

White Mountain Association of REALTORS® - 2018 Education Schedule

| Date              | Day of the Week | Time             | Type        | Location            | Course  | Instructor            | CE Hrs.                                      | Provider |
|-------------------|-----------------|------------------|-------------|---------------------|---|-----------------------|--|----------|
| January 10, 2018  | Wednesday       | 9:00am - 1:00pm  | On Location | WMAR ED ROOM        | New Member Orientation  | Chuck Teetsel         | N/A  | WMAR     |
| January 16, 2018  | Tuesday         | 9:00am - 4:00pm  | On Location | WMAR ED ROOM        | FLEX MLS WINTER LEARN-A-THON  | Nikki Baldwin         | N/A  | WMAR     |
| January 17, 2018  | Wednesday       | 9:00am - 3:15pm  | On Location | WMAR ED ROOM        | FLEX MLS WINTER LEARN-A-THON  | Nikki Baldwin         | N/A  | WMAR     |
| January 18, 2018  | Thursday        | 8:30am - 11:30am | On Location | WMAR ED ROOM        | FLEX MLS WINTER LEARN-A-THON  | Nikki Baldwin         | N/A  | WMAR     |
| January 30, 2018  | Tuesday         | 9:00am - 12:00pm | Live Stream | WMAR ED ROOM        | The AAR Residential Purchase Contract - Backwards and Forwards      | Gary Nelson           | 3 - Contract                                 | AAR      |
| January 30, 2018  | Tuesday         | 1:00pm - 4:00pm  | Live Stream | WMAR ED ROOM        | What Your Buyer Doesn't Know Can Hurt You                           | Jesi Wolnik, Esq.     | 3 - Disclosure                               | AAR      |
| February 9, 2018  | Friday          | 9:00am - 12:00pm | Live Stream | WMAR ED ROOM        | CRPM: Fair Housing for the Property Manager                         | Denise Holliday, Esq. | 3 - Fair Housing                             | AAR      |
| February 9, 2018  | Friday          | 1:00pm - 4:00pm  | Live Stream | WMAR ED ROOM        | CRPM: The Anatomy of the AAR Lease Agreement                        | Mike Mulvena          | 3 - Contract                                 | AAR      |
| February 13, 2018 | Tuesday         | 9:00am - 4:00pm  | Live Stream | WMAR ED ROOM        | GRI: Safe Real Estate   | TBA                   |  | AAR      |
| February 15, 2018 | Thursday        | 9:00am - 1:00pm  | On Location | WMAR ED ROOM        | New Member Orientation  | Chuck Teetsel         | N/A  | WMAR     |
| February 21, 2018 | Wednesday       | TBA              | On Location | WMAR ED ROOM        | CRS TRAINING - NIKKI MORGAN   | Nikki Morgan          | N/A  | WMAR     |
| February 22, 2018 | Thursday        | TBA              | On Location | WMAR ED ROOM        | CRS TRAINING - NIKKI MORGAN   | Nikki Morgan          | N/A  | WMAR     |
| February 27, 2018 | Tuesday         | 9:00am - 12:00pm | Live Stream | WMAR ED ROOM        | CE Class: Agency  | Mandy Neat            | 3 - Agency                                   | AAR      |
| February 27, 2018 | Tuesday         | 1:00pm - 4:00pm  | Live Stream | WMAR ED ROOM        | CE Class: Fair Housing  | Paula Monthofer       | 3 - Fair Housing                             | AAR      |
| February 28, 2018 | Wednesday       | 11:30am - 1:00pm | On Location | SHOW LOW CAFÉ       | Lunch & Learn - USDA 502 Bryant Herrera - Show Low Café             | Bryant Herrera        | N/A  | WMAR     |
| March 8, 2018     | Tuesday         | 9:00am - 4:00pm  | Live Stream | WMAR ED ROOM        | rCRMS: Employment, Agency & The Standard of Care                    | Mary Frances Coleman  | 3 - Agency /<br>3 - Commissioner's Standards | AAR      |
| March 13, 2018    | Tuesday         | 9:00am - 1:00pm  | On Location | WMAR ED ROOM        | New Member Orientation  | Chuck Teetsel         | N/A  | WMAR     |
| March 14, 2018    | Wednesday       | 9:00am - 4:00pm  | On Location | WMAR ED ROOM        | GRI: THE CONTRACT CLASS - ANDY ISREAL                               | Andy Isreal           |  | WMAR     |
