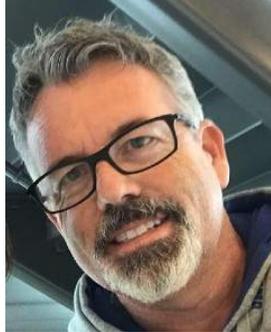


The monthly newsletter of the REALTORS® Association of Indian River County, Inc.  
3250 67th Street, Vero Beach, FL 32967. Tel: (772) 567-3510 Fax: (772) 778-6490  
E-mail address: [receptionist@rairc.com](mailto:receptionist@rairc.com) Website: <http://www.RAIRC.com>.



### Is it time to get away from the **AS IS Residential Contract For Sale And Purchase?**

This week I have seen several contracts fall apart due to the inspections. All have been AS-IS contracts which allow buyers to get out of a contract with no penalties as long as it's done prior to the Inspection Period. With this being such a hot sellers market and buyers losing out on listings in bidding wars we are seeing buyers putting listings under contract for asking price or higher to make sure they have a shot at buying the property only to cancel the AS IS contract after the inspection, which doesn't have to be a professional inspection.

So my question is: Should we start using the FAR/BAR **Residential Contract For Sale And Purchase?** Section 9 allows for the buyer to ask for a percentage or dollar amount to pay for general repair and Wood Destroying Organisms. This will keep the deal alive and doesn't allow either party to get out of a contract without thinking twice about it or holding a property hostage from other buyers.

*Mike Lafferty*  
RAIRC 2021 President

# MARCH



**The General Membership Meeting scheduled for Thursday, March 15, 2021 has been cancelled.**

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

*Happy St. Patrick's Day*

**➔ Look What's Inside! ➔**

- Page 3: Affiliate Spotlight
- Page 5: Ethics Interpretations & MLS Statistics
- Page 7: MeL'S Corner
- Page 9: Spotlight on Education

**REALTORS® Association of Indian River County, Inc.**  
 3250 67<sup>th</sup> 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 courses will be held at the Association and limited to 30 REALTORS®:**

**Thursday, March 18<sup>th</sup>**

***Core Law***

9 AM – 12 Noon (3 CEU's)

***Code of Ethics***

1 PM – 4 PM (3 CEU's)

Instructed By: Dick Fryer

**Deadline: Tuesday, March 16<sup>th</sup> by 11:59 (Midnight)**

**Tuesday, March 23<sup>rd</sup>**

***Complete Credit & Credit Repair Guide***

9 AM – 12 Noon (3 CEU's)

***Advanced Finance: FHA Loans and the Economy***

1 PM – 5 PM (4 CEU's)

Instructed By: Grant Simon

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**RAIRC is offering virtual CE credit courses!**

**Tuesday, March 2<sup>nd</sup>**

***Foundations of Form Simplicity***

10 AM – 12 Noon (2 CEU's)

***Optimizing Your Workflow with Form Simplicity***

1 PM – 3 PM (2 CEU's)

Instructed By: Kaz Cisowski

**Deadline: Sunday, February 28<sup>th</sup> 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.**

# AFFILIATE Spotlight



**Colleen Dinardi**  
**Personal Lines Agent**  
**Schlitt Insurance Services**

Colleen Dinardi is an insurance agent with Schlitt Insurance Services. She started her career 26 years ago, in New Hampshire and has never looked back. She moved to Florida 3 years ago to give her son a better education and more opportunities for baseball, and the warm weather, naturally.

Schlitt Insurance Services has been locally owned and operated since 1953. They are an independent agency with a wide range of products and carriers to make sure you are properly covered in all aspects of your life. They pride themselves in making sure you understand your insurance policy and answer any questions you might have.

So, with that in mind here are some of the most relevant topics in our industry.

## 1. Roofing:

This is a very important topic that is impacting many homeowners right now. Insurance carriers have tightened their guidelines and require shingle roofs to be 15 years or newer, clay/tile/slate 25-30 years or newer, and metal 30 years or newer and in great condition. A client with a roof greater than 15 years old may look at it and feel it is in good condition. However, the reality is that due to storms and the Florida sun, shingle roofs may have significant granule loss that can lead to cracking and lifting of the shingles. Resulting in a higher chance for water to get in and shingles to blow off during a storm.

