



TALKING POINTS JANUARY 2019

SINGLE SIGN-ON

In March 2018 Single Sign-on was launched. Single sign-on is a dashboard designed to help members save time and improve their security. It gives members one central location in which they can access the websites and applications they use the most in their business every day, and you only need to use one password! Basically, the need to keep track of different passwords for each website or application has been eliminated! If you haven't signed up, please do so today!

****If there are members who have not enrolled yet, ask them to do it today. Even if they are not in front of a computer, they can do it on their phones!***

The easy enrollment steps:

1. Ask them to open a web browser and go to **dashboard.azrealtorsso.com**.
2. Their user name is their **NRDS ID** and their password is their **last name (first letter is capitalized)**.
3. Three things will happen; they will be asked to:
 - a. agree to the user agreement
 - b. provide the answers to 3 security questions, and
 - c. create a new password.

That's it – they are enrolled!

Additionally, brokers can also have a presence on the Arizona REALTORS® SSO dashboard; there are three ways to participate, one of which is FREE!

If you have any questions about Single Sign-on please feel free to contact Nick at nickcatanesi@aaronline.com, or Michelle Kechely at michellekechely@aaronline.com.

ZIPFORM – TRANSACTION DESK

The state association understands that members must have easy and reliable access to their forms in order to conduct business. Let's clarify some misconceptions about zipForm® and the new forms provider that is anticipated to be available in March 2019.

zipForm® Standard will no longer be available. zipForm® Standard (the offline/desktop version) was a risky program because it allowed users to use outdated forms. Over the last couple of years, there were more than 20,000 instances where an incorrect version of the Residential Purchase Contract was used! Additionally, the state association has been paying a significant amount for this outdated program.

zipForm® Plus will remain a member benefit **through at least December 2019**. While zipForm® Plus is a free member benefit from NAR, zipForm® Mobile and MLS Connect are not. The NAR benefit zipForm® Plus works only on desktop and laptop devices – not iPads, phones, and other mobile devices. MLS Connect is also a separate contractual service. Therefore, the Arizona REALTORS® pays for zipForm® Mobile and MLS Connect.

TransactionDesk® by Lone Wolf Technologies is the new forms provider. More information can be found on the Arizona REALTORS® website by searching “Transaction Desk”

How was this decision made?

The state association is constantly working to provide members with the best business tools and no change in services are ever made unless and until the service program is fully vetted by members and staff.

At the beginning of 2018, the Arizona REALTORS® Business Services & Technology (BS&T) Committee discussed a variety of issues and concerns with our current forms provider. As a result, the Committee started the process of evaluating other nationally known forms providers. A survey of other associations regarding their members experiences with these forms providers was conducted.

After vetting a number of forms providers, the BS&T Committee made a recommendation to offer a new forms provider option to our members. A workgroup was formed in conjunction with the Risk Management Committee to evaluate the recommendation. Over 35 brokers and agents from all areas of the state participated in these evaluations and were unanimous in their recommendation.

Please be assured that this change has been carefully thought-out to ensure a smooth transition. 2019 Arizona REALTORS® President Patrick Lewis filmed a video in which he explains the forms provider decision-making process. The video, titled “**Arizona REALTORS 2019 President Introduces Transaction Desk**” can be found on the association’s YouTube channel “AAR Editor.” If you have any additional questions, please do not hesitate to contact the association.

RISK MANAGEMENT

FORMS REVISIONS

Pending approval by the Risk Management Committee and the Executive Committee the following revised forms will be released on, or about, **February 1, 2019**:

- Commercial Real Estate Purchase Contract
- Commercial Buyer’s Inspection Notice and Seller’s Response
- Commercial Short Sale Addendum to the Purchase Contract
- Cure Notice
- Residential Lease Agreement
- Move In/Move Out Condition Checklist

Message to RVPs from General Counsel Scott Drucker:

“As you know, the Risk Management Committee implements and oversees programs designed to mitigate risk for consumers, as well as all Arizona REALTORS®. To achieve its goal, the Committee tries to stay abreast of risk management issues that members are experiencing across the state. I therefore wanted to reach out to the five of you and welcome you to share with me and Committee Chair, Lisa Paffrath, any risk management issues members are experiencing in your respective region. Additionally, if there is any action your region would like the Risk Management Committee to consider taking, please don’t hesitate to share that as well.

Our last Risk Management Committee meeting took place on Tuesday, January 8th. If there are issues you would like the Committee to consider at an upcoming meeting, please be sure to provide those to us.

Thank you and please don't hesitate to contact me with any questions. Have a great day!"

****RVPs, please ask the attendees if they have any Risk Management concerns for your region.***

TOTES FOR HOPE

The Totes for Hope Initiative, which helps the homeless by donating much needed personal care items, is going strong! Throughout the year Monica Schulik accepts donations from members throughout the state and periodically delivers them to organizations in Phoenix.

Monica has put together an **Amazon Wish List** at this link:

https://www.amazon.com/registry/wishlist/XQH67WJDXLH3/ref=cm_sw_em_r_mt_mt_wl

To find the list:

1. Go to Amazon.com
2. Click on "Accounts & Lists"
3. Click on "Find a List or Registry"
4. Type in "Monica Schulik"

If you are interested in donating items, you can select any item(s) from the list, it will ship directly to the Arizona REALTORS building and Monica will deliver it to the organizations in Phoenix. It's that simple!

During these colder months we'd like to get as many items ordered and donated as we can to help keep our homeless population warm. If you are interested in learning more about this initiative, please contact Monica at monicaschulik@aaronline.com. Thank you!

UPCOMING EVENTS

REALTOR® Day at the Capitol – Tuesday, January 15th – State Capitol Grounds

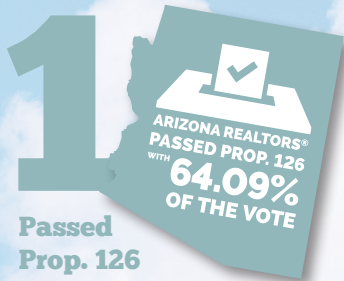
Arizona REALTORS Convention – March 26th – March 28th – Scottsdale Plaza Resort

Region 11 Leadership Conference – April 11th – April 12th – The Wigwam - Litchfield Park

REALTOR® Caucus – Thursday, September 5th

Arizona REALTORS® Leadership Conference – October 17th & October 18th – Embassy Suites Phoenix/Paradise Valley

ARIZONA REALTORS® TOP 10 ACCOMPLISHMENTS 2018



Passed Prop. 126 prohibiting state and local governments from enacting new or increased service taxes



Achieved 93 percent success rate in General Election endorsements



Defeated legislation that would have cost homeowners thousands of dollars in construction defect lawsuits



Successfully launched our Single Sign-On dashboard



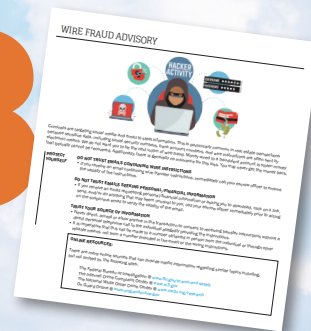
Numerous media stories highlighting Arizona REALTORS®



Offered 59 GRI classes, awarded 213 scholarships and recognized 115 new designees



Partnered with 16 local associations on education programs including: GRI, rCRMS, and CRPM



Published a Wire Fraud Advisory to educate and protect buyers and sellers



Developed a Cyber Insurance Guide to help brokerages secure such policies



Successfully enforced form copyrights in court

