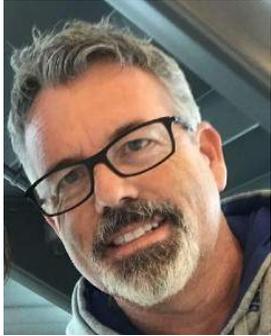


The monthly newsletter of the REALTORS® Association of Indian River County, Inc.
3250 67th Street, Vero Beach, FL 32967. Tel:(772) 567-3510 Fax: (772) 778-6490
E-mail address: receptionist@rairc.com Website: <http://www.RAIRC.com>.



"It's a Bubble!" "It's way over priced."
"We are at the top of the market."

Have any of you heard these three phrases lately when working with a buyer?

I get asked or told weekly that this market is a bubble, properties are way overpriced and we are at the height of the market. But yet these same buyers are losing every house they look at because they

think a house is overpriced.

Case in Point:

I have a friend that has a friend (we've heard that before) that wants to look at a few houses in the area. I said no problem and called the buyer and went through the usual questions. How much do you want to spend, square footage, number of bedrooms etc. After the first question, I knew she would have a very hard time finding what she wanted, but I sent her what was on the market. 2 days later she whittled down the properties to 7 or 8 she wanted to see. I called to set up the Saturday showings and found out we only had 4 left that hadn't gone under contract. When she got to town and we met up, we only had 2 left that hadn't gone under contract. She was surprised, but we looked at both and even made appointments on the fly as new properties came on the market. She settled on 1 nice, but according to her, very overpriced listing. My answer to her was it may be slightly overpriced, but not much. Her offer? \$50,000 off the asking price. The owners said no. And that was that.

A week later my buyer has a friend in town and she wanted him to go by the house and see what he thought about it.

That's right. It was under contract. I showed it to him anyway just in case it falls through. We went through the house from top to bottom and what does he say? "This house is way overpriced and we are definitely in a bubble."

I actually laughed and asked how a house that is under contract can be overpriced? He didn't have an answer. I explained to him that a house under contract can't be overpriced. A buyer found the price to be good, made an offer and the sellers accepted. We have a simple case of Economics 101: Supply and Demand. (My U of F Macro Economics professor, Dr Denslow, would have been proud.) Supply is low, Demand is high creating an increase in prices. I also had to explain to him that if he wants to buy a house, this is the market he is in, he needs to listen to his REALTOR® and make the offer that is suggested.

So to all reading this: Buckle up, Buttercup. This is going to be a crazy year.

Mike Lafferty
RAIRC 2021 President

FEBRUARY



The General Membership Meeting scheduled for Thursday, February 18, 2021 has been cancelled.

***General Membership Meetings are cancelled until further notice.*

♥ **HAPPY**
Valentine's
DAY ♥

➡ **Look What's Inside!** ⬅

Page 3: Affiliate Spotlight

Page 5: Ethics Interpretations & MLS Statistics

Page 7: School Uniform Drive Flyer

Page 9: REALTOR® Team Store

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

President: Mike Lafferty
President-Elect: Cheryl Goff
Vice President: Tim Borden
Secretary-Treasurer: Jennifer Bailey
Past President/Director: Michael Armstrong
Directors: Dick Davis, Scott Oberlink, Ralph Santoro,
 Kyle Von Kohorn, Troy Westover & Sally Woods
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 2021 education 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 course will be held at the Association and limited to 30 REALTORS®:

Tuesday, February 9th

Closing More Deals with Fewer Leads

10 AM – 12 Noon (2 CEU's) //

Instructed By: Josh Cadillac

***Building Your Real Estate Business,
Create Customers for Life***

1 PM – 4 PM (3 CEU's) //

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Core Law – Minimize the Legal Risk

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Deadline: Monday, February 15th by 11:59 (Midnight)

Friday, February 19th

Code of Ethics

9 AM – 12 Noon (3 CEU's) //

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Deadline: Wednesday, February 17th by 11:59 (Midnight)

PREUSSAPPRAISALS.COM
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THE DESIGNATED DIFFERENCE
IN REAL ESTATE VALUATION

Adam B. Preuss, MAI, Cert. Gen. #Z1991

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

AFFILIATE *Spotlight*



Tim Brueggeman
Associate Agent
Tom Collins Insurance Agency, Inc.

