

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: \$25 fee or forfeiture of registration fee assessed for class cancellations not received at least one (1) business day prior to the class start time, or for no-shows.

Designations and Certifications: 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.

GRI 200 Series: Essential R. E. Techniques

April 24-25 and 27-28, 2017
8:00 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 REALTOR® Members

About the Program

"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 24-25, 2017

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

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

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

GRI 202: Technology and Investments – 11 CE
April 27-28, 2017

Taxes and the Real Estate Licensee - Classify allowable business expenses.

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

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

GRI 300 Series: Essential R. E. Techniques

June 12-13 and 15-16, 2017
8:00 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 REALTOR® Members

About the Program

"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 301: It's More than Just Sales – 11 CE
June 12-13, 2017

Appraisals - Illustrate the differences between physical depreciation, functional obsolescence and external obsolescence and how they affect property values.

Exchanging - Relate the value of exchanges as a strategy for customers to benefit from tax and financial incentives.

Property Management & Common Ownership - Demonstrate professional communication and business management skills as a property manager. Identify the physical characteristics (structures, property types, common elements) associated with each form of common ownership.

GRI 302: Think Outside the Box – 11 CE
June 15-16, 2017

Brokerage Management - Develop brokerage policies, procedures and budget.

International - Apply the regulations and taxes that must be adhered to by foreign parties participating in a real estate transaction.

Residential Construction - Apply knowledge of building codes and the processes prior to construction when assisting customers in transactions.

Land Environment & Private Property Rights - Relate federal and state laws regarding land use and the environment (including the "Growth Management Act") to the practice of real estate.

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

March 2017				
21	9:00 am – 12:00 pm	Run a Successful Real Estate Website Instructor: Craig Grant This class is intended to help both the REALTOR® who already has a website and wants to enhance it and the REALTOR® who does not yet have a website and wants to learn more. Learn the essentials of website ownership in a fast paced, yet fun and easy-to-follow environment.	3 CE	\$25
22	1:00 pm – 4:00 pm	Prospecting and 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. If you can't overcome their objections, then you won't have any deals to close. The secret is in the spoken word!	3 CE	\$25
April 2017				
5	9:30 am – 12:30 pm	Introduction to BPO's Instructor: Robert Gress This course will leave you with a better understanding of what a BPO really is and when it is beneficial for your business. Some of the key topics include the differences between a BPO and an appraisal what your responsibilities are when doing a BPO, the tools and equipment required, and how to grow a BPO business.	3 CE	\$25
6	9:30 am – 11:30 am	REALTOR® Safety Matters: Safe Business = Smart Business Instructor: Andy Tolbert Every REALTOR® should take a safety course because in this industry you expose yourself daily to situations that can place you in harm's way. This course is an essential primer on how real estate professionals can limit risk to preserve safety and facilitate positive business outcomes.	2 CE	Free
11	9:00 am – 4:00 pm	Pricing Strategy Advisor (PSA): Mastering the CMA (NAR Certification) Instructor: Cynthia DeLuca The Pricing Strategy Advisor (PSA) certification is specifically designed to enhance your skill 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
20	9:00 am – 1:00 pm	Become an Expert Real Estate Social Media Superstar Instructor: Craig Grant Designed for any REALTOR®, no matter their tech knowledge or skill level, this course will help you understand how to utilize social media to help generate business, grow and nurture your circle of influence, become more efficient in your daily life, and offer better customer service in order to be a more professional and efficient REALTOR®.	4 CE	\$25
20	2:00 pm – 4:00 pm	Tech Tools for Real Estate Instructor: Craig Grant The role of technology and customer service are very similar, yet the two often don't go together in the real estate world. You'll learn how to use very cost efficient (sometimes free) technology tools, devices, software, apps and more in order to take your customer service to the next level. You'll also be able to increase your closings and understand the role of cloud computing as it relates to customer service.	No CE	Free
24-28	8:00 am - 6:00 pm	Graduate Realtor Institute (GRI) – 200 Series (NAR Designation Course) <ul style="list-style-type: none"> • 24-25 GRI Module 201: It's All About You • 27-28 GRI Module 202: Technology and Investments 	30 BPL	\$239
			11 CE	\$139
			11 CE	\$139
May 2017				
2	9:30 am – 12:30 pm	FHA 203K and Fannie Mae Home Style Renovation Instructor: Andy Wood The section 203k 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 that will help you increase your business immediately by closing properties "AS-IS" with only 3.5% - 5% down of the total loan about.	3 CE	Free
3	9:30 am – 12:30 pm	Florida REALTORS® Listing Contract Class Instructor: Nishad Khan, Esq. This seminar is designed for REALTORS® who are new to the profession and for those who want to refresh their knowledge.	3 CE	Free
4	8:30 am – 4:30 pm	How to Purchase Tax Deed and Tax Lien Properties Instructor: Sandra Edmond Tax deed sales are properties offered for sale to the highest bidder for delinquent taxes. Learn the best way you can get started investing in Tax Deed and Tax Lien properties. The instructor will share with you how you can buy these properties, minimize your risk, increase your profits and become financially independent.	7 CE	\$69
9	9:00 am – 12:00 pm	Property Management: The Good, The Bad, and The Ugly Instructor: Cynthia DeLuca From weekend sleepovers to cookouts in managed properties, to removing security deposit refund fees, to sales associates operating property management companies outside of their employing brokers supervisions, and failure to return monies due to tenants and landlords. Hear about violated property management statues and actual cases that have been heard by the Commission in the last 18 months.	3 CE	PMC Members: FREE \$25

9	9:00 am – 12:00 pm	Prospecting for Listings Instructor: Robert Gress Prospecting for listings is a key ingredient for success in the real estate sales business. The highest producing agents in our business find the task of prospecting to be a part of their daily work schedule. This class is an opportunity to further explore not only the importance of prospecting for listings but how to go about doing it well.	3 CE	\$25
25	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	Free
June 2017				
1	9:30 am – 12:30 pm	How to Avoid Social Media Legal Risks Instructor: Mark Fiedelholz Don't expose yourself to embarrassing and costly lawsuits! This social media liability course gives you a competitive advantage and explains libel, libel by implication, controlling negative rules, copyright infringement, trademark infringement, and invasion of privacy. Learn expert media law strategies that you will not get online.	5 CE	\$79
8	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	Free
12-16	8:00 am - 6:00 pm	Graduate Realtor Institute (GRI) – 300 Series (NAR Designation Course) <ul style="list-style-type: none"> • 12-13 GRI Module 301: It's More Than Just Sales • 15-16 GRI Module 302: Thinking Outside the Box 	30 BPL	\$239
			11 CE	\$139
			11 CE	\$139
27	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	Free
9	9:00 am – 12:00 pm	Real Estate Negotiation Instructor: Robert Gress Effective negotiating is paramount in the real estate transaction. Whether you are negotiating the buyer's side or the seller's side, there is a strategy behind each of them.	3 CE	\$25

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 TashaG@orlandorealtors.org

Business casual attire requested for education classes.