



Williamsburg Real Estate School EDUCATION Corner March 19, 2018

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

CE and BROKER (BR) CLASSES

March 2018

19th....Risk Management - BR, CE, PL
23rd....VR Contract Writing - CE, PL
26th....VA Escrow Requirements - BR, CE, PL

POST LICENSE (PL) CLASSES

March 2018

19th....Risk Management - BR, CE, PL
23rd....VR Contract Writing - CE, PL
26th....VA Escrow Requirements - BR, CE, PL

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

FINANCE MODULE BEGINS

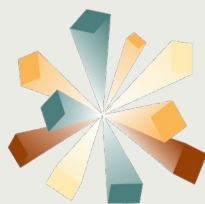
APRIL 9

*Call Alpha at 757-427-1740 if you're
interested.*

Earn your Broker's License in as little as four
months!

Take the **Fast Track** to getting your broker licensel!
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....](#)



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

Earn CE / PL Credits with RI 507: Ethics and Professional Responsibility

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.

May 9, 2018

**GRI 507: Ethics and Professional
Responsibility**

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

[WAAR members may sign up online at WAARRealtor.com....](#)

[Click HERE for a registration form....](#)

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

**Michael Guthrie, guest instructor GRI
GRI 507: Ethics and Professional Responsibility
Wednesday, May 9, 2018
Earn 6 hrs CE, PL**

Michael was named Charlottesville's REALTOR® of the Year in 2009, the Charlottesville Chamber's Small Business person of the year in 2010, and was the Charlottesville Area Association of REALTORS® Code of Ethics Award recipient in 2014. Michael currently serves on the Virginia REALTORS® Board of Directors as well as hosts his weekly radio show, Real Estate Matters on WINA every Saturday morning.



SAVE THE DATES!



May 3, 2018 - Affiliate Marketing Event

Location: The Williamsburg Winery

Time: 3 pm - 6 pm

Speaker: Jeff Mays, Tom Ferry Master Trainer



September 6, 2018 - Affiliate Marketing Event

Location: TBD

Time: TBD

Speaker: Mark Given



September 19, 2018 - Night Court

Location: WAAR

Time: 4-6 pm

Speakers: Brian Lytle and Lynn Grimsley

Topic: VR vs REIN Contract



October 17, 2018 - WAAR Technology Summit

More details to come.

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!



Department of Professional and Occupational Regulation

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/

To find 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 March with the promo code **MARCH20** 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](#)

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.

[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.WAARealator.com

