

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



We have a lot going on this month locally & statewide.

Locally, the slate of candidates has come out and we need to make a choice of who will lead us thru the next year. Our industry has been thrown into a market that has an uncertain direction. I would like to believe that real estate will lead the way during this recovery for our citizens, but as we move forward

thru these uncertain times, who we elect in local leadership will make all the difference. With that, I urge all of our members to not just vote but vote consciously. Our local leadership is an extension of us to the state & nation as we move forward.

August is also the month for our State Convention. Serving on the Convention Committee this year really gave me an understanding of how hard it is to actually plan. Lots of ideas were floating around of how to make it better, faster and stronger. But with the times, the state leadership had to pivot & make the hard decision to go virtual. While I can't say I am happy about that, we really had no choice as the safety of our members is first & foremost.

The upside of it is that now our members will be able to take FULL advantage of all of the educational sessions remotely, as well as the keynote speakers. In my opinion, one of the biggest differentiation between us practitioners that we CAN CONTROL is the education that we receive. Don't get caught in the egocentric realm of, I know ALL. Different perspectives on issues, services, & where we are headed can be eye-opening. Allowing you to convey your knowledge to the public in different ways. Carving this time out can give you the edge you need over the others that don't.

Make sure you register to get FREE access. YEP, I said it was absolutely FREE!!!! Go right now, register, & urge those in your offices to do the same. Lets up the game of the associates around us because #WeAreIRC and we are #StrongerTogether.

Your partner in success,

Michael C. Armstrong
 RAIRC 2020 President

"Education is the passport to the future, for tomorrow belongs to those who prepare for it today." - Malcolm X



The General Membership Meeting scheduled for Thursday, August 20th has been cancelled.

We are planning a forum with Congressman Bill Posey scheduled for Thursday, August 20th from 10:00 - 11:00 AM. The suggested arrival time is 9:45 AM.

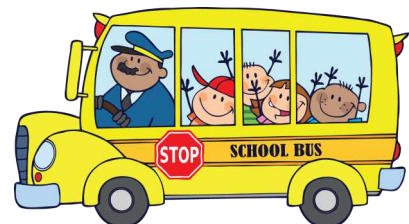
Attendance is limited to the first 50 REALTOR® and Affiliate members.

Face coverings are required. No food or beverage service will be offered.

Registration Deadline:
Wednesday, August 19th by 12:00 Noon

Pre-registration is required. No registrations will be taken at the door. No guests.

To register visit www.RAIRC.com or call (772) 567-3510



➔ **Look What's Inside!** ➔

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 - ➔ Page 5: Ethics Case Interpretations & MLS Stats
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 - ➔ Page 9: RAIRC REALTOR® Store
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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.
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 following courses will be held at the Association:

August 4th***Become A Social Media Superstar***

1PM – 5PM (4 CEU's) // Instructed By: Craig Grant

Deadline: Sunday, August 2nd by 11:59 (Midnight)**August 12th*****Core Law***

9AM – 12PM (3 CEU's) // Instructed By: Dick Fryer

Deadline: Monday, August 10th by 11:59 (Midnight)***Code of Ethics***

1PM – 4PM (3 CEU's) // Instructed By: Dick Fryer

Deadline: Monday, August 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

SANDPIPER PEST CONTROL

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

Register on-line at www.rairc.com or call the Association today at (772) 567-3510

AFFILIATE Spotlight



Katherine LaLime
AVP Mortgage Banker
City National Bank

Katherine Karaconstantis LaLime, AVP Mortgage Banker with City National Bank, has been serving homebuyers for over 32 years. With a passion to serve her clients and referral sources, she looks forward to being your local lender! Her extensive mortgage background allows her to understand and meet the long- and short-term financial goals of her clients.

