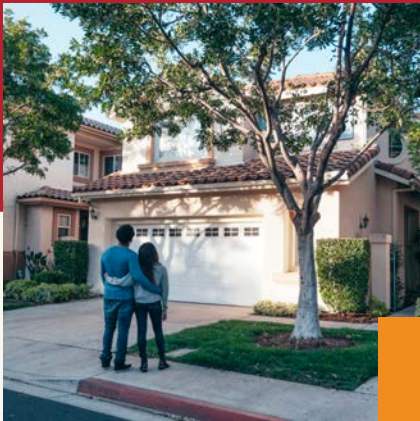




PROFESSIONAL DEVELOPMENT CATALOG



Third Quarter 2026

CE provided by
Raise the Bar School, School License R-2020
8600 E. Anderson Drive Scottsdale
480.945.2651
education@scottsdalerealtors.org
(Admin: Annalisa Moreno)



ADVANCED BROKER MANAGEMENT CLINIC #3

Date: Wednesday, July 1

Time: 1pm- 4pm

Location: Virtual

Instructor: Laura Kovacs

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

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

<https://bit.ly/49pzw4J>



This is a virtual class.



·Identify the duties of a broker as required by the ADRE Commissioner's rules.

·Describe the general requirements of the broker employment agreements, who is responsible for supervision and what the consequences for failing to supervise are.

·Describe how agency relationships will be handled and what the standard of care will be.

·Identify risks associated with different types of agency relationships.

·Examine the audit process and review ADRE requirements.



3 WORDS... DISCLOSE, DISCLOSE, DISCLOSE

Date: Tuesday, July 7

Time: 1pm- 4pm

Location: Scottsdale REALTORS®

Instructor: Liz Hill

CE: 3 Hours Disclosure

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

<https://bit.ly/4wXSpG6>



Learn the critical disclosure obligations every buyer, seller, and real estate professional must understand. This session covers key legal requirements, essential forms, and practical strategies to avoid costly non-disclosures in any real estate transaction.



STAY OUT OF TROUBLE: CONTRACT SCENARIOS

Date: Thursday, July 9

Time: 9am-Noon

Location: Scottsdale REALTORS®

Instructor: Butch Leiber

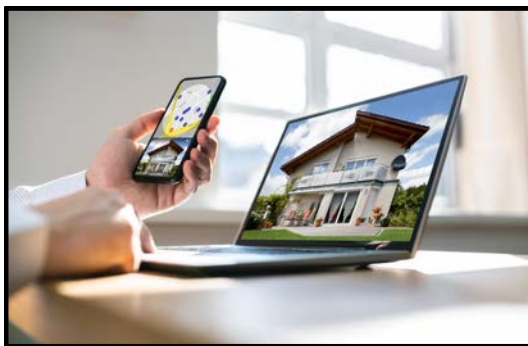
CE: 3 hours Contract Law

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

<https://bit.ly/4nQNokJ>



Step into real-world real estate scenarios and learn by doing—not just reading. In this interactive class, you'll tackle the twists and turns agents face every day, all while mastering the AAR Residential Purchase Contract. Sharpen your skills, test your instincts, and build confidence as you play your way through the deal from start to finish!



LISTING PROPERTY IN TODAY'S MARKET

Date: Thursday, July 16

Time: 9am-Noon

Location: Scottsdale REALTORS®

Instructor: Marti Barnewolt

CE: 3 hours Agency

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

<https://bit.ly/43B8OCw>



In this engaging class, you'll explore the different types of listing agreements, decode the laws that make them official, and get crystal clear on what's expected of brokers, agents, and sellers. Through real-world case studies, you'll see how it all plays out in practice—so you're not just learning the rules, you're learning how to use them with confidence. Practical, interactive, and way more interesting than your average contract class.



