**ARIZONA ASSOCIATION EXECUTIVES WORKSHOP**

**JUNE 2013**

**AE FORUM FOLLOW UP RECAP**

Hill Visits at Mid Year

* All AEs reported that the visits went very well
* Any suggestions for future hill visits should be forwarded to [NicoleLaslavic@aaronline.com](mailto:NicoleLaslavic@aaronline.com) with caveat that any recommendations need to be submitted to the Legislative & Political Affairs committee to be vetted out
* Roger Nelson expressed appreciation for the changes made to the hill visits and noted that it made a big different in the how the visits were received
* Diane Scherer suggested that those members who could not attend the hill visits be invited to attend a hearing, if possible, at the Capitol
* In-district meetings are always helpful. AE should contact their local FPC to schedule
* Nicole suggested that any real life examples of how proposed legislation affects the public be sent to legislator for use in testimony

AAR Committee Participation

* A new form is in development and will be shared with all AEs
* Determine what member is interested in before sending member to AAR. Once interest is determined, refer member to proper committee liaison (e.g., forms interest should be referred to Scott Drucker, Risk Management). If in doubt, have member contact Monica directly
* More often than not, AAR contacts AEs for recommendations when committees/work groups are formed
* A reminder to contact broker of member if there is a question of member’s experience and/or interests

AAR REALTOR® Caucus

* Suggestions for caucus topics can be sent anytime during the year to [Nicolelaslavic@aaronline.com](mailto:Nicolelaslavic@aaronline.com). The AAR Caucus is scheduled for September 13th at the Chaparral Suites in Scottsdale
* Nicole and Michelle are available to discuss municipality issues. AE’s are reminded to protect private property rights
* Caucus is an opportunity to make your thoughts regarding state legislation known

AAR Education

* Barb Freestone shared the following stats from ADRE:
  + 203 Real Estate Schools in Arizona
  + 2,963 Approved c/e classes
  + 1,054 Approved Instructors
  + Over 500 classes offered in one 15 day time frame
  + ADRE long term goal is to audit every c/e class offered
  + ADRE short term goals is to audit no less than 30 c/e class/month
  + ADRE class audits are not for content but are only for administration. ADRE wants to ensure c/e cert process and submitted outline are followed
* Technology classes commonly will not be approved by ADRE for c/e credit unless outline demonstrates a relationship to one of ADRE’s criteria (agency, contract law, general). An example of an approved technology class might be a contract class taught using zipForm. It was noted that many classes offered by schools not in the REALTOR® family do not follow the outline submitted to ADRE. AEs are reminded to hold their instructors accountable to their outlines.
* Not all AE’s offer evaluations to attendees after the class has concluded. Barb offered to share template evaluations and noted that if the questions are asked correctly, the evaluations can be very helpful and telling
* Barb encourages the AEs to use instructor standards as minimum criteria when hiring instructors.
* Barb will share AAR’s instructor application and she recommends that instructors also be practitioners in field they are instructing on
* Most locals have education committees
* Phoenix Association offers “Lunch N Learns” that do not offer c/e credit but are very well attended. This format allows PAR to react to member needs quickly though education outreach
* PAR has a monitor work group chaired by their education director. This work group allows PAR to identify common class problems and instructor issues early so correction can take place quickly
* Barb Freestone suggested a money back satisfaction guarantee for education classes as a marketing edge. It was not a popular suggestion but if an AE would like more information on AAR’s experience with the money back guarantee they are encouraged to contact Barb directly.
* No input provided on how AAR could help local associations in their education endeavors