Headquartered in Miami, City National Bank (CNB) is the financial institution to which Floridians have turned for more than 70 years. With more than \$14 billion in assets, we are one of the largest community banks housed in Florida. CNB is rated 5 stars "Superior" by BauerFinancial and has been voted Best Community Bank, Best Business Bank, Best Bank for Commercial Real Estate, Best Bank for Jumbo Loans, Best Private Bank and Best Foreign National Mortgage Lender by the readers of the Daily Business Review. For more than 70 years, City National Bank has helped clients realize their dreams of homeownership, whatever they may be, wherever they may take them. It's all about solutions at City National Bank. We tailor the Home Mortgage to fit our borrower's needs. At City National Bank, "Solution-Driven" Lending means each and every loan is underwritten locally.

Throughout her career, Katherine has held almost every position known to the industry including processor, underwriter, operations and sales manager. It is through these roles that she formulated her knowledge and experience allowing

her greater insight into reviewing borrower documentation, ensuring they are in the best program to fit their needs and close on their loan. Her customer service pledge includes returning phone calls promptly, delivering same day pre-qualification for clients, communicating with borrowers and realtors weekly and personally attending loan closings to ensure a smooth and thorough process. Katherine's number one goal is to make the home buying experience an enjoyable one.

While Katherine's lending specialty is Jumbo mortgages, she is no stranger to First Time Homebuyers, VA and FHA loans, New Construction and alternative documentation programs. She is constantly educating herself on available products and programs and the ever-changing guidelines. Being able to assist her clients regardless of their location, she originates mortgages not only in Vero Beach and Florida but also can lend throughout the continental United States.

Katherine is a repeat honoree of the Affiliate Honor Society and Affiliate of the Year, by the Realtors Association of Indian River County. As such, she maintains a high code of ethics and integrity, servicing her clients and referral sources to the highest of standards. Originally from the Northeast, Katherine holds a master's degree from Northeastern University and a bachelor's degree from Kutztown University of Pennsylvania. She relocated to our "paradise by the sea" from the Boston Area in 1999 with her husband and son to be closer to family.

She has helped thousands of clients successfully close on their home purchases, refinances and construction loans. No matter what type of loan a buyer is in the market for, **Katherine Karaconstantis LaLime** is an exceptional lender who will match a buyer with the best loan program tailored their needs.

City National Bank
2770 Indian River Blvd. Ste 326
Vero Beach, FL 32960
Mobile Phone: 772-532-5482

Katherine.LaLime@citynational.com





New REALTORS®

Geannina Mejia-Acevedo – Watson Realty Corp
 Michele Benson – DiMarzo Realty Inc
 Michelle Sechen – Alex MacWilliam Inc
 John Hanson – EXP Realty LLC
 Joyce Donahue – One Sotheby’s Int’l Realty
 Cheryl Von Zielinski – One Sotheby’s Int’l Realty

New Affiliates

Brian Leonard – HarborOne Mortgage LLC
 Robin Pickett – Gold Coast Professional School

On the Move

Nancy Peterson from Keller Williams to One Sotheby’s Int’l
 Colleen Liebert from Coldwell Banker to Dale Sorensen RE
 Ben Faulkinham from Lighthouse Rlty to One Sotheby’s Int’l
 Lee Kimball from RE/MAX Assoc to Atlantic Shores Rlty Execs
 Scott McFarland from Keller Williams to EXP Realty LLC

Sorry to See You Go

Phoenix Acquisitions Inc
Seaside Realty of Vero Beach
Tropical Breeze Properties

Morgan Pomfret – One Sotheby’s Int’l Realty
 Betty Lynch – RE/MAX Associated Realty
 Mac Thompson – Seaside Realty of Vero Beach
 Bobbie Thompson – Seaside Realty of Vero Beach
 Chip Rohlke – Tropical Breeze Properties
 Kathleen Magnus – Tropical Breeze Properties
 Katherine Merlin – Dale Sorensen Real Estate

Membership Counts
REALTORS® - 1,113
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 #10-4: Use of “Choose Your Neighbor” Marketing Letters

(Adopted November, 1987. Revised November, 2013 and November, 2017.)

REALTOR® A listed a property in a new subdivision. At the instruction of his client, Seller X, REALTOR® A did not enter the listing in the MLS, did not place a “For Sale” sign on the property and did not advertise the property online. Seller X had told REALTOR® A that he wanted the sale handled quietly, with the new purchasers being people who would “fit into the neighborhood — people with the same socioeconomic background” as the other residents of the subdivision.