DIVORCE AND REAL ESTATE

Date: Wednesday, July 22

Time: 9am-Noon

Location: Scottsdale REALTORS®

Instructor: Derrick Polder

CE: 3 Hours Real Estate Legal Issues

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

<https://bit.ly/3RwvgtX>



Divorce is complicated – mortgages and credit don't have to be. This eye-opening class breaks down the real financial impact of divorce on homeownership, lending, and credit so you can confidently guide clients through one of life's biggest transitions. From navigating entitlement issues and avoiding costly pitfalls to uncovering financing opportunities after divorce, participants will walk away with practical strategies, insider lending knowledge, and the tools to help clients protect their credit and move forward with confidence. Perfect for real estate professionals who want to be informed, supportive, and one step ahead.



WATER, FIRE, FRAUD... OH MY!

Date: Thursday, July 23

Time: 1pm- 4pm

Location: Scottsdale REALTORS®

Instructor: Keri Means

CE: 3 hours General

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

<https://bit.ly/4tZl6iW>



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.



7 DEADLY SINS OF PRICING PROPERTY

With National Speaker Brent Lancaster

Date: Thursday, July 30

Time: 9am- Noon

Location: Scottsdale REALTORS®

Instructor: Brent Lancaster

CE: 3 Hours General

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

<https://bit.ly/4eaUBI1>



Empower your real estate career with essential pricing power! Pricing property is the single most important aspect of listing real estate. In today's market, failing to price property correctly can cost your seller thousands. The course covers the most common mistakes agents and sellers make when pricing property.

BALANCE THE BOOKS, PROTECT THE PEOPLE

With National Speaker Brent Lancaster

Date: Thursday, July 30

Time: 1pm- 4pm

Location: Scottsdale REALTORS®

Instructor: Brent Lancaster

CE: 3 Hours Requirements For Licensees formerly "Commissioner's Standards"

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

<https://bit.ly/49ILwhV>



Build a business you're proud of—and one that lasts!

This fun, high-impact class helps you create a real estate business plan rooted in ethics, sustainability, and smart strategy. Ditch the cookie-cutter approach and design a roadmap that aligns with your values while setting you up for long-term success. Think big, plan smart, and walk away with a blueprint you can use.



ARIZONA WATER, DEED FRAUD, FIREWISE CONCERNS

Date: Wednesday, August 12

Time: 9am - Noon

Location: Scottsdale REALTORS®

Instructor: Marti Barnewolt

CE: 3 hours General

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

<https://bit.ly/49TX6Xi>



Stay informed, stay compliant, and better protect your clients with this essential ADRE-required class covering three critical issues impacting Arizona real estate today. Learn what every agent and homeowner should know about Arizona water resources, discover the growing threat of deed fraud and how to help prevent it, and gain practical insights into reducing wildfire risk and protecting properties across the state.

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



FAIR HOUSING: THE LONG, LONG ROAD

Date: Tuesday, August 18

Time: 1pm- 4pm

Location: ZOOM

Instructor: Liz Hill

CE: 3 Hours Fair Housing

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

<https://bit.ly/4wSNLJk>



This is a virtual class.



Knowledge of the history of Fair Housing in Arizona in light of the Federal Laws as they changed over time; An understanding of current Arizona & Local laws in Phoenix and Tucson; Understanding the outcomes of the NEWSDAY Long Island study & putting that in perspective of how the student can learn from it.



HOME TO HOUSE HORRORS

Date: Wednesday, August 19

Time: 9am- Noon

Location: Scottsdale REALTORS®

Instructor: Tim O'Neall

CE: 3 Hours Disclosure

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

<https://bit.ly/3Pu1J3z>



An informative and hilarious class that showcases what's WRONG with some Valley homes and repairs gone bad from an Inspection point of view.



ENVIRONMENTAL DUE DILIGENCE AND DISCLOSURE AFFECTING BUYERS & SELLERS

Date: Thursday, August 20

Time: 9am- Noon

Location: Scottsdale REALTORS®

Instructor: Pat Sheahan

CE: 3 Hours Real Estate Legal Issues

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

<https://bit.ly/4v5xD5o>



COMMERCIAL FOCUSED CLASS

This course delivers a focused examination of the essential duties of Due Diligence and Disclosure in the commercial real estate practice.

