

Online:

www.orlandorealtors.org

(log into "Members Only" go to "Classes and Events" and click on "Upcoming Classes" to select the classes you would like to register for)

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ORRA Education
1330 Lee Road
Orlando, FL 32810

Registration / Cancellation / No-Show Fee

Full payment required with registration

CE, Non-CE, and Free Courses: Cancellations not received within two (2) business day prior to class start time will result in the forfeiture of the registration fee.

Designations, Certifications, & Legal Summit: A 25% fee will be assessed for cancellations received within five (5) days of course date. "No Shows" forfeit the registration fee.

Attendance

In order to receive CE credits for any Continuing Education courses, participants must:

1. Be physically present for the entire program from beginning to end
2. Sign any / all morning or afternoon attendance sheets; and
3. Refrain from using cell phone and electronic devices except during designated break times

Refunds/Cancellation requests

Please contact the Professional Development Department

Check out these upcoming programs at ORRA designed to enhance your career and increase your productivity.

ABR: Accredited Buyer's Representative
NAR Certification

September 28 & 29, 2017
8:30 a.m. - 5:30 p.m.
(check-in begins at 8:00 a.m.)



11 CE Credits
REALTOR® Members | \$299

About the Program

The Accredited Buyer's Representative (ABR®) designation is for real estate buyer agents who focus on working directly with buyer-clients at every stage of the home-buying process.

By earning your ABR®, you will gain:

- Valuable real estate education that elevates your skills and knowledge in the eyes of home buyers.
- Ongoing specialized information, programs, and updates that keep you knowledgeable on the issues and trends facing home buyers.
- Access to members-only publications, marketing tools and resources.
- Networking and referrals

CANCELLATION/NO-SHOWS

A fee of 25% will be assessed for cancellations received within 5 days of course date and no refund for No Shows. If you wish to cancel your education class or course registration, please contact ORRA's Professional Development Department at 407.513.7268 or e-mail education@orlandorealtors.org. Thank you.

RENE: Real Estate Negotiation Expert
NAR Certification

October 12-13, 2017
Thursday, October 12 - 8:30 a.m. - 4:30 p.m.
Friday, October 13 - 8:30 a.m. - 12:30 p.m.
(check-in begins at 8:00 a.m.)



11 CE Credits
REALTOR® Members | \$289

About the Program

The Real Estate Negotiation Expert (RENE) certification is for real estate professionals who want to sharpen their negotiation skills. The RENE certification program gives REALTORS® the tips and tools they need to be skillful advocates for their clients.

27th Annual Legal Summit

November 16, 2017
8:30 a.m. - 4:30 p.m.
(check-in begins at 8:00 a.m.)



7 CE Credits
ORRA Members & Attorneys | \$119
Non-ORRA Members | \$124

About the Program

Today's real estate market presents REALTORS® with challenges and risks and now more than ever, REALTORS® need to be up to date on the latest legal developments and changes so they can minimize their risk of doing business.

2017 Education CALENDAR



Sun	Mon	Tue	Wed	Thu	Fri
			1	2	3
3	4	5	6	7	8
9	10	11	12	13	14
15	16	17	18	19	20
21	22	23	24	25	26
27	28	29	30	31	

