

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.

PSA: Pricing Strategy Advisor: Mastering the CMA NAR Certification



August 29, 2017
9:00 a.m. - 4:00 p.m.
(check-in begins at 8:30 a.m.)

6 CE Credits
REALTOR® Members | \$169

About the Program

The Pricing Strategy Advisor (PSA) certification is specifically designed to enhance your skills in pricing properties, creating CMAs, working with appraisers, and guiding clients through the anxieties and misperceptions they often have about home values.

By earning your PSA®, you gain:

- The purpose and benefits of CMA's and how to guide clients through them
- Terminology of pricing and valuation
- The Code of Ethics as it relates to pricing
- How to identify appropriate comparables and where to find information about them
- The role of supply and demand in pricing
- How to adjust comparables
- Specific challenges and special situations in making adjustments
- How to work with appraisers
- How to hone your pricing skills and practices

27th Annual Legal Summit

September 7, 2017
8:30 a.m. - 4:30 p.m.
(check-in begins at 8:00 a.m.)



7 CE Credits
ORRA Members & Attorneys | \$109 by August 15th
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.

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.

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

July 2017				
12	12:30 am – 4:30 pm	No Nonsense Broker Management Instructor: Chuck Bonamer Overseeing your office is more complex in today's market. With the addition of agents and other staff members, you have assumed more responsibility and risk. Learn to effectively manage this responsibility & minimize the involved risks!	4 CE	\$50
17-25	8:00 am - 6:00 pm	Graduate Realtor Institute (GRI) – 100 Series (NAR Designation Course) <ul style="list-style-type: none"> • 17-18 GRI Module 101: Professionalism and the Law • 20-21 GRI Module 102: Starting Your Business • 24-25 GRI Module 103: Maximize Your Profitability 	45 SPL 14 CE 11 CE 14 CE	\$199 for ORRA Members \$359 \$139 \$139
26	9:00 am – 12:00 pm	Avoid the Hack/Lead Generation Instructor: Jason Jakus Avoid the Hack: Cyber Security (2 Hours; 2 CE) Explore the most current risk including mobile hacking, the weakness in your internet router, and how cyber criminals hack your email to obtain your customers personal information. Lead Generation (1 Hour; No CE) Open discussion that will provide quick tips on building your real estate business through lead generation.	2 CE	\$10
26	1:00 pm – 4:00 pm	Affordable Housing Solutions: What Every Realtor® Should Know Instructor: Chip White and Charles Jones 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
28	9:00 am – 12:00 pm	Building Real Estate Teams Instructor: Robert Gress For most, real estate sales start on an individual level. At some point, there are many licensees that find themselves struggling to make it to the next level. Building a real estate team may be the answer. The thought of building a real estate team can be both exciting and daunting, this course will help you understand the topic in a more comprehensive way.	3 CE	\$25

August 2017				
1	9:00 am – 12:00 pm	Listing Contract Workshop Instructor: Nishad Khan This seminar is designed for REALTORS® who are new to the profession and for those who want to refresh their knowledge.	3 CE	\$10
2	12:30 pm – 4:30 pm	Body Language and Other Negotiating Techniques Instructor: Chuck Bonamer What separates the outstanding producer of listings and sales from agents who barely reach minimal standards of living? It's now generally accepted that certain facial expressions of human emotion are recognized around the world and the recognition of these expressions is genetically inherited rather than socially conditioned or learned.	4 CE	\$25
3	1:00 pm – 4:00 pm	New Florida FR/BAR 2017 Contract Updates Instructor: Melanie Dawn Molina Wood Review updates to the 2017 FR/BAR Contracts. This course will cover the new FR/BAR contract revisions.	No CE	\$10
8	9:00 am – 12:00 pm	Form Simplicity Training for REALTORS® Instructor: Kaz Cisowski Learn how to integrate all of Form Simplicity's features into a single workflow. Electronically fill out Real Estate paperwork in a web-based application. Create, edit, and manage paperless transactions. Print, Email, fax, and collaborate via Form Simplicity. Save time with digital signatures. Archive and store long term electronic paperwork for compliance.	3 CE	\$10
8	1:00 pm – 2:00 pm	Leveraging Form Simplicity's Tools for Broker's 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
8	2:30 pm – 4:30 pm	MLSAdvantage 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
9	9:00 am – 12:00 pm	Florida Brokerage Relationships Instructor: Robert Gress Get a complete understanding of Florida brokerage relationships and whether an agency or transactional brokerage relationship exists between you as the licensee and a seller or buyer.	3 CE	\$25
9	1:00 pm – 4:00 pm	Prospecting & Handling Objection Scripts Instructor: Robert Gress By attending this seminar, you'll gain access to actual scripts that you can use when prospecting for buyers and sellers. You'll learn best ways for a REALTOR® to respond to the most common questions in real estate. Overcome their objections, then you won't have any deals to close. The secret is in the spoken word!	3 CE	\$25

10	8:30 am – 4:30 pm	Excellence in Professionalism – Gold Key Certification Course Instructor: Dick Fryer 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
15	1:00 pm – 4:00 pm	Code of Ethics Instructor: Beverly Pindling Every REALTOR® must have completed 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	\$10
17	8:30 am – 10:30 am	Understanding the HECM for Home Purchase Instructor: Tim Linger This course will help you learn how to increase your sales and commissions, sell homes to seniors (62+), market the FHA program, increase exposure, generate more listings, identify homes that qualify, and more!	2 CE	\$10
22	8:30 am – 12:30 pm	Newly Licensed, Now What? Instructor: Denise Oyler This course has been designed to set you up to succeed by answering some of the most important "What's next?" questions. The information will be divided into five sections: Corporation Entities and the Business Plan; Mortgage Financing 101; Home Construction, Architecture, and Inspections; The Art of Working with Sellers and Buyers; and Title 101.	4 CE	\$10
24	8:30 am – 4:30 pm	Excellence in Professionalism – Gold Key Certification Course Instructor: Dick Fryer 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
29	9:00 am – 4:00 pm	Pricing Strategies: Mastering the CMA Instructor: Cynthia DeLuca This Pricing Strategy Advisor (PSA) certification is specifically designed to enhance your skills in pricing properties, creating CMA's, working with appraisers, and guiding clients through the anxieties and misperceptions they often have about home values.	6 CE	\$169
30	9:00 am – 12:00 pm	Meeting the Needs of Challenging Clients Instructor: Beverly Pindling This course will help Realtors® diffuse conflict, engage in active listening, and produce solutions for their client without becoming mired down in conflict and misunderstanding. The lessons will provide professional and effective means for learning how to work with wide-ranging personality types and dispositions.	3 CE	\$10
31	9:00 am – 12:00 pm	Buying versus Renting & Other Millennial Facts Instructor: Grant Simon 50% of the market across the country are first-time homebuyers. They are primarily millennials and have a unique skill set and preconceptions about the homebuying process. As home ownership rates have been declining, this course is designed to assist you to gain transactions and help family and friends purchase their first home. You'll leave this course armed with "what to say" and "how to say it" to reach those millennial customers and become THE expert for first time homebuyers.	3 CE	\$10

September 2017				
1	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 as well. The overall goal of the course is to better equip you to decide if this specialty is a direction that you want to take.	4 CE	\$10
7	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 no 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	\$109 <i>Early Bird Registration ends August 15</i>
14	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 totals). 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
14	1:00 pm – 4:00 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

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.