You will gain a clear understanding of the legal and ethical responsibilities, helping you mitigate risk, maintain compliance, and uphold the highest standards of professional integrity while serving your clients.



UNDERSTANDING NON-QM LENDING

Date: August 26 (NEW DATE)

Time: 9am - Noon

Location: Scottsdale REALTORS®

Instructor: Jimmy Vercellino

CE: 3 hours General

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

<https://bit.ly/4vgWjZO>



Many well-qualified buyers are excluded from homeownership simply because they don't fit into the traditional lending frameworks of Fannie Mae, Freddie Mac, or government-backed loans. This course introduces Realtors to Non-QM lending and explains how these programs use a responsible, common-sense approach to underwriting income, assets, and credit. REALTORS® learn how buyers who are often told "no" may, in fact, qualify for a mortgage and how Non-QM options can help clients move from renting to owning. The course is especially valuable for expanding a REALTORS®' ability to solve problems and close transactions that might otherwise be lost.



AGENCY BASICS: ELEVATING CLIENT CARE

Date: Wednesday, August 26

Time: 1pm-4pm

Location: Scottsdale REALTORS®

Instructor: Butch Leiber

CE: 3 hours Agency

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

<https://bit.ly/4obOGm5>



Agency law is the foundation of every real estate transaction – and understanding it is essential for protecting both your clients and your career. In this engaging class, we'll break down the basics of agency relationships. Learn why agency law matters in everyday practice, how small mistakes can lead to big consequences, and what you can do to stay compliant, confident, and professional in every transaction.



INTRODUCTION TO FOREIGN DIRECT INVESTMENT IN ARIZONA

Date: Thursday, August 27

Time: 9am- Noon

Location: Scottsdale REALTORS®

Instructor: Janice Tepy Wright

CE: 3 hours Real Estate Legal Issues

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

<https://bit.ly/43y8Oym>



Arizona isn't just growing—it's going global. From international homebuyers to overseas investors and students, the demand is booming. This course dives into the world of Foreign Direct Investment (FDI) and shows you exactly why Arizona has become a magnet for global opportunity.

Working with international clients isn't quite the same as your everyday transaction—and that's where this class gives you the advantage.



FIRE, WATER AND DEED FRAUD

Date: Tuesday, September 15

Time: 1pm- 4pm

Location: Scottsdale REALTORS®

Instructor: Laura Kovacs

CE: 3 hours General

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

<https://bit.ly/4vcV4da>



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



UNDERSTANDING INVESTOR FINANCING AND GUIDELINES

Date: Wednesday, September 16

Time: 9am- Noon

Location: Scottsdale REALTORS®

Instructor: Patrick Ritchie

CE: 3 hours Real Estate Legal Issues

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

<https://bit.ly/4fJPf2j>



Ready to level up your investor expertise? This dynamic class is designed for real estate professionals who want to confidently guide clients through the world of rental property investing. Learn the ins and outs of investor mortgage and appraisal guidelines, decode IRS Schedule E calculations with practical underwriting tips, and gain valuable insight into key legal issues every agent should recognize. Whether you're working with first-time investors or seasoned landlords, this course will give you the tools and knowledge to help your clients invest smarter and close with confidence!



PROTECT YOUR BUYER

Date: Tuesday, September 22

Time: 1pm- 4pm

Location: ZOOM

Instructor: Keri Means

CE: 3 hours Contract Law

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

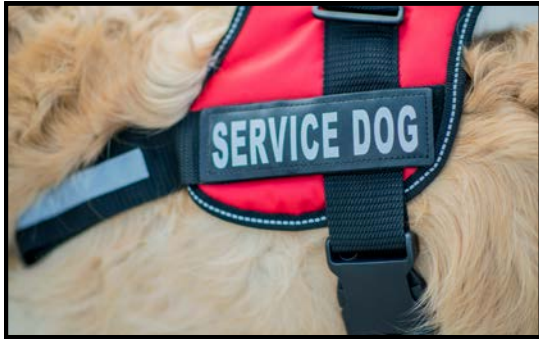
<https://bit.ly/4o1BK03>



This is a virtual class.



