



**Williamsburg Real Estate School EDUCATION Corner**  
**February 25, 2019**



**CE Credits:** 1 hr Agency + 5 hrs real estate related

**PL Credits:** 3 hrs mandatory Agency

**Earn your GRI Designation or just earn CE/PL credits!**

**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.WAARealator.com](http://www.WAARealator.com) or [click here for more information.....](#)

**WOMEN'S COUNCIL OF REALTORS®**



**"Intersectionality of Women In Leadership"**  
**Dr. Michelle M. Kundmueller**  
 February 28, 10:30 - 12:00



**Dr. Michelle M. Kundmueller**  
 Political Theorist, Attorney, & Assistant Professor at Christopher Newport University

Dr. Michelle M. Kundmueller is a political theorist and attorney, Assistant professor at Christopher Newport University, she teaches classes that blend political philosophy, literature, and law. Following a liberal arts education at Flagler College, she studied law at the University of Notre Dame and then practiced law in Chicago for five years. Eventually leaving the practice of law to pursue a doctorate in political theory at the University of Notre Dame, Dr. Kundmueller's research focuses on the institutions and human desires that shape the excellence, rhetoric, and practices of citizens in private and public life. Her research on the distinct political contributions of public and private life has also led her to focus on the problem of perceiving the political potential of women. With a book forthcoming with SIU Press and articles in *Polity*, *Perspectives on Political Science*, and *First Amendment Law Review*, her research spans Homer, Plato, Saint Augustine, Shakespeare, Tolkien, and American constitutional law and legal ethics.

Dr. Kundmueller's current projects bring ancient and medieval political theory to bear on perennial problems in American democracy. In particular, one paper focuses on Martin Luther King Jr.'s distinctive employment of natural law theory and a second unearths the classical roots and democratic implications of the rhetorical style of *To Kill a Mockingbird's* Atticus Finch.

**MARK YOUR CALENDAR**  
 Membership Monthly Meetings Second Thursday Monthly 2019 (9:30-11:00)  
 To Be Held at VPAR (unless otherwise posted)

**Industry Education Events**  
 Dates to be Announced

**Stay tuned for details on our Spring Fundraising Event!**

**Free for Women's Council Members**  
**\$20.00 admission for non-members**

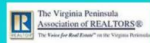
**2019 Strategic Partners**

- Allstate - Katy Jones
- Atlantic Bay Mortgage
- BB&T Home Mortgage
- Cutco Closing Gifts
- Sage Title Group
- 360

**Support Your Affiliate Members**

- Bonnie Appelby, New Towne Mortgage
- Cyriel Howell, Baylands Federal Credit Union
- Blair James, Midlife Personal Insurance
- Bill Kabili, The Office Moving Company
- Karen Lawson, RE Plucking Creative Chameleon Media
- Dexter Williams, Finance of America
- Kimberly Hecum, Atlantic Bay Mortgage

**Thank You to Our Room Sponsor**



**Register On Our Web Page**  
[www.WCRCoastalVa.org](http://www.WCRCoastalVa.org)

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





## 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!

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Instructor: Michael Guthrie

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Minimum: 17

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



### CE and BROKER (BR) CLASSES

Classes are posted on the WAAR website at [www.WAARRealtor.com](http://www.WAARRealtor.com)

#### February

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](http://www.WAARRealtor.com)

#### February

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!



### EARN YOUR BROKER'S LICENSE IN 2019!

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






## 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.](#)



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.WAARRealtor.com](http://www.WAARRealtor.com).

**[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)

