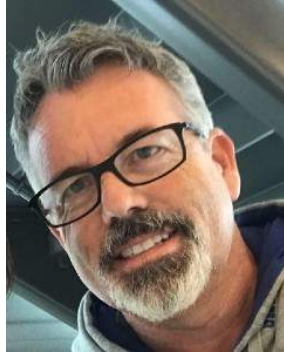


The monthly newsletter of the REALTORS® Association of Indian River County, Inc.  
3250 67th Street, Vero Beach, FL 32967. Tel: (772) 567-3510 Fax: (772) 778-6490  
E-mail address: [receptionist@rairc.com](mailto:receptionist@rairc.com) Website: <http://www.RAIRC.com>



It's Graduation Season!

What does graduation season mean? Parties. Lots and lots of parties with lots and lots of REALTORS®, because everyone has a REALTOR® in the family or has a friend of the family and in some cases multiple REALTORS® in the family.

Any idea what the conversations were about? You got it! Real Estate!

When at large gatherings, I have a tendency to sit back and listen more than talk and every REALTOR® I know was talking, usually with 3 or 4 gathered around listening intently to the statistics being provided. All that was missing was the Leather Chair and the Fireplace. The amazing thing? All were correct when talking about the Market. Not as much "Peacocking" as I've seen over the years. Just real stats and knowledge.

I had my fair number of conversations about the market, but when I did most were with other Broker/ Owners and our conversations may have been a little different. We talked about how this will end, will it be a crash, is this good for the industry, how will this affect our businesses and the future of our industry.

Our conclusion? **It's just another crazy day in paradise.**

*Mike Lafferty*  
RAIRC 2021 President



## Candidate Forum

Thursday, June 17<sup>th</sup>  
Call to Order at 10:00 AM

The introduction of the candidates will be Thursday, June 17<sup>th</sup> at 10:00 AM. The polls will open following the adjournment of this meeting and will remain open until 10:00 AM on Thursday, July 15<sup>th</sup>. The election results will be announced prior to the adjournment of the Thursday, July 15<sup>th</sup> Annual Meeting.

The Forum will be held at the Association and limited to 55 REALTORS®.

*Face coverings are optional within the Association building. Social distancing will remain in place until further notice. Please cancel your registration if you are not feeling well.*



## Look What's Inside!

- Page 2: Education Update
- Page 4: Membership News
- Page 6: Government Affairs Update
- Page 8: MeLS Corner

**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.
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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 31 REALTORS®:

**Thursday, June 3<sup>rd</sup>*****Core Law - Avoiding the Danger Zone***

9 AM – 12 Noon (3 CEU's)

***Code of Ethics***

1 PM – 4 PM (3 CEU's)

Instructed By: Gonzalo Mejia

**Deadline: Tuesday, June 1<sup>st</sup> by 11:59 (Midnight)****Tuesday, June 8<sup>th</sup>*****Become A Social Media Superstar***

1 PM – 5 PM (4 CEU's)

Instructed By: Craig Grant

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RAIRC is offering virtual CE credit courses!

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**Deadline: Tuesday, June 22<sup>nd</sup> by 11:59 (Midnight)**

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(772) 913-5368 cell | Adam@PreussAppraisals.com

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Adam B. Preuss, MAI, Cert. Appraiser

# AFFILIATE Spotlight



**Mary Cone**  
**Vice President of Residential Lending**  
**Marine Bank & Trust Company**

Mary Cone, Vice President of Residential Lending has been with Marine Bank & Trust Company since June 1997. During her banking career, which began in August 1968, she has held numerous banking positions. She has specialized in the residential/consumer lending area for the past 33 years offering both conventional and jumbo residential loan products. She is very actively involved in the community and currently serves as the Indian River Co-Chairperson of the Treasure Coast Builders Association, Committee Member and Past Chairperson of the Indian River County Chamber of Commerce Ambassador Committee, Past Co-Chairperson of the Indian River County United Way, Co-Chairperson of the Indian River Lending Consortium, and past Chairperson of the REALTORS® Association of IRC's Affiliate Committee. She also serves on Representative Bill Posey's Small Business Advisory Council.

