

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



One of the things I value most is the wonderful life-long friendships and professional relationships that have developed over the years with other REALTORS® and Affiliate partners. My REALTOR® friends and Affiliates are an integral part of my support system; they are always there to listen, laugh and sometimes even cry with me; they are always willing to lend a hand and provide me with the

guidance and support I need. They always understand our daily grind, the challenges we face, and the importance of working together to ensure a smooth transaction for our buyers and sellers.

Over the past few weeks, I have had the opportunity to speak with several local REALTORS® to discuss the current market and some of the challenges we face daily.

It was reiterated by many that we, as REALTORS®, are no longer being respectful and kind to each other. We are no longer being supportive of our fellow REALTORS® and Affiliates and many are acting in a very unprofessional manner.

In a world where there is so much negativity right now, we need to be kind, respectful and support each other. While some of you are electing not to work with certain agents, by doing so, you are not always acting in your client's best interest.

It is important that we continue to establish and maintain amenable professional relationships and friendships with our fellow REALTORS® and Affiliates to ensure smooth transactions for our clients. All it takes is a little bit of effort. We all have bad days, and we are all busy, but please try to take a few minutes to return calls and texts in a timely manner and provide agents and affiliates with the information they need.

Try making a conscientious effort to always be kind; to develop professional relationships and friendships with your fellow REALTORS® and Affiliates. A little kindness and cooperation will ensure smoother transactions and develop not only lasting professional relationships but also create lasting life-long friendships.

To quote Stephen Quinn, "In a world where you can be anything, be kind!" #bekind, #RAIRC

*Cheryl Goff*

RAIRC 2022 President



### General Membership Meeting

RAIRC Education Center,  
3250 67<sup>th</sup> Street, Vero Beach

**Thursday, March 17<sup>th</sup>**

Lunch served at 12:15 PM

Call to Order at 12:30 PM

#### Speaker:

Helene Caseltine -  
Economic Development Director w/  
IRC Chamber of Commerce

#### Sponsor:

Sheri Reichert - Guaranteed Rate

#### To Register:

Visit [www.RAIRC.com](http://www.RAIRC.com) or call 772-567-3510

#### Registration Deadline:

**Tuesday, March 15<sup>th</sup> by 11:59 PM (Midnight)**

**Registration:** Free Members; \$15 Non-Mbrs

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

**Don't forget to wear your green!**



**Look What's Inside!**



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**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:** Cheryl Goff**President-Elect:** Tim Borden**Vice President:** Kyle Von Kohorn**Secretary-Treasurer:** Maria Fulchini**Past President/Director:** Mike Lafferty**Directors:** Kurt Gradel, Jeff Luther, Scott Oberlink,  
Ralph Santoro, Kristi White & 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 2022 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 31 REALTORS®:**

**Tuesday, March 8<sup>th</sup>**

***Buying vs Renting and Other Millennial Facts***  
 9 AM – 12 Noon (3 CEU's)

***Preparing and Navigating the Listing Contract***

1 PM – 5 PM (4 CEU's)

Instructed By: Carrie Prieto

**Deadline: Sunday, March 6<sup>th</sup> by 11:59 (Midnight)**

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

**Thursday, March 10<sup>th</sup>**

***Be The Change - Fair Housing and You***

10 AM – 12 Noon (2 CEU's)

Instructed By: Gonzalo Mejia

**Deadline: Tuesday, March 8<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

**radius**  
 financial group inc.  
 Making Mortgages Better.

**Gina Melton**  
 Loan Officer - nmls #877888  
 772.205.8880  
 gmelton@radiusgrp.com  
 www.radiusgrp.com/ginamelton

# AFFILIATE *Spotlight*



**Katherine Karaconstantis LaLime**  
**AVP, Mortgage Banker**  
**City National Bank**

Katherine Karaconstantis LaLime has been living and serving the Indian River Community for over 23 years. She is your local lender! With over 36 years of residential financing experience, her passion has always been to serve her clients and referral sources. Katherine's extensive mortgage background truly allows her to understand and meet the financial goals of her clients. She understands the importance of the transaction to all parties involved, thus, allowing her to have helped thousands of clients successfully close on their home purchases, refinances, and construction loans.

