



2017 EDUCATION COURSE SCHEDULE

Registering For Classes:

When signing up for classes please be sure to do so by the registration deadline date. Members/Non-members-If you fail to register by this date you will be charged the Walk-In fee of \$10 plus the cost of the class. Education Voucher holders (DBAAR & NSB)- will be charged the Walk-In fee of \$10.

Education Class Cancellation Policy:

If you are unable to attend a class that you have registered for please be sure to notify the DBAAR 24 hours prior to the start of class. If we do not receive prior notice you will still be charged for the cost of the class. If you have a DBAAR Education Voucher and do not provide 24 hour notice you will be charged \$10. New Smyrna Beach Voucher holders will be charged \$10 if you fail to provide (DBAAR) 24 hour notice of class cancellation. This fee will be payable to DBAAR.

August

Monday, August 21st Staging to Sell: What Every Realtor Should Know 1:00 p.m. to 4:00 p.m.
Instructor: June Carter
3 CE Credits
If Registered by Aug 18th - Member \$21 Non-Member \$31
Walk-Ins - Member \$31 Voucher Holder \$10 Non-Member \$41
*Covered by Education Voucher

Wednesday, August 23rd Lunch & Learn "Lending From a Local Viewpoint" 11:30 a.m. to 1:00 p.m.
Sponsored by Home Team Equity - Amanada Sarnes
Lunch is provided- Must be registered by Aug 22nd
NO CE CREDITS
FREE To DBAAR Members

Friday, August 25th Real Estate Investing: Build Wealth Representing Investors and Becoming One 9:00 a.m. to 4:30 p.m.
Yourself - (ABR Elective Course) **Registration is at 8:30 AM**
Instructors: Gonzalo Mejia 30 Min Lunch Break 12-12:30pm
7 CE CREDITS
Register By 8/18: DBAAR Members \$69 Non-Members \$89
After 8/18 or Walk-Ins - DBAAR Member \$79 Non-Members \$99
****NOT COVERED UNDER EDUCATION VOUCHER****

Thursday, August 31st Core Law 9:00 a.m. to 12:00 p.m.
Instructor: Dick Fryer
3 CE Credits
If Registered by Aug 30th - Member \$21 Non-Member \$31
Walk-Ins - Member \$31 Voucher Holder \$10 Non-Member \$41
*Covered by Education Voucher

September

Friday, September 8th Contract For Residential Sale and Purchase (Virtual Class) 9:00 a.m. to 1:00 p.m.
Instructor: Steven David
4 CE Credits
If Registered by Sept 7th- Member \$28 Non-Member \$38
Walk-Ins - Member \$38 Voucher Holder \$10 Non-Member \$48
*Covered by Education Voucher

Monday, September 11th MLS Training 9:00 a.m. to 11:30 a.m.
Instructor: Karen Nelson
No CE Credits
FREE To DBAAR Members

Monday, September 18th Realtor Safety - Smart Business 1:00 p.m. to 3:00 p.m.
Instructor: Patricia Sherman
2 CE Credits
If Registered by Sept 17th - Member \$14 Non-Member \$24
Walk-Ins - Member \$24 Voucher Holder \$10 Non-Member \$34
*Covered by Education Voucher

Tues, Sept 26th Farming for Listings 9:00 a.m. to 12:00 p.m.
Instructor: Mark Weithorn
3 CE Credits
If Registered by Sept 25th - Member \$21 Non-Member \$31
Walk-Ins - Member \$31 Voucher Holder \$10 Non-Member \$41
*Covered by Education Voucher

October

Friday, October 6th Getting Started with RPR 9:00 a.m. to 10:00 a.m.
Instructor: Hameed Siddiq
NO CE CREDITS
FREE To DBAAR Members

Friday, October 6th RPR: Ten Ways to Earn More Business Than Your Competition 10:00 a.m. to 11:00 a.m.
Instructor: Hameed Siddiq
NO CE CREDITS
FREE To DBAAR Members