Mary has been a member of the REALTORS® Association of Indian River County since 1985 and has sponsored numerous Board activities over the years. For her dedication to the Association, she was recognized in 1996 and 2017 as the REALTORS® Association Affiliate of the Year.

She is a native Floridian and has resided in Indian River County since 1991. Mary has a very broad and through understanding of all aspects of the real estate market and Indian River/Brevard County communities.

Marine Bank & Trust Company offers a full range of mortgage services to their clients:

- FNMA and Freddie Mac Conventional Mortgages
- Portfolio Mortgages
- Jumbo Mortgages
- FHA/VA Loans Products
- Construction/Permanent Mortgages with one-time closing
- Lot Loans
- Bridge Loans
- Cross-Collateralization Loans

Marine Bank & Trust Company was chartered in 1997 and has \$477 million in assets with four full-service branches in Vero Beach, Sebastian and Melbourne. As the only community bank headquartered in Indian River County, the Bank's growth is attributed to clients choosing to bank locally. The Bank has earned a 5-start Superior rating from Bauer Financial, the nation's premier bank rating firm and is an active supporter of community activities.

**Marine Bank & Trust Company**

NMLS #646660

571 Beachland Blvd

Vero Beach, Florida 32963

Phone: (772) 231-8218

[mccone@marinebank.bank](mailto:mccone@marinebank.bank)



**New REALTORS®**

Jennifer Draper – Listed.com, Inc.  
 Paul Pacitti – Jason Mitchell Real Estate  
 Phil Sunkel – Premier Estate Properties  
 Nial Ingerto – Rardin Real Estate  
 Christie Tanner – One Sotheby's Int'l Realty  
 Daniel Carp – Independence Realty of America  
 Debe Stiles – Dale Sorensen Real Estate  
 Edda Thors – EXP Realty, LLC  
 Mason Woody – Alex MacWilliam Inc  
 Amanda Hope – Orchid Island Realty  
 Gary Sutcliffe – One Sotheby's Int'l Realty  
 Daniel Campbell – EXP Realty, LLC  
 Phillip Wade – Dalton Wade, Inc  
 Judi Fleek – Coldwell Banker Paradise  
 Andrew Pensch – EXP Realty, LLC  
 Elly Marshall – One Sotheby's Int'l Realty  
 Joey Shakley – One Sotheby's Int'l Realty  
 Carin Phillips – RE/MAX Crown Realty  
 Kelly McPherson – Daley & Company  
 Alex Westover – Dale Sorensen Real Estate  
 Sean Filsoof – Keller Williams Realty of Vero  
 Cynthia Callander – One Sotheby's Int'l Realty  
 Diane Field – One Sotheby's Int'l Realty  
 Will Phillips – Florida Property Brokers  
 Alexander Colon Figueroa – Keller Williams Realty of Vero  
 Brittany Colon Figueroa – Keller Williams Realty of Vero  
 Chassidy Stinson – Florida Property Brokers

**New REALTORS®**

Lisa Cataline – Coldwell Banker Paradise  
 Stacy Vaglivielo – Florida East Coast Appraisers

**New Offices**

Dalton Wade, Inc  
 Florida Property Brokers  
 Florida East Coast Appraisers

**New Affiliates**

Andrea Ward – Vero Beach Inn & Suites

**On the Move**

Travis Welsh from Joseph's Premier to Dale Sorensen RE

**Sorry to See You Go**

Side Real Estate  
 Bernadette Sobanko – Dale Sorensen Real Estate  
 Shelly Caldwell – The Moorings Realty Sales  
 Donna Williford – One Sotheby's Int'l Realty  
 Don Pingaro – Side Real Estate  
 Alexis Rollinger Williams – Keller Williams Realty of Vero  
 Kyle Bradfield – AAA Auto Club – Insurance

**Other Changes & Misc**

Hannah Russell is now Hannah Baker – Dale Sorensen RE

**Membership Counts**

**REALTORS® – 1,176, Affiliates - 62**

# Let Us WELCOME You Home



Katherine LaLime  
 AVP, Residential Lender  
 NMLS 683931

At City National Bank, we make your dream home a reality. For all of your residential needs, we have a program that is right for you:

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- FHA and VA Loans
- Portfolio Lending and more .....