| March 15, 2018    | Thursday        | 9:00am - 4:00pm  | On Location | WMAR ED ROOM        | GRI: THE CONTRACT CLASS - ANDY ISREAL                               | Andy Isreal           |  | WMAR     |
| March 27, 2018    | Tuesday         | 9:00am - 12:00pm | Live Stream | WMAR ED ROOM        | CE Class: Legal Issues  | Mary Frances Coleman  | 3 - Legal Issues                             | AAR      |
| March 27, 2018    | Tuesday         | 1:00pm - 4:00pm  | Live Stream | WMAR ED ROOM        | CE Class: Commissioner's Standards                                  | Mary Frances Coleman  | 3 - Commissioner's Standards                 | AAR      |
| April 25, 2018    | Wednesday       | 9:00am - 1:00pm  | On Location | WMAR ED ROOM        | New Member Orientation  | Chuck Teetsel         | N/A  | WMAR     |
| April 13, 2018    | Friday          | 9:00am - 12:00pm | Live Stream | WMAR ED ROOM        | CRPM: AAR's Residential Lease Owner's Property Disclosure Statement | TBA                   | TBA  | AAR      |
| April 13, 2018    | Friday          | 1:00pm - 4:00pm  | Live Stream | WMAR ED ROOM        | CRPM: How to Evict a Tenant   | TBA                   | TBA  | AAR      |
| April 17, 2018    | Tuesday         | 9:00am - 4:00pm  | Live Stream | WMAR ED ROOM        | GRI: Effective Strategies - POSTPONED                               | TBA                   | TBA  | AAR      |
| April 19, 2018    | Thursday        | 9:00am - 12:00pm | On Location | WMAR ED ROOM        | Mastering zipForm® with Esign                                       | Jeffrey Raskin        | 3 - Contract Law                             | WMAR     |
| April 19, 2018    | Thursday        | 1:00pm - 4:00pm  | On Location | WMAR ED ROOM        | The Ultimate Real Estate Paperless Office                           | Jeffrey Raskin        | 3 - Contract Law                             | WMAR     |
| April 24, 2018    | Tuesday         | 9:00am - 12:00pm | Live Stream | WMAR ED ROOM        | CE Class: Contract  | TBA                   | TBA  | AAR      |
| April 24, 2018    | Tuesday         | 1:00pm - 4:00pm  | Live Stream | WMAR ED ROOM        | CE Class: Disclosure  | TBA                   | TBA  | AAR      |
| April 26, 2018    | Thursday        | 8:00am - 6:00pm  | On Location | C21 High Country-SL | BROKER MANAGEMENT CLINIC - Robin Jaeger                             | Robin Jaeger          |  | WMAR     |
| May 8, 2018       | Tuesday         | 9:00am - 12:00pm | Live Stream | WMAR ED ROOM        | CE Class: Agency - CANCELLED  | TBA                   | TBA  | AAR      |
| May 8, 2018       | Tuesday         | 1:00pm - 4:00pm  | Live Stream | WMAR ED ROOM        | CE Class: Fair Housing - CANCELLED                                  | TBA                   | TBA  | AAR      |
| May 9, 2018       | Wednesday       | 9:00am - 4:00pm  | On Location | WMAR ED ROOM        | GRI: RISK MANAGEMENT - Marge Lindsay                                |                       |  | WMAR     |
| May 10, 2018      | Thursday        | 9:00am - 4:00pm  | On Location | WMAR ED ROOM        | GRI: RISK MANAGEMENT - Marge Lindsay                                |                       |  | WMAR     |
| May 11, 2018      | Friday          | 9:00am - 4:00pm  | Live Stream | WMAR ED ROOM        | CRPM: Advanced Property Management Bootcamp                         | TBA                   | TBA  | AAR      |
| May 17, 2018      | Thursday        | 9:00am - 1:00pm  | On Location | WMAR ED ROOM        | New Member Orientation  | Chuck Teetsel         | N/A  | WMAR     |

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|                       |                   |                  |             |                      |   |               |   |      |