**2. Insurance premiums are still on the rise:** Carriers are losing billions. One of the big issue's consumers don't know about is that insurance companies are being sued by attorneys to obtain new roofs for their clients. A lot of times they don't need a new roof or they are trying to have a claim paid out for damage that may not be a direct result of the policies named perils the home is insured against. Many times, the lawsuit is the first notice of claim the insurance carrier receives.

These frivolous lawsuits, which the insurance carriers are responsible for paying all legal/litigations fees, add up and are affecting everybody. Another factor is hurricanes that can pay out billions and cause rates to rise. Even if the storm didn't hit your area, everyone is affected if the storm causes damage anywhere in Florida.

## 3. Comparing your insurance premiums to other consumers:

It is difficult to compare home or auto insurance to other consumers due to the multi variant rating platform carriers have been using for years. Ratings takes into consideration many characteristics and criteria of the client and the home. The carriers use credit scores to obtain an insurance score, which is not intended to measure creditworthiness, but rather predict risk. This is why it is very important for consumers to work on having and maintaining good credit.

Please check out our blog on our website to get the most up to date info about what is going on in our industry.

### Schlitt Insurance Services

1717 Indian River Blvd., Ste. 300

Vero Beach, Florida 32960

Office: (772) 567-1188

[Colleen@schlittservices.com](mailto:Colleen@schlittservices.com)

[www.Schlittservices.com](http://www.Schlittservices.com)





**New REALTORS®**

- Wendy Rice – Action Realty LLC
- Alyssa Gervais – Coldwell Banker Paradise
- Dayle Gervais – Coldwell Banker Paradise
- Linda Sposato – Billero & Billero Properties
- Janet Bruce – Cliff Norris Real Estate
- Amy M Smith – Exit Right Realty
- Freddy Peters – Peters and Company LLC
- Doug Tackett – Watson Realty Corp
- Maureen Lobenstein – Keller Williams Rlty of VB
- Daria Verola – Dale Sorensen Real Estate
- Mary Lintermann – Alex MacWilliam Inc
- Tammy Zion – One Sotheby’s Int’l Realty
- Brianne Ladyzhinsky – Keller Wms Rlty of VB
- John Wermers – Watson Realty Corp
- Bernadette Sobanko – Dale Sorensen Real Estate
- Taya Layne – One Sotheby’s International Realty
- Steven Raiff – EXP Realty, LLC
- Colleen Brennan – Integrity Pro Realty Inc.
- Jennifer Borst – EXP Realty, LLC
- Tyler Wright – One Sotheby’s Int’l Realty
- Jennifer Hughes – Atlantic Shores Realty Execs
- LeeAnn Gonzalez – Billero & Billero Properties
- Kevin Crofton – Alex MacWilliam Inc
- Kim Smoke – Rardin Real Estate LLC
- Dante Deritis – Mac Evoy Real Estate Co
- Angel Arrieta – Weichert REALTORS Hallmark

**New Offices**

Wild Orchid Realty

**New Affiliates**

Jordan Lulich – Lulich & Attorneys

**Welcome Back**

- Neil Flynn – Mac Evoy Real Estate Co
- Deeann Lemmerling – Alex MacWilliam Inc
- Austin Stiglin – Dale Sorensen Real Estate

**On the Move**

- Shelly Stang from Compass Point RE to Wild Orchid Realty
- Peggie Hollinger from Fla Homes to Keller Williams Rlty VB
- Kristin Sposato from Berkshire Hathaway to One Sotheby’s
- Debra Barnes from #South Bay Companies to Laurel Agency
- Vilma Comas from Comas & Co to Keller Williams Rlty VB
- Lorraine Stough from Treasure Coast Rlty to RE/MAX Crown

**Sorry to See You Go**

- Pat Springmann Realty
- Comas & Company Realty
- Danie MacCarthy – Keller Williams Rlty of VB
- Kelly Bergstrom – AAA Auto Club-Travel

**Our Condolences**

To the family, friends and colleagues of Pat Springmann – Pat Springmann Realty

To the family, friends and colleagues of Kimberly Hardin Thorpe – One Sotheby’s Int’l Realty

**Membership Counts**

**REALTORS® - 1,124**  
**Affiliates - 62**



Visit [www.rairc.theceshop.com](http://www.rairc.theceshop.com) to get started today!

