

First Quarter 2020 Education Calendar



LEARN & EARN
REALTORS WHO LEARN MORE. EARN MORE

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www.CPAR.realtor/classes

January

- 9TH ICE Virtual Class - Code of Ethics - 3CE**
12:00 PM to 3:00 PM **Instructor:** Chuck Bonamer
This class fulfills the 3 hours of Ethics & Business Practices license requirement Every REALTOR must complete the NAR Mandatory REALTOR Code of Ethics Training between January 1, 2019 and December 31, 2021. REALTORS who do not meet the requirement will have their REALTOR status suspended on January 1, 2022. This is a nationwide requirement for all REALTORS.
- 14TH Resort & Second Property Specialist (RSPS) Certification Course - 7CE**
9:00 AM to 5:00 PM **Instructor:** Jo-Ann Sloan
With the Resort & Second-Home Specialist (RSPS) certification course, you will learn:
•Skills and knowledge foundation •Resort and second-home customers, clients, and properties •Working with affluent or international buyers and sellers •Building your business •Overcoming bad publicity and disasters
•Tax and investment •Regulatory matters \$30 Member Cost - See member portal for more info
- 15TH Pricing Strategy Advisor (PSA) Certification Course - 6CE**
9:00 AM to 4:00 PM **Instructor:** Jo-Ann Sloan
This course is specifically designed to help residential real estate agents and brokers enhance their skills in pricing properties, creating comparative market analyses (CMAs), and guiding clients through the complexities of valuation \$50 Member Cost - See member portal for more info.
- 21ST Realist Training Webinar - OCE**
2:00 PM to 3:30 PM **Instructor:** Brent Adams
This training webinar covers how to use Realist to access the most robust and timely property, ownership and market information available. With Realist, you have the tools to bring more power to sales presentations, listing packages and marketing efforts.
- 24TH Lunch & Learn - Topic: Lending - OCE**
11:30 AM to 1:00 PM **Instructor :** TBA
Join us for lunch with local lenders as we discuss what to expect in the coming year, new products, new loan limits with FHA and VA, new funding fees for VA, and much more.
- 27TH Getting Started With RPR - OCE**
1:00 PM to 2:30 PM **Instructor:** Josh Mata
RPR's dynamic data and client-friendly reports help REALTORS® achieve professional success. In this free workshop you will learn to: *Search hundreds of datasets on more than 160 million on-and-off market properties *Create the ultimate listing package with RPR's Comp Analysis tool *Calculate the ROI for your client's home improvement *Research a property's history *Send customized and branded reports anywhere, anytime **REALTOR® member benefit - included in your REALTOR® dues
- 27TH MLS Advanced - How to Prepare a CMA - OCE**
2:30 PM to 4:30 PM **Instructors:** Richard Gibbens, Michelle Ginn & Robbie Hughes
In this exciting collaboration with CPAR Staff and Members, CPAR Members Robbie Hughes and Michelle Ginn will begin by walking you through the original method of doing a Comparative Market Analysis. They will teach you how to map a property, determine adjustments, and find the suggested value of a property the way it was originally intended. Afterwards, MLS Director Richard Gibbens will teach you to the CMA tool in FlexMLS to it's full potential with this newly gained knowledge.
- 28TH Social Media Boot Camp - OCE**
9:30 AM to 11:30 AM & 12:30 PM to 2:30 PM **Instructor:** Elm Street Technology
Topics Include: How to generate Real Estate leads from your website, Why you need a Facebook business page, How to get more followers on your social media pages, Setting goals for effective blogging, Twitter tips for Real Estate Agents, and much more. Two Sessions.
- 30TH ACE Negotiator - 4CE**
9:00 AM to 1:00 PM **Instructor:** Josh Cadillac
Topics Include: Negotiating strategies, tactics, debriefing strategies, planning session, understanding body language, reading a room, and actual negotiating exercises where agents will negotiate against one another.
- 30TH "If Men Are From Mars & Women Are From Venus, Where Are My Buyer & Seller From"?- 2CE**
2:00 PM to 4:00 PM **Instructor:** Josh Cadillac
This class focuses on identifying the types of people you work with, Identifying the type of person you are, building a business built on caring for peoples actual needs, and creating a strong and loyal customer base.