ORRA Education Class Schedule

October 2017

3	9:00 am – 5:00 pm	Accredited Staging – 2-Day REALTOR® Course Instructor: Andi Hurley This two-day REALTOR course will offer the opportunity to earn your Accredited Staging Professional Real Estate designation, 4 CE credits, and gain the potential to start selling homes faster and/or for more money through the tool of staging. The Accredited Home Staging Course was developed to provide real estate agents knowledge on what staging is and how incorporating it in to their business can help them be more successful and productive. A third day of training will be provided for those interested in growing their knowledge of the staging industry.	4 CE	ORRA Member Special Pricing: \$275	\$295
10	9:00 am – 12:00 pm	Form Simplicity Instructor: Kaz Cisowski Form Simplicity was designed by REALTORS® for you to print a form and go, create an online transaction, and use automation features to import from MLS data.	3 CE		\$10
10	1:00 pm – 2:00 pm	Form Simplicity Tools for Brokers Instructor: Kaz Cisowski Learn how to use the improved Transaction Management features, including the paperless review process that helps safeguard brokerage transactions to remain compliant. Learn how to set up assistant accounts for staff, and how you and your agents can increase productivity with eSign.	No CE		\$10
10	2:30 pm – 4:30 pm	MLS Advantage Instructor: Kaz Cisowski With a single search, members can find all listings that match your search parameters from participating MLS boards. Property listing information can be auto-populated from MLSAdvantage directly into contracts in Form Simplicity.	2 CE		\$10
11	8:30 am – 4:30 pm	Excellence in Professionalism – Gold Key Certification Course Instructor: Cynthia DeLuca After completing this course, your customers and your community will view you as a highly respected professional and as someone they can call upon for all of their real estate needs. This course will equip you with the tools and knowledge for establishing relationships with fellow REALTORS®, affiliated business partners, and customers that will last a life time.	7 CE		\$10
12-13	8:30 am – 4:30 pm & 8:30 am – 12:30 pm	Real Estate Negotiation Expert – RENE Certification – 2 Days Instructor: Zola Szerencses The Real Estate Negotiation Expert (RENE) certification is for real estate professionals who want to sharpen their negotiation skills. The RENE certification program gives REALTORS® the tips and tools they need to be skillful advocates for their clients.	11 CE		\$289
17	10:00 am – 3:00 pm	Technology Education Surf Camp Instructor: Craig Grant At ORRA's Technology Education Surf Camp, you'll find out how to incorporate today's latest technology into your business by learning from and networking with fellow REALTORS® with lively, collaborative sessions that include opportunities for the exchange of ideas, best practices and a box lunch!	No CE		\$10
24	9:00 am – 12:00 pm	Death & Dirt Presented by Affiliate Education Series Presenter: Bridget M. Friedman What would you do if you suffered the loss of a client mid-transaction? This course will unearth the misconceptions of probate, dying intestate, homestead property of the deceased, investments, the protocol of "who gets what", deeded property and other variables that could affect the associated families. Death and Dirt is designed for new and seasoned REALTORS®, alike, as the laws are ever changing.	No CE		\$10
25	9:00 am – 12:00 pm	FHA 203k & Fannie Mae Renovation Instructor: Andy Wood The Section 203(k) program is HUD's primary program for the rehabilitation and repair of single family properties and an important tool for community and neighborhood revitalization and for expanding homeownership opportunities. Learn about the full FHA 203k and Fannie Mae HomeStyle Renovation programs will help you increase your business immediately by closing properties "AS-IS" with only 3.5%-5% down from the total loan amount.	3 CE		\$10
26	10:00 am – 12:00 pm	REALTOR® Safety – Smart Business Presented by RMC Instructor: Andy Tolbert Safety should be at the top of the list of things every REALTOR® should be concerned about. We meet complete strangers that in any other venue we would be suspicious of, but in the context of being a customer, we trust them fully. Unfortunately, this has caused our profession to be targeted by people with less-than-wholesome intentions. They know we're alone and they know many of us are untrained in how to protect ourselves. Take this course and learn tips on how to put safety first!	2 CE		\$10
26	1:00 pm – 3:00 pm	Hot Topics Panel on Advertising, Copyright, and Social Media – Presented by RMC Instructor: Kristy Harrington, Esq. and Andy Tolbert Open panel for questions and answers regarding current media HOT TOPICS which include copyright and advertisement, common contract errors, social media, and physical safety. Are your social media habits putting yourself and your customers at risk? Is there possibility that you make false or misleading statements about your colleagues and clients? If you want to increase safety measures for your business, both virtually and in person, then this panel is for you!	No CE		\$10