Tim Brueggeman is an insurance agent with The Tom Collins Insurance Agency providing insurance solutions in the personal and commercial insurance marketplace. Tim, and his wife Tracy, residents of Vero Beach since 1993, have raised their 4 children and now 1 grandson in this very special place! Tim brings a client-driven, relationship-based approach to insurance solutions for his clients. Whether it is a starter home for a newly married couple, multiple residences in different states or an area business, Tim brings the same level of commitment and attention to detail to make sure that the client's insurance needs are met. In an age where personal contact is rare, Tim values and appreciates the opportunity to meet each client and develop a long business relationship.

Prior to joining the agency, Tim spent 20 years as a member of senior management at The John's Island Club. During his tenure at John's Island, Tim refined his management philosophy which focuses on a relationship-based, client-driven approach. Tim brings that same philosophy and

approach in his new role as an agent working in the personal and commercial markets.

The Tom Collins Insurance Agency has been serving individuals and businesses on the Treasure Coast since 1990. As an independent agency, Tom Collins Insurance has a wide variety of insurance programs which can be tailored to meet the needs of individuals and businesses. The agency is comprised of a group of wonderful and highly professional staff of agents and customer service representatives who have many successful years in the industry.

Client referrals from real estate professionals, banking professionals, and service professionals are extremely valued in the sense that it is important for any professional to know that when a referral is given, those clients are treated with professionalism. To refer one's client to another professional requires the utmost confidence in that professional to know that their client is in good hands. Please know that we respect this relationship and will do everything possible to take care of the client and preserve the trust of our valued relationship.

Customer service is often a cliché in many business settings. Rest assured that after 30+ years servicing the residents and businesses of the Treasure Coast that it is not a cliché, but the key to our continued success! We appreciate the opportunity to partner with you as a fellow professional meeting the needs of clients on the Treasure Coast!

Tom Collins Insurance Agency, Inc.

1555 Indian River Blvd, Suite 130

Vero Beach, FL 32960

Office: 772.778.9222

t.brueggeman@tomcollinsinsurance.com





New REALTORS®

- Amanda Martin – Billero & Billero
- Susan Tobar – Suncoast Realty & Rental Mgmt
- Austin Petty – Live Oaks Realty Inc
- Michael McLaughlin – Treasure Coast Realty
- Kelly Alonso – Florida Homes Realty & Mort
- Anggie Leon – Dale Sorensen Real Estate
- Stephen Leonard – Dale Sorensen Real Estate
- Eileen Diamond – Keller Williams Realty of VB
- Karen Straub – Dale Sorensen Real Estate Inc
- Angie Murphy Gamand – Alex MacWilliam Inc
- Robert Pearson – Mac Evoy Real Estate Co

WELCOME BACK

- Matthew Grall – Grall Realty Group
- Jeffrey Allen – Alex MacWilliam Inc

NOW AS PRIMARY REALTORS AT RAIRC

- Juan Vergez – Berkshire Hathaway Florida
- Scott Thiel – Living Coastal Real Estate

On the Move

- Stuart Tilt from Berkshire Hathaway Florida to One Sotheby's
- Joseph Schlitt from CB Paradise to Keller Williams Rlty VB
- Chris Mickley from CB Paradise to Keller Williams Rlty VB
- Joseph O'Neill from CB Paradise to Keller Williams Rlty VB
- San Balachandran from One Sotheby's Int'l to EXP Realty
- Jake Culotta from Weichert to Keller Williams Rlty VB
- Tammy Bogart from CB Paradise to Keller Williams Rlty VB
- Victor Lopez from Comas & Co to Keller Williams Rlty VB
- Derek Stalhut from Cosden & Associates to EXP Realty