February

- 4TH Military Relocation Professional (MRP) Certification - 7CE**
9:00 AM to 5:00 PM **Instructor:** Patti Ketcham
NAR's Military Relocation Professional (MRP) certification educates REALTORS about working with U.S. service members and their families and veterans to find the housing solutions that best suit their needs and to take full advantage of available benefits and support. After the completion of this course, you will need to complete 2 one-hour webinars, submit the certification application, and pay the one-time fee of \$195.00 to earn the MRP Certification. Pricing: \$50 Members & \$85 Non-Members
- 5TH Florida Military Specialist (FMS) Certification - 4CE**
8:00 AM to 12:00 PM **Instructor:** Patti Ketcham
The Florida Military Specialist program provides students with practical education on the unique needs of Florida's military personnel and their families and explores special financing options and skills to make the purchase, sale, and renovation of real property as efficient and accommodating for the military client as possible. NOTE: This Florida Realtors course is offered in conjunction with the NAR MRP (Military Relocation Professional) certification course. Once you have completed this course and the NAR MRP one day course you are eligible for the FMS Certification. Pricing: \$15 Members & \$50 Non-Members
- 7TH iCE Virtual Class - Property Management for the Real Estate Practitioner - 3CE**
8:30 AM to 11:30 PM **Instructor:** Rebecca Panosso
Want to know more about Property Management without jumping in head first? This course is for a REALTOR® that wants or needs to know enough about property management to get by - whether to manage a property or two now, or as an introduction to property management if they are considering possible investment down the road.
- 11TH Code of Ethics - 3CE**
9:00 AM to 12:00 PM **Instructor:** Patricia Sherman
This class fulfills the 3 hours of Ethics and Business Practices license requirement. Every REALTOR must complete the NAR Mandatory REALTOR Code of Ethics Training between January 1, 2019 and December 31, 2021. REALTORS who do not meet the requirement will have their REALTOR status suspended on January 1, 2022. This is a nationwide requirement for all REALTORS.
- 11TH Core Law - Avoiding the Danger Zone- 3CE**
12:30 PM to 3:30 PM **Instructor:** Patricia Sherman
Buying and selling property requires a lot of legal paperwork. Today, more than ever, it's important to know the laws governing the practice of real estate. This material will provide a "red flag notice" of when participants are potentially going into a danger zone—the unlicensed practice of law.
- 24TH MLS Advanced - Map Search, Map Overlays & Saved Views - OCE**
9:00 AM to 10:30 AM **Instructor:** Richard Gibbens
Views Learn how to use the map search function, create your own overlays, and share your overlays with others. Also learn how to create a custom view to see what is most important to you in your search lists.
- 25TH & 26TH New Member Orientation - OCE**
8:00 AM to 4:00 PM **Instructor:** David Collins, Denise Rowan
Two full days of everything a new CPAR member needs to know to succeed!
Includes: Code of Ethics, Listing & Purchase Contract Classes and MLS Basics
- 28TH Lunch & Learn - Topic: TBD**
11:30 AM to 1:00 PM **Instructor:** TBD
Join us for lunch while learning some valuable information.

March

- 5TH Contract Mediation - 4CE**
8:30 AM to 12:30 PM **Instructor:** David Collins
Students will be given the tools to understand and work through situations that require mediation. This includes mediation between Buyers and Sellers as well as dispute resolution among brokerages. Students will have in-depth study of: Contract mediation requirements, procuring cause criteria, requirements of arbitration, the mediation process and 4 Case studies on Mediation.
- 12TH iCE Virtual Class - Taxes & Money - Pay Less, Keep More**
12:00 PM to 3:00 PM **Instructor:** Jerry Pemberton
We can always rely on taxes as a constant in our lives. Another constant is that those taxes and their related laws are always subject to fluctuation. Learn about tax law that is currently in effect.

March

- 19TH & 20TH** **14 Hour Continuing Education - **Two Day Course March 19th & 20th** - 14CE**
9:00 AM to 5:00 PM **Instructor:** David Collins
This course meets your 8 Hr Specialty Credits, 3 Hr Core Law credits, & 3 Hr Ethics & Business Practices required by DBPR for Licensing Renewal. Topics to be covered: * Lead Generation * Learn New Prospecting Techniques * Learn Lead Conversion Techniques * Understand how to really Qualify Buyers * The Art of Negotiating through Persuasion * Techniques in Negotiating * Learn the Conversion Process * Learn how and when to Close * Writing Great Contracts * In-depth Study on the Contract (CRSP12/ FAR-Bar) * Understand the Procuring Cause Process * Core Law * Code of Ethics * Update of all FS475 and 61J2 Rules
- 24TH & 25TH** **New Member Orientation - OCE**
8:00 AM to 4:00 PM **Instructor:** Sam Kincaid, Brandon Burg
Two full days of everything a new CPAR member needs to know to succeed!
Includes: Code of Ethics, Listing & Purchase Contract Classes and MLS Basics
- 27TH** **Lunch & Learn - Topic: TBD**
11:30 AM to 1:00 PM **Instructor:** TBD
Join us for lunch while learning some valuable information.
- 30TH** **MLS Advanced - MLS Reports & Marketing - OCE**
2:00 PM to 3:30 PM **Instructor:** Richard Gibbens
Want to make yourself stand out from the crowd? Learn how to customize the flyers, business cards, and reports in Flex that you send to your customers to match your style and stand out from everyone using the default settings. We will cover updating your Business Card, Tesseract Reports, and touching on some of the various market reports you can run in FlexMLS.

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At the top, hover over Education
then click Upcoming Courses
Select the class you want
to register for and click register!

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* Classes may be cancelled if registration requirements not met
* Please check your Member Portal for up to date class information