Headquartered in Miami, City National Bank (CNB) is the financial institution to which Floridians have turned for more than 75 years. With \$22 billion in assets, CNB is one of the largest community financial institutions based in the state. For more than 75 years, City National Bank has helped clients realize their dreams of homeownership, whatever they may be, wherever they may take them. We are a full-service bank with branches from Miami to Orlando, as well as offices in Tampa and Sarasota. It's all about solutions at City National Bank. We tailor the Home Mortgage to fit the borrower's needs. At City National Bank, "Solution-Driven" Lending means each loan is underwritten locally.

Combining Katherine's lending experience and the diverse product and programs of City National has

been a win-win for her clients and real estate partners. Our portfolio lending options include enhanced programs for Professionals, Foreign Nationals, properties titled in the name of an LLC or Corporation and liquidity underwriting. Throughout her career, Katherine has held almost every position known to the industry including processor, underwriter, operations, and sales manager. It is through these roles that she formulated her knowledge and experience allowing her greater insight into reviewing borrower documentation, ensuring they are in the best program to fit their needs and close on their loan. Katherine's number one goal is to make the home buying experience an enjoyable one.

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

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

No matter what type of loan a buyer is in the market for, Katherine Karaconstantis LaLime is an exceptional lender who will match a buyer with the best loan program tailored to their needs.

### **City National Bank**

2770 Indian River Blvd. Ste 326

Vero Beach, FL 32960

Mobile Phone: 772-532-5482

Katherine.LaLime@citynational.com

<https://citynationalbank.mymortgage-online.com/KatherineLaLime.html>







### New REALTORS®

Susan Filebark – One Sotheby's Int'l Realty  
 Cassy West – One Sotheby's Int'l Realty  
 Tammy Mullen – Coldwell Banker Paradise  
 Donald Langdon – Douglas Elliman Florida LLC  
 Alex Arteaga – RE/MAX Crown Realty  
 Bernedette Summers Brown – Alex MacWilliam, Inc  
 Tim Burklew – Dale Sorensen Real Estate  
 Cynthia Fitzpatrick – Mac Evoy Real Estate Co  
 Vicki Higgins – Dale Sorensen Real Estate  
 Michael Vellequette – Keller Williams Realty of VB  
 Michael Spillane – Keller Williams Realty of VB  
 Patricia Pitts – Proctor Kennedy Properties LLC  
 Gracie Martin – Dale Sorensen Real Estate

### New Offices

Douglas Elliman Florida LLC

### New Affiliates

Brian Trabue – Indian River Junk Removal  
 Felix Gutierrez – Total Mortgage Services  
 Vanessa Sticker – Accurate Home Inspections  
 Freddie Bass – Freddie's Tree Service  
 Mahal Lacy – Seacoast Bank

### Welcome Back

Mariela Sanchez – Action Realty LLC

### On the Move

Michael Ott from Daley & Co to One Sotheby's Int'l Realty  
 Joey Schlitt from Keller Williams to Douglas Elliman Florida  
 Joseph O'Neill from Keller Williams to Douglas Elliman Florida  
 Chris Mickley from Keller Williams to Douglas Elliman Florida  
 Roger Fox from Sally Daley to Douglas Elliman Florida  
 Mazie Regan from Sally Daley to Douglas Elliman Florida  
 Carly Witteck from Sally Daley to Douglas Elliman Florida

### Sorry to See You Go

Daria Verola – Dale Sorensen Real Estate  
 Stephanie Tuorto – Dale Sorensen Real Estate  
 Gloria Galley-Scenti – Dale Sorensen Real Estate  
 Joey Beasock – Alex MacWilliam, Inc.

### Other Changes & Misc

Nicole Mason is now Nicole Pulcini, w/ Compass Florida

## Membership Counts



**REALTORS® - 1,191**  
**Affiliates - 71**

**SAVE 25%**  
 on your real estate education  
 through the month of March

PROMO CODE  
**MAR25**

The CE Shop

Over 30 years of Florida  
 pest control experience

**SANDPIPER  
 PEST CONTROL**

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

## Ethics Case Interpretations related to Article 13



### Case #13-3: REALTOR®'s Obligation to Recommend Counsel When Needed

(Reaffirmed Case #17-3 May, 1988. Transferred to Article 13 November, 1994. Revised May, 2017.)