Sorry to See You Go

- Neil Flynn – Billero & Billero Properties

OUR CONDOLENCES

To the family, friends and colleagues of
Teena Jackson – Alex MacWilliam Inc

To the family, friends and colleagues of
David Bross – Lighthouse Realty

To the family, friends and colleagues of
John Woods – Dale Sorensen Real Estate

OTHER CHANGES & MISC

Stephanie McPeak is now Stephanie Saraceni

Membership Counts



REALTORS® - 1,098
Affiliates - 62

YOU'LL LOVE THIS DEAL
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on all our online
real estate education

PROMO CODE **FEB25**



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to get started today!



Visit www.C2EX.realtor
to get started today!

Ethics Case Interpretations related to Article 17



Case #17-8: Attempted Use of Corporate Veil to Avoid Obligation to Arbitrate

(Revised Case #14-14 April, 1992. Transferred to Article 17 November, 1994. Revised November, 1995. Revised November, 2001.)

REALTORS® A and B, principals in different firms, were both members of the same Board. A disagreement arose between them concerning entitlement to a commission in a real estate transaction. After initial efforts to resolve the dispute proved fruitless, REALTOR® A filed a request for arbitration with the Board which was reviewed by the Grievance Committee which concluded that an arbitrable issue existed. Instead of agreeing to arbitration through the Board, REALTOR® B filed a lawsuit against REALTOR® A. Receiving notice of the suit, REALTOR® A filed a charge with the Board alleging REALTOR® B had violated Article 17 of the Code of Ethics.

REALTOR® B, in his presentation to the Board of Directors indicated that, in his opinion, he was not subject to any ethics charge, since it was his corporation, and not REALTOR® B individually, that had filed suit against the corporation of REALTOR® A, not against REALTOR® A himself.

REALTOR® A told the Board of Directors that immediately upon occurrence of the dispute, he had suggested to REALTOR® B that the matter be arbitrated by the Board, and REALTOR® B said he would think about it. REALTOR® A then proceeded to file his request for arbitration with the Board.

However, REALTOR® B did not respond to the arbitration notice and, shortly thereafter, REALTOR® A received notice of the suit filed by REALTOR® B's corporation against the corporation of REALTOR® A.

He said he then called REALTOR® B and again discussed the obligation of Article 17 with him.

However, REALTOR® B advised him that his corporation was not subject to the requirements of the Code and stated his intent to pursue the litigation.

REALTOR® B acknowledged that the facts as related by REALTOR® A were correct and that his corporation had filed suit upon the advice of the corporation's legal counsel. REALTOR® B said that membership in a Board of REALTORS® is individual and that personal responsibility disappears when a matter of corporate business is involved. He pointed out that he was not the only principal or officer in his corporation and that the decision to file litigation was

not made by him alone, but by all of the corporate officers.

The Board of Directors, in reaching its decision, did not agree with REALTOR® B's position. The Directors' noted that the membership requirement in a Board of REALTORS® has, as its purpose, the assurance of commitment by the principals in the firm to the Code of Ethics. This commitment addresses the conduct and activities of all persons affiliated with the REALTOR®'s firm whether a sole proprietorship, partnership, or corporation. Moreover, the Directors pointed out that Article 17 obligates REALTORS® to "...cause their firms to arbitrate and be bound by an award."

REALTOR® B was advised to withdraw the litigation and submit to arbitration by a date certain or his membership in the Board would be terminated. REALTOR® B accepted the decision, withdrew the suit against REALTOR® A, and submitted to arbitration.