October

Wednesday, October 11th	Code of Ethics Instructor: Dick Fryer 3 CE Credits Member: FREE Non-member: \$31 MLS Training FREE To DBAAR Members	8:15 a.m. to 11:30 a.m. 1:00 p.m. to 3:30 p.m.
Thursday, October 12th	Understanding Buyer Agreements and How To Implement Them (Virtual Class) Instructor: Cynthia DeLuca 3 CE Credits If Registered by Oct 11th - Member \$21 Non-Member \$31 Walk-Ins - Member \$31 Voucher Holder \$10 Non-Member \$41	1:00 p.m. to 4:00 p.m.
*Covered by Education Voucher		
Wednesday, October 18th	Types of Loans and How They Perform for the Buyer Instructor: Andy Tolbert 4 CE Credits If Registered by Oct 17th- Member \$28 Non-Member \$38 Walk-Ins - Member \$38 Voucher Holder \$10 Non-Member \$48	9:00 a.m. to 1:00 p.m.
*Covered by Education Voucher		
Monday, October 30th Tuesday, October 31st	SRES- Senior Real Estate Specialist (NAR Designation) Instructor: Dick Fryer Two Day Course = 11 CE Credits Course Fee: \$299 per student (NOT covered by Education Voucher) Registration Deadline is Friday, Oct 23rd TO REGISTER AND PAY PLEASE CALL IFREC REAL ESTATE SCHOOLS AT 888-647-7277	Mon, Oct 30th 8:30 a.m. to 5:30 p.m. Registration Day 1 - 8:00 a.m. Tues, Oct 31st 8:30 a.m. to 5:30 p.m.

November

Wednesday, November 8th	Perfect Pricing with Easy Accurate CMA's From RPR Instructor: Hameed Siddiq NO CE CREDITS FREE To DBAAR Members	9:00 a.m. to 10:00 a.m.
Wednesday, November 8th	RPR Mobile App for Smartphones Instructor: Hameed Siddiq NO CE CREDITS FREE To DBAAR Members	10:00 a.m. to 11:00 a.m.
Tuesday, November 14th	MLS Training Instructor: Karen Nelson No CE Credits FREE To DBAAR Members	1:00 p.m. to 3:30 p.m.
Friday, November 17th	Boot Camp (Virtual Class) Instructor: Patricia Sherman 4 CE Credits If Registered by Nov 16th- Member \$28 Non-Member \$38 Walk-Ins - Member \$38 Voucher Holder \$10 Non-Member \$48	9:00 a.m. to 1:00 p.m.
*Covered by Education Voucher		
Tuesday, November 28th	PSA - Pricing Strategies: Mastering the CMA NAR Certification Course Instructors: Cynthia DeLuca 6 CE CREDITS Register By 11/21: DBAAR Members \$69 Non-Members \$89 After 11/21 & Walk-Ins - DBAAR Memberd \$79 Non-Members \$99 **NOT COVERED UNDER EDUCATION VOUCHER**	9:00 a.m. to 4:00 p.m. Registration is at 8:30 AM <u>30 Min Lunch Break 12-12:30pm</u>

December

Wednesday, December 6th	Grow Leads and Increase ROI with RPR Instructor: Hameed Siddiq NO CE CREDITS FREE To DBAAR Members	1:00 p.m. to 2:00 p.m.
Wednesday, December 6th	Three Ways to Build Listing Inventory Using RPR Instructor: Hameed Siddiq NO CE CREDITS FREE To DBAAR Members	2:00 p.m. to 3:00 p.m.
Friday, December 8th	Code of Ethics Instructor: Dick Fryer 3 CE Credits Member: FREE Non-member: \$31 MLS Training FREE To DBAAR Members	8:15 a.m. to 11:30 a.m. 1:00 p.m. to 3:30 p.m.
Thursday, December 14th	Negotiating Skills For Today's Real Estate Professional (Virtual Class) Instructor: Jo-Ann Sloan 4 CE Credits If Registered by Dec 13th- Member \$28 Non-Member \$38 Walk-Ins - Member \$38 Voucher Holder \$10 Non-Member \$48	1:00 p.m. to 5:00 p.m.
*Covered by Education Voucher		