



2018 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.

February

Thursday, February 22	GRI 101 - Realtors: Professionalism and the Law	Thurs, Feb 22nd -7:30 a.m. to 5:00 p.m.
Friday, February 23	Instructors: Patricia Sherman & Dick Fryer (14 CE Credits - Two Day Module)	Fri, Feb 23rd- 8:00 a.m. to 5:30 p.m.
<p>**Complete all 3 Modules GRI 101, GRI 102 (Mar 20 & 21) & GRI 103 (Apr 19 & 20) for 45 Hrs Sales Associate Post-Licensing Credit</p> <p>Register 2/13 or after: GRI 101: DBAAR mbrs \$140 All others \$339 - All 3 GRI 100 Modules: DBAAR mbrs \$160 All others \$399 TO REGISTER CALL FLORIDA REALTORS® AT 800-669-4327</p>		

Tuesday, February 27th	Realtor Safety - Smart Business Instructor: Patricia Sherman 2 CE Credits If Registered by Feb 26th - Member \$14 Non-Member \$24 Walk-Ins - Member \$24 Voucher Holder \$10 Non-Member \$34	1:00 p.m. to 3:00 p.m.
*Covered by Education Voucher		

Wednesday, February 28th	RPR Mobile App for Smartphones Instructor: Hameed Siddiq NO CE CREDITS FREE To DBAAR Members	1:00 p.m. to 2:00 p.m.
--------------------------	---	------------------------

Wednesday, February 28th	Using RPR to Impress Clients and Close More Deals Instructor: Hameed Siddiq NO CE CREDITS FREE To DBAAR Members	2:00 p.m. to 3:00 p.m.
--------------------------	--	------------------------

March

Thursday, March 1st	So You Want To Be A Broker (Virtual Class) Instructor: Jane Fairall 3 CE Credits If Registered by Feb 28th - 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		

Monday, March 5th	Buying vs Renting and Other Millennial Facts Instructor: Grant Simon 3 CE Credits If Registered by March 2nd - Member \$21 Non-Member \$31 Walk-Ins - Member \$31 Voucher Holder \$10 Non-Member \$41	9:00 a.m. to 12:00 p.m.
*Covered by Education Voucher		

Monday, March 5th	And Then There Were 4: A Realtor's Guide to Financing Options Instructor: Grant Simon 4 CE Credits If Registered by March 2nd- 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		

Tuesday, March 13th	Code of Ethics (CONTINUING MEMBERS ONLY) Instructor: Dick Fryer 3 CE Credits If Registered by March 12th - Members FREE Non-Member \$31 Walk-Ins - Members \$10 Voucher Holder \$10 Non-Member \$41	9:00 a.m. to 12:00 p.m.
*Covered by Education Voucher		

Tuesday, March 13th	LUNCH & LEARN - Centralized Showing Service Lunch is provided-Must be registered by March 12th NO CE CREDITS FREE To DBAAR Members	12:30 p.m. to 1:30 p.m.
---------------------	--	-------------------------

March

Friday, March 16th	Three Ways to Build Listing Inventory with RPR Instructor: Hameed Siddiq NO CE CREDITS FREE To DBAAR Members	9:00 a.m. to 10:00 a.m.
Friday, March 16th	CMA's Using RPR Instructor: Hameed Siddiq NO CE CREDITS FREE To DBAAR Members	10:00 a.m. to 11:00 a.m.
Tuesday, March 20th & Wednesday, March 21st	GRI 102 - Starting Your Business Instructors: Patricia Sherman & Cynthia DeLuca (11 CE Credits - Two Day Module) Register By 3/9: GRI 102: DBAAR mbrs \$115 All others \$135 Register 3/10 or after: GRI 102: DBAAR mbrs \$140 All others \$160 TO REGISTER CALL FLORIDA REALTORS® AT 800-669-4327	Tues, Mar 20th -7:30 a.m. to 5:00 p.m. Wed, Mar 21st- 8:00 a.m. to 5:30 p.m.
Thursday, March 22nd	MLS Training Instructor: Karen Nelson No CE Credits FREE To DBAAR Members	9:00 a.m. to 12:00 p.m.
Monday, March 26th	Survive & Thrive in Real Estate Instructor: Jason Jakus 3 CE Credits If Registered by March 23rd - Member \$21 Non-Member \$31 Walk-Ins - Member \$31 Voucher Holder \$10 Non-Member \$41	9:00 a.m. to 12:00 p.m.
*Covered by Education Voucher		
Tuesday, March 27th	Intro to Commercial RPR Instructor: Hameed Siddiq NO CE CREDITS FREE To DBAAR Members	11:00 a.m. to 12:00 p.m.
Wednesday, March 28th	LUNCH & LEARN "Credit Scoring, Credit Reports & How They Affect Mortgage Qualifying" Sponsored by American Mortgage & Score Crafters Lunch is provided- Must be registered by Mar 26th NO CE CREDITS FREE To DBAAR Members	11:30 a.m. to 1:00 p.m.

