



Williamsburg Real Estate School EDUCATION Corner August 13, 2018



UPCOMING ETHICS CLASSES

*Earn 3 hrs credits AND
meet NAR's Biennial Requirement*

September 14, 2018

October 11, 2018

November 1, 2018

November 8, 2018

CE and BROKER (BR) CLASSES

September 2018

6th.....9.5 Habits that Guarantee Success
.....(Not approved for education credits)
9th.....Working with Sellers, GRI course
.....(Not approved for CE, BR)
14th.....Ethics 3 hrs CE, BR meets biennial ethics
.....requirement

October 2018

3rd.....VR vs REIN Contract
.....2 hrs Contracts CE, BR
11th.....Ethics 3 hrs CE, BR meets biennial
ethics
.....requirement
17th.....WAAR Technology Summit
.....(Not approved for education credits)
24-25th..SRES Designation Course
.....(Education credits TBD)

November 2018

1st.....Ethics 3 hrs CE, BR meets biennial ethics
.....requirement
1st.....Antitrust 1 hr CE, BR
1st.....Legal Update w/flood 1 hr CE
7th.....Risk Management GRI Course
.....6 hrs Legal Update w/flood CE
8th.....8 hour mandatory CE
8th.....Ethics 3 hrs CE, BR meets biennial ethics
.....requirement
8th.....Legal Update w/flood 1 hr CE
8th.....Contracts 1 hr CE, BR
8th.....Real Estate Agency 1 hr CE, BR
8th.....Fair Housing 2 hrs CE
9th.....Escrow Requirements 3hrs CE, BR
12th.....Real Estate Agency 3 hrs CE, BR
12th.....Risk Management 3 hrs CE, BR
15th.....VR Contract Writing 6 hrs CE
16th.....8 hrs Broker Mgmt & Supervision
.....(may be taken for BR or real estate related
.....CE credits)

POST LICENSE (PL) CLASSES

September 2018

6th.....9.5 Habits that Guarantee Success
.....(Not approved for education credits)
9th.....Working with Sellers, GRI course
.....Current Industry Issues & Trends PL
14th.... Ethics PL meets biennial ethics
.....requirement

October 2018

3rd.....VR vs REIN Contract Current Industry
.....Issues and Trends PL
11th.....Ethics PL meets biennial ethics
.....requirement
17th.....WAAR Technology Summit
.....(Not approved for education credits)
24-25th..SRES Designation Course
.....(Education credits TBD)

November 2018

1st.....Ethics PL meets biennial ethics
.....requirement
5th.....Real Estate Law & Board Regs 8 hrs PL
7th.....Risk Management GRI Course
.....3 hrs Risk Mgmt PL; 3 hrs Escrow PL
8th.....Ethics PL meets biennial ethics
.....requirement
8th.....Fair Housing 2 hrs PL
9th..... Escrow Requirements 3 hrs PL
12th.....Real Estate Agency 3 hrs PL
12th.....Risk Management 3 hrs PL
15th.....VR Contract Writing 6 hrs PL



MANDATORY - Code of Ethics Biennial Training

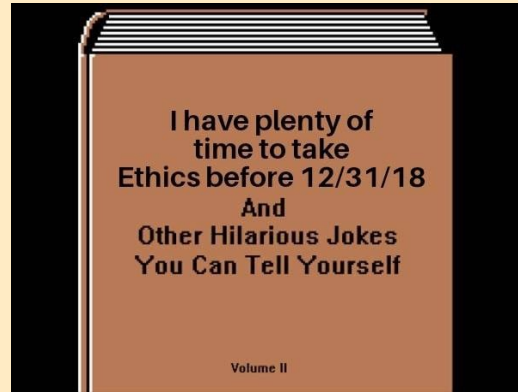
Don't lose your REALTOR® membership!

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 a 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.](#)

Plan now to take your real estate career to the next level by attending one or more of these [designation/certification courses](#) -



Graduate, REALTOR® Institute (GRI) Designation

The Graduate REALTOR® Institute (GRI) is an education program and designation sponsored by the Virginia REALTORS®. GRI is recognized by the National Association of REALTORS® and is one of the most popular designations for REALTOR® members nationwide. The program focuses on

developing and increasing participants' professionalism and skill set in order to strengthen both the value to consumers and the member's bottom line.

While licensing courses and most post license education teach you how to manage risk in your business and complete transactions, GRI offers you enhanced skills for ultimate success in a real estate career.

