



Williamsburg Real Estate School EDUCATION Corner
July 15, 2019

How to Become More Referable

Wednesday, July 17, 2019
9:30 - 10:30

Cost: FREE to all

Instructor: Kevin Onizuk, J G Wentworth Home Loans

In the next "Wednesdays at WAAR" marketing class, Kevin Onizuk will share his highly effective method for building an indestructible business with consistent and steady growth.

The technique involves "amplifying relationships" by using the proper language to get more referrals. So, how does Kevin establish and amplify his relationships with clients and other business partners? Come Wednesday & find out!

(Not approved for credits)

Are you coming to this class?

DATE AND TIME

07/17/19 9:30am-07/17/19 10:30am



8 hr Mandatory CE Class Day
July 18, 2019

8 hr Real Estate Related CE Class
Day
July 25, 2019

Social time after last class for fun or extra q & a!



CE and BROKER (BR) CLASSES

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

July

17...How to Become More Referable -not



POST LICENSE (PL) CLASSES

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

July

- 17...How to Become More Referable -notapproved for credits
- 18...Code of Ethics - approved for PL
- 18...Fair Housing - approved for PL
- 25...Real Estate Agency...approved for PL
- 25...Homeowner & Flood Insurance..approved forCurrent Industry Issues & Trends PL
- 25...Loans & Finance 101...approved for PLnetworking/q&a social time after class

.....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
25...8 hr real estate related class day
25...Real Estate Agency 3 hrs CE / BR
25...Antitrust 1 hr CE / BR
25...Homeowner & Flood Insurance 2 hrs CE
25...Loans & Finance 101 2 hrs CE networking/
.....q&a social time after class

More Upcoming PL Classes
Renovation Financing...Current Ind Issues & Trends PL...September 11
Real Estate Agency Law...September 23
Risk Management...September 23
Loans & Finance 101...October 10
Real Estate Law & Board Regs...October 10
VA Escrow Requirements...October 11
Fair Housing...December 4

Stay tuned - more classes will be added soon



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!

NAR has a wealth of resources to help agents, brokers and associations better understand and educate each other about the safety risks they face. *For more safety information from NAR or to see all of NAR's safety tips, [click here.](#)*

REALTOR® Safety Tip

NATIONAL ASSOCIATION of REALTORS®

REALTOR® SAFETY PROGRAM

When showing a home, always have your prospect walk in front of you. Don't lead them, but rather, direct them. Gesture for them to go ahead of you and say, for example, "The master suite is in the back of the house."

FOR MORE SAFETY TIPS FROM NAR, VISIT WWW.REALTOR.ORG/SAFETY

The graphic features a green header with the text 'NATIONAL ASSOCIATION of REALTORS®'. Below this is a photograph of a woman in a black suit pointing towards a man in a plaid shirt who is looking at a staircase in a house. To the left of the photograph is a white box with the NAR logo and the text 'REALTOR® SAFETY PROGRAM'. Below the photograph is a dark blue box with white text providing a safety tip. At the bottom of the graphic is a white arrow pointing downwards, and below that is a white box with the text 'FOR MORE SAFETY TIPS FROM NAR, VISIT WWW.REALTOR.ORG/SAFETY'.

WMLS Rules & Regulations

Revised May 23, 2019

Revisions to the WMLS Governing Document include minor "housekeeping" changes to Section 1a, "Listings of Properties Required" and Section 1.2g "Lockboxes", and additions to Section 1.2e "Photos" and Section 7.1f "Fines and Sanctions". View a highlighted version of the document [here](#).

NEW "SentriKey" Website

In April SentriLock released a new website - "SentriKey" - providing users with a new look and navigational features.

New features include:

- Simplified Tabs: The lockbox and listing tabs are now combined under the "Properties" tab
- Live Chat: Connect to SentriLock support via live chat
- Message Center: View showing notifications, low battery notices and more

Check out the [SentriKey User Guide](#) to learn more!



Did you know?

The **WMLS Listing Data Checker** is still "under construction" (thank you for your patience!) and was recently updated to check for listings that require disclosures/disclaimers, as applicable. Make sure you upload any disclosures or disclaimers that apply to your listing in the WMLS database by adding "supplements" on the "modify listing" page.

Questions? Contact staff at (757) 903-4015

Tips and Tricks!

When searching for listings in the WMLS database always remember "less is more", especially when searching for addresses. For street names that contain more one word, be sure to key in only the first word when searching so you'll be sure to retrieve all listings for that street in your search results.

IMPORTANT REMINDER

The **WMLS Service Area** encompasses the City of Williamsburg, James City county, York county (including Yorktown), New Kent and Charles City counties. WMLS participants are required to enter all listings that fall within the WMLS service area into the WMLS database and are encouraged to enter listings that may NOT fall within the service area as well, resulting in more exposure for your sellers. (Note: All WMLS Rules and Regulations apply.) Get the most out of the service and enter ALL your listings into the WMLS database!

WAAR is proud to partner with the following online schools:

[The CE Shop:](#)



Save 25% throughout July with the promo code JULY25.

[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 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

[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