April

Wednesday, April 4th	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, April 4th	10 Ways to Earn More Business than Your Competition Instructor: Hameed Siddiq NO CE CREDITS FREE To DBAAR Members	2:00 p.m. to 3:00 p.m.
Thursday, April 5th	Lunch & Learn "Crime Awareness Program" Presented by the Crime Prevention Task Force Lunch is provided by DBAAR- Must be registered by April 3rd NO CE CREDITS FREE To DBAAR Members	11:30 a.m. to 1:00 p.m.
Friday, April 6th	The ADA & Commercial Real Estate (Virtual Class) Instructor: Cindy Chandler 4 CE Credits If Registered by April 5th - 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, April 9th	Commercial RPR Instructor: Hameed Siddiq NO CE CREDITS FREE To DBAAR Members	11:00 a.m. to 12:00 p.m.
Tuesday, April 10th	Affordable Housing Solutions: What Every Realtor Should Know Presented by: Florida Housing Finance Corp 3 CE Credits If Registered by April 9th - 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		

April

Wednesday, April 18th	Code of Ethics (NEW MEMBER ORIENTATION) Instructor: David Wyant FREE To DBAAR Members MLS Training - Karen Nelson FREE To DBAAR Members	8:15 a.m. to 11:30 a.m. 1:00 p.m. to 4:00 p.m.
-----------------------	---	---

Thursday, April 19th & Friday, April 20th	GRI 103 - Maximize Your Profitability Instructors: David Wyant & Cynthia DeLuca (11 CE Credits - Two Day Module) Register By 4/9: GRI 102: DBAAR mbrs \$115 All others \$135 Register 4/10 or after: GRI 102: DBAAR mbrs \$140 All others \$160 TO REGISTER CALL FLORIDA REALTORS® AT 800-669-4327	Thurs, Apr 19th -7:30 a.m. to 5:00 p.m. Fri, Apr 20th -8:00 a.m. to 5:30 p.m.
--	---	--

Tuesday, April 24th	Preparing a Listing Contract Instructor: Cynthia DeLuca 4 CE Credits If Registered by April 23rd - 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

May

Friday, May 4th	Identity Theft Prevention & Data Security Instructor: Tyler Wildman 3 CE Credits If Registered by May 3rd - Member \$21 Non-Member \$31 Walk-Ins - Member \$31 Voucher Holder \$10 Non-Member \$41	9:00 a.m. to 12:00 p.m.
-----------------	---	-------------------------

*Covered by Education Voucher

Wednesday, May 9th	Tech Workshop (Topics TBD) Instructor: Craig Grant NO CE Credits If Registered by May 8th - DBAAR Members-FREE Non-Member \$25 Walk-Ins - Members \$10 Non-Member \$35	9:00 a.m. to 4:00 p.m.
--------------------	---	------------------------

*Covered by Education Voucher

Thursday, May 10th	Taxes & Money - Pay Less Keep More (Virtual Class) Instructor: Jerry Pemberton 3 CE Credits If Registered by May 9th - 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

Tuesday, May 15th	MLS Training Instructor: Karen Nelson No CE Credits FREE To DBAAR Members	9:00 a.m. to 12:00 p.m.
-------------------	--	-------------------------

Tuesday, May 22nd	Code of Ethics (CONTINUING MEMBERS ONLY) Instructor: David Wyant 3 CE Credits If Registered by May 21st - Members FREE Non-Member \$31 Walk-Ins - Members \$10 Voucher Holder \$10 Non-Member \$41	1:00 p.m. to 4:00 p.m.
-------------------	---	------------------------