RI 505: Working with Sellers

Instructor: LeRoy Houser

Thursday, September 13, 2018

Early Bird Pricing by September 9: \$85

Register after September 9: \$95

[Register online at www.WAARrealtor.com](#) or [click here for more information.....](#)

RI 506: Risk Management

Instructor: Tim Vohar

Wednesday, November 7, 2018

Early Bird Pricing through Wednesday, October 31: \$85

Register after October 31: \$95

[Register online at www.WAARealtor.com](http://www.WAARealtor.com) or [click here for more information.....](#)



Seniors Real Estate Specialist (SRES) Designation - October 24-25, 2018

The SRES® Council trains REALTORS® to meet the special needs of maturing Americans when selling, buying, relocating, or refinancing residential or investment properties. The Council tracks the over 50 lifestyle and housing issues and educates REALTORS® who are making over 50 real estate a part of their overall business plan. By earning the SRES® designation, REALTORS® are prepared to approach mature clients with the best options and information for them to make life-changing decisions.

In addition to guiding clients to the right experts on tax laws, probate, estate planning, and a variety of equity conversion strategies, Seniors Real Estate Specialists® can offer clients relevant information on current trends in real estate transactions for the 50+ market. Additional certification requirements are necessary. Learn more on [the SRES web site by clicking here.](#)

SRES - Seniors Real Estate Specialist

Instructor: Tim Vohar

Wednesday, October 24 and Thursday, October 25, 2018

Early bird pricing through October 17: \$225

Register after October 17: \$250

At the door: \$275

Register online at www.WAARealtor.com or [click here for registration flyer and more information](#)

New! WMLS Education & Information



Pro mobile app allows you to stay connected with clients and access all of your MLS data while "on the go". As a **Homesnap Pro** user, you'll be automatically designated as the agent to contact on all of your active listings, and all questions and showing requests will be sent directly to you, for free.

[Get snappin' and download Homesnap from the App Store or Google Play today!](#)

Click on the picture below for more information on the homesnap SUMMER TRAINING Series.....

The screenshot shows a promotional page for the 'homesnap SUMMER TRAINING SERIES'. It features four main sections, each with a 'SIGN UP NOW' button:

- Homesnap Pro 101: TOP TOOLS TO MASTER HOMESNAP IN MINUTES** - Includes the number of clicks and best practices for mastering the top tools within Homesnap Pro. Clicking on a 'Sign Up Now' button to learn these tools will change your daily habits, making you more efficient and productive in your business while on the go.
- Homesnap Pro 102: PROPERTY DETAILS AT YOUR FINGERTIPS** - Learn how to search for properties with the image of a photo, with filters and show your own search. See how your clients can use the tool to calculate to calculate their net total mortgage payments and use the homesnap app to search for homes by school district.
- Homesnap Pro 103: CLIENT COLLABORATION** - Helps clients to work successfully with any mobile device. Learn how to create and manage your own 'client' lists. Plus, we will teach you the advanced strategies to connect with clients from search to sale.
- Homesnap Pro 104: FINDING OFF A BRAND-NEW** - What's my house worth? With our new tool, you can generate and share a digital tour of your mobile device. Find potential seller, show and negotiate on the spot and generate a click with the correct 'I'm a pro' for your buyer.

At the bottom, it says: 'For tutorial videos and additional resources, check out homesnap.com/university'.

The "Coming Soon" status is available in the WMLS Matrix



system and provides WMLS users a way to indicate that the agent and the property owner are preparing the property for sale, but it is not quite ready for full marketing and

showing.



SAVE THE DATES!



September 6, 2018 WAAR Smart REALTOR® Series "9.5 Habits That Guarantee Success"

More than 40% of the actions people perform each day aren't actual decisions but habits, so if you're not getting the results you want, we need to take a candid look at your habits. In this session, you'll learn what really works and how to maximize your potential and your results. Learn more about Mark Given and start receiving "Mark's Minute" at www.MarkGiven.com

Location: Amber Ox Public House

Date: Thursday, September 6, 2018

Time: 2:00 - 5:00

Speaker: Mark Given will speak 2:30 - 3:45

FREE to WAAR members with ADVANCED REGISTRATION

\$10 non-members with ADVANCED REGISTRATION

\$20 at the DOOR

Click HERE to register today!



October 3, 2018 VR v. REIN Contract

Location: WAAR

Time: 4-6 pm

Speakers: Brian Lytle and Lynn Grimsley



[Click HERE to register today!](#)



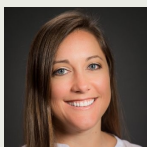
**October 17, 2018
WAAR Technology Summit**

Location: Legacy Hall

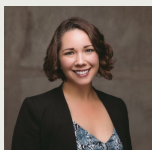
Time: 9 am - 3 pm

Special Guest Speaker Matthew Rathbun will present on two topics: "Online Lead Generation" and "New & Emerging Technology Trends"

We are also happy to have the following guest speakers:



Stacey Wanish Sifuentes, CEO & Marketing Strategist for addo Media- Facebook advertising and Facebook Bot platform



Brittney Trimmer, Social Media Trainer with Movement Mortgage - topic TBD



SentryLock - Get the latest inside scoop on SentryLock

[Click HERE to register today!](#)



WAAR is proud to partner with the following online schools:

The CE Shop:

Save 20% throughout August with the promo code AUGUST20 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...](#)

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

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