Based on his conversation with Seller X, REALTOR® A’s only marketing effort was mailing a letter to the other residents of the subdivision, inviting them “. . . to play a part in the decision of who your next neighbor will be. If you know of someone who you would like to live in the neighborhood, please let them know of the availability of this home, or call me and I will be happy to contact them and arrange a private showing.”

REALTOR® A’s marketing strategy came to the attention of REALTOR® B, whose mother lived in the subdivision. REALTOR® B filed a complaint charging REALTOR® A with a violation of Article 10 of the Code of Ethics.

At the hearing, REALTOR® B told the Hearing Panel of receiving a copy of the marketing letter from his mother, who had recently moved to the subdivision. REALTOR® B advised the panel that he had checked the MLS for information on the property, had driven past the house to look for a “For Sale” sign and had searched online for any information on the property. Finding nothing, REALTOR® B concluded that REALTOR® A’s marketing strategy was to limit access to the property to individuals preselected by the current residents. “In my mind,” said REALTOR® B, “this could only mean one thing. REALTOR® A was deliberately discriminating against home buyers from other areas, or those with different backgrounds, who would never have the opportunity to learn about the house’s availability. Obviously, REALTOR® A was directing all of his marketing energies into finding purchasers who would not disrupt the ethnic and economic character of the neighborhood.”

REALTOR® A defended his actions by advising the panel that he was acting on Seller X’s instructions. Seller X

appeared as a witness for REALTOR® A and confirmed this fact, adding that he and the other residents of his block had an informal agreement that they would try to find “suitable” purchasers for their homes if they ever decided to sell. Seller X felt that by broadening the marketing campaign to include all residents of the subdivision he had increased the chances of finding such potential purchasers.

The Hearing Panel found REALTOR® A in violation of Article 10 of the Code of Ethics. In their decision, the panel advised REALTOR® A that no instruction from a client could absolve a REALTOR® from the obligation to market properties without regard to race, color, religion, sex, handicap, familial status, country of national origin, sexual orientation, or gender identity, as expressed in Article 10. There was no doubt, in the panel’s opinion, that the exclusive use of “Choose Your Neighbor” letters to market the property was designed to circumvent the requirements of Article 10.



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 June 2020/2019. The Residential closed sales of single-family detached homes totaled 287 units for June 2020. This compares to a total of 296 units in June 2019. The median price of single-family detached homes sold by members of the REALTORS® Association of Indian River County MLS for June 2020 was \$265,000. This compares to a median price of \$250,000 for June 2019. Current active inventory of residential single-family detached homes total 1,152 for June 2020. This compares to the active inventory of 1,391 for June 2019.

The Residential closed sales of condominium homes totaled 93 units for June 2020. This compares to a total of 79 units in June 2019. The median price of condominium homes sold by members of the REALTORS® Association of Indian River County MLS for June 2020 was \$165,000. This compares to a median price of \$152,900 for June 2019. Current active inventory of condominium homes total 506 for June 2020. This compares to the active inventory of 463 for June 2019.

Note to File: Due to COVID-19 - Safer at Home Order (Phase 2) was Issued by Governor DeSantis June 5, 2020

Report Prepared on July 21, 2020



Government Affairs Update

Florida's 2020-21 Budget Includes Realtor Priorities

Governor Ron DeSantis signed Florida's \$92.2 billion 2020-21 budget into law recently.

Although the budget was reduced by \$1 billion from the \$93.2 billion budget passed by the Florida Legislature in March, two of the three major budget priorities of Florida Realtors remained unchanged.

More than \$625 million for environmental projects – Significant amounts of funding were allocated for projects that help address Florida's environmental issues. Included in the funding is more than \$322 million for Everglades restoration projects, \$50 million for springs restoration, \$160 million for targeted water quality improvements, \$40 million for alternative water supply, and \$25 million to combat harmful algal blooms and red tide.

Preventing unlicensed real estate activity – The Legislature allocated up to \$500,000 to combat unlicensed real estate activity.

