



PROFESSIONAL DEVELOPMENT CATALOG



Second Quarter 2026

CE provided by
Raise the Bar School, School License R-2020
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(Admin: Annalisa Moreno)



FAIR HOUSING & THE AMERICAN W/DISABILITIES ACT

Date: Thursday, April 2

Time: 9am - 12pm

Location: Scottsdale REALTORS®

CE: 3 Hours Fair Housing

Cost: Free for Members / \$20 non-members

<https://srltr.org/FH-ADA2>

Build the knowledge and confidence you need to serve every client professionally!



You'll gain a clear understanding of the Americans with Disabilities Act (ADA) and how it intersects with fair housing requirements, property access, leasing offices, common areas, and client interactions. This course empowers you to minimize risk, avoid costly complaints, and create an inclusive client experience that builds trust, reputation, and long-term success.



ETHICS AND THE COMMERCIAL LICENSEE

Date: Thursday, April 9

Time: 9am - 12pm

Location: Scottsdale REALTORS®

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

Cost: Free for Members / \$20 non-members

<https://srltr.org/CE-ethicsCOMM>

In an industry where reputation is currency and relationships drive results; ethical decision-making isn't optional—it's essential. This class goes beyond theory to explore the practical challenges commercial licensees face every day: fiduciary duties, agency relationships, disclosure requirements, conflicts of interest, confidentiality, and risk management.



This class fulfills the National Association of REALTORS® Code of Ethics requirement.



**KNOW YOUR FORMS: THE ER/EA & BUYER
BROKER AGREEMENT**

Date: Tuesday, April 15

Time: 1pm-4pm

Location: Scottsdale REALTORS®

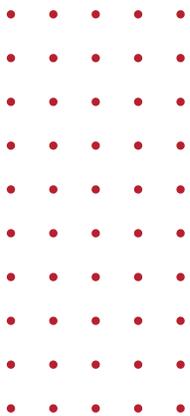
CE: 3 hours Contract Law

Cost: Free for Members / \$20 non-members

<https://srltr.org/know-yourforms>

This focused, practical class gives you a clear understanding of how exclusive agreements establish agency, define duties, and shape risk.

Through real-world examples and case scenarios, this course highlights the most common pitfalls—and how to avoid them. Walk away with stronger contract knowledge, sharper risk awareness, and the tools to manage exclusive client relationships with clarity, professionalism, and confidence.



WATER, FIRE, FRAUD... OH MY!

Date: Tuesday, April 21

Time: 1pm-4pm

Location: ZOOM

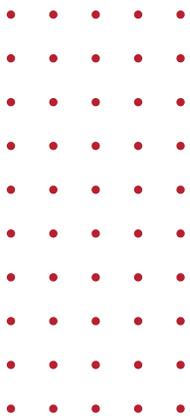
CE: 3 hours General

Cost: Free for Members / \$20 non-members

<https://srltr.org/WFF-ohmy>



This is a virtual class.



Today's real estate professionals play a critical role in safeguarding both property and the public. This required course equips you with the knowledge and awareness needed to recognize, prevent, and respond to three major areas of risk: deed fraud, fire damage, and water-related property issues.

This course fulfills the Arizona Department of Real Estate's Water, Fire & Deed Fraud requirement in the General category.



HOW TO KILL A REAL ESTATE DEAL

Date: Wednesday, April 22

Time: 9 am - 12 pm

Location: Scottsdale REALTORS®

CE: 3 Hours Agency

Cost: Free for Members / \$20 non-members

<https://srltr.org/REdeal>



Deal Killers: Avoiding the Most Common Transaction Pitfalls

Even strong contracts can fall apart. This practical, solutions-focused class explores the most common issues that delay—or completely derail—real estate transactions, and how you can proactively prevent them.



CORPORATIONS, LLCs & PLLCS

Date: Wednesday, April 29

Time: 1 pm - 4 pm

Location: Scottsdale REALTORS®

CE: 3 Hours Real Estate Legal Issues

Cost: Free for Members / \$20 non-members

<https://srltr.org/biz-structure>



Empower your real estate career with essential legal know-how. This course breaks down the business entities and contract forms you'll work with, clarifies your responsibilities when entering contracts, and shows how a PLLC can be a smart tool for growth, protection, and professionalism.



