

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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Mail:

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) days 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. Check in with ORRA Staff and sign morning / afternoon attendance sheets.
2. FREC requires a licensee attend 90% of each of the classroom hours. Physical attendance is required for the duration of class.
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.

CIPS: Certified International Property Specialist



April 4 - April 10
5- Day Institute
8:30 p.m. – 5:00 p.m.

Check-in begins at 8:00 a.m.

5- Day Institute Pricing: \$349 by March 4, 2018
After March 4, 2018: \$399

For Individual Days: \$109 by March 4, 2018
After March 4, 2018: \$129

About the Program

International real estate opportunities are everywhere. New people move to the U.S. from other countries every day and foreign-born individuals residing in the U.S. move to new markets. Americans in the current market invest in property overseas. No matter which international audience you cater to, the Certified International Property Specialist (CIPS) Designation will provide knowledge, research, networking, and tools to globalize your business.

5- Day Institute Schedule

- April 4, 2018: Local Markets (Core Course- No CE) 8:30am - 5:00pm
- April 5, 2018: Transaction Tools (Core Course- No CE) 8:30am - 5:00pm
- April 6, 2018: Americas (Elective Course- No CE) 8:30am - 5:00pm
- April 9, 2018: Europe (Elective Course- No CE) 8:30am - 5:00pm
- April 10, 2018: Asia/ Pacific (Elective Course- No CE) 8:30am - 5:00pm

Instructors include: Zola Szerencses, Carlos Fuentes, Christel Silver

Please note the follow:

- Application Fee: \$75
- Annual dues: \$220

GRI 200 Series: Essential Real Estate Techniques



April 23 – April 27, 2018
Two, 2 Day Modules
7:30 a.m. - 6:00 p.m.

Check-in begins at 7:15 a.m. on 1st day

30 BPL or 22 CE Credits

Pricing: \$239 for ORRA Members; \$254 for REALTOR® Members

About the Program

The GRI 200 Series: "Essential Real Estate Techniques" provides you the opportunity to enhance your skills with the "Sales from the Ground Up" approach and consists of the following two, 2-day modules:

GRI 201 – It's All About You– 11 CE

April 23-24, 2018

Personal Promotion - Utilize promotional materials and communication channels that are consistent with a personal brand, the target market, and an overall promotional plan.

Tax I - - Relate the impact of *Foreign Investment in Real Property Tax Act (FIRPTA)* requirements.

Sales and Marketing - Demonstrate communication models that gain appointments, listings, and answer listing objections.

GRI 202 – Technology and Investments – 11 CE

April 26-27, 2018

Investment Real Estate - Perform various investment analyses on a given property including the calculation of Effective Gross Income, Cash Flow, and Capitalization Rate.

Tax II - Classify allowable business expenses.

Technology Tools and Resources - Relate the growth of technology in the real estate industry to consumer demands and expectations.

