

Arizona State University/Arizona Association of Realtors Education and Mentorship Program 2024/2025

WHAT: An optional non-degree, non-credit program for undergraduate real estate students at ASU

When: 6:00 pm - 7:30 pm (2nd Monday of each month)

Where: AAR Office - 255 E. Osborn Rd #200
Phoenix, AZ 85012



Program Requirements:

- Student must be enrolled at ASU as a junior or senior at the time of the fall start of the program.
- Student must have a declared minor in real estate.
- Student must have completed REA 380 and at least one of the following courses: REA 401, REA 411, or REA 456 OR already have an ADRE Sales person license.

Application is required and the program is limited to 12 students.

All students must commit to attend and fulfill all time requirements of the program prior to graduation.

Schedule and Topics

Monday, September 9, 2024

What being a real estate salesperson means

Monday, October 14, 2024

How a real estate brokerage works and how you get paid

Monday, November 11, 2024

Doing business as a licensed agent

Monday, December 9, 2024

Ethics & legal framework when representing clients

Monday, January 13, 2025

Negotiation skills

Monday, February 10, 2025

Presentation skills & professional conduct

Monday, March 10, 2025

Finance, Tax Management, Disaster Recovery/Continuity

Monday, April 14, 2025

Market Research & Local area knowledge

All classes are taught by real estate practitioners who are members of AAR with the assistance of W. P. Carey School of Business, Division of Real Estate faculty.



◆ Fill out the application [HERE](#) and email to wimberly.doran@asu.edu ◆