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 December 2020/2019. The

Residential closed sales of single-family detached homes totaled 359 units for December 2020. This compares to a total of 279 units in December 2019. The median price of single-family detached homes sold by members of the REALTORS® Association of Indian River County MLS for December 2020 was \$298,000. This compares to a median price of \$266,500 for December 2019. Current active inventory of residential single-family detached homes total 692 for December 2020. This compares to the active inventory of 1,409 for December 2019.

The Residential closed sales of condominium homes totaled 102 units for December 2020. This compares to a total of 65 units in December 2019. The median price of condominium homes sold by members of the REALTORS® Association of Indian River County MLS for December 2020 was \$173,250. This compares to a median price of \$155,500 for December 2019.

Current active inventory of condominium homes total 353 for December 2020. This compares to the active inventory of 539 for December 2019.

Report Prepared on January 21, 2021



Government Affairs Update

Rules May Hurt Condo Lending in Vacation Areas

A new financing rule has tightened the requirements for condominium financing in heavy vacation areas. Entire condo complexes may be ruled unqualified, making it more difficult for homebuyers to secure a loan.

The rules apply to loans that banks plan to sell to Fannie Mae and Freddie Mac, which hold more than half of all U.S. mortgages. Banks that want to sell a loan to either of the two – a common occurrence because it allows those banks to then originate more mortgages – must adhere to the new rules.

For Fannie Mae, the rule is already in effect; for Freddie Mac, it will go into effect next month.

Fannie and Freddie's core mission is to encourage homeownership, and the rule tightening is intended to cut down on loans in vacation areas that often have more renters generally and short-term renters specifically.

Many of the details remain unclear, but it targets "condotels," which often have extra amenities and are run by some type of central management – and individual owners who often advertise their unit for rent on sites like Airbnb.

New Law Cracks Down on Shell Companies, Combats Corruption

In a "watershed overhaul" of money laundering laws, all shell companies involved in U.S. transactions – real estate and others – must now identify the owners' names.

The new legislation quietly passed by Congress last month after a decade-long fight is the most sweeping banking reform of its kind since passage of the Patriot Act, in the aftermath of the Sept. 11, 2001, terrorist attacks.

For the first time, shell companies will be required to provide the names of their owners or face stiff penalties and jail sentences. The information will be stored in a confidential database accessible to federal law enforcement and shared with banks who are often unwitting accomplices to international corruption.

The Corporate Transparency Act was tucked into a defense spending bill first vetoed by then-President Donald Trump and overridden by Congress on New Year's Day.



Final Drone Rules Released

Late December, the FAA released new final rules for certain uses of Unmanned Aerial Systems, (UAS, or drones), the result of a multi-year undertaking. These new rules build upon previous rulemakings which expanded UAS operations to allow for commercial use and eased restrictions for those operators, along with creating weight categories of vehicles. The new regulations require remote identification technology for UAS, and they expand UAS commercial operations to allow for over-crowd flights and to conduct UAS flights at night.

These updated rules expand the legal operational capabilities of commercial UAS and provide flexibility for operators who use them in their businesses, including real estate professionals. NAR will continue to work with the FAA to develop UAS regulations and advocate for common-sense rules which allow UAS to meet their full potential for real estate professionals while protecting the safety and privacy of people on the ground.

Florida Legislative Session

The Florida Legislative Session has begun with committee weeks continuing through the first three weeks of February. Session begins March 2nd and will run 60 days until the end of regular session on April 30th.

A few priorities Florida Realtors have been monitoring:
HB 7 & SB 72 - COVID-19 business liability protection
HB 519 & SB 522 - preempt the regulation of vacation rentals to the state while allowing local governments to continue to pass ordinances as long as they apply uniformly to all residential properties
SB 346 – reduce state Appraisal Board to 7 seats

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 REALTORS® ASSOCIATION AND THE BOYS & GIRLS CLUB OF INDIAN RIVER COUNTY PRESENTS

THE SCHOOL UNIFORM DRIVE

Please join us and donate school uniforms, so kids throughout IRC will have the uniforms required to continue excelling in this school year.