\$145 million for affordable housing projects – Although the governor reduced state funding for affordable housing projects from \$370 million to \$145 million, an additional \$250 million in federal housing funding was made available to Florida for rental and mortgage assistance for individuals that have been negatively impacted by the COVID-19 pandemic. In total, Florida has \$395 million available for affordable housing projects for the 2020-21 fiscal year.

The state portion of funding includes \$115 million available for the State Apartment Incentive Loan (SAIL) program, \$20 million for the Hurricane Housing Recovery Program, and \$10 million for down payment and closing cost assistance in conjunction with the Homebuyer Loan Program.

At this time, Governor DeSantis still has 26 bills from the 2020 legislative session that have not been sent to his desk yet for him to take action. Included in that number is SB 374, which eliminates discriminatory restrictions in housing.

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.



Flood Resources from NAR, FEMA

Real estate pros and lenders need to be able to explain flood insurance offers and requirements to sellers, buyers, and business owners. So NAR has worked with the Federal Emergency Management Agency to develop a collection of resources, including webpages, fact sheets, infographics, and publications. Review the materials, now available as part of NAR's Right Tools, Right Now initiative. Here's the website: <https://www.nar.realtor/right-tools-right-now>

NAR Asks to Extend Comments on Capital Rule

A coalition of housing, finance, and consumer groups, including NAR, has requested an extension of FHFA's comment period on its proposed capital rule. NAR says the rule would meaningfully raise the level of capital the GSEs must hold and make it harder to structure the capital.

RAIRC Urges You to V O T E Aug 18th in the Primary Elections

With everything going on right now, it is easy to forget that elections are right around the corner. REALTORS® make a huge difference in their community by voting for qualified leaders and influencing good public policy.

RAIRC screened the following local races. Based on real estate issues & property rights RAIRC recommends:

County Commissioner

Joe Earman – Dist #3

Steve Boyle – Dist #5

School Board

Peggy Jones – Dist #3

Brian Barefoot – Dist #5

Polls are Open Aug 18th, 7AM-7PM

Early Voting Aug 8-15, 8AM-4PM at:

Sebastian City Hall Council Chambers

IRC Supervisor of Election Office

IRC Main Library in Vero Beach

Please make your vote count Aug 18th



#REALTORNATION2020
#FLORIDAREALTORS

THE SHOW MUST GO... ONLINE >> AUGUST 24 – 27

THE 2020 FLORIDA REALTORS® CONVENTION IS GOING
VIRTUAL with education sessions, inspiring keynote
speakers and more, accessible from the comfort
of your home or office. **And it's FREE!**

THE VIRTUAL CONVENTION PACKAGE INCLUDES:

- More than 25 education sessions addressing the hottest real estate topics.
- First-ever Master Class with author and sales professional Phil M Jones. You'll learn the exact word choices that increase influence and persuasion and get deals done.
- Legal Update (COVID-19, ADA compliance and other legal issues) from Florida Realtors attorneys.
- Market Update from Florida Realtors' Chief Economist Dr. Brad O'Connor.
- The inspirational stories of two Keynote Speakers who pulled themselves up from rock bottom to build lives filled with happiness and success.
- Continuing Education sessions on the iBuyer model and accessing state housing trust funds.

While we'll miss seeing you in person in August, we're excited that more Realtors than ever can be part of this high-tech event.

REGISTER NOW:

floridarealtors.org/convention



FloridaRealtors®
The Voice for Real Estate® in Florida



MeLS Corner August 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, August 3, 2020

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

Platform Matrix X scheduled for August 26 upgrade.

“Realist” 10-Noon – Realist platform 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 comparables mortgages and foreclosures. Realist App interface adapts to any screen resolution and aspect ratio making it a replacement for Realist Mobile.

“Advanced/CMA” 1:30-3:30 PM – Searching, creating custom hot sheets, using the listing cart functionality for listing managements into any multiple clients while navigating the MLS. Using CMA wizard, you can customize your reports, branding your contact information, create your own cover sheet, include map, adjusting price to comparable, manage your portal information and email signature. You can save incomplete CMA and print or email final reports directly to your clients.