REALTOR® A was the listing broker for 25 acres of land owned by Client B. Shortly after REALTOR® A's sign was placed upon the property, Customer C called REALTOR® A and expressed interest in purchasing the property. After inspecting the property, Customer C made a full price offer. Surprised, Client B prepared a counter-offer at a higher price. A realized that he might have a legal claim for commission from Client B, but not wishing to jeopardize their relationship, agreed that he would go back to Customer C and attempt to negotiate a higher price. Upon being informed of the property owner's change of mind and his requested higher price for the property, Customer C became upset and indicated his intent to consult his attorney to determine if he could force the seller to go through with the sales transaction at the price for which it had been originally offered. At this point REALTOR® A advised Customer C that, in his opinion, litigation would be lengthy and expensive and that in the final analysis the sale could not be enforced. On the basis of REALTOR® A's advice Customer C agreed to the higher price, and the transaction was consummated. Shortly after, Customer C complained to the Association of REALTORS® that REALTOR® A had provided bad advice to him. The Professional Standards Administrator referred the complaint to the Grievance Committee, which determined that a hearing should be held and referred the matter back to the Administrator to arrange such a hearing.

At the hearing, Customer C outlined his complaint to the Hearing Panel of the Professional Standards Committee. He indicated that he had intended to consult his attorney, however, because of the persuasive personality of REALTOR® A and REALTOR® A's assurance that legal action would be an exercise in futility, he had not done so.

REALTOR® A advised the panel that he had told Customer C that he could consult his attorney, but that, in his opinion, it would be a waste of time. He defended what he had told Customer C stating that it was only his opinion, not intended as a conclusive statement of law, and, in fact, was a correct statement under the law of the state. The panel concluded that REALTOR® A, in pointing out the fact that legal action

was likely to be time consuming and expensive, was stating a practical circumstance which Customer C should consider and was proper. The panel further concluded that the expression of an opinion as to the probable outcome of the case was not an "unauthorized practice of law" within the meaning of Article 13.

However, the panel noted that a REALTOR® is obligated to "recommend that legal counsel be obtained when the interest of any party to the transaction requires it."

In this case, REALTOR® A was aware that the interest of Customer C required a legal opinion as to whether Customer C could compel Client B to convey title to the property and did not intend his personal opinion to represent a "statement of law" upon which Customer C could rely. Accordingly, REALTOR® A was obligated to affirmatively recommend that Customer C consult his attorney to definitively establish the legal rights in question.

Having failed to make such a recommendation, REALTOR® A was in violation of Article 13.



### 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 2022 /2021. The Residential closed sales of single-family detached homes totaled 225 units for January 2022. This compares to a total of 229 units in January 2021. The median price of single-family detached homes sold by members of the REALTORS® Association of Indian River County MLS for January 2022 was \$355,500. This compares to a median price of \$293,000 for January 2021. Current active inventory of residential single-family detached homes total 358 for January 2022. This compares to the active inventory of 619 for January 2021.

The Residential closed sales of condominium homes totaled 65 units for January 2022. This compares to a total of 85 units in January 2021. The median price of condominium homes sold by members of the REALTORS® Association of Indian River County MLS for January 2022 was \$235,000. This compares to a median price of \$190,000 for January 2021. Current active inventory of condominium homes total 82 for January 2022. This compares to the active inventory of 322 for January 2021.

Report Prepared on February 20, 2022





## Government Affairs Update

### Florida Realtors visit Tallahassee for GARD

In early February, REALTORS® spent several days in Tallahassee meeting lawmakers and making the REALTOR® voice heard in the halls of the Capitol during Great American REALTOR® Days (GARD) 2022.

The annual REALTOR® visit to the state capital gives REALTORS® a chance to discuss homeowner and industry needs to elected representatives – and it gives lawmakers in the House and Senate a chance to understand what’s happening at the grassroots level and the importance of change to make the industry even stronger.

The RAIRC group were active, meeting with Sen. Debbie Mayfield (pictured below) and with Rep. Erin Grall. The meetings allowed RAIRC to discuss the top legislative priorities Florida REALTORS® actively supports this year, focusing on initiatives that support Hometown Heroes and affordable housing options, keep home insurance available & affordable, promote water quality & environmental funding, protect private property rights, and promote transparent condo reforms.



