



Williamsburg Real Estate School EDUCATION Corner February 4, 2019



CE and BROKER (BR) CLASSES

Classes are posted on the WAAR website at
www.WAARrealtor.com

February

- 1st.....FREE-Tax Update for REALTORS®
- 7th.....Antitrust (1 hr CE / BR)
-Legal Update (1 hr Legal CE)
-Code of Ethics
- 19th.....Broker Licensing: Law Module - see
.....below for sign up instructions
- 27th.....Prospecting 101 (not approved for CE)

March

- 7th.....8 hr Mandatory CE Class Day
-Code of Ethics
-Legal Update with Flood Information
-Contracts 1 hr
-Agency 1 hr
-Fair Housing
- 8th.....GRI 501:Agency in VA 6 hrs CE
- 14th.....8 hr Real Estate Related CE Class Day
-Risk Management
-Antitrust
-Finance 101
-Not So Lucky #7 Environmental Issues
- 27th.....Fish Where the Fish Are (not approved for CE)

April

- 17th.....8 hr Broker Management
- 24th.....Target Marketing (not approved for CE)

POST LICENSE (PL) CLASSES

Classes are posted on the WAAR website at
www.WAARrealtor.com

February

- 1st.....FREE-Tax Update for REALTORS®
- 27th.....Prospecting 101 (2 hrs Current Industry
.....Issues & Trends PL)

March

- 7th.....Fair Housing
- 8th.....GRI 501:Agency in VA - Agency PL
- 14th.....Risk Management
- 14th.....Finance
- 14th.....Not So Lucky #7 Environmental Issues (2
.....hrs Current Industry Issues & Trends PL)
- 27th.....Fish Where the Fish Are (not approved for PL)

April

- 24th.....Target Marketing (not approved for PL)

Ur Dues Dollars @ Work 4 U

WAAR Members receive reduced pricing on most WAAR classes. Sign up today and receive quality education while taking advantage of WAAR Member pricing!



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.

NEW DATE!

RI 501: Agency in Virginia

Instructor: Michael Guthrie

Friday, March 8, 2019

Early Bird Pricing through Monday, March 4: \$85

Register after March 4: \$95

Minimum: 17

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



EARN YOUR BROKER'S LICENSE IN 2019!

February 19-22, 25 & 26.....Real Estate Law Module

March 18-22, 25.....Brokerage Module

April 8-12, 15.....Finance Module

Location of Classes: WAAR 5000 New Point Rd. Ste. 1101
Williamsburg, VA 23188

Time: 9 am - 1 pm

To Register: Call Alpha College of Real Estate at [757-427-1740](tel:757-427-1740) for a registration form and more information

Cost: \$250 per module

Wednesdays at WAAR

A series of REALTOR® marketing classes taught by Jon May....Classes begin at 9:30 am

WAAR Members - FREE.....Nonmembers - \$10/class

Ur Dues Dollars @ Work 4 U

Wednesday, February 27.....Prospecting 101 (2 hrs PL)

Wednesday, March 27.....Fish Where the Fish Are

Wednesday, April 24.....Target Marketing

Wednesday, May 22.....Video Marketing

Wednesday, June 12.....Newsletters Workshop

[Register online at www.WAARRealtor.com](http://www.WAARRealtor.com)



WMLS Education & Information










Save \$\$\$

Be “Fine Free” and avoid being found in violation of the WMLS Rules and Regulations!

Top 5 Violations in 2018:

-  #1 Listing entry date or status change not in compliance with timelines (\$100 fine)
-  #2 “Public Remarks” Violations (\$100 warning, \$300 fine)
-  #3 No Photo(s) entered within 3 business days from the date of listing (\$100 fine)
-  #4 “Unauthorized Use” – any non-member contact information in either “Agent” or “Public” Remarks
-  #5 No WMLS Lockbox, i.e. using another type of Lockbox (\$150 fine)

Questions? Call Sue at 757-903-4015



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



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.

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

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

