

FIRST QUARTER

WE PREPARE YOU WITH THE TOOLS AND CONFIDENCE YOU NEED

2026

PROFESSIONAL DEVELOPMENT CATALOG



CONTACT

ANNALISA MORENO
Dir. of Professional Development

annalisa@scottsdalerealtors.org



PROFESSIONAL DEVELOPMENT

2026 | First Quarter - FREE CE



FREE CE: Contracts are in the Details

CE: 3 hours Contract Law

Discover how well-crafted contracts protect clients and facilitate smooth transactions.

Jan. 14 • 1 – 4 pm



FREE CE: New Rules of the Road – NAR Code COE

CE: 3 hours Requirements for Licensees (formerly Commissioner's Standards)

This class fulfills the NAR Code of Ethics requirement.

Jan. 15 • 1 – 4 pm



FREE CE: Credit Reporting & Real Estate Transactions (Virtual)

CE: 3 hours Real Estate Legal Issues

Licensee will better understand the factors that influence a client's credit score/report, Federal law as it relates to credit and impact on financing options.

Jan. 21 • 1 – 4 pm





PROFESSIONAL DEVELOPMENT

2026 | First Quarter - FREE CE



FREE CE: Be Transparent – Arizona Real Estate Disclosure

CE: 3 hours Requirements for Licensees (formerly Commissioner's Standards)

Explores what must be disclosed, when disclosures are required, and how to communicate material facts effectively and ethically.

Jan. 27 • 1 – 4 pm



FREE CE: What's Agency Got To Do With It? (Virtual)

CE: 3 hours Agency

Master the essentials of Agency Law—how agency is created, how it ends, and what it really means to serve your clients with full fiduciary responsibility.

Jan. 29 • 9am - 12 pm



FREE CE: Stay In The Lines

CE: 3 hours Fair Housing

Gain valuable insights into advertising rules, exploring practical examples of fair housing violations to enhance agents' understanding of the law.

Feb. 11 • 9am - 12 pm





PROFESSIONAL DEVELOPMENT

2026 | First Quarter - FREE CE



FREE CE: Fire, Water and Deed Fraud

CE: 3 hours General

Learn how to spot red flags before they become deal-breakers, guide your clients through high-risk situations, and safeguard every transaction with smart, proactive strategies.



Feb. 24 • 1 – 4 pm



FREE CE: New Trends In Contract Writing

CE: 3 hours Contact Law

You'll get an up-to-the-minute market update, uncover emerging trends that directly influence contract writing, and learn proven negotiation strategies that give both buyers and sellers a competitive edge.



Feb. 25 • 1 - 4 pm



FREE CE: Agency & The Consumer Experience In Real Estate Transactions

CE: 3 hours Agency

Review common issues related to buyer and seller representation, dual agency and your client's experience in the transaction.



Feb. 26 • 9am - 12 pm



PROFESSIONAL DEVELOPMENT

2026 | First Quarter - FREE CE



FREE CE: A Real Estate Professional's Guide To Assisting Clients In Retirement

CE: 3 hours General

Insight into housing and financial options for older adult homeowners and how home equity can assist Real Estate Professionals



Mar. 3 • 1 – 4 pm



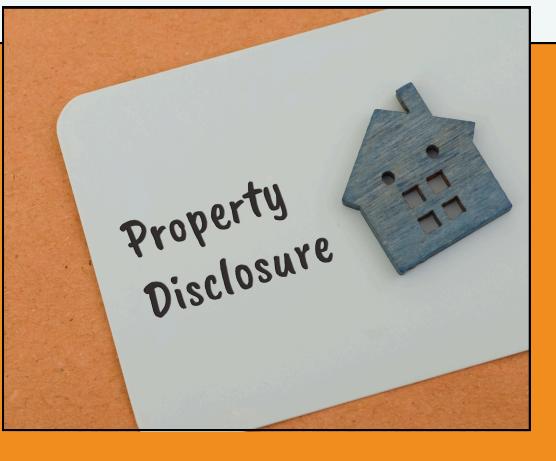
FREE CE: Elevating Professionalism In A Changing Industry

CE: 3 hours Requirements for Licensees (formerly Commissioner's Standards)

Licensees in the state must abide by state law and Commissioner's Standards. So why does it seem like no one is paying attention?