*Covered by Education Voucher

Thursday, May 31st	Development of Vacant Land: Unearthed Instructor: Linda Olsen 4 CE Credits If Registered by May 30th - 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

June

Monday, June 4th	Completing an Effective Purchase and Sales Contract Instructor: Cynthia DeLuca 4 CE Credits If Registered by June 1st - 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

Friday, June 8th	Working With the Bank's Appraiser & the Consumer (Virtual Class) Instructor: Kim Bell 4 CE Credits If Registered by June 7th - 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

June

Wednesday, June 20th	Code of Ethics (NEW MEMBER ORIENTATION) Instructor: Lorri Reynolds FREE To DBAAR Members MLS Training - Karen Nelson FREE To DBAAR Members	8:15 a.m. to 11:30 a.m. 1:00 p.m. to 4:00 p.m.
Tuesday, June 26th	Navigating the Maze of Residential Construction Instructor: David Wyant 4 CE Credits If Registered by June 25th - 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

July

Thursday, July 12th	Working with the Senior Citizen (Virtual Class) Instructor: Denise Oylar 3 CE Credits If Registered by July 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.
Wednesday, July 18th	Code of Ethics (CONTINUING MEMBERS ONLY) Instructor: Patricia Sherman 3 CE Credits If Registered by July 17th- Members FREE Non-Member \$31 Walk-Ins - Members \$10 Voucher Holder \$10 Non-Member \$41	9:00 a.m. to 12:00 p.m.
Friday, July 20th	MLS Training Instructor: Karen Nelson No CE Credits FREE To DBAAR Members	9:00 a.m. to 12:00 p.m.

*Covered by Education Voucher

*Covered by Education Voucher

Monday, July 30th & Tuesday, July 31st	GRI 201 - It's All About You Instructors: David Wyant & Patti Ketcham (Two Day Module = 11 CE Credits or 15 hours of Broker Post-Licensing Credit) Register By 7/20: GRI 201: DBAAR mbrs \$125 All others \$150 - Both GRI 200 Modules: DBAAR mbrs \$225 All others \$250 Register After 7/20 : GRI 201: DBAAR mbrs \$145 All others \$170 - Both GRI 200 Modules: DBAAR mbrs \$245 All others \$270 (GRI 202 will be held August 23-24, 2018) TO REGISTER CALL FLORIDA REALTORS® AT 800-669-4327	Mon, July 30th 8:30 a.m. to 5:00 p.m. Tues, July 31st 8:00 a.m. to 6:30 p.m.
---	---	---

August

Friday, August 3rd	Clarifying Service Animals Instructor: Cynthia DeLuca 3 CE Credits If Registered by Aug 2nd - Member \$21 Non-Member \$31 Walk-Ins - Member \$31 Voucher Holder \$10 Non-Member \$41	9:00 a.m. to 12:00 p.m.
Wednesday, August 15th	Code of Ethics (NEW MEMBER ORIENTATION) Instructor: Lorri Reynolds FREE To DBAAR Members MLS Training - Karen Nelson FREE To DBAAR Members	8:15 a.m. to 11:30 a.m. 1:00 p.m. to 4:00 p.m.
Thursday, August 23rd & Friday, August 24th	GRI 202 - Technology & Investments Instructor: David Wyant (Two Day Module = 11 CE Credits or 15 hours of Broker Post-Licensing Credit) Register By 8/13: GRI 202: DBAAR mbrs \$125 All others \$150 Register After 8/13 : GRI 202: DBAAR mbrs \$145 All others \$170 TO REGISTER CALL FLORIDA REALTORS® AT 800-669-4327	Thurs, Aug 23rd 8:30 a.m. to 5:00 p.m. Fri, Aug 24th 8:00 a.m. to 6:30 p.m.