ADVANCE EXCHANGE TAX CODE 1031

Date: Tuesday, May 12

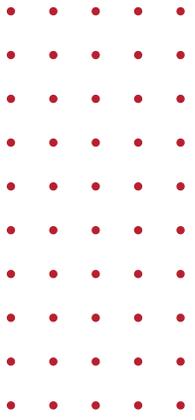
Time: 1pm- 4pm

Location: Scottsdale REALTORS®

CE: 3 Hours Real Estate Legal Issues

Cost: Free for Members / \$20 non-members

<https://srltr.org/1031-advance>



A 1031 exchange can be a game-changer for buyers and sellers looking to defer capital gains taxes and strategically grow their real estate investments—but only if it's handled correctly.

Whether you work with investors occasionally or regularly, this course will equip you to recognize opportunities, avoid costly mistakes, and better serve both buyers and sellers looking to maximize their investment potential. Join us and expand your expertise!



BINSR-PROTECT YOUR CLIENT

Date: Wednesday, May 13

Time: 1pm- 4pm

Location: ZOOM

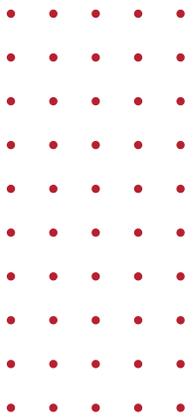
CE: 3 Hours Disclosure

Cost: Free for Members / \$20 non-member

<https://srltr.org/BINSR-2>



This is a virtual class.



This essential class dives into the BINSR process and shows you how to better protect your clients. Learn how to navigate the Buyer's Inspection Notice and Seller's Response (BINSR), avoid common misunderstandings, manage repair requests strategically, and reduce the risk of disputes.

This course empowers you to advocate effectively, educate confidently, and keep transactions on track—while protecting both your client and your license.



VA TRANSACTIONS: CONTRACT & GUIDELINE ISSUES

Date: Thursday, May 14

Time: 9am- 12pm

Location: Scottsdale REALTORS®

CE: 3 Hours Contract Law

Cost: Free for Members / \$20 non-member

<https://srltr.org/va-transactions>

This course builds on VA loan fundamentals and goes deeper into the contract and transaction-specific aspects of VA financing. Topics include seller concessions, closing timelines, VA property requirements, the VA Escape Clause, Service Members Civil Relief Act (SCRA), and key VA guidelines that commonly impact contracts. Realtors leave with a stronger understanding of how to structure and navigate VA transactions smoothly while better serving veteran and active-duty clients.



NEW HOMES SALES- MANAGING YOUR RISK

Date: Wednesday, May 20

Time: 9am-12pm

Location: Scottsdale REALTORS®

CE: 3 hours Agency

Cost: Free for Members / \$20 non-members

<https://srltr.org/newhomesales>

New construction presents exciting opportunities—but it also comes with unique rules, relationships, and risks. This comprehensive class gives you the insight and strategies you need to confidently represent clients in the new home market.

Whether you're new to new builds or looking to sharpen your expertise, this class will help you navigate builder relationships professionally and serve your clients with confidence in today's new construction market.





HOME EQUITY UTILIZATION IN REAL ESTATE

Date: Thursday, May 21

Time: 1pm-4pm

Location: Scottsdale REALTORS®

CE: 3 hours General

Cost: Free for Members / \$20 non-members

<https://srltr.org/equity-home>



How can you best support your baby boomer population and Senior clients when discussing and examining their mortgage and financial needs?

Come discover what financial options your clients may have when selling is not an option. But rather, aging in place



SURVIVAL IN ARIZONA: WATER-FIRE-DEED FRAUD

Date: Wednesday, May 27

Time: 9am - 12pm

Location: Scottsdale REALTORS®

CE: 3 hours General

Cost: Free for Members / \$20 non-members

<https://srltr.org/WFDF-survival>



This course equips you with critical knowledge on emerging legal challenges that can impact transactions, property values, and client trust. From water rights and fire-related liabilities to the growing threat of deed fraud, this course delivers practical guidance to help you protect your clients—and your business.

