to do this, and so was found in violation of Article 5 of the Code of Ethics.



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 March 2020/2019. The Residential closed sales of single-family detached homes totaled 292 units for March 2020. This compares to a total of 293 units in March 2019. The median price of single-family detached homes sold by members of the REALTORS® Association of Indian River County MLS for March 2020 was \$267,500. This compares to a median price of \$248,500 for March 2019. Current active inventory of residential single-family detached homes total 1,436 for March 2020. This compares to the active inventory of 1,639 for March 2019.

The Residential closed sales of condominium homes totaled 88 units for March 2020. This compares to a total of 66 units in March 2019. The median price of condominium homes sold by members of the REALTORS® Association of Indian River County MLS for March 2020 was \$185,000. This compares to a median price of \$175,000 for March 2019. Current active inventory of condominium homes total 544 for March 2020. This compares to the active inventory of 530 for March 2019.

Report Prepared on April 20, 2020



Government Affairs Update

Appraisal Alternatives OK'd

To reduce the need for appraisers to conduct interior property inspections, the Federal Housing Finance Authority has instructed Fannie Mae and Freddie Mac to permit appraisal alternatives for eligible mortgages through May 17.

Loan Servicing Relief Needed

The real estate industry is growing alarmed over recent moves to tighten credit standards for new loans to home buyers as banks try to fend off disruption and losses during the COVID-19 pandemic. NAR is warning that lending standards could grow even more stringent if federal regulators don't step in soon to alleviate the servicer logjam in lending.

Reinsurance Costs Going Up – Is Homeowner's Insurance Next?

Here's a grim note for the budget: the cost of insuring real estate is going up. Again.

A sure sign: Reinsurance companies – the ones that sell insurance to insurance companies – have increased rates between 10% to 60% for insurance companies in South Florida, local insurance experts said since 2018. Blame big losses in Hurricane Irma, Michael and Maria. That means property owners of commercial and residential real estate near the coasts will likely see their insurance rates increase.

Rates started inching up in the third quarter 2019, said Jason Landa, vice president for the South Florida branch of Aon, the London-based insurance company. Reinsurance went up by at least 1% to 5% depending on the level of risk.

It's a nationwide issue, but due to risk in Florida the prices are increasing more than other areas. Insurance experts predict that the rate increases will slow sales activity in coast communities, including Miami Beach and downtown.

Looking for updates regarding the Cares Act?

Remain up to date with news and answers to FAQs at NAR regarding the Coronavirus: SBA CARES Act. The site is...

<https://www.nar.realtor/political-advocacy/coronavirus-sba-cares-act-faqs>



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 **Broker Involvement Program** 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.

Details can be found at NAR...

www.NAR.Realtor/Programs/Broker-Involvement-Program



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 **May 4, 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 May 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, June 1, 2020

Training in May has been cancelled

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.

“Realist Mobile App”

With the successful launch of the new Realist platform, you will **no longer need a separate mobile app to access Realist from your devices.** The new Realist interface adapts to any screen resolution and aspect ratio making it a replacement for Realist Mobile. **The Realist Mobile app will stop working on May 15, 2020 and no longer be available for download from the App Store or Google Play. You will need to access the new version of Realist via mobile web browser instead.**

“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.

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

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.

“MLS-Touch App”

“MLS-Touch” the newest mobile app replaced GoMLS. MLS-Touch 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. Training links and online webinars, see News and Alerts for dates and times.

“NAR Clear Cooperation Policy”

The NAR 8.0 Statement also known as the Clear Cooperation Policy for all MLSs will be adopted by the deadline of May 1, 2020. The entry for “Coming Soon” status will be implemented for MLS input by May 4th. Coming Soon Sellers Addendum will be made available in Florida Realtors “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.*

New revisions of the RAIRC MLS Rules and Regulations will be available online in www.rairc.com

“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.*

RAIRC'S REALTOR® STORE

Accessories

Balloons(.30/each)	25/\$7.50
Baseball Caps, Realtor logo(9.50each)	2/\$18.00
Card Caddies	\$14.00
Coffee Tumblers-assorted colors	\$9.00
Door Hanging Brochure Holder	\$2.00
iPad Skins	\$11.25
Laptop Skins	\$5.00
Lockbox Door Guards	\$2.00
Open House Registry Book	\$12.50
Open House-Door hanger	\$1.50
Pepper Spray .69oz	\$6.75
RAIRC Polo Shirts	\$15.00
RAIRC Twill Shirts	\$16.00
St. Joseph Statue	\$7.00
Thermometers: Assorted Designs	\$10.95
Umbrella	\$12.50
Visors, Realtor logo(8.50each)	2/\$16.00
Water Canteen-assorted colors	\$8.50
Wet-Erase Markers	\$2.00

Advertising Aids-CD

IRC - "The Best Kept Secret"	\$1.00
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Auto Accessories License Plates

Metal "Consult a Realtor"	\$15.00
Plastic-I Love Selling Homes	\$4.50

Board Services

Fax Service (local) Send/Receive	\$0.25
Fax Service (long distance) Send/Receive	\$1.00
Labels, All Active Members	\$35.00
Labels, Broker & Salespeople	\$35.00
Labels, REALTOR Firm (Offices Only)	\$35.00
Non-Members Roster	\$35.00
REALTOR® Member Roster	\$3.00
Xerox Copies	\$0.05