Mar. 12 • 9 am - 12 pm



FREE CE: Disclosure Obligations In Real Estate-Disclosure (Virtual)

CE: 3 hours Disclosure

Understanding of required disclosures and buyers rights in Arizona.



Mar. 17 • 1 - 4 pm



PROFESSIONAL DEVELOPMENT

2026 | First Quarter - FREE CE



FREE CE: CONTRACTS, ADDENDUMS & BREECH - How to Read, Draft and Protect Your Client

CE: 3 hours Contract Law

Examine each element of a Contract, counter offers and their effect, consideration and Earnest Money, Contingencies and Addendums and their effect on the Contract.

Mar. 25 • 9 am - 12 pm



FREE CE: Arizona Water, Deed Fraud & Firewise Concerns

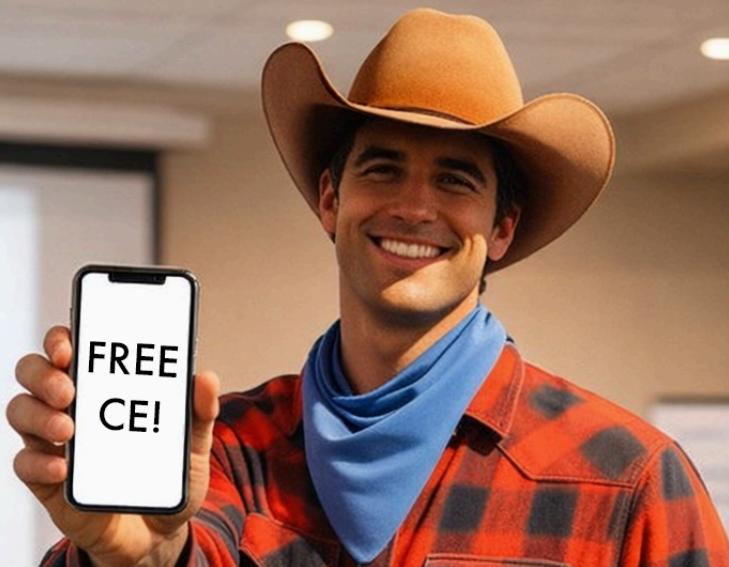
CE: 3 hours General

This course provides the ADRE requirement for license renewal credit and the RE Licensee the essential knowledge of AZ water law, Deed Fraud and Wildfire issues.

Mar. 31 • 1 – 4 pm



Scan the QR code to view more FREE CE classes, just one of the benefits of your membership!





PROFESSIONAL DEVELOPMENT

1Q2026 - Tech Tools | Designations & Certifications



FREE: ARMLS | Subscriptions & Portals (Virtual)

CE: N/A

Learn to communicate and send listings to your clients through Flexmls Subscriptions and the Portal



Jan. 22 • 9-10:30am



RPR

FREE: Level Up With RPR Fundamentals: The Platform That Helps Agents Produce (Virtual)

CE: N/A

RPR is your go-to, one stop shop for property data, business and marketing tools, and client friendly reports



Jan. 28 • 9 - 10 am



FREE: ARMLS | Adding A Listing (Virtual)

CE: N/A

Learn how to complete the process of adding a listing into Flexmls including changing, uploading media and rules.



Feb. 18 • 9-10:30am



PROFESSIONAL DEVELOPMENT

1Q2026 - Tech Tools | Designations & Certifications



FREE: Cloud CMA (Virtual)

CE: N/A

Cloud CMA is a CMA-generating solution from one of real estate's leading software providers. It gives you a simple, straightforward way to create reports and interactive listing presentations that win client confidence and set you apart.

Feb. 26 • 9 - 10:30am



GRI: Business Planning

CE: N/A

Cost: \$40

Setting goals is a critical element of planning for success! Business planning is one of the least practiced aspects in the real estate business, and yet one of the most important.

Feb. 12 • 9 am - 12 pm



GRI: Financing from Preparation to Closing

CE: 6 hours General

Cost: \$79-\$89

Protect your transaction by recognizing red flags in the loan process.

Mar. 18 • 8:30am - 3:30pm

