



Education Corner  
Williamsburg Real Estate School

August 24, 2020

## Wednesdays at WAAR

*A series of REALTOR® marketing classes taught by Kevin Onizuk...*

Classes are 9:30 am - 11:00 am

Virtual classes - take anywhere!

*To learn more about taking virtual classes through WAAR, click here.....*

Still need help? Call 253-0028 or email [Rita@WAARRealtor.com](mailto:Rita@WAARRealtor.com)

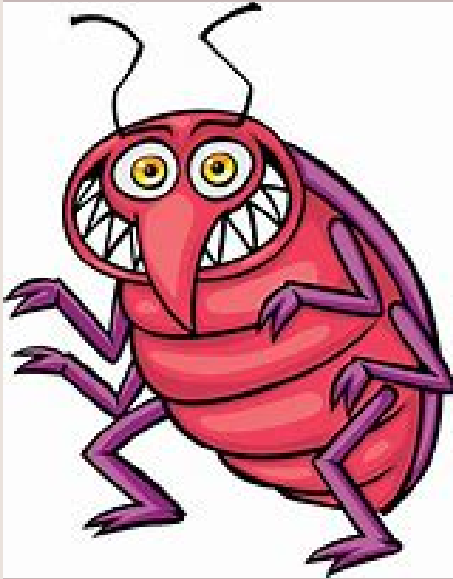
[Click Here To Register](#)

### The Wood Destroying Insect and Organism Inspection Report

Instructor: Rusty Taylor, Emergency Pest Control

The inspection report changes took effect January 2020.

Changes to the Wood Destroying Insect and Organism  
Inspection Report (sometimes called the Termite/Moisture



Report) don't happen very often, but when they do, you need to know what they are. Don't let your clients get caught by surprise - not knowing could delay closings!

Wednesday, September 16, 2020

9:30 - 11

FREE to WAAR members

\$5 nonmembers

[Click here to register online at www.WAARrealtor.com](http://www.WAARrealtor.com)

[Click here for a printable registration flyer](#)

**Register for ALL of these upcoming Wednesday at WAAR classes!**

- Wednesday, September 16 The Wood Destroying Insect and Organism Inspection Report
- **Wednesday, September 23 Time Blocking – Learn How to Control Your Day Like the Top 1% in Real Estate Do!**
- Wednesday, October 21 How to Farm Your Database for Referrals
- **Wednesday, November 4 Credit Repair**
- Wednesday, November 18 Facebook Ads, Past Database & Referral Partners
- **Wednesday, December 9 How to Use #Instagram to Get More #Leads**



Register by clicking on each class below.....  
~Click [HERE](#) for Fact Sheets on taking virtual classes at WAAR...~

## CE and BROKER (BR) CLASSES

CE, Broker Management & Supervision classes are  
FREE to WAAR members  
Designation courses and broker licensing courses have  
additional fees

### September

- 9 New Laws Update 2020 at General Membership Meeting - 1 hr CE
- 10 Broker Supervision - 2 hrs BR Supervision
- 10 Broker Management - 6 hrs BR Mgmt
- 11 WMLS Matrix New User Training
- 16 The Wood Destroying Insect & Organism Inspection .....Report *Not approved for credits.*
- 17 8 hours mandatory CE class day
- 17 Code of Ethics 3 hrs
- 17 Legal Update 1 hr
- 17 Contracts 1 hr
- 17 Agency 1 hr
- 17 Fair Housing 2 hrs

### October

- 14 Real Estate Agency 3 hrs CE, BR
- 14 Escrow Requirements 3 hrs CE, BR
- 15 Loans & Finance 101 2 hrs CE
- 15 Real Estate Law & Board Regs 6 hrs CE

Classes are posted on the WAAR website at  
[www.WAARrealtor.com](http://www.WAARrealtor.com)  
Register for June classes at [www.WAARrealtor.com](http://www.WAARrealtor.com)

## POST LICENSE (PL) CLASSES

PL classes are FREE to WAAR members  
Designation courses and broker licensing courses have  
additional fees

### September

- 9 New Laws Update 2020 at General Membership Meeting
- 11 WMLS Matrix New User Training
- 16 The Wood Destroying Insect & Organism Inspection .....Report *Not approved for credits.*
- 17 Code of Ethics 3 hrs PL
- 17 Fair Housing 2 hrs PL

### October

- 14 Real Estate Agency 3 hrs PL
- 14 Escrow Requirements 3 hrs PL
- 15 Real Estate Law & Board Regs 6 hrs PL

Classes are posted on the WAAR website at  
[www.WAARrealtor.com](http://www.WAARrealtor.com)  
Register for June classes at [www.WAARrealtor.com](http://www.WAARrealtor.com)



