



Williamsburg Real Estate School EDUCATION Corner May 14, 2018

Members may register for classes online at www.WAAREaltor.com

CE and BROKER (BR) CLASSES

May 2018

23rd...Critical Contract Issues CE, PL

June 2018

4th....Broker Management 8 hr class...not a
.....broker? Earn real estate related hours
.....BR,CE

4th.... Management of Real Estate Brokerages
.....8:30 am -12:30 pm...not a broker? Earn real
.....estate related hours BR, CE

4th....1:30 pm - 5:30 pm...Supervision &
.....Management of Real Estate Agents...not a
.....broker? Earn real estate related hours
.....BR, CE

July 2018

12th....8 hour mandatory CE class day. Take all 8
.....hours or take individual classes: Ethics
.....(CE, BR), Legal Update (CE), Contracts
.....(CE, BR), Agency (CE, BR), Fair Housing
.....(CE)

POST LICENSE (PL) CLASSES

May 2018

23rd..Night Court -Critical Contract Issues PL

July 2018

12th....Ethics PL
12th....Fair Housing PL



Critical Contract Issues

Guest instructor: Laura Farley, VR General Counsel

May 23, 2018

4 pm - 6 pm

Members \$10 through May 20; \$20 after

Non-members \$20 through May 20; \$30 after

*Approved for 2 hrs Contracts **CE***

*Approved for Current Industry Issues and Trends **PL***

Brush up on your contract knowledge - this course includes contract issues such as Earnest Money Deposits, Termination v. Release, Multiple Offers, POA Provisions, Compensation and Short Sale Ratification and Risk Management.

[Register at www.WAAREaltor.com](http://www.WAAREaltor.com)

SAVE THE DATES!



September 6, 2018 - WAAR Smart REALTOR® Series
Location: Legacy Hall, New Town
Time: TBD
Speaker: Mark Given



October 3, 2018 - VR v. REIN Contract
Location: WAAR
Time: 4-6 pm
Speakers: Brian Lytle and Lynn Grimsley
Topic: VR vs REIN Contract



October 17, 2018 - WAAR Technology Summit
Location: Legacy Hall
Time: 9 am - 3 pm
Speaker Matthew Rathbun - Online Lead Generation and New & Emerging
Technology Trends

MANDATORY - Code of Ethics Biennial Training

Don't lose your REALTOR® membership!



**NATIONAL
ASSOCIATION of
REALTORS®**

Beginning January 1, 2017 and for successive two-year periods thereafter, REALTORS® are required to complete biennial ethics training of not less than two hours and 30 minutes of instructional time.

If your primary association membership is here at WAAR, we must report that you have met this Code of Ethics requirement to NAR **no later than December 31, 2018.**

Ways to complete this requirement -

1. Take the Code of Ethics class at WAAR - our class meets NAR's requirement as well as offers CE, PL and Broker credits for license renewal in Virginia. [Click here for upcoming Code of Ethics classes at WAAR.](#)
2. Take the Code of Ethics class in classroom at a different school and send WAAR your Certificate of Completion. We will then determine if the course meets NAR's requirements. If it does, we will report your completion to NAR; if not, we will get in touch with you and let you know you will need to retake the course from a different school.
3. Take the Code of Ethics class online and send WAAR the Certificate of Completion. We will then determine if the course meets NAR's requirements. If it does, we will report your completion to NAR; if not, we will get in touch with you and let you know you will need to retake the course from a different online school.
4. NAR offers this course free of charge on their website. The free course meets the requirement but does not offer CE, PL or BR credits. [Click here to access the course and for more information.](#) NAR also offers an accredited Code of Ethics class for a fee.

[Click here for NAR's biennial Code of Ethics requirements.](#)



WAAR is proud to partner with the following online schools:

The CE Shop:

Save 20% throughout May with the promo code MAY20 at checkout.

Post License Education

Continuing Education

Broker Continuing Education

Pre-License Education

Career Web School On Course Learning:

Post License Education

Broker Licensing

Continuing Education

Alpha College of Real Estate:

Alpha College of Real Estate

MATRIX COMPUTER TRAINING CLASSES

Although classes are primarily for New Users, they may be taken by anyone needing a refresher. Registration is not available online.

[Click here for a Registration Form...](#)

WHO MAY ATTEND WAAR CLASSES? All

members of WAAR to include affiliate members are welcome to attend WAAR classes at MEMBER rates. All non-members of WAAR, to include WMLS users only, business members who are not affiliate members and others may attend WAAR classes at NON-MEMBER rates. If you have questions, please call 253-0028. Members may register online at www.WAARrealtor.com.

[Click here for the WRES Registration and Cancellation Policies...](#)

Important links to remember:

[Virginia Department of Professional and Occupational Regulation \(DPOR\)](#)

[Williamsburg Area Association of REALTORS® \(WAAR\)](#)

[Virginia REALTORS® \(VR\)](#)

[National Association of REALTORS® \(NAR\)](#)

Visit our website at www.WAARrealtor.com