2018 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

February 2018						
8	9:00 am – 1:00 pm	FR / Florida Bar Contracts Instructor: Andrew Fisher, Esq. Get a handle on the most common problems and the recent changes to the contracts and riders. Forms covered include the Florida Realtors/Florida BAR "AS IS" version of the contract, and the comprehensive riders – section by section, clause by clause. Learn how to properly complete every blank of the contracts and riders.	4 CE		\$10	
13	9:00 am – 12:00 pm	Core Law – Mandatory License Renewal Course Instructor: Dick Fryer Florida brokers and salespersons must take three hours of Core Law to fulfill the state's continuing education requirements for license renewal (14 hours total). Each year, the Florida Legislature passes and amends real estate laws. This class reviews recent changes to state and federal laws and rules.	3 CE		\$10	
13	1:00 pm – 5:00 pm	Negotiating Skills for Today's Real Estate Professional Instructor: Cynthia DeLuca This course examines the art of negotiation and what it can mean for a real estate professional when practiced correctly. It will help REALTORS® determine what negotiation is and how they can use it to negotiate toward a successful closing.	4 CE		\$10	
14	8:30 am – 11:30 am	Code of Ethics Instructor: Patti Ketcham 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, 2017 and December 31, 2018. REALTORS® who do not meet the requirement will have their REALTOR® status suspended on January 1, 2019. This is a nationwide requirement for all REALTORS®.	3 CE	3 Hours of Ethics & Business Practices	\$10	
14	12:30 pm – 4:30 pm	Completing an Effective Purchase Sales Contract Instructor: Patti Ketcham This course was designed for real estate professionals to increase their understanding of the sales contract and polish their skills from the first word to the last signature. Upon completion you will be able to explain the agreement to a client as well as identify the proper timing of execution and the use of the appropriate disclosures.	4 CE		\$10	
22-3	8:00 am – 6:00 pm	Graduate Realtor Institute (GRI) – 100 Series (NAR Designation Course) <ul style="list-style-type: none"> 22-23 GRI Module 101: Professionalism and the Law 26-27 GRI Module 102: Starting Your Business 3/1-2 GRI Module 103: Maximize Your Profitability 	45 SPL		\$359	
			14 CE		\$139	
			11CE		\$139	
			14CE		\$139	
March 2018						
6	9:00 am – 12:00 pm	Core Law – Mandatory License Renewal Course Instructor: Dick Fryer Florida brokers and salespersons must take three hours of Core Law to fulfill the state's continuing education requirements for license renewal (14 hours total). Each year, the Florida Legislature passes and amends real estate laws. This class reviews recent changes to state and federal laws and rules.	3 CE		\$10	
8	8:30 am – 12:30 pm	Single and Multi- Family Investing, presented by Property Management Instructor: Cynthia Shelton Realtors® that want to analyze, invest in, and manage residential and small family real estate units will want to take this course! This class will walk students through the reasons people invest in real estate and how to best manage it once you have made the leap.	4 CE		\$10	
8	1:00 pm – 3:00 pm	How to Outsmart Scammers & Protect What You've Worked For Instructor: Matt Buckland How to Outsmart Scammers: Incidents of fraud are on the rise and scammers' tactics are becoming more complex. Learn to outsmart them in this seminar. Protect what You've Worked For: Learn how to protect your financial foundation and financial resources that you've come to create for you and your family.	No CE		\$10	
13	8:30 am – 12:30 pm	Become an Internet Wiz Instructor: Craig Grant Learn how to properly utilize and leverage the internet to maximize and make your time online more efficient. Learn to properly use search engines and browsers, maximize customer service, and gain and retain business. There will also be a segment on legal, risk management and online safety concerns.	4 CE		\$25	
13	2:00 pm – 4:00 pm	OSCAR Worthy Real Estate Video Instructor: Craig Grant Video has become one of the most important tools a REALTOR® has access to and the great news is the tools to do it are easier than ever! This session will help you select the right devices, software, apps, hosting sites and more to harness the power of video in your real estate business	No CE		\$10	
14	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 provide the tools and knowledge for establishing relationships with fellow REALTORS®, affiliated business partners, and customers that will last a life time.	7 CE		\$10	
15	9:00 am – 1:00 pm	Preparing a Listing Contract Instructor: Nishad Khan This course is perfect for outlining the various types of listing agreements and the duties of each, identifying the protected classes under the Fair Housing Act, and understanding details about fees.	4 CE		\$10	
16	9:00 am – 1:00 pm	So You Think You Want to Be a Commercial REALTOR®? Instructor: Linda Olson This course is designed for today's busy residential REALTOR®, who may have an interest in expanding their services to include commercial real estate. The overall goal of the course is to equip you with the knowledge to decide if this specialty is a direction that you want to take.	4 CE		\$10	
20	9:00am – 12:00 pm	RPR - REALTOR Property Resource Instructor: Dee Toohey Get introduced to the power of RPR: integrated tax, MLS data, foreclosure, flood maps, valuations, schools, virtually everything you need in one place to be a local market expert!	No CE		\$10	
20	1:30 pm – 3:30 pm	The Impact of the Tax Cuts & Jobs Act of 2017 Instructor: Jerry Pemberton The Tax Cuts and Jobs Act of 2017 virtually impacts all tax payers with the changes in the tax reform legislation. This time of instruction will discuss the impact of the changes on the Real Estate Agent.	No CE		\$10	
22	2:00 pm – 5:00 pm	Code of Ethics Instructor: Beverly Pindling 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, 2017 and December 31, 2018. REALTORS® who do not meet the requirement will have their REALTOR® status suspended on January 1, 2019. This is a nationwide requirement for all REALTORS®.	3 CE	3 Hours of Ethics & Business Practices	\$10	
23	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 provide the tools and knowledge for establishing relationships with fellow REALTORS®, affiliated business partners, and customers that will last a life time.	7 CE		\$10	
27	9:00 am – 12:00 pm	Affordable Housing Solutions: What Every REALTOR Should Know Instructors: Chip White & Sandy Smith This course is a great opportunity to learn the importance of affordable homeownership programs and which resources are available statewide to assist more Floridians purchase a home. A well-informed Realtor® is the driving force that will help more potential first-time homebuyers become homeowners.	3 CE		\$10	
27	1:00 pm – 4:00 pm	Core Law – Mandatory License Renewal Course Instructor: Dick Fryer Florida brokers and salespersons must take three hours of Core Law to fulfill the state's continuing education requirements for license renewal (14 hours total). Each year, the Florida Legislature passes and amends real estate laws. This class reviews recent changes to state and federal laws and rules.	3 CE		\$10	
28	9:00 am – 12:00 pm	Understanding the HECM for Home Purchase Instructor: Tim Linger This course will help you increase your sales and commissions, sell homes to seniors (62+), separate myths from realities, market the FHA program, increase your exposure, generate more listings, identify homes that qualify, and enjoy yourself while networking!	3 CE		\$10	
29	11:00 am – 12:00 pm	Build Your Network with LinkedIn Instructor: Microsoft Store Staff In this 45- minute workshop you will learn to create a compelling profile of your capabilities and accomplishments and grow your business's professional network.	No CE		\$10	
29	1:00 pm – 4:00 pm	Help Your Customers "Know the Numbers" Instructor: Grant Simon This course will provide helpful tips on discussing payments, cash to close, appreciation, depreciation, interest rates, the economy, and statistics. It is designed to "turn you into a walking, talking real estate machine" and discuss numbers with confidence.	3 CE		\$10	

Did you know? NAR now requires you to take the Code of Ethics every two years. You will need to take the COE between January 1, 2017 to December 31, 2018.

Did you know? The DBPR now requires licensees to take a new 3 Hour Ethics and Business Practices class. ORRA's Code of Ethics qualifies for this new requirement.

For educational courses or **Risk Management Certification Credit Courses** 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.