Assorted sizes, mostly 4 - 16, in navy or khaki bottoms and navy, white or red shirts for elementary school students are HIGHLY needed. All items should be new. Checks are accepted! Please make checks payable to: Boys & Girls Club of Indian River County.

JANUARY 25, 2021 -

FEBRUARY 19, 2021

Drop off location:

*RAIRC, 3250 67th St,
Vero Beach, FL, 32967*

All donations received will help benefit the Boys & Girls Club of IRC. Thank you in advance for your generosity!

FOR QUESTIONS, CONTACT ASHLEY
OSTEEN AT 772-567-3510 OR
EDUCATION@RAIRC.COM.



MeLS Corner

February 2021

RAIRC Multiple Listing Service

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

Technical Support - AnswerLink call 888-825-5472

Realist and MatrixX training tutorials,

Data Input Sheets/Forms are available under Help.

Support@showingtime.com

Realist questions email: Support@Realist.com with details concerning your issue with the tax program. Showing Time questions contact 1800-379-0057

“ShowingTime” Online Scheduling Program”

Generate more showings by enabling to schedule showings through the MLS website 24/7. Use the quick link on the Dashboard to register for ShowingTime for the MLS scheduling and management of listings agents. Learn to set up the appointment in the MLS using ShowingTime. Contact support@showintime.com for details or News and Alerts.

MLS Computer Matrix Training

Monday, February 1, 2021

For the MatrixX platform and Realist Manual go to the Help, located under your name in the drop down on the right-hand corner of the home page in MatrixX.

“Stats” - 10 AM - 12 Noon – Setting up integrated and automatic statistical reports and report display builders. Stats preset and customize from the Matrix navigation menu, hover the stats tab and select any of the property types. You can save this statistic for quick access on the Home Page stats widget.

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

“Listing Add/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. Other links to training in Matrix visit “News and Alerts”.

“OneHome” Client Portal Upgrade

The newest client portal product in Matrix called “OneHome.” Scheduled to be implemented in the MLS end of March. The product is a one stop for clients of property data information, mapping, photos, public records, searching and client and agent portals. Training TBA. To learn more, google - CoreLogicMatrixOneHomeclientportal

“Revisions to Listing Procedures of the MLS”

Section 1 - Listing Procedures of the MLS Rules and Regulations. The Listing Procedures are as follow: *Listings of properties which are listed subject on the County taken by Participants on an exclusive right to sell listing form must be entered into the Multiple Listing Service within 1 business day, excluding weekends and holidays after all necessary signatures have been obtained.* Review Section 9.3 Fine Note # 1 MLS Rules and Regulations can be found in the Association website www.rairc.com.

“Square Footage and Source in MLS”

Square Footage field is a 6-digit mandatory field, and “Source” is required with drop down options on Residential/Condo/Coop property type in the General Information section of Matrix. Square Footage, under air must be greater than 0.

“Temporary Off Market Listings”

The listing is either off the market for time period or conditionally released until the end of the listing period but the client is still bound by a listing agreement. These listings would then expire at the end of the listing period. 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 a RAI RC Policy. 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. Coming Soon Sellers Addendum is required and available in Florida Realtors “Form Simplicity” under Realtors Association of IRC forms or by calling Association to email to you. Property under Coming Soon status may NOT be shown. There must be a valid listing agreement between the sellers and the listing brokerage. **Remember to change your Coming Soon Listing status to active on the “Available Date to Show” to avoid MLS Fine.** Refer to Section 9 Note#14 Section 9.3.