“Matrix X Release and OneHome Consumer Portal”

“OneHome” modernizes the homebuying process by combining unique property and market insights with an array of innovative new features. The Planner Guide consumers on their homebuying journey. The PropertyFit tool asks a series of questions to understand the consumer’s needs. Each step in the home buying process, consumers can access mortgage, insurance and home renovation services through the integrated marketplace, including recommendations from their agent. “OneHome” consumer portal upgrade is scheduled for September. Learn more, visit Matrix X website.

“MLS Fees”

Invoices for the Bi-Annual MLS Fees will be mailed on September 1st 2020. Payments will be due by October 1st, 2020. Invoices will include the bi-annual unlicensed admin/office access users and Brokers Only RETS fee for the participants who have this service.

“New Technical Support Hotline for Customers with Disabilities”

CoreLogic Answer Link ADA Hotline now has specially trained staff to assist customers who have hearing, visual or other impairments. The Hotline phone number is 844-209-0134. CoreLogic will post a disclaimer regarding this on the customer portal and agent webpages.

“Property Management Company”

A new input field has been added to all property types under the financial tab as a required free form field of 25 characters called “Property Mgmt Co”

“ShowingTime” Online Scheduling Program”

Save time, reduce calls and generate more showings by enabling to schedule showings through the MLS website 24/7. The Schedule a showing button is always on saving you time, reducing calls and eliminating phone tag. All of your history, showing instructions and agent profile will be preserved in the software. Get started use the quick link on the Home page to register for ShowingTime for the MLS scheduling and management of listings for agents. Learn to set up the appointment in the MLS using ShowingTime. The ability to generate 1-day code is a premium feature available in the direct to consumer services, ShowingTime front Desk. Any agent that subscribes to one of those on their own have the access to that feature. The ShowingTime integration with RPR platform was implemented in March. A regular user will see the button just to the left of the map on the upper right of the property summary page. Any questions contact support@showintime.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. DOM is calculated Days On Market for the current listing ML NUMBER. DOM is calculated from the Listing Date to Pending Date and not from the Entry Date that appears in the history of the property. Temp off Market status do not accrue DOM while in that status.

“NAR Clear Cooperation Policy”

The NAR 8.0 Statement also known as the Clear Cooperation Policy for all MLSs is available for input in the RAIRC MLS. Coming Soon Sellers Addendum is 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. Section 1.3 Clear Cooperation of MLS Rules and Regulations: of the MLS Rules and Regulations.

RAIRC REALTOR® STORE

NEW ITEM!

Currogated Key SOLD Signs!

2 Designs on 1 Sign!

- Corrugated plastic is **lightweight and durable!**
- All corners are rounded
- **Size:** 12.25" high x 31" wide

Member Price: \$16.00 +tax

This item must be pre-ordered

Double sided



Double sided



REALTOR® Face Masks

ALL FACE MASKS MUST BE PRE - ORDERED

This REALTOR®-logo branded face mask is made out of durable 210gsm microfiber material, and is designed for comfort. It is washable, reusable, and made in the USA.

\$8.50 +tax



Show off our pink REALTOR® logo with this mask. Designed for maximum comfort, this mask goes beyond standard cotton masks.

Pink REALTOR®-logo Face Mask!

One Size Fits MOST

\$12.00+tax



Please Note: These masks are not certified for medical use and we make no representations, warranties or promises, express or implied, regarding the efficacy of these products to prevent, or reduce exposure to any illnesses, viruses or other medical conditions. Efficacy is in part reliant on proper use of masks by end users as well as complying with CDC and/or medical professional guidelines. RAIRC will not be responsible if used for medical use.

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!