With local decision-making, we make the process easy.

**Contact Katherine Karaconstantis LaLime today!**

**Phone:** 772-532-5482  
**Email:** katherine.lalime@citynational.com  
**Web:** KatherineLaLime.com  
**Address:** 2770 Indian River Blvd. Ste 326  
 Vero Beach, FL 32960



Member FDIC  
 16-0052/rev070516  
 Item #14310

citynational.com

 **City National Bank**  
 Bci FINANCIAL GROUP

## Ethics Case Interpretations related to Article 2



### Case #2-13: REALTORS® Buying and Selling to One Another are Still Considered REALTORS®

(Revised Case #9-23 May, 1988. Transferred to Article 2 November, 1994. Cross-reference Case #1-20. Revised May, 2017.)

REALTOR® A owned a home which he listed through his own brokerage firm. The property listing was filed with the MLS of the Association. REALTOR® B called REALTOR® A and told him of his interest in purchasing the home for himself. REALTOR® A suggested a meeting to discuss the matter. The two agreed upon terms and conditions and the property was sold by REALTOR® A to REALTOR® B.

A few months later during hard rains, leakage of the roof occurred with resultant water damage to the interior ceilings and side walls. REALTOR® B had a roofing contractor inspect the roof. The roofing contractor advised REALTOR® B that the roof was defective and advised that only a new roof would prevent future water damage.

REALTOR® B then contacted REALTOR® A and requested that he pay for the new roof. REALTOR® A refused, stating that REALTOR® B had a full opportunity to look at it and inspect it. REALTOR® B then charged REALTOR® A with violation of Articles 1 and 2 of the Code of Ethics by not having disclosed that the roof had defects known to REALTOR® A prior to the time the purchase agreement was executed.

At the subsequent hearing, REALTOR® B outlined his complaint and told the Hearing Panel that at no time during the inspection of the property, or during the negotiations which followed, did REALTOR® A disclose any defect in the roof. REALTOR® B acknowledged that he had walked around the property and had looked at the roof. He had commented to REALTOR® A that the roof looked reasonably good, and REALTOR® A had made no comment. The roofing contractor, REALTOR® B had employed after the leak occurred, told him that there was a basic defect in the way the shingles were laid in the cap of the roof and in the manner in which the metal flashing on the roof had been installed. It was the roofing contractor's opinion that the home's former occupant could not have been unaware of the defective roof or the leakage that would occur during hard rains.

REALTOR® A told the panel that he was participating only to prove that he was not subject to the Code of Ethics while acting as a principal as compared with his acts as an agent on behalf of others. He pointed out that he owned the property and was a principal, and that REALTOR® B had purchased the property for himself as a principal. The panel concluded that the facts showed clearly that REALTOR® A, the seller, did have knowledge that the roof was defective, and had not disclosed it to REALTOR® B, the buyer. Even though a REALTOR® is the owner of a property, when he undertakes to sell that property, he accepts the same obligation to properly represent its condition to members of the public, including REALTORS® who are purchasers in their own name, as he would have if he were acting as the agent of a seller.

The panel concluded that REALTOR® A was in violation of Articles 1 and 2 of the Code.



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 April 2021/2020. The Residential closed sales of single-family detached homes totaled 427 units for April 2021. This compares to a total of 246 units in April 2020. The median price of single-family detached homes sold by members of the REALTORS® Association of Indian River County MLS for April 2021 was \$324,900. This compares to a median price of \$267,000 for April 2020. Current active inventory of residential single-family detached homes total 488 for April 2021. This compares to the active inventory of 1,438 for April 2020.

The Residential closed sales of condominium homes totaled 140 units for April 2021. This compares to a total of 59 units in April 2020. The median price of condominium homes sold by members of the REALTORS® Association of Indian River County MLS for April 2021 was \$207,000. This compares to a median price of \$143,500 for April 2020. Current active inventory of condominium homes total 211 for April 2021. This compares to the active inventory of 559 for April 2020.