Pictured left to right: Troy Greenawalt; Robenson Juste; Michael Nottage, GAC Chair; Hollier Billero Buldo; Mike Lafferty, Past Pres; Andrew Harper; Michael Armstrong, Sen. Debbie Mayfield; Rob MacCallum; Carol Hawk, CEO; Tim Borden, Pres-Elect; Cheryl Goff, Pres; Ralph Santoro; Jennifer Bailey, RPAC Chair.

### 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.



### Top Issues for 2022 Florida Legislative Session

Here are the top issues Florida REALTORS® will be watching closely during the 2022 Florida Legislative Session.

#### *Hometown Heroes & Affordable Housing*

– the housing program (SB 788) would offer zero-interest loans and help with down payments & closing costs to front-line & emergency workers; the proposed amendment (HJR 1/SJR 1746) would grant an additional homestead exemption on property owned by specified critical public services workforce such as teachers, firefighters, and law enforcement officers; continue to support funding for SHIP and SAIL.

*Rising Property Insurance Costs* – as legislation from 2021 reforms continue working their way through the insurance industry, FR will be monitoring other factors impacting rates such as cost drivers and changing underwriting guidelines, and continue to support sensible legislation that balances the need for property insurance relief with measures that ensure Florida's insurance industry remains healthy and competitive

*Water Quality and Environmental Funding* - continue to support state funding to help preserve & protect critical water areas and resources, legislation that addresses the escalating problem of rising sea levels and funding efforts regarding blue-green algae, and monitor legislation regarding septic tanks to balance property rights and water quality improvements.

*Private Property Rights* - continue to take action to protect private property rights such as the ability to rent your home, monitor short-term rental ordinances including licensing, mandatory inspections & guest restrictions, and support legislation that creates a statewide, uniform system of regulations for vacation rentals and that applies to all residential properties.

*Condominium Reforms* - FR staff stand ready to provide input and guidance related to the construction, maintenance and daily operations of condominiums from both a REALTOR® and property owner's perspective, and advocate for greater transparency in the management of community associations to ensure their residents and visitors are safe.







*For more photos from the February GMM, please follow us on Facebook!*



## MeLS Corner

March 2022

RAIRC Multiple Listing Service

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

**Matrix Support - 1-888-825-5472**

*Realtor and Matrix Training Tutorials,  
Realtor questions email: [Support@Realtor.com](mailto:Support@Realtor.com) with details  
concerning your issue with the tax program.*

### MLS Computer Matrix Training Tuesday, March 22, 2022

#### **Managing Clients and Mastering Searches** **(Matrix 201) - 9:00 AM - 11:00 AM**

*Topics that will be covered in this class will be:*

- a.) Adding/Editing Clients
- b.) OneHome Portal
- c.) Carts and Concierge
- d.) Adding/Editing Searches
- e.) Favorite and Speedbar Searches

#### **CMA's and Realtor/Public Records Searching** **(Matrix 301) - 11:30 AM - 1:30 PM**

*Topics that will be covered in this class will be:*

- a.) Creating CMAs with 360 CMA
- b.) Modifying your CMA
- c.) Realtor vs. Public Records
- d.) Report Tabs in Realtor
- e.) Creating Mailing Labels

#### **Basic - The Foundations (Matrix 101) -** **2:30 PM - 4:30 PM**

*Topics that will be covered in this class will be:*

- a.) Homepage Overview
- b.) Searching for Listings
- c.) Printing and Emailing Listings
- d.) Creating an Auto Email
- e.) Introduction to OneHome
- f.) Managing your Information and Settings
- g.) Add/Edit Listings

For the Matrix and Realtor 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.

Please contact the Association office if you would like to register for MLS Training Classes.

### **Bi-Annual MLS Fees**

On Tuesday, March 1, 2022, MLS Fees will be billed and mailed to all Brokers/MLS Participants. The bi-annual MLS fees per user is now **\$207.50** due to a CPI increase. Office Administrators: Brokerages will also be invoiced **\$48.00** per office administrators/personal assistants. Please notify RAIRC immediately if an office admin/personal assistant is no longer with the office. **To avoid the late fee of \$100, please pay before the close of business on Friday, April 1, 2022.**

***All MLS Fees payments must originate from the brokerage. Payments will not be accepted from individual users***

### **Coming Soon Reminder Alerts & Emails**

Agents who have a Coming Soon Listing will receive a courtesy reminder 1 day prior to the available date to show, reminding agents to update the status of the Coming Soon Listing to Active on the Available Date to Show. Agents will receive reminder notices by email as well as an alert pop-up in the News & Alerts section within Matrix. Email reminders will be received by Matrix Alert - Please do not unsubscribe as you will no longer receive the helpful email reminders. Reminder: Coming Soon Listings do not automatically change to Active. Agents must manually submit the Coming Soon Listing to Active on the available date to show. Please see MLS Rules & Regulations, Section 9.3, #14.

