



Williamsburg Real Estate School EDUCATION *Corner*  
*June 4, 2019*

# COMMUNITY DAY

**Friday**

**June 7, 2019**

10 am - 2 pm

~Rain or Shine~



- FREE Shredding Truck\***
- FREE CPR Classes**
- FREE Wellness Screenings**
- FREE Self Defense Demos**
- FREE Fire Safety Information**
- FREE Healthy Food**

**Handmade Art and Bake Sale to benefit The Arc of Greater Williamsburg**



\*The Shredding Truck will be available from 10 am - 1 pm only.  
Call WAAR at 757.253.0028 for more information about Community Day



### **CE and BROKER (BR) CLASSES**

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

#### **June**

- 12...First Time Homebuyer Boot Camp for .....Real Estate Agents *-not approved for credits*
- 17...2019 New Laws Update - 1 hr CE
- 19...Midtown Row Project Update - Lunch & .....Learn *-not approved for credits*

#### **July**

- 17...How to Become More Referable *-not .....approved for credits*
- 18...8 hr mandatory CE class day
- 18...Code of Ethics 3 hrs
- 18...Legal Update 1 hr
- 18...Contracts 1 hr
- 18...Real Estate Agency 1 hr
- 18...Fair Housing 2 hrs

### **POST LICENSE (PL) CLASSES**

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- 17...2019 New Laws Update - *not approved for PL ..... credits*
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- 18...Code of Ethics - approved for PL
- 18...Fair Housing - 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!

### ***WMLS Education & Information***



### **MLS Monthly Marketing Content Kit *April 2019***

Homesnap's monthly marketing toolkit provides MLSs with quick and convenient content that can be used across many channels. Communicating information about Homesnap to your members on a monthly basis will increase awareness, user adoption and member engagement.

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[Show your members how they can encourage their clients to connect with them in Homesnap and educate them on the app's key features.](#)

## SOCIAL MEDIA

Homesnap has produced a series of social media assets which provide agents with steps illustrating how they can introduce Homensap to their clients and educate them on the app's main consumer-facing tools. Below you'll find suggested social media copy and graphics to share with your members to raise awareness of these great features.

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### POST #1: Pitching Homesnap To Your Buyer Clients!

Having a great pitch is vital to encourage your buyer clients to use Homesnap, the app that the pros use. Check out the pitch that agent Ronice Jackson uses to get her buyers to join her in Homesnap.



### POST #2: Pitching Homesnap To Your Seller Clients!

Homesnap isn't just for consumers looking for the perfect property -- it's a great tool for sellers too! It's important to have a great pitch for your seller clients. Check out the pitch that agent Ronice Jackson gives to her sellers to encourage them to join her in Homesnap.



WAAR is proud to partner with the following online schools:

#### The CE Shop:

*Save 20% throughout June with the promo code JUNE20 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:

### MATRIX COMPUTER TRAINING CLASSES

#### FREE Refresher Course

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)



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

### 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)