Books, Brochures, & Pamphlets

About Equal/Opp-Housing	\$1.00
Realty Bluebook	\$22.95

Brochure Stands-Desktop

Brochure Stand-recyclable	\$2.75
House shape w/business card holder	\$9.95
Take one leave one card holder	\$8.75

Brochure Stands-Outdoor

"Take One" Tube	\$8.75
Brochure Boxes (attachments)	\$9.00
Brochure Plastic Face	\$4.50
Brochure stands w/Inserts (black) LG	\$17.95

Business Card Holders-96 Inserts

Black, Navy, Burgundy	\$11.50
Duo-Tone w/Logo	\$12.00
Silver/Gold Tone w/Logo	\$10.95

Business Card Magnets

"Grocery List" Magnets/Calendars(.50each)	10/\$5
Magnets Plain 25 ct.	\$5.00
Magnets Plain 50 ct.	\$10.00
Magnets Plain 100 ct.	\$19.00

Calculators/Measuring Device

Calculator, Qualifier Plus IIIX	\$50.00
Laser Dimension Master Measurer	\$37.75

Flags

90" PVC Open House	\$39.95
REALTOR® Logo	\$17.00

Glitter Pins

Assorted Colors	\$9.00
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Maps (TAX INCLUDED)

Tri-Fold Maps (Tax-included)	\$1.25
Sheet Protectors	w/map\$6.00 w/o map\$5.00

Magnetic Pins

Large 1" (Gold or Silver)	\$8.50
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REALTOR® Pins

5/8x1/2	\$8.50
1x7/8	\$8.50
Commercial REALTOR (Gold/Red)	\$8.50

Riders, Stickers, Magnets

Corrugated Riders (6"x 24")	\$2.50
Hard Plastic Riders (6"x 24")	\$4.50
Rider-Hard Plastic (4"-3x16")	\$1.50
Plastic Rider (4"-3/4x18x1/8" thick)	\$2.50
Rider, Removable	\$1.00
Rider, Magnet	\$3.25
REALTOR® Logo Magnet	\$6.50

Signs

Corrugated Arrow, House, Heart	\$4.25
Open House A frame 18x24(corrugated)	\$26.00
Open House Sleeve	\$7.50
Starburst SOLD	\$4.25

Stands

Heavy Duty metal	\$3.50
Standard metal	\$2.25

Stickers

R-logo-Decal & Stickers	\$5.00
Stickers in variety (Thank You, Buyer, Agent)	\$5.95
Vinyl letters for blank riders 2"	\$3.75
Vinyl letters for blank riders 3"	\$4.25
Vinyl numbers for blank riders 2"	\$3.50
Vinyl numbers for blank riders 3"	\$4.25

SentiLock Boxes/Cards

Bluetooth Lockboxes	\$100.00+ Tax
Lost/Stolen Card	\$50.00
REALTOR Card Readers	\$20.00
Shackle Replaced	\$7.50
Trade-in Card	\$15.00

THAT'S WHO WE "R"

Business Card Holders	\$21.00
Nike Hat	\$32.00
Tumbler (assorted colors)	\$28.00

REALTOR® Totes

REALTOR® logo Assorted Colors	\$12.00
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Samantha Ford

Receptionist & REALTOR® Store Coordinator



3250 67th Street, Vero Beach, FL 32967
Phone: 772-567-3510 Fax: 772-778-6490

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.

There are several opportunities available with the National Association of REALTORS® (NAR) and Florida REALTORS® (FR) to take advantage of during your time of social distancing:



- **NAR's Code of Ethics Requirement:**

<https://www.nar.realtor/about-nar/governing-documents/code-of-ethics/code-of-ethics-training/code-of-ethics-training-for-existing-members>



- **NAR's Commitment to Excellence Program (C2EX):**

<https://www.c2ex.realtor/?cid=C2EX-007>



- **NAR's Window to the Law:**

<https://www.nar.realtor/window-to-the-law>



- **FR's Video Library for Learning, Sharing & Member Benefits:**

<https://www.floridarealtors.org/news-media/video-library>



- **The CE Shop (A local benefit for license renewal):**

<https://rairc.theceshop.com/online-education/florida/real-estate/broker-and-sales-license/continuing-education/courses.html>.

The promo code for 40% off is SUPPORT40 (Valid through April 30th). The promo code for 25% off during the month of May is MAY25 (Valid beginning May 1st).



May 2020



Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3	4	5	6	7	8	9
10 HAPPY Mother's Day	11	12	13	14	15	16
17	18 MLS Committee 3:30PM	19 BOD 9AM Grievance 4PM	20	21 GMM 12:15PM	22	23
24 <hr/> 31	25 MEMORIAL DAY RAIRC Closed	26 Affiliate Council 9AM	27	28 Orientation 8:45AM - 4PM	29	30



June 2020



Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1 MLS Training: Realist 10AM - 12PM Listing Input/Edit 1:30PM - 3:30PM	2	3	4 Become a Social Media Superstar 1 - 5PM	5 <i>GAC 8:30AM</i>	6
7	8 MLS Training: Basic 10AM - 12PM Advanced/CMA 1:30PM - 3:30PM	9	10	11 Core Law 9AM-12PM Code of Ethics 1-4PM	12	13 Habitat 5K Run / Walk 7AM
14	15	16 <i>BOD 9AM Grievance 4PM</i>	17	18 GMM 12:15PM	19	20 
21 	22 <i>MLS Committee 3:30PM</i>	23	24	25 REALTOR® Safety 10AM - 12PM RPR 1 - 4PM	26	27
28	29	30				