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**KNOWLEDGE  
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THE DESIGNATED DIFFERENCE  
IN REAL ESTATE VALUATION

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

## Ethics Case Interpretations related to Article 10



### Case #10-1: Equal Professional Services by the REALTOR®

(Reaffirmed May, 1988. Revised May, 2017.)

A minority couple called on REALTOR® A and expressed interest in purchasing a home in the \$390,000 to \$435,000 price range with at least three bedrooms, a large lot, and located in the Cedar Ridge area of town. Being familiar with Cedar Ridge through handling of numerous listings in that area, REALTOR® A explained that houses in Cedar Ridge generally sold in the price range from \$540,000 to \$660,000. The couple thereafter indicated that they would then like to see “what was available” within their budget. After further discussion with the couple concerning their financial circumstances and the maximum price range they could afford, REALTOR® A concluded that the couple could not afford more than \$412,500 as an absolute maximum. The couple was then shown homes which met the criteria they had described to REALTOR® A. However, although REALTOR® A discussed with the couple the amenities and assets of each of the properties shown to them, they expressed no interest in any of the properties shown. A few days later, the minority couple filed charges with the Professional Standards Administrator of the Association, charging REALTOR® A with a violation of Article 10 of the Code Ethics, alleging that REALTOR® A had violated the Article by an alleged act of racial steering in his service to the minority couple.

The Professional Standards Administrator promptly referred the complaint to the Grievance Committee, which conducted a preliminary review and referred the complaint for a hearing. REALTOR® A was duly noticed and provided with an opportunity to make his response to the complaint.

At the hearing, the complainants elaborated upon their charge of the alleged racial steering by REALTOR® A, telling the Hearing Panel that they had specifically expressed an interest in purchasing a home in the Cedar Ridge area, but were not shown any homes in Cedar Ridge. REALTOR® A responded by producing e-mail records documenting the housing preference of the couple as they had described it to him, including price range and demonstrating that he had shown them a number of listings that met the requirements as expressed by them, although admittedly none of the properties shown were located in Cedar Ridge. However, REALTOR® A explained that he had advised the couple that there were no listings available in Cedar

Ridge falling within their budget. Further, REALTOR® A produced listing and sales information concerning numerous homes in Cedar Ridge which confirmed an average sales price of \$540,000 to \$660,000. REALTOR® A told the Hearing Panel that he had, in fact, offered equal professional service to the minority couple by showing them properties which met the criteria they had presented to him. He pointed out to the Hearing Panel that the couple was charging him with “racial steering” which presumably they were relating to the denial of equal professional service. REALTOR® A stated, “If there were listings in Cedar Ridge in the \$390,000 to \$435,000 price range with at least three bedrooms and a large lot, and I had refused to show them such listings, then they might have a point in their charge. But there are no such listings available now, nor have there been at any time since the original development of the Cedar Ridge area five years ago. I could not show them what did not and does not exist.”

The Hearing Panel concluded that REALTOR® A had properly met his obligation to offer equal professional service and was not in violation of Article 10.



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

Statistics developed by the REALTORS® Association of Indian River County through its Multiple Listing Service and in conjunction with Florida REALTORS® reflect the following for January 2021/2020. The Residential closed sales of single-family detached homes totaled 229 units for January 2021. This compares to a total of 197 units in January 2020. The median price of single-family detached homes sold by members of the REALTORS® Association of Indian River County MLS for January 2021 was \$293,000. This compares to a median price of \$240,000 for January 2020. Current active inventory of residential single-family detached homes total 619 for January 2021. This compares to the active inventory of 1,405 for January 2020.

