



## Williamsburg Real Estate School EDUCATION Corner August 20, 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

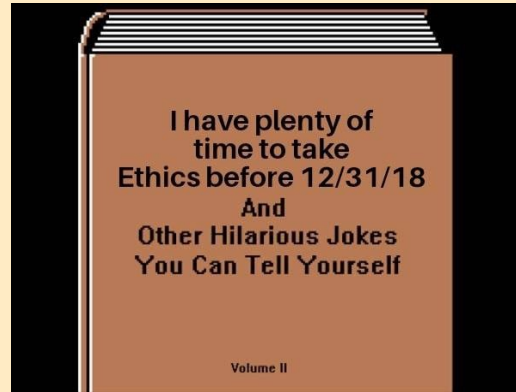
Don't lose your REALTOR® membership!

**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](http://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 "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.



## Register Today for these Special Events!



### **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](http://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**  
**Topic: VR vs REIN Contract**

*Approved for 2 hrs CE / BR / PL Current Industry Issues & Trends*

[Click HERE to register today!](#)



**October 17, 2018**  
**WAAR Technology Summit**

**Location: Legacy Hall**

**Time: 9 am - 3 pm**

WAAR Members: \$10

Nonmembers: \$20

*Includes morning coffee and pastry, lunch and speakers*

**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



**Jay Meyers, Core Logic Senior National Trainer** - Matrix 360 and the  
benefits from both the listing and public records (tax) side



**SentryLock** - Get the latest inside scoop on SentryLock

[Click HERE to register today!](#)







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*

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

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

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