This course fulfills the Arizona Department of Real Estate's Water, Fire & Deed Fraud requirement in the General category.

HIGH STANDARDS

Date: Wednesday, June 3

Time: 1pm - 4pm

Location: Scottsdale REALTORS®

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

Cost: Free for Members / \$20 non-members

<https://srltr.org/high-standards>



Investor clients offer great opportunities—but also added complexity. This class equips real estate professionals with the financial insight, legal knowledge, and understanding of state statutes needed to confidently work with today's investors.

Learn how to navigate investment transactions, evaluate key financial considerations, and stay compliant with laws that affect investor deals.

AGENCY AND THE COMMERCIAL LICENSEE

Date: Thursday, June 4

Time: 9am - 12pm

Location: Scottsdale REALTORS®

CE: 3 hours Contract Law

Cost: Free for Members | \$20 Non-Members



This course provides a comprehensive overview of the various types of agency relationships and the requirements that align with statute and Commissioner's Rules.

Understand your legal obligations and develop best practices to serve clients with confidence and professionalism.



THE SIX C'S OF PURCHASE CONTRACT

Date: Tuesday, June 9

Time: 1pm - 4pm

Location: Scottsdale REALTORS®

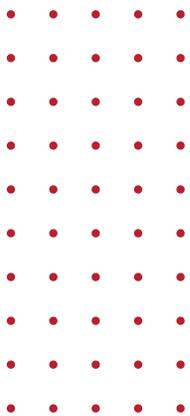
CE 3 hours Contract Law

Cost: Free for Members / \$20 non-members

<https://srltr.org/sixC>

Strong contract knowledge is the foundation of every successful transaction. In this practical, real-world course, you'll review the requirements for enforceable contracts, clarify who is responsible for performing what, and understand your role as an agent every step of the way. Learn how to use the Cure Notice effectively and manage critical dates to protect your clients and keep deals on track.

Sharpen your contract expertise and reduce risk in every transaction!



FRAUD, HACKERS & THE DANGERS OF SOCIAL MEDIA

Date: Wednesday, June 17

Time: 9am - 12pm

Location: Scottsdale REALTORS®

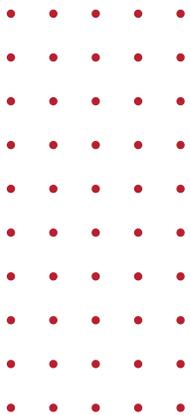
CE 3 hours Real Estate Legal Issues

Cost: Free for Members / \$20 non-member

<https://srltr.org/fraud-hackers>

Cybercrime is targeting real estate transactions like never before. This eye-opening class uncovers the latest fraud schemes, wire scams, hacking tactics, and social media risks that can put your clients—and your business—at risk.

Learn how to recognize red flags, protect sensitive information, and implement smart safeguards to keep transactions secure. Stay informed. Stay protected. Stay one step ahead.





FIRE, WATER, AND DEED FRAUD

Date: Tuesday, June 23

Time: 1pm - 4pm

Location: Scottsdale REALTORS®

Cost: Free for Members / \$20 non-member

<https://srltr.org/FWDF-5>

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. From understanding the real impact of fire and water events to navigating fraud prevention tools and best practices.

This course fulfills the Arizona Department of Real Estate's Water, Fire & Deed Fraud requirement in the General category.



ALL YOU NEED TO KNOW ABOUT CREDIT SCORES

Date: Wednesday, June 24

Time: 9am - 12pm

Location: Scottsdale REALTORS®

CE: 3 hours Fair Housing

Cost: Free for Members / \$20 non-member

<https://srltr.org/creditscores>

Demystify credit scores and credit reports while learning how they impact mortgage approvals and real estate transactions. This class helps participants understand what lenders look for and why credit matters at every stage of the deal.





RPR: FROM NUMBERS TO NARRATIVES - AI TOOLS FOR REAL ESTATE STORYTELLING
Date: Wednesday, April 8, 2026
Time: 9am - 10am



Location: Virtual
 CE: None
 Cost: Free for Members / \$20 non-members
<https://srltr.org/AIforRE>



This is a virtual class.