The Residential closed sales of condominium homes totaled 85 units for January 2021. This compares to a total of 56 units in January 2020. The median price of condominium homes sold by members of the REALTORS® Association of Indian River County MLS for January 2021 was \$190,000. This compares to a median price of \$161,638 for January 2020. Current active inventory of condominium homes total 322 for January 2021. This compares to the active inventory of 539 for January 2020.

Report Prepared on February 17, 2021



## Government Affairs Update

### Florida Legislative Session begins March 2<sup>nd</sup>

The Florida Legislative Session begins March 2<sup>nd</sup> and will run 60 days until the end of regular session on April 30<sup>th</sup>.

Due to COVID, the meetings and legislative visits will be virtual this year. Here are the priorities Florida REALTORS® (FR) will be monitoring:

#### ➤ **COVID-19 Business Liability Protection**

FR supports legislation that provides for COVID-19 related liability protections for Florida businesses. Bills **HB 7 & SB 72** provide broad immunity from lawsuits to businesses that have substantially complied with public-health guidelines.

#### ➤ **Resiliency**

FR supports legislation that would support the establishment of the executive office of resiliency with the task of overseeing efforts related to resiliency.

Bills **HB 315 & SB 514** would set up a process for the state to use scientific and engineering expertise to highlight vulnerable areas, prioritize critical work projects and create a long-term plan that addresses the problem of sea level rise.

#### ➤ **Appraisal Board**

FR supports legislation that will reduce the size of the Florida Real Estate Appraisal Board from 9 to 7 seats. Bills to watch **HB 491 & SB 346**.

#### ➤ **Insurance**

FR supports legislation that creates a strong presumption in litigation brought against an insurance under a policy awarding attorney fees based on the lodestar amount, which reduces the contingency risk multipliers. Bills **HB 76 & SB 212** contain several provisions relating to residential property insurance with the intention of helping to stabilize the property insurance market by reducing the cost of litigation and addressing areas ripe for questionable claims.

#### ➤ **Vacation Rentals**

Bills **HB 219 & SB 522** preempt the regulation by the state while allowing local governments to continue to pass ordinances as long as they apply uniformly to all residential properties.

#### **Other legislation to watch**

**PACE Reform** - FR supports legislation that would reform the Property Assessed Clean Energy Program (PACE).

**Attainable Housing** - FR has long-standing policy of maximizing the annual amount allocated for housing trust funds thereby benefiting attainable/workforce housing and home affordability.



### Governor DeSantis' 2021-2022 Budget Proposal

The governor released his FY 2021-2022 budget recommendations in early February and the numbers are very positive for both the environment and affordable housing. Although the legislature is not required to follow the governor's recommendations, they often serve as a useful framework that can be used to develop and pass a budget that he is more likely to sign.

#### Overall Budget and Taxpayer Savings

The total recommendation for the FY 2021-2022 budget is \$96.6 billion. While this is an increase of \$4.3 billion over the current fiscal year, \$2.6 billion accounts for various expenditures related to the state's COVID-19 pandemic response and its impacts on Floridians.

The Governor's recommended budget also includes a \$56 million 8-day Back-to-School Sales Tax Holiday and a \$9 million 10-day Disaster Preparedness Sales Tax Holiday.

#### Environmental Funding

Governor DeSantis has made the environment a key priority since day one. The budget continues that commitment by allocating more than \$625 million for these causes:

- over \$473 million for Everglades restoration
  - \$50 million for Springs restoration
  - \$145 million for targeted water quality improvements
  - \$40 million for alternative water supply
  - \$25 million to combat harmful algal blooms & red tide
  - \$50 million for the Florida Forever Program
  - \$32 million for infrastructure improvements and resource management at state parks

The budget also tackles the challenges of sea level rise, intensified storm events, and localized flooding by establishing the Resilient Florida program which will provide \$1 billion over four years to provide grants to state and local government entities.

#### Affordable Housing

The budget provides \$423.3 million for workforce and affordable housing programs across the state to help working families meet basic housing needs. This funding is in addition to the more than \$250 million to address affordable housing needs and the increase in homelessness due to the economic downturn caused by COVID-19.