FRIDAY, AUGUST 7TH

10 AM - 4 PM



TO SCHEDULE AN APPOINTMENT, CLICK THE LINK BELOW:

[HTTPS://DONOR.ONEBLOOD.ORG/DONOR/SCHEDULES/DRIVE_SCHEDULE/961983](https://donor.oneblood.org/donor/schedules/drive_schedule/961983)



COVID-19 ANTIBODY TESTING

ONEBLOOD IS TESTING ALL BLOOD DONATIONS FOR THE COVID-19 ANTIBODY. THE ANTIBODY TEST IS AUTHORIZED BY THE FOOD AND DRUG ADMINISTRATION (FDA) AND WILL INDICATE IF THE DONOR'S IMMUNE SYSTEM HAS PRODUCED ANTIBODIES TO THE VIRUS, REGARDLESS OF WHETHER THEY EVER SHOWED SYMPTOMS. APPOINTMENTS TO DONATE ARE REQUIRED. MASKS ARE REQUIRED TO BE WORN BY ALL BLOOD DONORS. YOU MAY WEAR YOUR OWN OR WE WILL PROVIDE ONE FOR YOU IF NEEDED.

TO PROTECT TEAM MEMBERS AND OTHER DONORS, PLEASE DO NOT PRESENT TO DONATE IF YOU ARE NOT FEELING WELL OR HAVE A FEVER. PLEASE STAY HOME AND CONSIDER DONATING ONCE YOU FEEL BETTER.

**LOCATION: THE REALTORS® ASSOCIATION OF IRC
3250 67TH ST, VERO BEACH, FL 32967**



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.



August 4th

Become A Social Media Superstar

1PM – 5PM (4 CEU's) // Instructed By: Craig Grant
Deadline: Sunday, August 2nd by 11:59 (Midnight)

August 12th

Core Law

9AM – 12PM (3 CEU's) // Instructed By: Dick Fryer
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Code of Ethics

1PM – 4PM (3 CEU's) // Instructed By: Dick Fryer
Deadline: Monday, August 10th by 11:59 (Midnight)



The voting polls are now OPEN!

The Candidate Forum for the 2021 RAIRC Board of Directors was held on Thursday, July 23, 2020 at 10 AM. Each Candidate was given 2 minutes to address the membership regarding their candidacy for an Officer or Director position. **The voting polls opened at the adjournment of the Forum and will remain open at the Association until 5 PM on Wednesday, August 19, 2020.**

The link to the Candidate Forum is below:

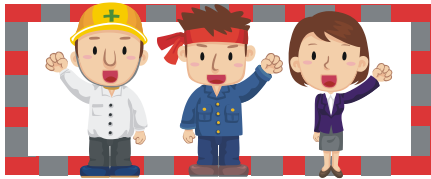
https://youtu.be/TyoWTKuDo_c



August 2020



Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1
2	3 MLS Training: Realist 10AM - 12PM Advanced / CMA 1:30PM - 3:30PM	4 Social Media Superstar 1 - 5PM	5	6	7 <i>GAC 8:30AM</i> IFREC 6-10:30PM	8 IFREC 8-5PM
9 IFREC 8-5PM	10 <i>MLS Committee 3:30PM</i>	11 <i>Grievance 4PM</i>	12 Core Law 9 - 12PM Code of Ethics 1 - 4PM	13 Orientation 8:45AM - 4PM	14 IFREC 6-10:30PM	15 IFREC 8-5PM
16 IFREC 8-5PM	17	18 <i>BOD 9AM</i>	19	20 Congressman Bill Posey Forum 10AM	21	22
23	24	25	26	27	28	29
30	31	<i>Virtual FR Convention</i> ———	—————	—————	—————>	



September 2020



Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3 Market Like a Rockstar 1-5PM	4 GAC 8:30AM	5
6	7  RAIRC Closed	8	9	10 Virtual Zoom - Risk Management 9AM - 12PM	11 Virtual Zoom - Pricing in a Com- petitive Market 9AM - 1PM	12
13	14 MLS Training: Basic 10AM - 12PM Listing Input/Edit 1:30PM - 3:30PM	15 BOD 9AM Grievance 4PM	16 Virtual Zoom - Beyond the Velvet Rope 9AM - 12PM	17 Virtual Zoom - International RE 10AM - 12PM	18 Installation Banquet 1PM IFREC 6-10PM	19 IFREC 8-5PM
20 IFREC 8-5PM	21	22 	23	24	25 IFREC 6-10PM	26 IFREC 8-5PM
27 IFREC 8-5PM	28 MLS Committee 3:30PM	29	30			