

**Williamsburg Real Estate School EDUCATION Corner**  
**January 8, 2018**

Members may register for classes online at [www.WAARealtor.com](http://www.WAARealtor.com)

**The Williamsburg Real Estate School is going PAPERLESS**

Well, almost. In an effort to be more eco-friendly, save money and give you 24 hour access to our class handouts, WRES will now have handouts available on our website at [www.WAARealtor.com](http://www.WAARealtor.com) beginning January 3. You will have the option to print the handouts prior to attending our classes or we will have one page agendas available for you at class time if you decide to forego the printing. And don't forget that you can bring your laptop or tablet to class and follow along with the handouts that way!



**Business Planning Class**

**Instructor John Wilson**  
**Friday, January 19, 2018**  
**12 noon**

**Lunch & Learn**

Learn the basics of planning your business for a successful 2018. Already know the basics? Review is vital! Learn to update your business plan to make it current and achievable.

The minimal \$10 class fee includes lunch.

Minimum number to hold class: 5

*This class is not approved for credits.*

[Click here to register online or to print a registration form.....](#)



**CE and BROKER (BR) CLASSES**

**January 2018**

19th...Business Planning - not approved for credits

29th...Broker Management & Supervision - BR, CE

**February 2018**

1st.....New Member Orientation

1st.....Antitrust - BR, CE

1st.....Legal Update - CE

1st.....Code of Ethics - BR, CE, PL

**POST LICENSE (PL) CLASSES**

**February 2018**

1st.....Code of Ethics - BR, CE, PL

**March 2018**

7th.....Real Estate Law & Virginia Regs - CE, PL

8th.....Fair Housing - CE, PL

12th....VA Escrow Requirements - BR, CE, PL

16th....VAR Contract Writing - CE, PL

19th....VA Agency Law - BR, CE, PL

19th....Risk Management - BR, CE, PL

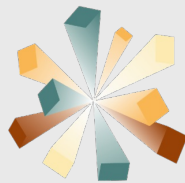
## March 2018

8th.....8 hr mandatory CE - Some BR, CE  
.....includes Ethics, Legal Update, Contracts,  
.....Agency & Fair Housing  
12th....VA Escrow Requirements - BR, CE, PL  
16th....VAR Contract Writing - CE, PL  
19th....VA Agency Law - BR, CE, PL  
19th....Risk Management - BR, CE, PL

Thank you to our upcoming class sponsors...



SHAHEEN LAW FIRM, P.C.



GRADUATE,  
REALTOR®  
INSTITUTE

### What You Gain

Higher earnings: the median income of GRI designees in 2012 was \$61,000, compared to the median income of non-designees of \$33,500. Be better able to serve and protect your increasingly sophisticated clients through an understanding of new technology, laws, and procedures.

- Use of GRI Logos
- Marketing materials
- Customizable flyer
- Banner ad
- Postcard
- GRI referral form
- Network with other GRI designees
- Education

## GRI Courses are Back at WAAR!

### Who is it for?

Earning the Graduate, Realtor® Institute (GRI) designation is a way to stand out to prospective home buyers and sellers as a Realtor® who has gained in-depth market knowledge, increased proficiency in a broad array of subjects to enhance professionalism and business success.

### March 7, 2018

[GRI 508: Real Estate Law & Virginia Regulations](#)

### June 2018

GRI 507: Code of Ethics & Fair Housing

### November 2018

GRI 506: Risk Management

[Click HERE for more information on the GRI designation...](#)

## Broker Licensing Classes - Register NOW for the next class!

**LAW MODULE BEGINS FEBRUARY 20** Earn your Broker's License in as little as four months! Take the **Fast Track** to getting your broker license! Each of the broker licensing courses may be taken via 100% self-study (correspondence) with no classroom required, or you can have the best of both worlds by attending a six-day classroom accelerated course review with your self-study.

[Click here for a schedule and how to register with Alpha College of Real Estate....](#)



## MATRIX COMPUTER TRAINING CLASSES

## WHO MAY ATTEND WAAR CLASSES?

All members of WAAR to include affiliate

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...](#)

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](http://www.WAARrealtor.com).

## Tip of the month ..."Carry-over Credits"

You should receive a "Certificate of Completion" for each accredited class you take (no matter where you take it). Be sure to save the certificates in case you want to apply for 'Carry Over' credits at the end of your two year license period.

[Click here for more information on 'Carry Over' credits...](#)



WAAR is proud to partner with the following online schools:

### The CE Shop:

Save 20% throughout January with the promo code JANUARY20 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](#)

[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](http://www.WAARrealtor.com)