November 2017

7	9:00 am – 12:00 pm	Efficiently Working with Buyers Instructor: Robert Gress Many licensees start their real estate business by working with buyers. Whether you are new or experienced, working with buyers is a fundamental part of every real estate licensee's business. It doesn't take long before licensees can become frustrated with the process of helping buyers. Frustration comes from endlessly showing buyers homes that they do not buy, frustration can also come from showing homes to buyers and they buy with another licensee.	3 CE		\$25
7	1:00 pm – 4:00 pm	Introduction to New Construction Instructor: Robert Gress This course is designed to give you a comprehensive overview of new construction sales and the opportunities that are available to Florida licensees. New construction can be very exciting buy also intimidating for a new or inexperienced licensee. Helping new construction customers requires a you to have a unique set of skills. This course provides a great foundation for understanding new construction as it relates to helping buyers and builders in Florida.	3 CE		\$25
9	12:30 pm – 4:30 pm	Is Your House Making You Sick? Instructor: Linda Olson Good security habits aren't "nice" to have; they are a "must" have! Do you have a Security Quotient? How comfortable are you working an open house or meeting a new client at a property? In these times, vulnerability increases, and we need to practice effective safety measures. The right knowledge and preparation can help increase our security quotient and decrease our vulnerability.	4 CE		\$10
14	9:00 am – 1:00 pm	Property Management for the Real Estate Practitioner Instructor: Omar Capellan This is the course 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. You will walk through the reasons you are needed, what you need to do, and what to expect from a legal standpoint. This course is designed to provide homebuyers with a knowledgeable practitioner, familiar with both the practice and the laws behind landlord/tenant relationships.	4 CE		\$10
15	8:30 am – 4:30 pm	Excellence in Professionalism – Gold Key Certification Course Instructor: Beverly Pindling After completing this course, your customers and your community will view you as a highly respected professional and as someone they can call upon for all of their real estate needs. This course will equip you with the tools and knowledge for establishing relationships with fellow REALTORS®, affiliated business partners, and customers that will last a life time	7 CE		\$10
16	8:30 am – 4:30 pm	27th Annual Real Estate Legal Summit Presenters: CFREAC Attorneys Today's real estate market presents REALTORS® with challenges and risks and nor more than ever, REALTORS® need to be up to date on the latest legal developments and changes so that they can minimize their risk of doing business.	7 CE		\$119
30	8:30 am – 4:30 pm	Excellence in Professionalism – Gold Key Certification Course Instructor: Cynthia DeLuca After completing this course, your customers and your community will view you as a highly respected professional and as someone they can call upon for all of their real estate needs. This course will equip you with the tools and knowledge for establishing relationships with fellow REALTORS®, affiliated business partners, and customers that will last a life time	7 CE		\$10

December 2017

5	9:00 am – 11:00 am	Financial Goals & Estate Planning Instructor: Matt Buckland & Edward Jones Stocks: The Nuts & Bolts - As you consider your long term financial goals, how do stocks measure up? This seminar shares basic information to help evaluate how stocks may fit into an overall strategy. We'll discuss and review common versus preferred stock, dividends, investment strategy and different ways to own stock. Preparing your Estate Plan - Do you know where your assets will go when you die? If not, this seminar will help familiarize you with the basic steps of estate planning, including the function of a will and the diverse types of trusts. An estate-planning attorney will be present at this event.	No CE		\$10
13	8:30 am – 4:30 pm	Excellence in Professionalism – Gold Key Certification Course Instructor: Beverly Pindling After completing this course, your customers and your community will view you as a highly respected professional and as someone they can call upon for all of their real estate needs. This course will equip you with the tools and knowledge for establishing relationships with fellow REALTORS®, affiliated business partners, and customers that will last a life time	7 CE		\$10

For educational courses or **Risk Management Certification Credit Courses** or **Technology Classes**, please visit our website: www.orlandorealtors.org, contact Professional Development at 407.513.7268 or e-mail education@orlandorealtors.org.
For **FREE MFRMLS Classes** – not listed, please visit their website: www.mfrmls.com or call 407.960.5300.
For events, contact Administration at 407.513.7262 or e-mail CaroleB@orlandorealtors.org or AngelaF@orlandorealtors.org

Business casual attire requested for education classes.