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| May 22, 2018          | Tuesday           | 9:00am - 4:00pm  | Live Stream | WMAR ED ROOM         | rCRMS: Disclosure & Due Diligence                     | TBA           | TBA                                       | AAR  |
| June 5, 2018          | Tuesday           | 9:00am - 4:00pm  | Live Stream | WMAR ED ROOM         | GRI: Market Essentials: Property Conditions           | TBA           | TBA                                       | AAR  |
| June 19, 2018         | Tuesday           | 9:00am - 1:00pm  | On Location | WMAR ED ROOM         | New Member Orientation                                | Chuck Teetsel | N/A                                       | WMAR |
| June 26, 2018         | Tuesday           | 9:00am - 12:00pm | Live Stream | WMAR ED ROOM         | CE Class: Commissioner's Standards                    | TBA           | TBA                                       | AAR  |
| June 26, 2018         | Tuesday           | 1:00pm - 4:00pm  | Live Stream | WMAR ED ROOM         | CE Class: Legal Issues                                | TBA           | TBA                                       | AAR  |
| June 27, 2018         | Wednesday         | 9:00am - 4:00pm  | Live Stream | WMAR ED ROOM         | GRI: Effective Strategies - REESCHEDULED FROM 4/17/18 | TBA           | TBA                                       | AAR  |
| June 27, 2018         | Wednesday         | 10:00am - 1:00pm | Live Stream | Ponderosa Room @ NPC | National Code of Ethics                               | Leigh Brown   | None - Meets NAR Biennial COE Requirement | WMAR |
| July 19, 2018         | Thursday          | 9:00am - 1:00pm  | On Location | WMAR ED ROOM         | New Member Orientation                                | Chuck Teetsel | N/A                                       | WMAR |
| July 26-27, 2018      | Thursday & Friday | 9:00am - 4:00pm  | Live Stream | WMAR ED ROOM         | rCRMS: Mastering the Residential Resale Transaction   | TBA           | TBA                                       | AAR  |
| July 31, 2018         | Tuesday           | 9:00am - 12:00pm | Live Stream | WMAR ED ROOM         | CE Class: Contract                                    | TBA           | TBA                                       | AAR  |
| July 31, 2018         | Tuesday           | 1:00pm - 4:00pm  | Live Stream | WMAR ED ROOM         | CE Class: Disclosure                                  | TBA           | TBA                                       | AAR  |
| August 10, 2018       | Friday            | 9:00am - 12:00pm | Live Stream | WMAR ED ROOM         | CRPM: Advanced Property Management Trust Accounting   | TBA           | TBA                                       | AAR  |
| August 10, 2018       | Friday            | 1:00pm - 4:00pm  | Live Stream | WMAR ED ROOM         | CRPM: Case Studies in ARLTA                           | TBA           | TBA                                       | AAR  |
| August 14, 2018       | Tuesday           | 9:00am - 1:00pm  | On Location | WMAR ED ROOM         | New Member Orientation                                | Chuck Teetsel | N/A                                       | WMAR |
| August 16, 2018       | Thursday          | 9:00am - 4:00pm  | Live Stream | WMAR ED ROOM         | GRI: Transaction Technology                           | TBA           | TBA                                       | AAR  |
| August 28, 2018       | Tuesday           | 9:00am - 12:00pm | Live Stream | WMAR ED ROOM         | CE Class: Agency                                      | TBA           | TBA                                       | AAR  |
| August 28, 2018       | Tuesday           | 1:00pm - 4:00pm  | Live Stream | WMAR ED ROOM         | CE Class: Fair Housing                                | TBA           | TBA                                       | AAR  |