Report Prepared on May 18, 2021



## Government Affairs Update

### Florida REALTORS® Win Big in 2021 as Florida Legislature Adjourns

Despite the challenges of a significant budget deficit REALTORS® stood firm this session, protecting their profession and the rights of those they serve. REALTORS® can breathe a sigh of relief over potential COVID-19 lawsuits and cheer for a massive reduction to the state's Business Rent Tax as reported last month.

You can also celebrate the passage of several other issues.

**Nearly \$900 million for the environment** — The Florida Legislature continues to allocate significant amounts of funding for projects that help address Florida's environmental issues. This year's budget includes money for Everglades restoration (\$487 million), beach projects (\$100 million), the Wastewater Grant Program (\$116 million) and the Resilient Florida Grant Program (\$29 million). A total of \$1.08 billion in federal funding through the American Rescue Plan Act of 2021 will also be allocated for environmental programs.

**Curbing rising property insurance costs** — SB76 is a comprehensive property insurance bill that implements several measures to address rising insurance costs within the state. First, it limits the practices that contractors may engage in regarding insurance claims for roof damage. Second, it limits the fees that attorneys representing claimants may receive. Third, it requires policyholders to file claims within three years of a loss. Fourth, it strengthens Florida Office of Insurance Regulation oversight of companies affiliated with Florida property insurers. Finally, it raises the cap on Citizens annual rate increases to a maximum of 15% in 2026. Effective date: 07/01/21.

**Affordable Housing Program Funding** — The total amount available in the State and Local Government Housing Trust Funds this year was \$423 million. Of that amount, lawmakers appropriated \$209.2 million for affordable housing programs.

This year's 50% allocation is the most Florida's affordable housing programs have received in the past 10 years, which is great news. However, the mixed is SB 2512 will permanently divert 50% of the total funds to sea level rise infrastructure and wastewater infrastructure projects, which is distressing to our teachers, firefighters, nurses and other essential workers who rely on these funds to find affordable homes in the communities where they work.

Florida REALTORS® will continue to advocate that these diverted funds be returned to their original intended use, which is 100% to housing.

**Preventing unlicensed real estate activity** — The Legislature allocated up to \$500,000 to combat unlicensed real estate activity. Effective date: 07/01/21.

**Key appointments/reappointments to real estate boards/commissions** — The Florida Senate unanimously confirmed several REALTORS, appraisers and a former Florida Realtors staff member to the Florida Real Estate Appraisal Board and the Florida Real Estate Commission.

**The Legislature also passed** numerous other bills of interest to Realtors. They include limitations on impact fees, tax breaks for elevated homes, easing burdens on property rights and community association improvements.

### REALTOR® Party Mobile Alerts

RPMA texting platform offers REALTORS® a way to stay connected directly from their phones or tablet.

When a legislative Call For Action is launched, subscribers get a short text message containing information to take action requiring only seconds.

Realtors can sign up for REALTOR® Party Mobile Alerts by texting the word *REALTORS* to 30644.



### CFPB Postpones Tighter Mortgage Rule Until 2022

The Qualified Mortgage (QM) final rule, which would generally make it more difficult for some buyers to get a home loan, was pushed back from July 1, 2021 to October 1, 2022.

The CFPB says it postponed the date "to help ensure access to responsible, affordable mortgage credit, and preserve flexibility for consumers affected by the COVID-19 pandemic."

By following QM rules, banks can sell a home loan in the secondary market, generally Fannie Mae and Freddie Mac. They can then make additional loans to other buyers. As a result, they prefer to make QM loans if they don't plan to hold onto the loan after closing.

Under the statutes, Fannie and Freddie presume that a QM loans was based on the lender's reasonable determination of the homeowner's ability to repay it. This delay in the mandatory compliance date of the QM final rule gives lenders more time to offer QM loans based on a homeowners' debt-to-income (DTI) ratio, and not solely based on certain pricing thresholds.

