



## Arizona REALTORS® New Agent Navigation virtual forums

The New Agent Navigation forums are virtual (Zoom), informative sessions that will provide newer agents with valuable perspectives from the buyer and seller sides of the transaction.

Each session is structured to delve deeper into topics that are crucial for understanding and navigating the dynamics of a real estate transaction.

Every forum will conclude with an open forum, providing an opportunity to share experiences, exchange insight, and ask questions. This collaborative environment fosters growth and learning, allowing newer agents the opportunity to learn from seasoned professional and peers.

We encourage all new agents to take advantage of this free member benefit as they embark on their real estate journey.

**FREE FOR REALTOR® MEMBERS**

**602-248-7787**

<https://www.aaronline.com/calendar/>

## 2025 Schedule

**Time: 1:00 p.m. – 2:30 p.m.**

### **APRIL 24, 2025**

**Buyer & Seller Counseling Sessions**

- **What are they and why**
- **Components**
- **Forms**
- **Best practices**

### **JUNE 25, 2025**

**Putting the Offer Together**

- **Putting the offer together**
- **Pre-Qualification**
- **Timing**
- **Best practices**

### **AUGUST 13, 2025**

**What's Next After the Offer is Accepted**

- **Net Sheets**
- **Concessions**
- **Appraisals**
- **Repairs**

### **OCTOBER 22, 2025**

**Preparing to Close the Deal**

- **Title commitment**
- **Final walkthrough**
- **Termination of agency**
- **Stay in touch**