



TALKING POINTS APRIL 2020

COVID-19

The state association has been working to make sure that members around the state have the information they need during this truly unprecedented time. The association has created a webpage dedicated to compiling the most up-to-date information on the pandemic and how to continue conducting business while safeguarding your health and the health of your clients. The web address is <https://www.aaronline.com/covid-19/> and you can find:

- FAQs
- Informational flyers and articles
- Webinars
- Government updates
- Industry news
- Upcoming online classes and webinars

Please check this page regularly for updates.

ARIZONA HOUSING FUND

REALTORS® know the value of a home. Today, there are approximately 10,000 homeless Arizonans searching for permanent housing who are either living in emergency shelters, transitional shelters or living unsheltered. The existing inventory of Permanent Supportive Housing is always 100% full, with waiting lists as long as six months. The Arizona Housing Fund was founded to provide grants to other non-profits statewide to build and manage the much-needed Permanent Supportive Housing.

The goal of the Arizona REALTORS® is to give every buyer and seller the opportunity to voluntarily donate \$25 (or more) to the Arizona Housing Fund at close of escrow. A simple one-page Escrow Donation Form, once completed by the parties, directs the Escrow Company to collect and distribute the donations. The escrow donation toolkit (which can be branded with your logo), is at: <https://arizonahousingfund.org/join-us/>

Numerous brokerage firms and title companies have become Fund partners. For more information, including a list of current Fund partners, go to: <https://arizonahousingfund.org/>

The Fund has no overhead costs because it is managed by the Arizona Community Foundation (a large nonprofit that was established in the 1970s):

<https://www.azfoundation.org/InitiativesImpact/CommunityImprovementDevelopment/ArizonaHousingFund.aspx>

Therefore, 100% of every dollar in the Fund goes directly to the qualifying nonprofits. In just a few months, the Fund has raised over \$200,000.

The presentation, flyer and donation form are attached. Please let me know if you need any additional information!

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.

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 2021.

zipLogix® has a license agreement to offer Arizona REALTORS® forms and make the most recent versions available to members via their platform.

TRANSACTION DESK TRAINING

The state association offers various training options:

- **Live In-Person classes** –
Due to COVID-19 concerns, live classes have been canceled to ensure the health and safety of Arizona REALTORS® members and staff. For information on alternative training email support@aaronline.com.
- **Live/Recorded Webinars** –
Every Wednesday at 10:00 a.m., call 480-304-8930 to register.
Visit www.aaronline.com/efficient-business-tools/transactiondesk/ to view our recorded webinars and tutorials.

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”

You can call the Tech Helpline for help with:

- Email access
- Browser issues
- Operating systems (Slow computer)
- Viruses & Antivirus Software
- Possible hacking issues
- Website login/display issues

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. Single Sign-On 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

SAVE THE DATE!

**2020 Arizona REALTORS® Leadership Conference –
October 21 - 23, 2020 - Glendale Renaissance Hotel**