### **Matrix 360 CMA**

Matrix 360 CMA is scheduled to go LIVE on Tuesday, March 1, 2022. This new functionality will make it easy for members to quickly create CMAs. The 360 CMA lets you search for comps across all sources and record types at the same time, including active listings, recently sold/off-market listings, and tax records with no corresponding MLS listing. Live Webinars will be available on Wednesday, March 2<sup>nd</sup> at 1:00 PM and Thursday, March 3<sup>rd</sup> at 10:00 AM. A pre-recorded webinar will be available Monday, March 7, 2022. Please see Matrix News & Alerts for more information and to pre-register to attend the LIVE webinars of this new feature being added to Matrix.

### **SentriLock Showing Service - Verify Email & Phone Number**

Have you verified your Email & Phone Number with SentriLock? If not, you may be missing showing requests through the new showing service! Verifying your email & phone number will only need to be completed **one time**. Please visit [www.SentriLock.com](http://www.SentriLock.com) & log-in to verify your email & phone number to begin to receive showing request notifications via text & email. If you need assistance, please see Matrix News & Alerts for step-by-step instructions or you may contact Showing Service Support at 513-618-5814.



# RAIRC REALTOR® STORE

## Open House Accessories

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



## GREAT DEALS

Baseball Hats \$9.50



REALTOR® Logo Magnets \$6.75



REALTOR® Tote Only \$12.50



## Signs, Riders, Stands & More

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



Place your order today! For questions regarding products that we may carry in our REALTOR® Store, please contact Sharon at (772) 567-3510 or email [Receptionist@rairc.com](mailto:Receptionist@rairc.com)!



**CALIBER**  
HOME LOANS



*Alive @ Five*

**THURSDAY, MARCH 3RD**

**Located at American Icon Brewery**



1133 19th Pl, Vero Beach, FL 32960

From 5pm-7pm

Rsvp to RAIRC-772-567-3510

or

Ashley Osteen at [Education@rairc.com](mailto:Education@rairc.com)

There you'll find good food, beverages, prizes &  
photo booth featuring



**Registration Deadline: Friday, February 25th by 5:00pm**



The REALTORS® Association of Indian River County Presents

REALTORS® & Affiliates Night Out

Carvay &  
COCKTAILS

A one night only paint and sip charity event to benefit IRC Habitat For Humanity. You will leave with your very own masterpiece.

Thursday, April 7, 2022

6:00 - 8:00 PM

3250 67th St, Vero Beach, FL 32967

Tickets: \$125 per person

Payable by cash, check or credit card  
(Online or in-person - Visa or MC only)

Beer, Wine & a Charcuterie Station will be served.

Registration Deadline:  
Thursday, March 31st by 5:00 PM





**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

***REALTORS® and Affiliates Night Out: Canvas and Cocktails***  
**Thursday, April 7, 2022 – 6:00 – 8:00 PM – RAIRC**

**Sponsorship Form**

Sponsorship Name (as it should appear in print) \_\_\_\_\_

Sponsor Contact/Title \_\_\_\_\_

Contact Phone Number \_\_\_\_\_ Email \_\_\_\_\_

Address, City, Zip \_\_\_\_\_

**Sponsorship:**

Yes, sign me up right away! I would love to support this great cause.