**RECORDED CLASSES - WATCH ANYTIME**  
**WMLS Matrix Virtual Classes**

**Public Record Search:**

<https://attendee.gotowebinar.com/recording/6287674198419678477>

**Managing Clients in Matrix:**

<https://attendee.gotowebinar.com/recording/741622099132106753>

**Matrix Tips, Tricks, and Updates:**

<https://attendee.gotowebinar.com/recording/7525994771111681291>

**Comprehensive CMA's:**

<https://attendee.gotowebinar.com/recording/6100692350027880206>

**Auto Emails:**

<https://attendee.gotowebinar.com/recording/1590162500843558151>

**Hotsheets vs. Market Watch:**

<https://attendee.gotowebinar.com/recording/905199742063945479>

**Matrix Statistics:**

<https://attendee.gotowebinar.com/register/9003971495772712718>

Using the STATS tab in Matrix is a powerful tool! You can use a list of preset stats, customize your own, and save them for quick access to run them whenever you need. You can have 1 or 2 statistics ran on the same chart and the chart can be shown in columns, lines, or areas with a choice of color palette and fill styles. Even a 3D chart style is available. There are endless combinations of criteria you can choose to run about any statistic you can think of performing. If you don't want a chart to view them in, you can simply pull down the data to export into an Excel spreadsheet too!

**Reverse Prospecting (including Hit Counters) in Matrix**

<https://attendee.gotowebinar.com/register/1017120131119687694>

Have you ever wondered what's going on with your listings? In Matrix, you can use Reverse Prospecting to see how much attention they have been getting. Here, you can see who has been sending them to their clients, how many other listings were sent along with your listing to their client, and whether their client saved it. You can reach out to the agent if you need to get their clients thoughts on it or to let them know of any action that may be coming up on that listing (such as a price change or upgrades). You can also see how many times your listings has been viewed by clients and agents so that you can send this information along to your client!

**Configuring Matrix**

<https://attendee.gotowebinar.com/register/3583028426628175630>

Did you know that you can configure Matrix? Starting with the dashboard widgets, to changing the display of the search results by adding or removing columns, there are other items that you can configure to help you do things in Matrix faster. This one hour webinar will show you a variety of ways to configure Matrix to fit what you need from it much faster!

**Map Searching and Driving Directions in Matrix**

<https://attendee.gotowebinar.com/register/8766212001871300878>

Did you know there are some cool ways to use the map when searching for listings? Also, using the map to search for listings is probably the best way to find listings based off of a location! Not only can you draw specific locations that are so detailed, you can save them to be used over and over so that you don't need to keep recreating them. Then, if you draw multiple shapes that overlap each other, there's an easy way to find only this listings where those shapes overlap! Attend this webinar to figure out all the ways that searching for listings by using the map can better your results for your clients!

---

**WMLS Education & Information**





## Did you know? *Instanet's Transaction Desk*

**Instanet's Transaction Desk offers Tutorials and other Support to make your life easier!**

On the Clarity screen, click on the "Transaction Desk" icon. Once on the Transaction Desk Dashboard, click on the ? icon on the left side of the screen. This will take you to the Help Center where you can find Guides, Help Videos, Pre-Recorded Webinar Videos and more!



**RPR - Comprehensive data, powerful analytics, and client-friendly reports**

**Watch these tutorials and discover how RPR can help you!**



### **Don't miss these specials through NAR! Right Tools...Right Now!**

**All online courses are 30% off.  
Courses featuring the Right Tools Right Now button are FREE.**

**NAR's ePRO® Certification Course - FREE\*  
Pricing Strategies: Mastering the CMA (PSA) - FREE\***

**Real Estate Investing: Build Wealth  
Representing Investors and Becoming One  
Yourself - FREE\***

**Now through August 31, 2020, 30% off ALL  
online courses**

**At Home with Diversity - 50% off**

**\* Free course discount offered under RTRN  
program is extended to NAR members only.  
Non-members of NAR will receive 30% off  
RTRN courses.**

**Be the Professional YOU would Love to Work With!**




**Professional Tip #7 -**

When showing a home, always leave your business card. If previewing a home, write "preview" on your business card.

Earn your C2EX endorsement and elevate your knowledge and your business!



NATIONAL ASSOCIATION of REALTORS®



**REALTOR SAFETY PROGRAM**

**TICK WARNING**

Beware of ticks when showing a property in a heavily wooded area. When viewing a property, wear light-colored clothing so you can spot ticks quickly.

FOR MORE SAFETY TIPS FROM NAR, VISIT [WWW.REALTOR.ORG/SAFETY](http://WWW.REALTOR.ORG/SAFETY)

NAR has a wealth of resources to help agents, brokers and associations better understand and educate each other about the safety risks they face. For more safety information from NAR or to see all of NAR's safety tips, click here.



*We understand that many of you are trying to complete the required courses for license renewal and may be wondering where to find the courses online.*

*WAAR is proud to partner with the online schools listed below.*



**The CE Shop:**

Call 888.827.0777 for information. Use promo code JULY25 at checkout to use the 25% discount through July 2020.

- 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  
FREE Refresher Course**

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 (Most CE, PL & BR classes are FREE to WAAR members.). 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.WAARealator.com](http://www.WAARealator.com)

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

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



[Click here to view the full WAAR Education Calendar.](#)

**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.WAARealator.com](http://www.WAARealator.com)



Williamsburg Area Association of REALTORS®

5000 New Point Rd. Suite 1101 | Williamsburg, VA 23188

[info@waarealtor.com](mailto:info@waarealtor.com) | Tel: 757-253-0028