# Kiss, Bow or Shake Hands: Diversity, Equality, and Inclusion, A Comparison of Cultures



Presented By  
**Terri Morrison**



FloridaRealtors®  
The Voice for Real Estate® in Florida

A FREE virtual program hosted by Florida Realtors® Global Business Committee and Diversity Break Out Group

To register for this Zoom webinar please use this link:  
[floridarealtors.org/kissbowshake](https://floridarealtors.org/kissbowshake)

**1-2 p.m. EST**  
**Friday, June 11**

**IN COOPERATION WITH OUR  
LOCAL BOARD PARTNERS:**

For More Info Please Contact:  
Maria Grulich, Director of Global Business  
[mariag@floridarealtors.org](mailto:mariag@floridarealtors.org)





## MeLS Corner June 2021

RAIRC Multiple Listing Service

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

**Technical Support – Matrix Support** call 1-888-825-5472

*Realist and Matrix Training Tutorials,*

*Realist questions email: [Support@Realist.com](mailto:Support@Realist.com) with details concerning your issue with the tax program.*

### MLS Computer Matrix Training Monday, June 7, 2021

#### Stats/Listing Input/eProperty - 10 AM - 12 PM

- **Advanced Stats** - Set of integrated and automatic statistical reports and Report/Display Builder.
- **Listing Input** - Simple listing input, adding and modifying listings, Statistical reports, using tax integration, using image submitter. Admin access.
- **ePropertyWatch** - A program that keeps you in touch with your clients. Home valuation forecast, mortgage information, nearby trends and forecast analytics. Training link in Matrix “News and Alerts”

#### Realist Tax - 1:30 - 3:30 PM

- Customized public record/tax solution that is integrated with web-based MLS. Manual training guide in Help tab in Matrix.

For the Matrix and Realist Training Guides, go to the Help tab located under your name in the drop down on the right-hand corner of the home page in Matrix.

### Listing Procedures of the MLS – Section 1

- The Listing Procedures are as follow: *Listings of properties of the following types which are listed subject to a real estate broker’s license within Indian River County taken by Participants on an exclusive right to sell listing form must be delivered to the Multiple Listing Service **within 1 business day**, excluding weekends and holidays, after all necessary signatures have been obtained.*

- The exclusive right to sell listing is the conventional form of listing submitted to the Multiple Listing Service in that the seller authorizes the listing broker to cooperate with and to compensate other brokers. Review Section 9.3 Fines # 1 MLS Rules and Regulations can be found in the Matrix under Association Links.

### Reporting Selling Agent Information in Sold Data

It is important when reporting your listing "Sold" in RAIRC MLS, to correctly report the selling agent/office. Requests for correction in this field are common. It is the responsibility of the listing agent/office to report the data correctly. To look up an agent's ID in Matrix use the feature in Matrix "FIND AN AGENT" or Find a Co-List Agent” function, this will bring up a search. Enter the last name or first, then select "FILL" and member's data will automatically be entered along with their current office. ONLY if you do not find their name or office, should you enter NMLS for a Non-MLS selling agent. If you have questions, please contact RAIRC MLS Staff. ***If sold data is entered incorrectly a Letter of Warning will be applied for false information in mandatory fields.***

### MLS Rules and Regulations Revision to Section 9.3 Fines #15

Recently approved by the MLS Committee effective June 1<sup>st</sup> to be added to the MLS Rules and Regulations of Section 9.3 Fines: *For failing to have the required paperwork (listing agreement, addendum, written authorization) for entering a listing, listing status, a change in status, price change, extension, or change in terms on the original listing, the listing participant (s) shall be assessed \$1,000.00. MLS Participant will be required to appear before the MLS Committee after the second offense.*

### How to Correct the Map Locator Pin in Matrix

In order to correct the location of the pin on the listing parcel map that is showing the location of your property, you must refresh the map using the (3) choices, update map, get latitude and longitude from the address or set latitude and longitude manually. Changing the address on the listing will not update the map. If your listing is in the wrong location a warning will appear. To modify your listing, click on Get Latitude/Longitude from address, this will update the lat/long in the listing information and correct the map, click save and submit. Recheck to make sure it is now in the correct location to avoid any reported MLS violations.

### 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 9.3 #14**



## Attention SentiLock Users!

The SentiCard, while innovative at the time of introduction, is a technology that is reaching the end of its life cycle.

