



Williamsburg Real Estate School EDUCATION *Corner*
July 22, 2019

Earn CE, Broker and PL Credits!

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.WAARealator.com

July

- 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

August

- 1....New Member Orientation
- 1....Antitrust 1 hr CE / BR
- 1....Legal Update 1 hr CE
- 1....Code of Ethics 3 hrs CE / BR
- 21..Credit - What You and Your Clients Need
toKnow

Plan Ahead

- Broker Management & Supervision 8 hour day**
September 16, 2019



POST LICENSE (PL)
CLASSES

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

July

- 25...Real Estate Agency...approved for
Agency PL
- 25...Homeowner & Flood
Insurance..approved for**Current**
Industry Issues & Trends PL
- 25...Loans & Finance 101...approved for
FinancePL - networking/q&a social
time after class

August

- 1....New Member Orientation
- 1....Code of Ethics 3 hrs PL - included in New
.....Member Orientation
- 21..Credit - What You and Your Clients Need
toKnow

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



MOVEMENTMORTGAGE

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

WMLS Education & Information



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:

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

