



## Williamsburg Real Estate School EDUCATION Corner February 12, 2018

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

### Broker Licensing Classes Begin Soon-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....](#)



### CE and BROKER (BR) CLASSES

#### March 2018

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

### POST LICENSE (PL) CLASSES

#### March 2018

7th.....Real Estate Law & Virginia Regs - CE, PL  
8th.....Fair Housing - CE, PL  
8th.....Code of Ethics - CE, PL, BR  
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...



### 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...](#)**

**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

**Jeff Wu, guest instructor GRI  
GRI 508: Real Estate Law & Virginia Regulations  
March 7, 2018  
Earn 8 hrs CE, PL**

*Jeff's professional mission is to "Impact and Improve the lives of people through Real Estate, Positive Power and Energy!" Jeff is a Virginia Real Estate Broker and holds many designations, along with also being licensed to sell real estate in Maryland and Washington, DC. He finds it essential to continue learning and improving, especially with others. He has taught in multiple states throughout the country and enjoys helping fellow REALTORS® improve their lives and their businesses.*



**MANDATORY - Code of Ethics Biennial Training**

**Don't lose your REALTOR® membership!**



**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.](#)

## Tip of the month ...How to Check Your Education Credits

In order to renew your real estate license, you must earn the required number of education credits and pay the renewal fee to DPOR. So how do you check to see how many credits you need and how many you have? It's easy!



### To find out how many credits you need -

If you are in your first year of real estate and are working on PL credits, go to

<http://www.dpor.virginia.gov/Boards/Real-Estate/Post-License/>

If you have already renewed your license at least once and are working on CE credits, go to

[http://www.dpor.virginia.gov/Continuing\\_Education/](http://www.dpor.virginia.gov/Continuing_Education/)

### To find out how many education credits you've already earned -

<http://www.dpor.virginia.gov/LicenseLookup/>

Type in either your name or real estate license number and then hit the "Search" button. Look under "Continuing Education".



WAAR is proud to partner with the following online schools:

### The CE Shop:

Save 20% throughout February with the promo code FEBRUARY20 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.WAARealator.com](http://www.WAARealator.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® \(VR\)](#)

Visit our website at [www.WAAREaltor.com](http://www.WAAREaltor.com)