**ALL SENTRICARDS WILL BE DEACTIVATED ON THURSDAY, AUGUST 5, 2021. RAIRC MEMBERS WILL TRANSITION TO APP EXCLUSIVE.**

RAIRC is requesting all SentiCards to be turned in to the Association no later than Wednesday, August 4, 2021. In exchange, you will receive \$5.00 off of your next lockbox purchase.

## SentriKey Real Estate App Training:

Sentrikey Real Estate App School:  
<https://www.sentrilock.com/sentrikey-real-estate-app-school/>

OR

Schedule a one-on-one training appointment with Samantha at the Association - 772-567-3510



# WHAT'S APP'ENING!



For further questions, please contact Samantha at [Receptionist@airc.com](mailto:Receptionist@airc.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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#### **Core Law - Avoiding the Danger Zone**

9 AM – 12 Noon (3 CEU's)

#### **Code of Ethics**

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Instructed By: Gonzalo Mejia

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9 AM – 1 PM (4 CEU's)

Instructed By: Jules Giordano

**Deadline: Tuesday, June 22<sup>nd</sup> by 11:59 (Midnight)**





# June 2021



Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1 <i>Habitat Task Force 9:00AM</i>	2 <b>MLS-Only Orientation 1:30 - 3:45 PM</b>	3 <b>Core Law 9AM - 12PM Code of Ethics 1 - 4PM</b>	4 <i>GAC 8:30AM</i>	5
6	7 <b>MLS Training: Listing Input/eProp 10AM - 12PM Realist 1:30PM - 3:30PM</b>	8 <b>Social Media Superstar 1 - 5PM</b>	9	10	11 <b>Virtual Zoom - Diversity Workshop (FR) 1 - 2PM</b>	12
13	14	15 <i>BOD 9AM Grievance 3PM</i>	16	17 <b>Candidate Forum 10 AM</b>	18	19
20 	21	22 <b>Virtual Zoom - Market Rebound 9AM - 12PM</b>	23	24 <b>Virtual Zoom - Preparing a Listing Contract 9AM - 1PM</b>	25	26
27	28	29	30			



# July 2021



Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1	2	3
4 <i>happy 4<sup>th</sup> of July</i>	5 <b>RAIRC Closed</b>	6	7	8	9 <i>GAC 8:30AM</i>	10
11	12 <b>MLS Training:</b> Basic 10AM - 12PM Listing Input/eProp 1:30PM - 3:30PM	13 <i>BOD 9AM</i> <i>Grievance 4PM</i>	14	15 <b>Annual Habitat Auction 5-7PM</b>	16	17
18	19	20 <b>Technology Toolbox</b> <b>1 - 5PM</b>	21	22 <b>Foundations of FS</b> <b>10AM - 12PM</b> <b>Optimizing Workflow w/ FS 1 - 3PM</b>	23	24
25	26 <i>MLS Committee</i> <i>3:30PM</i>	27	28	29	30	31

## SPONSORSHIP OPPORTUNITIES

# "BATTLE OF THE REALTORS"

Compete in a head to head bowling competition against other real estate professionals while raising money for homeless children in our community!

### PRESENTING SPONSOR \$2000

- Logo banner at registration table
- Logo on all bowling lane table tents
- Logo on event banner
- Logo on front of all participant t-shirts
- Recognition on social media, website, & e-newsletter

### STRIKE SPONSOR \$500

- Logo on sponsorship banner at event
- Logo on back of all participant t-shirts
- Recognition on social media & website

### SPARE SPONSOR \$250

- Logo on sponsorship banner at event
- Recognition on social media & website

### COMPETE WITH A TEAM OF 4 BOWLERS! \$350

- Teams of four will compete to raise money for Little Birthday Angels, serving homeless children in our community
- Prizes awarded for best team score and best team spirit
- Raffles and silent auctions
- Dinner buffet is included for competing teams
- Logo on participants poster at event

Participation is limited to the real estate industry for this event. Register your team for \$350 by contacting Loretta.

Loretta 772-971-3006

loretta@littlebirthdayangels.org

www.littlebirthdayangels.org

**OCTOBER 14, 2021**  
**5:40PM AT VERO BOWL**