This class will provide you with a comprehensive understanding of agency relationships with your buyer, focusing on buyer representation, employment agreements, and effective communication of the buying process. You will learn essential strategies to protect your buyers and ensure they are well informed throughout their property search and purchase in proper financing, disclosures and statuses.



FAIR AND JUST – FAIR

Date: Thursday, September 23 (NEW DATE)

Time: 9am-Noon

Location: Scottsdale REALTORS®

Instructor: Marti Barnewolt

CE: 3 hours Fair Housing

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

<https://bit.ly/4nUh4XZ>



Stay ahead of the latest housing compliance issues in this engaging and informative class designed to tackle today's most common challenges. From understanding the differences between Service Animals and Emotional Support Animals to navigating Group Homes, Halfway Houses, and recent court rulings, this session breaks down complex topics into real-world, practical guidance. Plus, dive into interactive case studies that bring the law to life and help you confidently handle tricky situations before they become costly violations!



LAW & ORDER: CODE OF ETHICS AND THE NEW WORLD

Date: Thursday, September 24

Time: 9am- Noon

Location: Scottsdale REALTORS®

Instructor: Butch Leiber

CE: 3 hours Requirements for Licensees... formerly "Commissioner's Standards"

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

<https://bit.ly/4uz8sbt>



This course fulfills the NAR Code of Ethics requirement.

In today's fast-changing real estate landscape, staying ethical is more important than ever. Law & Order: Code of Ethics and the New World takes a fresh, engaging look at the REALTOR® Code of Ethics through the lens of today's industry challenges, evolving standards, and real-world scenarios.



This is a virtual class.

ARMLS: CubiCasa

Date: Wednesday, July 14

Time: 10am - 11am



Location: ZOOM

Instructor: ARMLS

CE: N/A

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

<https://bit.ly/4uvvUD>



Brought to you by ARMLS.

In this hands-on class, you'll discover how CubiCasa transforms a quick walkthrough into polished, professional layouts—no special gear, no steep learning curve. Whether you're an agent, appraiser, photographer, or just want to elevate your listings, this tool makes creating beautiful floor plans as easy as pressing "scan." Bring your phone, your curiosity, and get ready to level up your real estate game in record time.



GRI MARKET ESSENTIALS: PROPERTY CONDITIONS

Date: Wednesday, July 15

Time: 8:30am - 3:30pm



Location: Scottsdale REALTORS®

Instructor: Keri Means

CE: 6 hours Disclosure

Cost: REALTOR® Member - \$79 thru July 8th / \$89 after July 8th

<https://bit.ly/4tZl6iW>



Learn the impact property issues have on a transaction and how to avoid them blowing up the deal. Understanding the pros and cons of property characteristics will help you manage the expectations of your buyer or seller.



RPR: WORK SMARTER ON THE GO! RPR MOBILE™ MADE EASY

Date: Wednesday, July 29

Time: 9am- 10am



Location: ZOOM

Instructor: RPR, Humberto Ramos-Cazares

CE: N/A

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

<https://bit.ly/4nWYsGO>



This is a virtual class.



In this virtual workshop, you'll learn how to harness the power of RPR Mobile™ to access data, build reports, and impress clients—anytime, anywhere. Whether you're in the field, at a showing, or between appointments, this class will show you how to work smarter, faster, and more efficiently right from your phone. Real estate doesn't stop, and now, neither do you.