| September 11, 2018    | Tuesday           | 9:00am - 4:00pm  | Live Stream | WMAR ED ROOM         | rCRMS: Essential Skills                               | TBA           | TBA                                       | AAR  |
| September 18, 2018    | Tuesday           | 9:00am - 12:00pm | Live Stream | WMAR ED ROOM         | CE Class: Legal Issues                                | TBA           | TBA                                       | AAR  |
| September 18, 2018    | Tuesday           | 1:00pm - 4:00pm  | Live Stream | WMAR ED ROOM         | CE Class: Commissioner's Standards                    | TBA           | TBA                                       | AAR  |
| September 12, 2018    | Wednesday         | 9:00am - 1:00pm  | On Location | WMAR ED ROOM         | New Member Orientation                                | Chuck Teetsel | N/A                                       | WMAR |
| September 20, 2018    | Thursday          | 9:00AM - 4:00PM  | On Location | WMAR ED ROOM         | Tentative - TBA                                       |               |   | WMAR |
| September 24-25, 2018 | Monday & Tuesday  | 9:00am - 4:00pm  | Live Stream | WMAR ED ROOM         | BMC's   | TBA           | TBA                                       | AAR  |
| October 16, 2018      | Tuesday           | 9:00am - 1:00pm  | On Location | WMAR ED ROOM         | New Member Orientation                                | Chuck Teetsel | N/A                                       | WMAR |
| October 17, 2018      | Wednesday         | 9:00AM - 4:00PM  | On Location | WMAR ED ROOM         | rCRMS: FEDERAL LEGAL ISSUES: FRANK DICKENS, RICK MACK |               |   | WMAR |
| October 23, 2018      | Tuesday           | 9:00am - 12:00pm | Live Stream | WMAR ED ROOM         | CE Class: Contract                                    | TBA           | TBA                                       | AAR  |
| October 23, 2018      | Tuesday           | 1:00pm - 4:00pm  | Live Stream | WMAR ED ROOM         | CE Class: Disclosure                                  | TBA           | TBA                                       | AAR  |
| November 9, 2018      | Friday            | 9:00am - 12:00pm | Live Stream | WMAR ED ROOM         | CRPM: Agency in Property Management                   | TBA           | TBA                                       | AAR  |
| November 9, 2018      | Friday            | 1:00pm - 4:00pm  | Live Stream | WMAR ED ROOM         | CRPM: NAR Code of Ethics & Property Management        | TBA           | TBA                                       | AAR  |
| November 14, 2018     | Wednesday         | 9:00am - 1:00pm  | On Location | WMAR ED ROOM         | New Member Orientation                                | Chuck Teetsel | N/A                                       | WMAR |
| November 27, 2018     | Tuesday           | 9:00am - 12:00pm | Live Stream | WMAR ED ROOM         | CE Class: Agency                                      | TBA           | TBA                                       | AAR  |
| November 27, 2018     | Tuesday           | 1:00pm - 4:00pm  | Live Stream | WMAR ED ROOM         | CE Class: Fair Housing                                | TBA           | TBA                                       | AAR  |
| December 5, 2018      | Thursday          | 9:00am - 4:00pm  | Live Stream | WMAR ED ROOM         | rCRMS: Federal Legal Issues                           | TBA           | TBA                                       | AAR  |
| December 6-7, 2018    | Thursday & Friday | 9:00am - 4:00pm  | Live Stream | WMAR ED ROOM         | REBAC: ABR  | TBA           | TBA                                       | AAR  |
| TBD                   | Thursday & Friday | 9:00am - 4:00pm  | Live Stream | WMAR ED ROOM         | GRI: Risk Management                                  | TBA           | TBA                                       | AAR  |

