



TALKING POINTS December 2019

ARIZONA HOUSING FOUNDATION

Arizona REALTORS® will be supporting the Arizona Housing Foundation (AHF). AHF grants funding to non-profit agencies, throughout the state, that build and operate permanent supportive, low-income and working poor housing units.

The foundation has created an “Escrow Donation Program.” The premise behind the donation program is to help homebuyers and sellers to contribute to the fund. During the closing process homebuyers and sellers can opt to donate directly to the fund. For more information and to download the Escrow Donation Toolkit go to: www.arizonahousingfund.org/join-us/

RISK MANAGEMENT

****RVPs, please ask if there are any Risk Management concerns in the region****

Please notify General Counsel Scott Drucker of any risk management issues your members are experiencing in your region.

FEBRUARY 1, 2020 FORMS RELEASE

- **NEW** Commercial Property Owner’s Association (CPOA) Addendum
- **Revised** Residential Resale Real Estate Purchase Contract (last major revision was in February 2017) 3 changes:
 1. line 38 now includes the Solar Lease/Solar Loan Assumption Addendum as an available option.
 2. Section 1g, titled Fixtures and Personal Property, has been revised to include the following bullet point:
 - smart home devices, access to which shall be transferred (i.e. video doorbell, automated thermostat)
 3. Section 2j, titled Seller Concessions (if any), will now read as follows:
 - Seller Concessions (if any): In addition to the other costs Seller has agreed to pay herein, Seller will credit Buyer ____% of the Purchase Price OR \$_____ (Seller Concessions). Seller Concessions may be used for any Buyer fee, cost, charge or expenditure to the extent allowed by Buyer’s lender.

ZIPFORM – TRANSACTION DESK

If you are asked how the decision to change forms providers was made (Refer to the flyer)

***also there is an explanation at:**

<https://www.aaronline.com/2019/06/05/why-arizona-realtors-switched-form-providers/>

zipForm® Plus - zipForm® Plus is a member benefit from NAR and will continue to service Arizona members through the end of 2020.

zipLogix® has a license agreement to offer Arizona REALTORS® forms into 2020. The agreement allows zipForm to license the association's forms and make the most recent versions available to members via their platform.

TRANSACTION DESK TRAINING

The state association offers various training options:

- **Live/Recorded Webinars** –
Every Wednesday at 10:00. To register call 480-304-8930
The live webinars will be recorded and accessible on the association's website.
- **Live In-Person classes** –
The state association hosts training sessions at the association's building in the Meeting Center. For class registration information email support@aaronline.com

For local associations interested in hosting live trainings please contact michellekechely@aaronline.com. The state association will try to accommodate all travel requests when possible, alternatively offering live streaming when necessary.

- **Bite-Size Recordings** – these recordings are 3 - 5 minutes long and are accessible at any time.

The TransactionDesk webpage has more details. Additionally, there is a Project page (<https://www.aaronline.com/transactiondesk-projects/>) which lists the current issues that are being addressed by TransactionDesk and/or the association.

TECH HELPLINE

Tech Helpline is a member benefit included in your association dues that provides general tech support for: computers, tablets, printers, scanners, smartphones, and so much more!

To use Tech Helpline, call **1-866-232-1791** and provide the support analyst with your NRDS number. Your 9-digit NRDS number can be found on:

- the mailing label of your REALTOR® Magazine
- your NAR Membership identification card; OR
- the nar.realtor home page under "Popular Links"

The Top 5 Reasons members called Tech Helpline in 2018 were:

- Email related issues
- Browser issues
- Operating system issues (Slow computer)
- Viruses & Antivirus Software
- Websites (login/display problems)

SINGLE SIGN-ON

Single Sign-On gives members the ability to log in to one central location, using one password, to easily access frequently used websites and applications. will keep track of each individual password for the websites and/or applications you use the most in your business every day! If you haven't signed up, please do so today by going to aaronline.com/single-sign-on/ and click on "Instruction for Completing Enrollment."

Brokers can also have a personalized presence on the Arizona REALTORS® Single Sign-On dashboard. For questions about Single Sign-On contact michellekechely@aaronline.com.

NAR C2EX PROGRAM

NAR's C2EX program demonstrates your dedication to professionalism and shows your clients you are the best in the business. This program is a complimentary member benefit.

The program:

- provides a personalized learning path
- helps members explore areas of missing knowledge
- provides various up-to-date tools and resources
- is easy to complete in 10 to 15-minute increments
- is built around core competencies including: real estate law, Code of Ethics, Article 10, advocacy, trust and integrity, technology, privacy, areas of practice, client services and professional reputation.

Start the assessment today at www.C2EX.realtor.

REMINDERS

The state association has compiled a list of speakers which includes leadership and staff. The list is posted on the association website's Staff Directory page and Leadership & Volunteers page.

Attendees: if you wish to have a member of leadership speak at your association/brokerage please contact them directly

UPCOMING STATE ASSOCIATION EVENTS

Trends Summit –

December 5th – Phoenix Art Museum

Property Management Summit –

December 11th - Scottsdale Area Association of REALTORS®

SAVE THE DATE!

REALTOR® Day at the Capitol

January 14, 2020 – Arizona State Capitol

2020 Arizona REALTORS® Convention –

March 23 - 26, 2020 - Glendale Renaissance Hotel

2020 Arizona REALTORS® Leadership Conference –

October 21 - 23, 2020 - Glendale Renaissance Hotel