ABR: ACCREDITED BUYER REPRESENTATIVE CORE CLASS

Date: Wednesday & Thursday, August 5 & 6

Time: 8:30am – 3:30pm



Location: Scottsdale REALTORS®

Instructor: Kelly Soriano

CE: 4 hours Agency / 6 hours Disclosure

Cost: REALTOR® Member – \$149 thru July 29 / \$159 after July 29

<https://bit.ly/3PLx3uv>



The Accredited Buyer's Representative (ABR®) designation is for real estate buyer's agents who focus on working directly with buyer-clients at every stage of the home-buying process.

What You Gain

- Valuable real estate education that elevates your skills and knowledge in the eyes of home buyers.
- Ongoing specialized information, programs, and updates that keep you knowledgeable on the issues and trends facing home buyers.
- Access to members-only publications, marketing tools and resources.
- Networking and referral opportunities



ARMLS: SUBSCRIPTIONS & PORTALS

Date: Thursday, August 6

Time: 1pm – 2pm



Location: ZOOM

Instructor: ARMLS

CE: N/A

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

<https://bit.ly/4dHwHx2>



This is a virtual class.



Brought to you by ARMLS.

Take your client communication to the next level with the power of Flexmls Subscriptions and the Portal! In this hands-on class, you'll learn how to effortlessly send listings, set up personalized searches, and keep clients engaged with real-time updates and seamless collaboration tools.



GRI RISK MANAGEMENT

Date: Tuesday & Wednesday, September 1 & 2

Time: 8:30am – 4:30pm



Location: Scottsdale REALTORS®

Instructor: Marge Lindsay

CE: 3 hrs Requirements for Licensees (formerly Commissioners

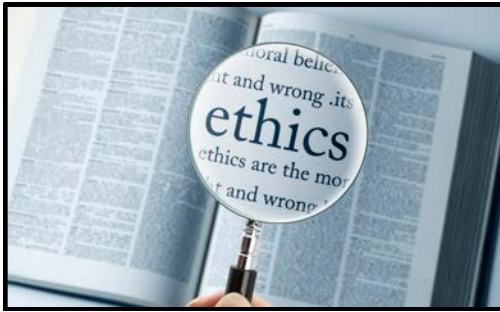
Standards) / 5 hrs Legal Issues / 3 hrs Disclosure / 3 hrs Fair Housing

Cost: REALTOR® Member – \$129 through Aug 25 / \$139 after Aug 25

<https://bit.ly/4tYzacC>



Risk management can affect your bottom line. Protect yourself and your broker from risk and learn how to identify negligent behavior and misrepresentation that could lead to lawsuits and complaints. This class satisfies NAR's Code of Ethics requirements.



GRI: THE ANATOMY OF THE CODE OF ETHICS

Date: Thursday, September 10

Time: 8:30am – 3:30pm



Location: Scottsdale REALTORS®

Instructor: Mike Mulvena

CE: 3 hrs Requirements for Licensees (formerly Commissioners Standards)/ 3 hrs Legal Issues

Cost: \$79 early bird through Sept 3/ \$89 after Sept 3

<https://bit.ly/4nUh4XZ>



Let your professionalism shine. Learn how to apply the Code of Ethics in your day-to-day practice to enhance your professionalism.

This class meets the NAR Ethics Training requirement. Need to check your Code of Ethics status with NAR? Visit the NAR website.



RESORT & SECOND PROPERTY SPECIALIST

Date: Wednesday, September 30

Time: 8:30am – 3:30pm



Location: Scottsdale REALTORS®

Instructor: Keri Means

CE: 3 hours General / 3 hours Legal Issues

Cost: REALTOR® Member \$79 before Sep 23 / \$89 after Sep 23

<https://bit.ly/4vgWX8S>



The goal of the Resort & Second-Home Property Specialist Certification Course is to help real estate practitioners adapt and apply their core real estate skills, develop business and branding strategies, understand the issues and trends that impact the second-home market, and help buyers choose properties that meet their vacation or investment second-home goals. Participants will gain knowledge of the essentials of buying and selling second-home properties for recreation and investment and build a second-home business.