*Covered by Education Voucher

*Covered by Education Voucher

September

Friday, September 7th	Tenants, Toilets & Tornados (Virtual Class) Instructor: Rebecca Panosso 3 CE Credits If Registered by Sept 6th - Member \$21 Non-Member \$31 Walk-Ins - Member \$31 Voucher Holder \$10 Non-Member \$41	9:00 a.m. to 12:00 p.m.
-----------------------	--	-------------------------

*Covered by Education Voucher

September

Wednesday, September 12th	MLS Training Instructor: Karen Nelson No CE Credits FREE To DBAAR Members	9:00 a.m. to 12:00 p.m.
Thursday, September 13th	Realtor Safety - Smart Business Instructor: Patricia Sherman 2 CE Credits If Registered by Sept 12th - Member \$14 Non-Member \$24 Walk-Ins - Member \$24 Voucher Holder \$10 Non-Member \$34	1:00 p.m. to 3:00 p.m.
*Covered by Education Voucher		
Friday, September 21st	Code of Ethics (CONTINUING MEMBERS ONLY) Instructor: Dick Fryer 3 CE Credits If Registered by Sept 20th- Members FREE Non-Member \$31 Walk-Ins - Members \$10 Voucher Holder \$10 Non-Member \$41	9:00 a.m. to 12:00 p.m.
*Covered by Education Voucher		

October

Thursday, October 11th	Intro to International Real Estate (Virtual Class) Instructor: Pat Tan 2 CE Credits If Registered by Oct 10th - Member \$14 Non-Member \$24 Walk-Ins - Member \$24 Voucher Holder \$10 Non-Member \$34	1:00 p.m. to 3:00 p.m.
*Covered by Education Voucher		
Wednesday, October 17th	Code of Ethics (NEW MEMBER ORIENTATION) Instructor: Beverly Pindling FREE To DBAAR Members MLS Training - Karen Nelson FREE To DBAAR Members	8:15 a.m. to 11:30 a.m. 1:00 p.m. to 4:00 p.m.
Thursday, October 25th & Friday, October 26th	GRI 301 - It's More Than Just Sales Instructors: David Wyant, Kim Bell, Omar Capellan (Two Day Module = 11 CE Credits or 15 hours of Broker Post-Licensing Credit) Register By 10/15: GRI 301: DBAAR mbrs \$125 All others \$150 - Both GRI 300 Modules: DBAAR mbrs \$225 All others \$250 Register After 10/15 : GRI 301: DBAAR mbrs \$145 All others \$170 - Both GRI 300 Modules: DBAAR mbrs \$245 All others \$270 (GRI 302 will be held November 29-30, 2018) TO REGISTER CALL FLORIDA REALTORS® AT 800-669-4327	Thurs, Oct 25th 8:30 a.m. to 5:00 p.m. Fri, Oct 26th 8:00 a.m. to 6:30 p.m.

November

Wednesday, November 7th	MLS Training Instructor: Karen Nelson No CE Credits FREE To DBAAR Members	1:00 p.m. to 4:00 p.m.
Friday, November 9th	Short Sale Essentials (Virtual Class) Instructor: Patricia Sherman 4 CE Credits If Registered by Nov 8th- 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		
Wednesday, November 14th	Code of Ethics (CONTINUING MEMBERS ONLY) Instructor: Lorri Reynolds 3 CE Credits If Registered by Nov 13th- Members FREE Non-Member \$31 Walk-Ins - Members \$10 Voucher Holder \$10 Non-Member \$41	1:00 p.m. to 4:00 p.m.
*Covered by Education Voucher		
Thursday, November 29th & Friday, November 30th	GRI 302 - Thinking Outside the Box Instructor: JoAnne Chandro (Two Day Module = 11 CE Credits or 15 hours of Broker Post-Licensing Credit) Register By 11/19: GRI 302: DBAAR mbrs \$125 All others \$150 Register After 11/19 : GRI 302: DBAAR mbrs \$145 All others \$170 TO REGISTER CALL FLORIDA REALTORS® AT 800-669-4327	Thurs, Nov 29th 7:30 a.m. to 5:00 p.m. Fri, Nov 30th 8:00 a.m. to 5:30 p.m.

December

Thursday, December 6th	Code of Ethics (Virtual Class) (CONTINUING MEMBERS ONLY) Instructor: Deb Diesing 3 CE Credits If Registered by Dec 5th - Members FREE Non-Member \$31 Walk-Ins - Members \$10 Voucher Holder \$10 Non-Member \$41	1:00 p.m. to 4:00 p.m.
*Covered by Education Voucher		
Wednesday, December 12th	Code of Ethics (NEW MEMBER ORIENTATION) Instructor: Patricia Sherman FREE To DBAAR Members MLS Training - Karen Nelson FREE To DBAAR Members	8:15 a.m. to 11:30 a.m. 1:00 p.m. to 4:00 p.m.