### **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.



## MeLS Corner March 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](mailto:Support@Realist.com) with details concerning your issue with the tax program.*

### MLS Computer Matrix Training Friday, March 19, 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.*

#### **Basic: 10 AM - 12 PM**

- Using MLS Resource links, adding search fields, hotsheets, field related controls, viewing, sorting and filtering a list and tack related controls. Using the map search controls where users can search within miles of an entered address. Reorder search results using drag and drop create multiple personal and contact carts. As long as you have edit access in Matrix, you will be able to add and edit your own listings. This is up to the Broker to authorize add and edit access.

#### **Advanced/CMA: 1:30 - 3:30 PM**

- Searching, hotsheets, speed bar, listing carts, client portal, settings, reverse prospecting, Comparative Market Analysis (CMA) management, emailing clients, using the concierge, and auto notifications settings.

#### **“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](http://www.rairc.com).

#### **“MLS Bi-Annual Fees will be mailed March 1<sup>st</sup> and due by April 1<sup>st</sup> for April to September 2021.”**

MLS Fees will be billed and mailed on Monday, March 1, 2021. To avoid the late fee of \$100, please pay before the close of business on Thursday, April 1, 2020. The bi-annual fees per user is \$203.64. Brokerages will also be invoiced the bi-annual amount per user of \$48.00 for office administrators and personal assistants. If you wish to remove or deactivate an admin user, it must be done in writing. All brokers can pay online in Matrix by going to "External Links" and clicking on "Membership RAIRC." Under "Account Balances," you will see "Office Association Balance." Click "Pay Now" and follow the steps until you receive a confirmation email. When paying online, the full amount is required. **\*\*The MLS Participant/Broker must pay fees for MLS Services. Payments will not be accepted from individual users.**

#### **“OneHome” Client Portal Upgrade**

The newest client portal product in Matrix called “OneHome” is scheduled to be implemented in the MLS in March. Agent will access through the Learning Lab widget found on the Matrix Dashboard. The client will create an account for agent/client relationship. The product is a one stop for clients of property data information, mapping, photos, public records, searching client and agent portals. To register for training webinar link scheduled for March 3<sup>rd</sup>. Go to News and Alerts on HomePage in Matrix. To learn more, google - CoreLogicMatrixOneHomeclientportal

#### **“NAR Clear Cooperation Policy”**

The NAR 8.0 Statement also known as the Clear Cooperation Policy for all MLSs is a RAIRC 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.

#### **“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](mailto:support@showintime.com) for details or News and Alerts.

# REALTOR® Masks Are Now in Stock



Pink & Black  
Member Price - \$12.50<sup>++tax</sup>

Blue & White  
Member Price - \$8.50<sup>++tax</sup>

Black & Blue  
Member Price - \$8.50<sup>++tax</sup>



## NEW ITEM!

### Insulated Stainless Steel Wine Tumblers

Member Price - \$15.00<sup>++tax</sup>



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](mailto:Receptionist@rairc.com)!



## Spotlight on Education

To register for a course held at our Association, visit [www.RAIRC.com](http://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](http://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](mailto: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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Instructed By: Kaz Cisowski

**Deadline: Sunday, February 28<sup>th</sup> by 11:59 (Midnight)**





# March 2021



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



# April 2021



Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1	2 	3
4 	5 <b>MLS Training:</b> Realist 10AM - 12PM Listing Input/eProp 1:30 - 3:30PM	6	7 <b>MLS-Only Orientation</b> 1:30 - 3:45 PM	8 <b>Buying vs. Renting</b> 9AM - 12PM <b>Social Side of RE</b> 1 - 4PM	9 <i>GAC 8:30AM</i>	10
11	12	13 <i>BOD 9AM</i> <i>Grievance 3PM</i>	14	15	16	17
18	19	20	21	22	23	24
25	26 <i>MLS Committee</i> <i>3:30PM</i>	27 <i>Affiliate Council</i> <i>9AM</i>	28	29  Blood Drive 10AM - 4PM	30	