\_\_\_ **Van Gogh Sponsor**                      **\$500 (See attached letter for details)**

\_\_\_ **Picasso Sponsor**                      **\$250 (See attached letter for details)**

Please note: **The deadline for sponsors is Friday, March 25, 2022.**

**Payment:** Please submit this form and enclose a check payable to ‘RAIRC’

Signature of Company Representative: \_\_\_\_\_

Print Name: \_\_\_\_\_ Date: \_\_\_\_\_

**If you are interested in participating in the event, please fill out the form below:**

Participation fee is **\$125** / participant

**Individual:** Yes / No

**Group\*:** Yes / No

*\*We will try our best to accommodate group registrations during this event.*

Name: \_\_\_\_\_ Name: \_\_\_\_\_

Name: \_\_\_\_\_ Name: \_\_\_\_\_

Address: \_\_\_\_\_ City, ST Zip \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

By signing the application, I, for myself, my executors, administrators and assigns, do hereby discharge and release RAIRC & all cooperating businesses and organizations from all claims or damages, actions, & whatsoever, in any manner arising or growing out of my participation in this event. I also give my full permission to use my name and photograph in connection with this event.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Please return this form with check payable to RAIRC to:**  
**RAIRC, 3250 67<sup>th</sup> Street, Vero Beach, FL 32967**





## 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.



The following courses will be held at the Association and limited to 31 REALTORS®:

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#### ***Buying vs Renting and Other Millennial Facts***

9 AM – 12 Noon (3 CEU's)

#### ***Preparing and Navigating the Listing Contract***

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Instructed By: Carrie Prieto

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**PREUSSAPPRAISALS.COM**  
(772) 913-5368 cell | [Adam@PreussAppraisals.com](mailto:Adam@PreussAppraisals.com)

Residential • Commercial  
**ADAM PREUSS APPRAISAL SERVICES, Inc.**

**KNOWLEDGE  
EXPERIENCE  
INTEGRITY  
TRUST**

THE DESIGNATED DIFFERENCE  
IN REAL ESTATE VALUATION

Appraisal Institute  
**MAI**  
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NATIONAL ASSOCIATION of REALTORS®

When conducting a showing, you and your client's safety is top priority at all times. Pay close attention to your surroundings, check for potential threats and make sure you have an exit strategy, if needed.


**REALTOR SAFETY PROGRAM**

For more safety tips from NAR, visit [NAR.realtor/safety](http://NAR.realtor/safety)



# March 2022



Sun	Mon	Tue	Wed	Thu	Fri	Sat
		<b>1</b> <b>Core Law</b> <b>9AM - 12PM</b> <b>Code of Ethics</b> <b>1 - 4PM</b>	<b>2</b>	<b>3</b> <b>Alive @ 5:</b> <b>American Icon</b> <b>Brewery</b>	<b>4</b> <i>GAC 8:30AM</i> <i>Habitat 10:00AM</i>	<b>5</b>
<b>6</b>	<b>7</b>	<b>8</b> <b>Buy vs. Rent</b> <b>9AM - 12PM</b> <b>Prepare a Listing</b> <b>Contract 1 - 5PM</b>	<b>9</b>	<b>10</b> <b>Virtual:</b> <b>Fair Housing</b> <b>10AM - 12PM</b>	<b>11</b>	<b>12</b>
<b>13</b> 	<b>14</b>	<b>15</b> <i>Grievance 3PM</i>	<b>16</b> <i>BOD 9AM</i>	<b>17</b> <b>GMM 12:15PM</b> 	<b>18</b>	<b>19</b>
<b>20</b> 	<b>21</b>	<b>22</b> <b>MLS Training:</b> <b>Manage Clients</b> <b>9 - 11AM</b> <b>CMA/Realist</b> <b>11:30AM - 1:30PM</b> <b>Basic 2:30 - 4:30PM</b>	<b>23</b>	<b>24</b>	<b>25</b> <i>MLS Committee</i> <i>9:00AM</i>	<b>26</b>
<b>27</b>	<b>28</b>	<b>29</b>	<b>30</b>	<b>31</b> <b>Orientation</b> <b>8:45AM - 4PM</b>		





# April 2022



Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1 GAC 8:30AM	2
3	4	5	6	7 Canvas & Cocktails 6 - 8PM	8	9
10	11	12 Affiliate Council 9AM	13 Complete Credit 9AM - 12PM Know Your #s 1 - 4PM	14	15 CLOSED FOR GOOD FRIDAY	16
17 	18	19 BOD 9AM Grievance 3PM	20 MLS-Only Orientation 10:00AM - 12:30PM	21 GMM 12:15PM	22	23
24	25	26 <b>MLS Training:</b> CMA/Realist 9 - 11A MLS-Touch/eProp/ Stats 11:30A - 1:30P Add/Edit 2:30-4:30P	27	28	29 MLS Committee 9:00AM  Blood Drive 10AM - 3PM	30