Curious how AI can enhance your real estate business? In this webinar, you'll get an overview of AI tools available through RPR's website and app.

Learn how to use AI to:

- Interpret market trends and quickly share insights with clients or on social media
- Customize AI-generated content for different tones and audiences
- Simplify complex demographic and consumer data for commercial clients
- Deliver detailed property insights to buyers with ease



ARMLS: RAPID STATS
Date: Thursday, April 16
Time: 9am - 10am



Location: Virtual
 CE: None
 Cost: Free for Members / \$20 non-members
<https://srltr.org/rapidstats>



This is a virtual class.

In today's data-driven market, informed agents win more business. This class introduces you to RapidStats, a powerful reporting and statistical tool designed to help real estate professionals analyze market trends, interpret local activity, and evaluate agent performance metrics with confidence.





GRI: THE CONTRACT CLASS

Date: Wednesday April 29-Thursday, April 30

Time: 8:30am - 3:30pm



Location: Scottsdale REALTORS®

CE hours: 6 hours Contract Law; 3 hours Legal Issues; 3 hours Disclosure

Cost: \$129 - \$139

GRI Designees pay \$60 but must call [480-945-2651](tel:480-945-2651) to register.

https://srltr.org/contract_GRI

Harness the power of the contract and put even the most chaotic transactions back on track. In this course, we will review the contract line by line, and examine other related forms, so that you can learn to protect yourself and your clients.



e-PRO

Date: Tuesday, May 5 - Wednesday, May 6

Time: 9am - 4pm



Location: Scottsdale REALTORS®

CE: 3 hours Agency; 3 hours Requirements for Licensees (formerly Commissioner's Standards); 3 hours Contract Law; 3 hours Disclosures

Cost: \$149 - \$159

<https://srltr.org/ePRO-may>

The e-PRO® certification prepares you to embrace the latest technology, implement impactful digital marketing strategies, and maintain the highest standards for online security. Thrive in today's tech-driven real estate market!

The e-PRO® certification equips you with practical, real-world training to simplify workflows, strengthen communication, and save time—so you can deliver exceptional service and meet client expectations in a digital-first world.





ARMLS: Aligned Showings

Date: Thursday, May 28

Time: 9am - 10:30am



Location: Virtual

CE: None

Cost: Free for Members / \$20 non-member

<https://srltr.org/aligned-showings2>



This is a virtual class.



Discover how to simplify your showing process in this hands-on class featuring Aligned Showings. Learn how to leverage its intuitive scheduling tools, real-time messaging, and built-in collaboration features to improve communication and efficiency. Walk away ready to streamline showings, reduce back-and-forth, and deliver a smoother experience for your clients.



GRI Agency

Date: Thursday, June 11

Time: 8:30am - 3:30pm



Location: Scottsdale REALTORS®

CE 6 hours Agency

Cost: \$79 - \$89

<https://srltr.org/GRI-agency3>



Understanding where you and the prospect stand with each other is the first step to a successful and lawful client relationship. Gain the confidence you need through the understanding of AGENCY. This key concept is the first element to any conversation you have with the public. This course will teach you the differences between single agency, limited representation, and the dangers of implied agency.



This is a virtual class.



ARMLS: Searching & Mapping

Date: Friday, June 12

Time: 9am - 10:30am



Location: Virtual

CE: None

Cost: Free for Members / \$20 non-members

<https://srltr.org/ARMLS-search>

Your guide to everything search related in Flexmls, including templates and mapping.



rCRMS Federal Legal Issues

Date: Thursday, June 25

Time: 9am - 4pm



Location: Scottsdale REALTORS®

CE: 3 hours Real Estate Legal Issues, 3 hours Fair Housing

Cost: \$79 - \$99

Registration: <https://www.aaronline.com/calendar/view-event/?id=2243>

Gain an in-depth look at key federal issues that impact real estate transactions—including antitrust, RESPA, and fair housing—from both an attorney and REALTOR® perspective. Learn how these laws affect your daily practice, identify situations that increase risk and liability, and understand the consequences of non-compliance with RESPA and fair housing regulations.

Fulfills an elective course for CRMS and Row 9 requirement for GRI.