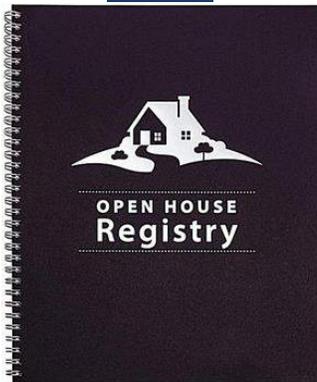
RAIRC REALTOR® STORE

Open House Accessories

Find Good Luck & Attention Items for Your Open House at **RAIRC'S REALTOR® Store!**



New Style! Same Price!
\$12.50



GREAT DEALS

REALTOR® Masks are in stock!
\$12.50 +tax



REALTOR® Logo Magnets
\$6.75



NEW STYLE! REALTOR® TOTE -
Only \$12.50



Signs, Riders, Stands & More

All House Shaped Signs & Riders are conveniently located at the Association. Please contact Samantha for pricing and inventory.

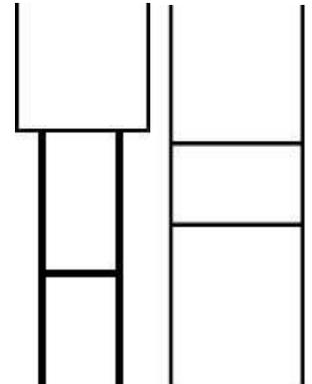


SOLD

HONEY, STOP THE CAR!



SOLD



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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Tuesday, February 9th

Closing More Deals with Fewer Leads

10 AM – 12 Noon (2 CEU's) //

Instructed By: Josh Cadillac

Building Your Real Estate Business, Create Customers for Life

1 PM – 4 PM (3 CEU's) //

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Instructed By: Patricia Sherman

Deadline: Monday, February 15th by 11:59 (Midnight)

Friday, February 19th

Code of Ethics

9 AM – 12 Noon (3 CEU's) //

Instructed By: Patricia Sherman

Deadline: Wednesday, February 17th by 11:59 (Midnight)

To participate and obtain the certification for each virtual/livestream course:

- Students must attend all classroom hours
- Your technology must include a camera and microphone (all cameras will be on and mics will be off until you are required to speak)
- No phone call into the course will be allowed
- Interaction during the course is required (responses to polls, responses in the chat, etc.)
- You must be logged in at least 10 minutes prior to the course start time for attendance

If you do not meet any of the above requirements, you will not receive the credits for the course.

REGISTRATION CONFIRMATION: Anyone who registers will receive an email confirmation. The link to register for the Zoom meeting will be sent 1 week prior to the course date. If you do not receive a confirmation email, contact the Association to confirm you're registered.

Happy
Valentine's
Day

February 2021



Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1 MLS Training: Stats/Agt Webpg 10AM - 12PM Listing Input/eProp 1:30PM - 3:30PM	2	3 MLS-Only Orientation 1:30-3:45PM	4	5 <i>GAC 8:30AM</i>	6
7	8	9 Close More Deals 10AM - 12PM Build Your Business 1 - 4PM	10	11	12	13
14 <i>Valentine's Day</i>	15 	16 <i>BOD 9AM</i> <i>Grievance 4PM</i>	17 Virtual Zoom - Core Law 9AM - 12PM	18	19 Virtual Zoom - Code of Ethics 9AM - 12PM	20
21	22 <i>MLS Committee</i> 3:30PM	23 <i>Affiliate Council</i> 9AM	24	25 Orientation 8:45AM - 4PM	26 Blood Drive 10AM - 4PM	27
28						



March 2021



Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1 MLS Training: Basic 10AM - 12PM Stats / Agt Webpage 1:30PM - 3:30PM	2 Foundations of FS 10AM - 12PM Optimizing Work- flow w/ FS 1 - 3PM	3	4	5 <i>GAC 8:30AM</i>	6
7	8	9 <i>BOD 9AM</i> <i>Grievance 4PM</i>	10	11	12	13
14 	15	16	17 	18 Core Law 9AM - 12PM Code of Ethics 1 - 4PM	19	20 
21	22 <i>MLS Committee</i> <i>3:30PM</i>	23 Complete Credit 9AM - 12PM Advanced Finance 1 - 5PM	24	25 Orientation 8:45AM - 4PM	26	27
28	29	30	31			